

MICHIGAN TRADESMAN

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TRADESMAN COMPANY, PUBLISHERS

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Thirty-Eighth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 3, 1920

Number 1937

The Song That Silas Sung

Neighbor Silas sung a song
Every day his whole life long,
Sung it gladly 'neath the cloud
That hung o'er him like a shroud,
Or when sunbeams with their play
Gleamed and glorified his way,
Like a shower of joy outflung
Was the song that Silas sung:

Let the howlers howl,
And the scowlers scowl,
And the growlers growl,
And the gruff gang go it;
But behind the night
There's a plenty of light,
And everything is all right
And I know it!

Like the battle drums to me
Was the song of victory,
Like the flute's exultant strain
'Mid the wounded and the slain,
Like the quick blood-stirring fife
On the battle-plain of life—
Far and free the echoes rung
Of the song that Silas sung:

Let the howlers howl,
And the scowlers scowl,
And growlers growl,
And the gruff gang go it;
But behind the night
There's a plenty of light,
And everything is all right
And I know it!

Silas' soul has taken flight,
Passed in music through the night,
Through the shadow chill and gray,
And gone singing on its way;
But the quaint song that was his
Cheers the saddened silences;
Still glad triumph notes are flung
From the song that Silas sung:

Let the howlers howl,
And the scowlers scowl,
And the growlers growl,
And the gruff gang go it;
But behind the night
There's a plenty of light,
And everything is all right
And I know it!

Sam Walter Foss.

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



Red Crown Virginies

are the choicest of ground sausage beef, fried into delicious, golden-brown patties of liberal size, with just enough seasoning to make them smacking good. They are ready-to-serve cold, but are better after heating the can about twenty minutes in boiling water, before opening. For nutriment and taste, they are unsurpassed. This is an exclusive Red Crown improved sausage meat specialty and is protected in name and method of packing and preparing. As a breakfast, luncheon and dinner "meal in a jiffy" fast seller, it is unexcelled.

Push Virginies and you will do a big business on this consumer satisfying item.

Distributed to Retailers through Wholesale Grocers
exclusively

Packed and Backed by
ACME PACKING COMPANY, CHICAGO, U. S. A.



Franklin Golden Syrup



combines flavor and wholesome richness in a cane sugar syrup.

It sells quickly because it is of the same high quality as other Franklin Sugar Products.

The Franklin Sugar Refining Company
PHILADELPHIA

"A Franklin Cane Sugar for every use"

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



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.

Its 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.

Doz. Cost Makes a Difference

You know the best buy—

1 1/4 lb. carton . . . 2 doz. to case @ \$1.25 per doz.
5 lb. sack . . . 10 to bale @ \$3.55 per bale

Guaranteed Quality

Henkel's Pan Cake Flour
Self Raising Buckwheat



Smile With Us

Absolutely the Biggest Bargain offered the Trade

From your jobber—or direct.

Commercial Milling Company
DETROIT

MICHIGAN TRADESMAN

Thirty-Eighth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 3, 1920

Number 1937

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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MERCHANTS HOLD WHIPHAND

Peerless Swindlers Make Complete Back Down.

The victims of the rascally representatives of the Peerless Talking Machine Co. are now receiving letters from the Chicago sharpers reading as follows:

Chicago, Oct. 27—We have not received any reply to our letter of October 6, regarding payment of our draft for the two machines which you ordered from us September 8.

As you apparently are not satisfied with the terms of the agency agreement which you signed, we suggest that you kindly return the two machines to us at once by express prepaid, and on receipt of same, we will terminate your agency.

C. W. Shaver,

Manager Peerless Talking Machine Co.

It will be noted that the letters from the Chicago office of the sharks request the return of the machines without saying anything about the notes. The Tradesman advises its friends in trade who have been inveigled into signing the the agency agreements to refuse to give up the machines until the notes are first returned. In cases where cartage charges have been incurred, the Tradesman suggests that the merchants insist on being reimbursed for same. The merchants now have the whip hand—thanks to the exposure of the swindle (or attempted swindle) by the Tradesman—and there is no reason why they should not apply the lash to the backs of the cheats to good purpose.

A new angle to the swindle has appeared during the past week in the shape of "agency agreements" which give Flint as the main office of the "company." The certificate also bears the New York address of the "company," which is probably a myth. No street number is given at Flint, which leads to the belief that the Flint headquarters was in the pocket of the crafty chap who made that city his base while operating in Eastern Michigan. The name of the man who signed the certificates which purported to come from Flint is R. Kramer.

Two More Victims.

Walkerville, Nov. 1—We were handed a copy of your paper to-day and find in it the exposure of the Peerless Talking Machine Co. We are caught as well as the rest.

A man walked into the store one day and said, "Do you think you could sell any talking machines here?"

I said, "No, we haven't any money to spend for them."

Then he said he didn't want us to invest any money, but wanted to send two sample machines here, so we could take orders from people and when we sold a machine take out 25 per cent. and send them the rest, so I told him he could send them in that way, but we would not put any money into them in any way.

In a short time the machines came and in two days after that came an invoice for \$315 to pay for the machines, so I wrote them we were not to pay for machines until sold and they wrote back that we had signed a note, due on demand, and they were drawing on us through our local bank, but we have not paid yet and will not pay until we have to.

When the man was here he filled out a blank for me to sign as their agent here and I read it over and it looked all right and there was no note on it, so they must have had the note underneath with carbon paper between, so I wrote our name in that way.

Now what can we do about it, if anything? Walker Hardware Co.

Dansville, Nov. 1—I am another Peerless Talking Machine Co. victim.

The agent used the same tactics with me as with others mentioned in your paper, except that he put into the contract in writing that the Peerless Talking Machine Co. would send a selling force within three weeks and sell the machines for me.

I am sending contract for your inspection and request your advice as to proper course of procedure.

C. M. Young.

In all cases the Tradesman has replied to enquiries of this kind as follows:

Grand Rapids, Nov. 2—I am sorry you got caught in the meshes of the Chicago swindlers. Under no circumstances make any settlement with the cheats. The notes are invalid on three grounds. I will cheerfully disclose these reasons to you or your attorney any time you are sued on the note, which I do not think will ever be the case.

Note carefully my articles in the Tradesman and watch for any further developments I may chronicle from week to week.

If you have not yet received the talking machines, I would advise you to refuse to accept them from the transportation company.

Write the concern at once as follows:

"Cancel my order for talking machines, as obtained by false pretenses."

Keep a copy of your letter and acquaint me immediately with any further developments.

If you have the machines in stock, write the Chicago concern that they are held by you, subject to their order.

When you receive notice from the bank that the note is there for collection, call at the bank and write on the back of the note:

"Payment refused because signature was obtained by fraud."

This will prevent the swindlers from selling the note to an alleged "innocent third party." E. A. Stowe.

WOOL AND WOOLENS.

At the first auction sale for several months of Government owned wool, held in Boston the other day, the coarse varieties offered were disposed of, although the prices obtained were very low. The carpet manufacturers were the buyers. At Sydney, Australia, quite good prices were had for fine merinos, the principal buyers being Americans. Not much movement as yet is shown in domestic wools. While the mills are securing certain kinds of wool which they wish to be sure of, they are not buying in any large way, feeling certain that they will be able to get what they need when the time comes when they must have it. Their business just now does not warrant too great an investment in raw material. Reports of the mills made to the Bureau of the Census as of Oct. 1 show a smaller percentage of idle looms on that date than on Sept. 1, but larger than there should be. Nearly one-half of the wide looms and over one-third of the narrower were reported idle. Of spinning spindles 43.2 per cent. of those on woolens were idle and 26 per cent. of those on worsteds. Cutters-up have received their samples for spring, but have been in no hurry to put in orders. They are waiting to see what encouragement they can get from retailers. The business of the latter has been delayed by the warmth of the weather for nearly the whole of the month, and has been further disturbed by the number of the clearance and cut-price sales which have been in progress in different cities. The general attitude of the clothing manufacturers is shown in an announcement by one of the large Chicago concerns in advising its customers to wait until later before putting in orders for spring. Unless business picks up very materially there is a likelihood that some pretty drastic cuts in prices will be shown when spring clothing is offered.

COTTON GOODS MARKET.

Despite the wabbles which the quotations reflected, the past week showed a rather strong understone in the cotton situation. This is entirely regardless of the bullish sentiment evoked by the first frost of the season in a portion of the growing districts. In point of fact, the frost came at about the usual time and too late to affect anything except the top crop. But what gives strength to cotton is that prices have gone down about as far as they can and that any further decided tendency must be upward rather than downward. Prices have not been helped any by the measures advocated looking toward a stoppage of ginning. Nothing could be gained by such a course, as this would not

lessen the quantity of cotton, and, as one man put it, "cotton can be held in the bale as well as in the seed." The mill men, especially those in the South, are not anxious to have cotton go lower. They can make a good profit on fabrics at reduced prices even if the cost of cotton advanced quite a bit on recent figures, and they would be surer of bigger sales of goods if the price of the raw material went up. The demand for fabrics continues quite weak despite the price cuts which have been made. Sales of gray goods have been light and have been made on the low bases recently reached. Bleached and printed goods have met with some favor on the part of buyers, but there has been no eagerness shown in the purchases. Credit considerations have played a part in the reluctance to buy in quantity. The lack of orders for cotton goods in general has caused a further curtailment of production down South, as well as in the East. More activity is expected in knit goods about the middle of November. In hosiery, things remain about as they were, with decided price weakness and few transactions.

TREND OF FOOTWEAR PRICES

Buyers of footwear are beginning to see the approach of lower prices, despite the predictions that this Fall would show the peak of high costs. Packers and tanners are agreed that hides were never so plentiful and there is no lack of all kinds of leather. The slump in the export trade has been a factor in producing this situation. In August, for example, the value of the leather exports was put at \$6,058,896 as against \$23,544,890 in the corresponding month last year. Exports of boots and shoes have also been dropping in recent months. A number of shoe factories have either closed down or are working on part time because of the absence of demand. Despite the marked decline in the cost of raw materials, prices have not dropped correspondingly for boots and shoes. The high labor cost is sometimes blamed for this, but this position is hardly tenable when it is considered how small a percentage of cost is due to labor. On firmer ground are those who explain the high retail price of footwear as due to the reluctance of dealers to let go their holdings at anywhere near their cost of replacement. They are hoping to sell them at some profit over what they cost, but the public fails to respond and keeps on getting its old shoes cobbled. Meanwhile, the manufacturers are obtaining few orders and are obliged to curtail production. The logic of the situation will soon call for a different policy, to the advantage of all concerned. The shoe trade will have to do what other trades are doing.

ADAMS DUCKING CLAIMS.

Express Co. Trying To Avoid All Liability.

New York, Nov. 2.—Receivers of this city who were forced to accept express shipments are still holding the bag for any claims for damage on such shipments. This is particularly true of the Adams Express Co. which went out of business in June, 1918, and which ever since has stalled along claimants with one excuse and then another, always failing to pay the claims. This, too, in the face of the ruling of the Interstate Commerce Commission in a suit brought by the National Industrial Traffic League against the American Railway Express Co. and the Director General in which it was held that the uniform express receipt was "unreasonable and unduly prejudicial."

That part of the express receipts referred to is the one in which it says that no claims can be filed for damages against the express company unless made within two years and one day from the time of the delivery of the commodity for which damage is claimed. The headquarters of the Adams Express Co. is at 52 Broadway, and there are a number of suits for damages against it.

In a recent bulletin issued by the Fruit and Vegetable Shippers' Association this matter is taken up and discussed. This bulletin says its council has rendered the following decision:

"It is now possible for a complainant to bring suit, although the two years and one day has elapsed, by alleging that the two-year and one day clause is inapplicable because unlawful. This allegation may be made by the complainant in its declaration bringing the suit, or it may be pleaded in rebuttal to any defense of the express companies that may set up that the claim is barred by the statute of limitations. When a shipper has what is a valid claim and of sufficient importance to bring suit, I would advise the bringing of the suit, although the two years and one day has elapsed. The principal matters to be determined by the shippers are: Is the amount involved sufficient to warrant the expense of litigation and is the evidence forthcoming to show liability on the part of the express company?"

Following this quotation the bulletin reproduces a mimeographed letter from the Law Department of the Adams Express Co. here which follows:

"The Adams Express Co., having retired from business June 30, 1918, has closed its claim department with respect to all loss and damage claims on which, under the limitations of the uniform express receipt, its legal liability expired two years and one day from a reasonable time for delivery if not delivered.

"It is not, therefore, in a position to consider or reopen any loss and damage claims on account of shipments moving prior to June 30, 1918, with the single exception of claims for C. O. D. shipments in which the goods arrived at destination and were received by the consignee and the Adams Express Co. collected the C. O. D. and failed to remit; or being properly advised of the forwarding of the shipment as a C. O. D. delivered the shipment without collecting the C. O. D. Such claims will still be considered by the minimum force which the Adams Express Company has retained for the purpose of dealing with these claims, on which no limitation will run."

Commenting upon this letter the bulletin says:

"This letter speaks for itself. The Adams Express Co. has delayed investigation, lost the correspondence, called for duplicate papers, made promises of settlement, assured claimants it would not take advantage of the two years and one day provision and resorted to every possible device to delay settlements, and the moment the two years and one day expired

it notified claimants that their claims would receive no further consideration. It completely ignores the decision of the Interstate Commerce Commission holding that the limitations of the uniform express receipt was unreasonable and unduly prejudicial (58 ICC 304). It will still condescend to discuss with claimants C. O. D.'s. In other words, perhaps it will settle for the money it has collected for claimants, and which belongs to claimants but which during all those years it has converted to its own use.

"Where claimants have claims large enough to warrant suit, our Counsel advises that suits should be brought against the Adams Express Co., wherever service can be had. There are some cases now pending in New York against the Adams Express Co., the outcome of which may have some bearing upon future cases."

Retail Dealers Up Against Unfair Competition.

Cadillac, Nov. 2.—Retail business is facing a new problem in the form of farmers' associations. One of these is called the Potato Growers Exchange, claiming a membership of 16,000 and being added to at a very rapid rate.

This Exchange has just issued a little publication that is sent to the members, in the current issue of which it gives expression to the thought that impels them to use every means possible to protect their business. The article is headed "The Farmers' Position" and says in part:

"We cannot get away from the compelling conviction that it has been the custom of the Government, as of business men and capitalists generally, to discriminate against the farmer. We wish to see the farmer make a continued success of his co-operative propaganda and that he may establish and engraft upon business policy of all alike, from the Government to the artisan, his slogan 'Production cost plus a reasonable profit for his toil.'"

"There should be absolutely no speculation in the necessities of life. We hope that the time is forever past when greedy speculators can manipulate either the demand or the supply. If the consumer would have the benefit of the low prices which the farmer has been obliged to accept for his produce he (the farmer) might be content; but when the consumer has to pay the dealer, the non-producer whose toil produces no sweat, a price wholly inconsistent with the dealer's cost is it any wonder that Mr. Farmer became dissatisfied? It is the abuse of conditions that destroy them, and inaugurate reform. Co-operation is the child of necessity and the basic cause for its phenomenal strides during the last two years has been the high cost of distribution."

It further asks, "How farmers can expect to get ahead when a swarm of speculators and industrial thieves set an arbitrary price on all they produce?"

The foregoing quotations only serve to show the spirit that is being engendered by this particular Exchange, notwithstanding the fact that the Attorney General in his investigation into the H. C. of L. has this to say, in part:

"We found in the milk business that farmers throughout the State were obliged to and did organize for the purpose of obtaining a fair price for their product and we found that in a great many instances they met and from time to time fixed the price on milk or of milk. Now, technically, under the laws as they are on our books to-day that would be a violation of the act."

In face of this fact the farmers get their claw in the public treasury for the purpose of paying a County Agent who devotes his time to their interests.

It is a notable fact that there does not appear to be any reduction in prices because the Potato Growers' Exchange has endeavored to eliminate the middleman, the only difference seems to be diverting a portion of the middleman's living into the pockets of the farmers in the shape of profits. It is a law of nature that we are all entitled to a living and no man has any license to take away another's living by transforming it into profits for himself. This is particularly true as applied to farmers, since farmers as a class only pay about one-third of the normal tax and little if any special tax.

Retailers, the farmers are advocating co-operative stores, which is only another link in the chain of "no advantage to the consumer," but are we going to assume a "holier than thou" attitude and permit them to establish their stores in the cities and towns that we as retailers pay 50 per cent. of the taxes to support, or are we going to, by organization, devise ways and means to counteract this propaganda that is not only branding us as profiteers through the public press, but that is aiming deadly blows at one of the most ancient and honorable of occupations, that of passing out to the ultimate consumer the necessities of life in such a way as enables him to live, and in many instances without the humiliation of becoming a public charge?

The mayor of the village of River

Rouge in a letter written to the Cadillac Evening News, characterizes men engaged in our line as "profiteering middlemen and retailers," yet had he known, as a person qualified to be mayor should know, that approximately 50 per cent. of the taxes spent by the men whom he publicly refers to as profiteers.

These are only samples of the sort of slander that is being constantly spread that has the effect of arousing class feeling and which should be classed as "red literature" and the distributors of such should be made to answer to proper authorities, but as such stuff is being passed out continually, permit me to suggest to you as retailers that action be taken in the courts to make some of these agitators prove their statements.

J. M. Bothwell.

One Hundred Per Cent. Gain In Two Years.

Kalamazoo, Nov. 2.—Perhaps you might be interested to know that Kalamazoo Council, United Commercial Travelers of America, has made a gain in membership of 100 per cent. in the last two years and is now preparing for a still greater gain and "more for your money." Like most councils, we have been combining our social and business meetings, to the detriment of both. We have now secured more spacious quarters in Odd Fellows Temple for two nights each month—second and fourth Saturdays—and under the leadership of G. E. Ranney, S. C., with a fine bunch filling the chairs, we will be able to give our ritualistic work a better setting and our entertainment committee full scope, according to their ability and

desires. The fourth Saturday in every month will be ladies' night. All U. T. C.'s are invited. We started our socials Oct. 23 with a rush—games, dancing and feed, Halloween decorations, good crowd and a general good time. Our Grand Sentinel, George E. Kelly, presented a newly organized "Comedy Four" as the scum of our Council, but afterward explained that he intended to say cream. They certainly must have been old timers, but as they appeared en masque, we cannot give you the personnel. They gave a unique entertainment of jokes, quips and finished with their original topical song entitled

"We're all one family
In the U. C. T."

Just now we are preparing a float for the armistice day parade and expect to make a proper showing. Our float has been assigned a prominent place in the parade and we expect to follow it with not less than forty automobiles, filled with U. C. T.'s, their wives and kiddies. We find that business men, as well as our civic managers, realize the great force wielded by the U. C. T. in personal contact advertising and that we are the top notch boosters for our city. Boys, drop up and see us. J. O. King.

It is a wise merchant who does his best to iron out the differences among his employes so as to get them to developing team work.



The Carnation Family—Grandmother

This fine old lady is one of the best known members of the Carnation Family.

She is Grandmother, famous for her pies and gingerbread, queen of all cooks and an ardent supporter of Carnation Milk.

The wonderful Carnation Family series of advertisements is being followed by millions of readers of the leading national magazines, your best customers among them.

Link your place of business with this advertising by clipping the

advertisements as they appear in The Saturday Evening Post and other publications, displaying them prominently in your windows or in your store.

Let your customers know that you are the Carnation Milkman. It will mean increased sales for you.

Ask our representative or write direct to us for Carnation advertising material and selling helps. Address the Carnation Milk Products Company, 1133 Consumers Bldg., Chicago, or 1133 Stuart Bldg., Seattle.

Remember, your jobber can supply you

Carnation

"From Contented Cows"



Milk

The label is red and white

Things Have Changed

With the return of normal conditions of supply, your customers are becoming more critical. They want full value for their money.

During the unusual period we have passed through our buyers have been careful to continue our policy of buying supplies on tested and proven lines of exceptional worth, and to-day these lines of GOOD GOODS are more valuable to us and to you than ever before.

We think it will be of interest to you and to your customers who buy our GOOD GOODS that you supply, to know that the volume of our business enables us to use experts in selecting GOOD GOODS; as, for instance, our spices, which we selected after an independent chemist of National repute had analyzed samples of spices from the leading manufacturers. His independent test told us which were best, and these are now packed in Quaker cartons.

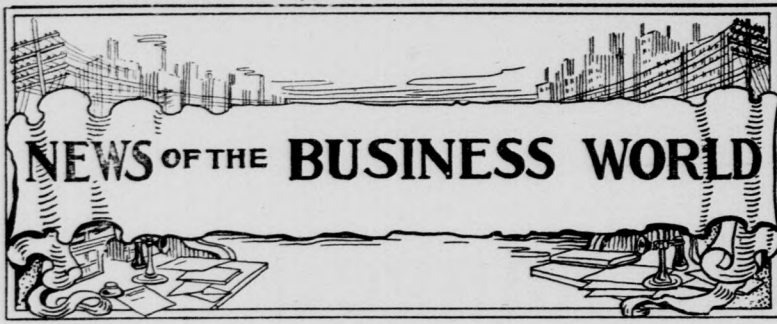
The same standard of superiority is made to apply to all of our other products, as you who handle our coffees, teas, our American Eagle Flour and other Quaker and Nedrow products know.

Remember, GOOD GOODS and GOOD SERVICE, with fair prices are what must draw the trade in the future.

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers.



Movement of Merchants.

Maple Rapids—Edgar Frisbie has engaged in the meat business.

Rives Junction—V. E. Stanley succeeds G. W. Hazen in the drug business.

Swartz Creek—The Swartz Creek Grain Co. has removed its offices to Gaines.

Owosso—Aitken-Wever succeeds Charles Lawrence in the hardware business.

Ionia—N. J. Spaulding succeeds Spaulding & Powell in the hardware business.

Hamilton—The F. B. Travis Co. succeeds H. J. Lampen in the hardware business.

Detroit—The H. P. Co., dealer in automobile parts, has removed its business to Midland.

Otsego—The First State Savings Bank has increased its capital stock from \$30,000 to \$35,000.

Kent City—The Kent City State Bank has increased its capital stock from \$20,000 to \$30,000.

Hemlock—The Hemlock Elevator Co. has increased its capital stock from \$36,000 to \$100,000.

Morrice—A. H. McCoy has removed his grocery stock to Bancroft and will continue the business.

Iron Mountain—The American Security Bank has been incorporated with an authorized capital stock of \$100,000.

Coral—Charles Will has sold his hardware stock to R. S. Jennings, of Howard City, who will continue the business.

Maple Rapids—The First State Bank of Maple Rapids has been incorporated with an authorized capital stock of \$20,000.

Maple Rapids—The First State Bank of Maple Rapids succeeds the private banking business of Hewitt & Groom. It has a capitalization of \$20,000.

Jackson—George Rupert & Son have engaged in the grocery business at 559 North Pleasant street. The W. R. Spencer Grocer Co. furnished the stock.

Eaton Rapids—Wilbur Fowler has sold his plumbing stock and equipment to Minnie & Ramsey, who will continue the business in connection with their hardware store.

Ishpeming—F. E. Moore has tendered his resignation as manager of Sellwood's dry goods store, and will leave shortly with his family for his former home in Indiana. He has been a resident of the city for over a year, being employed first at the Skud store and for the past several months at Sellwood's. Roy Matthews will again assume charge of the dry goods department.

Fremont—Cornell Pikaart has sold his interest in the Pikaart & Van Oss Co. stock of general merchandise to Frank Van Oss, of Jamestown and the business will be continued under the style of Van Oss Bros.

Muskegon—The Packing House Market Co. has been incorporated to buy and sell meats at wholesale and retail, with an authorized capital stock of \$10,000, \$7,500 of which has been subscribed and paid in in cash.

Detroit—Harry Williams, wholesale produce dealer at Howell, has formed a copartnership with Lester J. Garlock, commission produce dealer, under the style of Garlock & Williams, to succeed L. J. Garlock & Co.

Detroit—The Garlock-Williams Co. has been incorporated to deal in poultry, eggs, and all farm products, with an authorized capital stock of \$6,000, all of which has been subscribed, \$3,000 paid in in cash and \$1,000 in property.

Bay City—The Fletcher Auto Sales Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$100,000, all of which has been subscribed and \$55,000 paid in in property.

Gobleville—Meyer Bros., dealers in drugs, groceries, crockery, etc., renew their subscription to the Tradesman and say "We cannot get along very well without it. I believe we have taken it from the very first issue."

Jackson—The Evans Coal Co. has been incorporated to deal in coal, coke, wood, etc., with an authorized capital stock of \$50,000, of which amount \$31,100 has been subscribed, \$100 paid in in cash and \$7,000 in property.

Marquette—T. E. Bissell & Son has been incorporated to deal in automobiles, tractors, motor trucks, parts and supplies, with an authorized capital stock of \$25,000, of which amount \$16,000 has been subscribed, \$4,000 paid in in cash and \$12,000 in property.

Whitehall—H. E. Carleton has merged his garage and automobile supplies business into a stock company under the style of the Pike Garage, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$3,850 paid in in property.

Albion—Two young men clubbed George Fisher, who conducts a small grocery on the outskirts of the city, when they called him to the store Monday night to sell them cigarettes. When cries of the man aroused neighbors, the assailants made their escape without securing any money. Fisher was stunned, but escaped serious wounds.

Bellevue—David C. Clerke of Adrian, has purchased the property of the bankrupt Sanitary Bakery Co. and will open it for business as soon as the store building has been remodeled, new machinery installed, etc. A lunch room will be opened in connection with the bakery and the business will be conducted under the style of Clarke's Quality Bakery & Lunch Room.

Detroit—The plan to double the capital of the Detroit Trust Company, making the capitalization \$2,000,000, has been approved by the stockholders. This makes the company the leader among the State's trust companies as to capital stock. Present stockholders have the privilege of subscribing for one share of the new stock at par for every share of the old stock until December 1.

Manufacturing Matters.

Detroit—The Presto Chemical Co. has increased its capital stock from \$10,000 to \$25,000.

Detroit—The Hardened Steel Products Co. has increased its capital stock from \$50,000 to \$100,000.

Saginaw—The Sommers Bros. Match Co. has changed its name to the Sommers Bros. Manufacturing Co.

Kalamazoo—The Kalamazoo Railway Supply Co. has increased its capital stock from \$300,000 to \$600,000.

Port Huron—The Port Huron Sulphite & Paper Co. has increased its capital stock from \$500,000 to \$1,050,000.

Fowler—A. A. Bertram, who recently purchased the Fowler creamery of Peter Edinger, has taken possession.

Detroit—The International Corn Products Corporation has increased its capital stock from \$100,000 to \$300,000.

Pontiac—The Pontiac Lawn Mower Co. has increased its capital stock from \$50,000 to \$200,000 and changed its name to the Moto-Mower Co.

Detroit—The Electric Welding & Equipment Co. has been incorporated with an authorized capital stock of \$16,000, \$8,500 of which has been subscribed and paid in in cash.

Laurium—The Stiglich Knitting Co., has turned its attention to waste lumber and has begun negotiations for a paint brush handle factory which will employ about fifty men.

Detroit—The D. & G. Candy Manufacturing Co. has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Jackson—The Continental Garage Tool Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$25,200 has been subscribed and \$10,200 paid in in cash.

Ontonagon—Negotiations are on between the Northern Fiber Co., of Green Bay, and city officials and land owners of Ontonagon for the selection of a site in that district for a pulp mill. Work on the erection of the mill is expected to start immediately. The mill will be capable of turning out fifty tons of soda pulp a day and will employ from sixty to seventy-five men at the start.

Perry—The Perry Glove and Mitten Co. entertained their employes at dinner last Friday. Chicken pie, salads, buns, pickles, cake and ice cream were served. Covers were laid for seventy-three.

Sault Ste. Marie—A branch of the I. R. DuRoy Handle Co., of Park Lake, has been located at this place and a factory building 160x50 feet will be erected at once. The concern expects to start with about a hundred men.

Marquette—Paveglic Bros. have merged their marble and granite business into a stock company under the style of the Paveglic Granite & Marble Co., with an authorized capital stock of \$80,000, of which amount \$40,500 has been subscribed, \$5,000 paid in in cash and \$28,000 in property.

Chelsea—The Central Fiber Product Co. is a new enterprise which has started production in Chelsea. One of the warehouses of the Holmes Company has been equipped as a factory. The concern will make a line of cord for heavy wrapping paper used in construction of furniture and in upholstering articles.

Ishpeming—A branch of the Marion Toy Works, of Marion, Ohio, is already installing equipment at this place preparatory to an early commencement of operation. The plant will turn out all kinds of small toys and will draw its raw material from the various sawmills operating throughout the Marquette and Ishpeming districts.

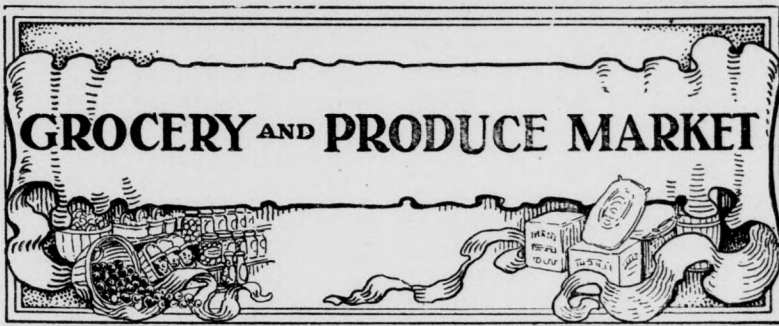
Crystal Falls—The new branch factory of the American Shoe Last Co., at this place, will be the largest of its kind in the country. Its timber requirements will be 4,000,000 feet a year. At this factory the timber will be cut into blocks and dried and then shipped to the company's finishing plants. It is expected that half of the factory building, ten kilns and the hot pond will be in before snow flies. Maple is used almost exclusively in the manufacture of the lasts.

Detroit—W. D. Biggers, of Detroit, was elected President of the American Hardware Manufacturers' Association at its annual meeting in Atlantic City last week. Mr. Biggers, who is Secretary and general manager of the Continental Co., manufacturers of screen doors and window screens, with factories in several states, is a director of the Detroit Board of Commerce, and until recently was President of the Rotary Club. He succeeds Frederick H. Payne, of Greenfield, Mass.

John M. Amstutz & Son, conducting a grocery and bakery at Shelby, writes the Tradesman as follows: "We have always had the Tradesman and consider it the best trade paper out. All market changes can be found quicker and are more reliable than some wholesale houses quote. Wishing you the very best of success, as your success is the upkeep and life of the Tradesman."

A. T. Montgomery, produce dealer at 559 Michigan avenue, is succeeded by the Michigan Street Produce Co.

Don't let your idea that "Business tesy and politeness out of your mind, is business" drive the thought of cour-



Essential Features of the Grocery Staples.

It is well to remind retailers that freezable articles should be ordered now, especially as the slow rate of speed in unloading potatoes, and other causes, are reducing the supply of refrigerator cars for use in transporting other kinds of winter perishable supplies. Bottled goods, inks, liquid glue, pastes and mucilage, and similar merchandise will be likely to have a hard time getting through rapidly and in good condition after the cold really comes.

Thanksgiving season goods are the kind to order now in preparation for the season which is at hand, also such lines of medicines for coughs and colds that general merchants handle. It is unnecessary to enumerate the merchandise that is usually on call for Thanksgiving table use.

The Christmas holidays are not so far off that a grocer may settle back and overlook ordering until it is too late to get the goods by ordinary freight. One line to keep in mind is Christmas decorations for the merchant's own use and for his trade. Christmas decorations for the store and the windows are a timely thing to remember in ordering. Decorative crepe paper is going to be in demand this season for this work. This paper is to be had in assortments.

Paper trade journals seem to find nothing to warrant any belief that wrapping paper is going to be much cheaper and there is prospect it is to be scarcer. Advertising is going to make a bigger demand, which naturally will affect prices on reduced stocks that are on hand or under manufacture.

It is possible the retailer is well aware of the fact that in buying less than case lots of goods, or broken packages of commodities, that the expense is undoubtedly higher, because of the cost of repacking, labor and the containers and packing materials. This does not mean that the retailer is wise in saving this extra cost by buying more goods than he wants, but that where cases contain two dozen, for instance of a salable and staple stuff, if he buys a dozen or 18 bottles, say catsup, that sort of an order necessitates repacking at the wholesale house. This is just a thought in passing that there are angles where the retailer can save against his profits in selling to his customers.

Sugar—Local jobbers have reduced the price of granulated to $12\frac{1}{2}c$, due to a weaker market on the Atlantic seaboard for both raw and refined.

Tea—Business conditions in general are such that it is practically im-

possible to foresee the future trend of the market for any commodity. There is no question, however, that some kinds of tea have now reached a low point below which in all reason they should not go. Ceylons of all descriptions, for example, are now being sold at prices not reached for almost fifteen years, and are selling much under the cost of production. This has undoubtedly had an effect upon all other kinds of black tea, and even green tea has acted in sympathy to a considerable extent. We do not hesitate to express the belief, however, that there will be a reaction from this present unnecessarily low basis. Unfortunately it will then be too late for buyers to avail themselves of the opportunity which now exists of buying tea on an exceptionally low and favorable basis. We cannot but feel that purchases made at the present time will show buyers a profit in the near future. The month of October on the whole, has been less active than the month of September, although occasional fair sized blocks of teas have been placed some at very cheap prices. There seems to be quite a general feeling in the trade that the market will now remain on a fairly steady basis until stocks are again normal and it is thought this will be brought about by the tea producing countries curtailing growth and manufacture.

Canned Fruits—The market for several weeks has shown a decided apathy as regards fruits and jams. Local resales have been limited in the new packs and no special mention of any one commodity is warranted. No further Coast buying has developed, making the market from top to bottom flat so far as California packs are concerned. Old goods on spot are being cleared up, but it is rather uphill work, as quality in most instances is lacking, while the buyer is not anxious to take on the offerings now available. Pineapple is about steady in tone at opening prices on the better grades or $5@7\frac{1}{2}$ per cent. over in some instances. Apples rule easy, and are in small demand. Early contracts took care of many anticipated needs, while buyers now are inclined to postpone action as regards filling their future requirements.

Canned Vegetables — Tomatoes have sagged to the low point of the season. No. 2s have been offered as low as $67\frac{1}{2}c$ factory and No. 3s at \$1.05. These goods were chiefly the stocks of the smaller canners. The larger factors who have recognized brands have sold their packs at \$1.10 @1.15 for No. 3s and $75@80c$ for No. 2s. Most buyers prefer to take goods on spot to those in the country. Cal-

ifornia tomatoes were sold to some extent on early contracts, but of late there has been little or no buying. Corn has reached the point in declines where more attention is being paid to Southern and Middle Western standards. Maine style Southern standards have been quoted down to $85c$ factory, with extra standards at $95c$. It would appear that these prices were alluring enough to create a healthy consuming demand when a normal retail profit had been added. While the movement is heavier, the turnover of stocks has not been sufficient to remove the undertone of weakness. Peas were held at fairly level prices all week. There is no heavy movement in any pack, but small routine orders are being placed from day to day for the various grades. Southern pumpkin has been more active, while sweet potatoes are also being pushed.

Canned Fish — Salmon passed through another dull week. Domestic trade channels have not broadened, but there has been some export enquiry for pinks, which, however, has not yet developed into sales. Red Alaska has been steady on spot, but sales are mainly in small blocks out of local stocks. Medium red was neglected all week, while pinks were offered at low and irregular values for old goods. There is no demand at present for any grade except for current use, and that outlet is restricted. Maine sardines also continue easy and favor the buyer. As in all other canned foods, there is little disposition to buy ahead to any extent and there is not enough export demand to add tone to the situation. Although the packing season is about over, the buyer has no fear of a shortage even though the year's pack was light. Other types of sardines are also selling in a routine way. Tuna fish lacks special feature, as it is salable out of local warehouse stocks in a small way.

Dried Fruits—In spot prunes old stocks are still lower than new packs and when carefully selected offer a better bargain in the eyes of the jobber. As the holders of 1919 fruit are anxious to clean up, the market favors the buyer and it is difficult to quote representative prices on California-Oregon stocks, as the disposition of the seller as to the extent he will go in shading values is a prominent factor in the situation. New crop California prunes so far this season have met with a small outlet. The prune trade is in hopes that the controversy over the opening prices on California prunes made by the associations will soon be settled, so that that distributing feature of the market will be eliminated. It is hoped that this will be accomplished without a long drawn out legal battle. Developments are expected shortly as officials of the association are here. Raisins rule steady under the influence of a fair demand for package and loose varieties. In the former fractional advances over opening prices are demanded on the Coast for Thompsons. Foreign raisins have sold well in the beverage making types. Apricots are about steady in tone on the better grades, Fancy and extra choice Blenheims are in the best position. Peaches are un-

changed, but the demand lacked force and no large blocks were sold. Pears are at a standstill.

Molasses—Old crop stocks are still quite heavy, but prices are firmly maintained by the large distributors pending the coming in of the new crop. Trading is very light.

Sugar Syrups—The trade continues to buy sparingly, ignoring hints of the possibility of obtaining concessions on larger orders.

Rice—Efforts at stabilization of prices have been fairly successful in the South, but stocks are so heavy as to put a severe strain on the resources of the large factors.

Condensed Milk—Condensed milk, as to prices and general market conditions, is the same as it has been for several weeks. Buying support of any consequence is lacking and an easy and irregular market prevails. While the prospects of material increase in the present stocks are remote, because of the light make at present, the supplies have not been reduced to the point where the foreign or domestic trade will take hold. Both outlets are narrow and disappointing.

Cooler Weather Needed.

Florida's citrus crop is in heavy demand from markets all over the country, but owing to the continuation of warm weather the coloring of the fruit is going forward slowly, considerably handicapping shipments, according to some of the largest Southern Florida shippers. One of these authorities at Tampa, in discussing the situation, estimated that the combined orange and grapefruit yields this season would total 13,500,000 boxes, of which 5,000,000 will be grapefruit and 8,500,000 oranges.

A considerable part of the Florida grapefruit has not fully matured and is very slow in coloring, and reports from the markets indicate an accumulation on account of the poor color and eating qualities as a result of moving the fruit too soon. This condition has at the present time caused the markets to slightly ease off except for more desirable and better matured fruit.

The general outlook for market conditions is very favorable, it is said, yet the ripening of the fruit depends on weather conditions, and if there is sufficient cool weather shortly to color and sweeten it there is every expectation that a splendid reception of shipments in Northern markets with satisfactory prices will exist.

At the present and, as near as can be ascertained, for the future the markets are in splendid shape to take care of the Florida citrus crop very freely and to absorb liberal shipments as the fruit begins to extensively color and mature in good shape.

When you see a good idea for helping business, if you can not make immediate use of it, save it, but don't save it so long that it will be old enough to scrap when you get ready to use it.

When you have to-day's work done, don't sit down and waste an hour of valuable time; go at to-morrow's job. It is always an advantage to keep a little ahead of the game.

LURE OF THE WILD.

The Adventures of Two Old-Time Deer Hunters.

Onota, Nov. 1.—Along the South shore of Lake Superior in many sections there is still a trace of the military road which was built through the wilderness between the Soo and Marquette nearly one hundred years ago. Very little of this road has been in use within the past fifty years; much of it is now covered by new growth, but passing through the heavy hardwood forests there are miles that are in part ideal "lover's lanes."

To the average reader the name Lake Superior imparts little more than thoughts of a cold or disagreeable country. They have visions of whirling wind driven snow, of rock bound coasts piled high with icebergs, of dense swamps of cedar, spruce and tamarack; or during summer days, stinging swarms of insects that make the lives of both men and animals a torture. This in a way is true. There is a time for everything. Do not go to the woods when the pests are in season. Let them have their day. Their time is short.

There are times, also, when the warmth of a birch log blazing in a cozy cabin in the forest gives more comfort to the city man than a tramp in the snow.

A whirling snowstorm in the open on the treeless plain is "bad medicine;" in the forests its temper is lost and it sighs and sings as the snow flakes silently falling cover all the rough places.

The average man will find all of Superior a land of pleasure and in many months of the year, the South Shore country, a paradise; a land of sapphire skies and sunshine, of solitude and restfulness; a natural sanitarium of woods and water, of timbered slopes and sandy plains, of rich fertility and hopeless barrenness. Here the savant and the saunterer, the bird man and the fisherman or hunter touch elbows.

Man in his busy life never gets away from the thought that some day will come when he can get away to the woods or the waters long enough to get the kinks out of his legs and the wheels out of his head. In his dreams he builds a shack on the bank just at the water's edge where only an airplane will find him.

I have in mind one of my friends whose few vacation days each summer have been spent in a one man tent, all his camping outfit carried nicely in a row boat. On the big lake if the wind was of shore, he had heaps of fun with the trout; if the water was rough, he tramped the woods whistling with the birds. At evening of a perfect day he lay down upon his bed of spruce, smoking a pipe of peace, both ends of his shelter tent open to the world. On one such evening, only the waves breaking upon the beach disturbed his dreams until his face was brushed by the soft fur of one of those black and white kittens of the woods that goes about armed with a gun that shoots a high grade perfume. The little chap wanted to be friendly, but the man had his suspicions. The anxious moments he spent in sliding out of that spruce bed without disturbing his bed-fellow, nearly made him whiteheaded. For the night Mr. Skunk was the master of the camp. Then he went his way without leaving his card or future address.

I also have a couple of friends who built a cabin on the high banks of a lake, a place of scenic beauty all the days of the year.

The cabin held all the comforts of a home and was in use nearly all the time. A few years ago, on the first day of the deer season, these old-time hunters, armed with the best of rifles, took the war-path in great spirits, for the night before had given them the first snow of the season. That not only made tracking good but had loaded the crimson of the maples, the golden of the birch, the grays of the cedar, the blues of the spruce and the greens of the hemlocks, until their branches were bending low under their weight of glistening white in the morning sun.

The air was sweet as a rose garden in June, as they turned their steps into the old military road. The road ahead was an enchanted archway with not a sound of life except for the call of a Canada jay, which, flitting from tree to tree, sent siftings of sparkling snow to the leaf carpeted ground below.

Charmed by their surroundings they seated themselves on a fallen tree, filled their pipes and in silence watched the smoke drifting into the air. The Canada jay with a wild call aroused them from their dreams, as into the archway with the speed of the wind dashed a buck with wide spreading antlers. Often inexperienced hunters catch buck fever at the sight of a deer, but old veterans seldom get a bad dose of it. However, while the animal was coming head on at them, both got in three shots though it was almost on top of them before it turned end for end in the air and went back down the trail, with the speed of a meteor. Both of the men got in four shots more. Then their magazines were empty; fourteen shots in all and the buck, with flag up, passed out of sight. It must have sounded like a cavalry skirmish in old Civil War days.

An old Indian friend often told me, "tracks make no soup," and they were the only traces left in the snow. All this happened in so brief a time that the

hunters could find neither excuses, apologies nor the courage to speak their minds. Following the trail for a time and believing the animal was under such headway he never would stop, they found another track and, after the sun was casting long shadows succeeded in winning a prize. It was growing dark before they had it hanging up where they left it to be hauled in some other day. That night and all the next day it rained and the day following every waterwash was a torrent of icy slush.

The painted forest had lost much of its charm as they followed an old tote road, coming to a bridge that must be crossed on a single log stringer, the flow logs having all washed away; the creek ten feet wide and four feet deep, a rushing torrent. Out on that stringer the bravest of the two ventured to step. The bark, from years of exposure, old, wet and rotten gave way; his feet went into the air and the "bulge of him" came down on that log with a suddenness that jarred all the teeth in his head. Before he sensed the situation he slipped into the water on the upstream side, went under, coming up below and looking around like a muskrat as he crawled out on the bank.

There being an abundance of birch bark a fire was soon blazing, wet clothing hung up to dry and one dry suit made to cover two men. A pole with a hook end recovered the rifle from the water. While the wet man was drying, the other went after the meat.

It was dark in the woods when the mourners arrived at the cabin. Fortunately they were in a cook whose hunting days were spent about the cook-stove. Hot on the table came pea soup, potatoes, boiled with the jackets on, fried salt pork, fried apples and onions and Johnnie cake.

While yet a mile from the cabin they had pledged themselves to everlasting silence as to the events of the three days, but that cook had many ways to make men talk, and in the big fire place, birch logs were burning, while hanging about the room on chair backs a full outfit of heavy clothing that had not been well dried in the woods; on the table a pitcher of hot stuff, for this was before the country went dry. With all this comfort the hunters had no sorrow in their hearts. In confidence, they told the cook who, when he went home, told his wife. She told the parson and the parson tolled the bell.

Charles E. Belknap.

Review of Trade and Industrial Field.

In the industrial field the news is decidedly conflicting. On the one hand the two biggest steel manufacturing corporations put out quarterly statements of good earnings and an oil company declared a stock dividend of \$150,000,000. From the other end comes the announcement of dividends passed, poor earnings by a number of companies and further reductions of prices in steel and copper.

The United States Steel Corporation in its quarterly statement showed net earnings in excess of \$48,000,000, or about \$5,000,000 higher than those of the preceding quarter. The Bethlehem Steel Corporation declared its regular dividends, and its President, Eugene G. Grace, gave out a statement running over with optimism regarding the future of the steel industry. The Standard Oil Company of Indiana announced a stock dividend of 150 per cent., amounting in value, it was estimated, to nearly \$150,000,000.

Adverse industrial news are shown in the quarterly statements of the American Hide and Leather Company and the Central Leather Company, both of which disclose large deficits for their third quarter operations. The American Hide and Leather Company reports a deficit of \$7,556,022, while the Central Leather Company's balance on the Wrong side amounts to \$1,392,573. The Pierce-Arrow Motor Car Company made public its income account for the same quarter, and this shows a surplus of only \$355,310, or 62 cents, a share on the stock, as compared with \$705,779, or \$2.02 a share, in the preceding quarter.

Two corporations, the Savage Arms Corporation and the Coca-Cola Company, are compelled to pass the divi-

dends, which were due for declaration this week. The latter company's directors announced that earnings during the current year had been very good but that the pressing financial needs of the company occasioned by the stocking up at high price with a large amount of sugar made conservation of the company's resources advisable at this time. The Savage Arms Corporation, however, shows a heavy deficit for its third quarter's operations, as compared with a surplus in the preceding quarter, and this, together with the uncertainty in business, is given as the reason for passing both the common and the second preferred dividends.

Prices continued to show declines, with the most important drops reported from the steel and copper industries. In the former, coke yielded \$4 a ton, making the total break in the last two weeks \$6 a ton. Pig iron, too, is quoted from \$2 to \$3 lower than in the preceding week. The copper market has been reported during the week as very meagre from the seller's standpoint, and as late as Friday huge sales of the red metal were reported as low as 15 cents per pound, which compares with previous quotations around 20 cents, and with 26 cents, the price fixed during the war.

New financing, either actually arranged for or under discussion by New York bankers, aggregating in all \$187,400,000, was a principal topic in Wall Street. Nearly half of that amount was concluded during the week and new securities representing the loans are offered for subscription. The remainder—approximately \$115,000,000—is known to have been under discussion, virtually all of it representing the financial needs of South American countries and European cities. Of the grand total of financing either concluded or discussed \$9,650,000 was State financing, \$90,000,000 foreign government financing, \$71,000,000 for industrial corporations and \$16,750,000 for public utilities.

Grain traders are quite confident that the farmers' strike for \$3 wheat will prove a failure, although it is still early to find any indications of the result in Chicago receipts. They point out that it is too local, and that bankers are refusing to extend credit to farmers to hold their grains. The strike was called by the National Wheat Growers' Association, an organization which does not market a bushel of wheat. Farmers are not entirely behind this movement, as advices from the West declare that it is being vigorously opposed.

Live Notes From a Live Town.

Owosso, Nov. 2.—Several months ago an organization was born in this part of the terrestrial hemisphere to be known henceforth and forever as the Shiawassee Automobile Club, the concentrated aspiration of which is to render assistance for the construction and betterment of good roads and the building of maps for the guidance of chauffeurs of fords and regular cars. The slogan is safety first and now one of its most enthusiastic members, George Cosgrove, comes to the front with a suggestion that no one may lose their reckoning, that each village and hamlet be asked to place a town clock at the entrance of each settlement, designating the time being used by the citizens and inhabitants of that particular locality. The reason of

this suggestion came from the fact that some of these ford drivers have already broken the record of Ty Cobb, having left Flint for Owosso, a distance of twenty-six miles, and arriving here several minutes before they started, which, to say the least, is somewhat confusing.

Talk about merchandising in a small town, C. A. Baker, of Detroit, and Nat Ross, of Owosso, are conducting a nine day sale for the D. M. Christian Co., of Owosso. The store building will accommodate 5,000 patrons at one time and the first four days it has been literally filled to capacity. Two hundred clerks are employed and all busy. This is one of the usual sales that this firm conducts annually, but this one has the others way back in the procession. No stale out-of-date high price stuff on our shelves next season.

Geo. Maxted, senior member of the firm of Maxted & Pentoney, who successfully conducted the general store at New Haven Center, and a few months ago purchased the stock of general merchandise of Stonebrook Bros., at Brice, will make one more jump that will land him in the king-row. He will move his entire stock to Middleton next week. Mr. Maxted has been successful as a merchant in every venture and the contemplated move will, no doubt, prove another winner.

John A. Nimmo has purchased the remainder of the grocery stock of R. M. Hurd, at Seshon, added new goods and opened a neat little general store. This has for many years been a good point for a country store and that Mr. and Mrs. Nimmo will succeed is without a doubt. Success, old boy, you cannot lose on your new venture. Honest Groceryman.

It is an easy matter to drop into a way of making the regular newspaper advertisement a trite affair possessing no life or snap. Don't get into a rut in writing the advertising.

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GRAND RAPIDS HERALD
November 30, 1920

DECLARES PRICE OF WHEAT WARRANTS IMMEDIATE BUYING

Based on inquiry and investigation in American and foreign markets, F. E. Lewellyn, of Grand Rapids, issued a statement Saturday regarding prices of agricultural products, in which he declared the price of wheat warranted immediate purchase, and that it is now safe to buy and hold.

Mr. Lewellyn asserted that farmers had practically stopped marketing grain and that a similar halt would be called in the movement of beans if prices were not soon advanced. Because of the unprecedented expense of labor, fertilizer and machinery, present price levels look cheaper than ever before to the producer, he stated.

Bean raisers of this state have been favored by the increase in freight rates, because it eliminates competition of Japanese growers; oriental beans cannot be imported to the Pacific coast and shipped across the continent at a profit.

Mr. Lewellyn advises all to lay in their winter supply of clover and timothy for the spring, as Europe is about to buy heavily. Because hay and other feeds are at low levels, it is safe to lay in these commodities, too, Mr. Lewellyn states.

RESULT OF THE ELECTION.

The Tradesman has made no reference to the political campaign which has disrupted the country during the past five months. Now that it is ended and the American people have registered their verdict, the Tradesman feels that it can review the situation without being charged with bias or partisanship.

Mr. Cox has suffered the most severe rebuke any major candidate ever received at the polls, because he deserved it. He proved himself utterly lacking in all the elements which go to make up a successful candidate—honesty, candor, truthfulness, poise, broadness of vision. His ridiculous assertion regarding the size of the campaign fund raised by the opposition proved to be utterly without foundation, yet he persisted in repeating his charges—gradually reducing the sum from \$150,000,000 to \$15,000,000—knowing that he was uttering a lie every time he expressed himself on the subject. The American people will not stand for untruthfulness in a candidate for the Presidency.

Mr. Cox was also doomed to defeat when he espoused the cause of the Wilson league and assumed the burdens of defending the Wilson administration, which embodied more mistakes and crimes against the American people than any other administration in history. Its unholy alliance with Compers and his gang of plunderers and sluggers; its affiliation with freaks, cranks and socialists; its retention in office of men of admitted inferiority and criminality; its brutal treatment of the negro; its reckless expenditure of public money for purposes worse than useless—all these and a hundred other shortcomings render the Wilson administration a stench in the nostrils of all decent men and nourished a spirit of resentment which has not been in evidence since the days of the Civil War.

A part of this accumulation of resentments and dislike was inevitable. It is always visited upon a President who has been in office for two terms. Think what was said of President Grant in 1875 and 1876. Grover Cleveland has now become a sort of saint to Republicans—one of those dead Democratic saints whom they make use of to discredit living Democratic sinners—but from 1894 to 1896 there was no limit to the scorn and contumely which they poured upon him. The same thing happened to President Roosevelt in 1907-8. He was bitterly assailed by many of the very men who tore the language to tatters in abuse of President Wilson. Who is he that he should escape the malevolent treatment given to his most eminent predecessors?

No party can be in power for eight years without raising a crop of discontent. Year by year it recruits an opposing army of the disappointed, the slighted, the failed. A government cannot be operated without giving offense to some of its subjects; and the longer one man or party is in office the greater becomes the number bearing grudges and waiting for the day of vengeance. Even an autocrat like Bismarck, never responsible to universal suffrage or to the Reichs-

tag, could speak of the almost insupportable burden of "unappeasable hate" which his long continuance in office had heaped upon his back. The thing seems inherent in every form of rule and has to be endured by rulers with as much philosophy as they can muster.

In the 1920 campaign, however, the Republicans went far beyond the ordinary attacks upon an Administration at the end of its second term. They did not confine themselves to singling out governmental abuses and ringing the changes on the need of "a change." They put a personal enmity into their election appeals almost unexampled. All that was necessary to constitute a Republican in good and regular standing this year was to hate Wilson. You may hate him for his personal qualities or his party policies; hate him because you are an Irishman, or a German, or an Italian, or a Greek, barbarian, Scythian, bond or free; but if for any reason you only hate him enough, hate him passionately and pitilessly, then you were eligible to join that grand Republican coalition of hatreds which was counted upon to produce a majority at the polls.

President-elect Harding is confronted with no easy task. He has a man's job ahead of him. With eight years of bad government and unholy alliances behind him, it will be no easy task to rescue the ship of state from the shoals, into which it has been guided by incompetent and vainglorious men. The Tradesman hopes for the best, but fears for the future.

THE DEPTH OF DEPRAVITY.

The action of the Adams Express Co. in repudiating damage claims the moment the two year limit expired, after resorting to every possible expedient to delay settlements, is in keeping with the disreputable methods of express companies generally.

The old United States Express Co. pursued the methods of the pirate and the cut-throat in fighting the adjustment of claims, and the Adams Express Co. likewise pursued the same tactics in avoiding the payment of just obligations.

The correspondence from New York, published elsewhere in this week's paper, presents an array of facts which places the Adams Express Co. in the same class as Jesse James.

The Tradesman has made repeated appeals to Washington to remedy this evil, but any time thus employed was time wasted, because the Wilson administration never found time to do anything but play politics and find places for unnecessary and incompetent employees.

THE DECLINE IN CORN.

Corn prices have declined to the lowest in four years. At the present level, based on 24 cents per bushel, freight, with husking, shelling, hauling, and grain dealers' charges, a dealer figures that corn in Western Nebraska is relatively cheaper than coal. In the early 90s corn in Nebraska sold around 8 to 11 cents per bushel and was burned for fuel, because farmers were unable to get enough money to buy coal.

THE EPIDEMIC OF WELCHING.

Back of all the agitation about cancellations and enforcing unpopular contracts lies one fundamental fact which, viewed in its true significance, does not look half as revolutionary as most people believe. The prevailing trading unrest is not wholly a wicked scheme of buyers to "welch," but it does reflect a legitimate reaction from wartime lessons.

The spirit of the times—in whatever phase of the food trade one looks—is to "let George do it." That is the issue far more than paying or refusing to pay any stipulated price for goods. The stagnation in trade circles, the refusal of the grocers to buy even in the face of recession in price, rests chiefly on the one fact that the grocers have lately learned that it does not pay to speculate in staple foodstuffs. Even in the matter of sugar, most of the grocers did not load up for speculative considerations so much as they did in legitimate anticipation of their trade needs and the panicky fear that there was not going to be sugar enough to go around throughout the season.

This financial phase applies with equal force to other lines, and with striking accuracy to canned foods, where the changed attitude is likely to result in a permanent change of custom and ideals. In years past canners, for instance, have usually sold their futures as early as February—months before the crops were planted, let alone grown or packed—and thereafter the jobber, aided by his banker, and the banker the canner, perhaps, carried the whole season's production. As everyone knows, it led to no end of welching at the end of the season—the buyer finding fanciful grounds for rejection if the market had declined, and the canner applying pro-rata clauses in sad abuse of the ethics of the case if it advanced.

This year the jobbers refused to buy futures and the canner had to produce and finance his production just as other business men have done. He is "George" and carries the stock until legitimate needs of the trade require the goods. All in all, once the new idea is absorbed it will probably be regarded as a more healthy plan than that which has prevailed heretofore. Temporarily, it is working out to the canner's discomfiture, but the passing of one full season will readjust things.

During the war the anti-hoarding regulations and the elimination of speculative rewards did much to establish this spot buying practice. More recently the high cost of money, at the time when the distributor has been wont to take aboard whatever the farmer and packer had produced, has led to an indisposition to buy. It may have produced stagnation temporarily, but in the long run it will be readjusted; for there is probably no great surplus of anything—not even sugar—by the end of the season. Temporarily, surpluses are in new hands.

As to sugar, the jobbers' commitments (if they were commitments) were made at a time of panicky fear

of famine. Everyone felt the same way about it, and it is hard to discover definitely just how much of a speculative, profiteering "nigger in the woodpile" there was. But the acceptance of deliveries comes at the worst possible time for the buyer to finance such large purchases, even if they did not also involve an automatic loss of 10 cents or 12 cents on every pound. Therefore, there is not only the old-time disposition to welch on a slumped market, but actual inability to take and pay for the goods. And if sugar was taken in there would be no money for any of the other seasonal arrivals.

Much discussion is now bringing out forcibly the rather reassuring fact that most grocers are honest and willing to stand by their bargains, even if it does hurt. Wherever the refiners have been able to show genuine sales agreements, coupled with a willingness to meet the buyer half way in the matter of accommodation and financing, there will probably be very little ultimate cancellation. The situation is nicely cleaned up with regard to sugar. On the issue of other lines it will probably turn out to be merely a shift of the burden of carrying stock during the season from the distributor to the buyer. And in both directions the final outcome will be for the betterment of the trade.

THE TEXTILE MARKET.

No material change was noticeable during the past week in the dullness which has become rather chronic in the primary markets of the textiles. The feeling of unsettlement as to the prices of the raw materials continues, and the demand for finished products is slight and fitful. Buyers who have gone to market are still looking around instead of purchasing, and such price concessions as have been made have not met with the response that was expected. In St. Louis and some other centers, jobbers are pushing sales by means of cut prices, and are meeting with some encouragement from retailers. The latter, as a class, are by no means enthusiastic. The general public is still chary about buying, in many instances because they cannot afford to do much in this direction. In the Middle West the reduced prices for grain are a discouraging circumstance, while in the South those for cotton are having a similar effect. A general lack of confidence in the stability of present values and a general belief that they must come down further are outstanding features of the situation. All along the lines, from jobber to consumer, there is the impression that nothing can be lost by waiting, especially when credit conditions are considered. The weather has also been a factor in delaying purchases of a seasonal character. The continuance of the cold snap will help some. Otherwise, the hope will be that there may be a good holiday trade to make up for lessened seasonal autumn buying.

Accommodate the party wanting "change for a five" and perhaps part of that will be left in the store.

It was quite the thing to ride in Stage Coaches ~~once~~



but- those were
the days when
dried peaches
were sold in
Bulk

THE old gives way to the new. The automobile takes the place of stage coaches. Fruits and foods are sold in packages instead of in bulk. The up-to-date merchant, always eager to please his customers, sells dried peaches in packages because he can offer them in a clean, sanitary form different from ordinary dried peaches in that the fuzz and much of the peeling has been removed by a thorough washing and brushing process, which leaves the fruit bright in color and attractive, as well as wholesome and economical.

Give your customers dried peaches in packages under the Blue Ribbon Brand.

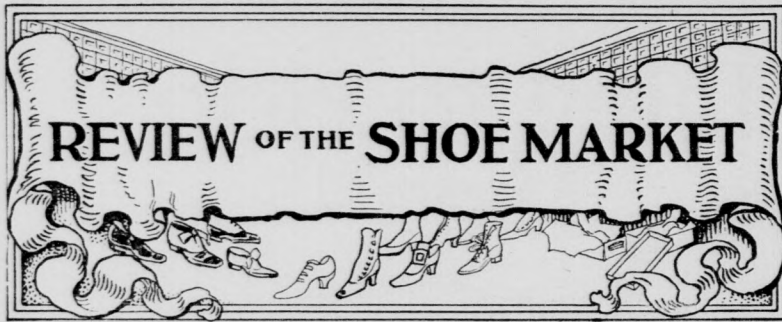
CALIFORNIA PEACH GROWERS INC.
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Save 5% Shrinkage

There is a five per cent shrinkage in bulk fruit exposed in an open box. You save this shrinkage if you buy dried peaches in packages and you save time, string, labor and bags.

You will add to your profits and please your customers better by selling package goods.



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.

Some Interesting Things About Shoes.

Written for the Tradesman.

The person who thinks footwear is a dull and uninteresting subject has another think coming.

Footwear is one of the most fascinating topics you can mention. The history of shoes and shoemaking is rich in human interest.

Artists, sculptors, philosophers, prophets, and writers, all have had occasion to observe and study contemporary footwear modes, and in their work we see (or read about) particular footwear creations, and learn something incidentally of the inner life of an age, nation, or individual, as the same is reflected in specific footwear modes.

Students of character who have specialized in the study of the feet, and in reading human traits in the way one walks, selects and cares for his shoes, etc., can look at a row of feet in the street car and give you a tolerably accurate reading of the types to which the feet respectively belong. Slovenliness, awkwardness, pride, cunning, generosity, extravagance, timidity, cowardice, sensuality, crime—and ever so many other mental qualities are unconsciously (but quite clearly) registered in the appearance of an individual's footwear, and in the manner of his walking in the same.

Shoes and Folk-lore.

In the traditions, beliefs and customs of the people, shoes have figured conspicuously in many ways.

One of the quaintest of these old customs is that of throwing an old shoe at the bride and groom, tying a pair of old shoes on the back of the carriage or limousine, or to the trunk handle, etc.

I dimly recall having read various explanations of the meaning or significance of this old custom, but I haven't now the remotest idea of what it is supposed to signify.

In the olden days a group of disciples were instructed by their Master to visit certain villages, towns and cities in the interests of a given campaign; and he said to them: "Who-soever will not receive you, when you go out of that city, shake off the dust from your feet for a testimony against them."

In those days, and in that country, the type of shoe worn by the common people was the wooden sandal attached to the feet by means of leather thongs.

Naturally they collected a good bit of dust when the roads were dry, or mud when the roads were wet.

The shaking of the dust from their feet had a certain symbolic significance.

We may not understand it very fully to-day, but doubtless the people of that distant day understood it well.

Shoes and Tragedy

In the case of Pearl Brown, the unforgettable Cincinnati murder sensation of a quarter of a century ago, the girl's shoes furnished the first tangible clue. It led to the apprehension and subsequent hanging of Jackson and Walling, the youthful criminals who first wronged, and then murdered, the girl.

In many other criminal cases shoes have led to positive identifications and supplied clues by means of which criminals could be traced and brought to justice.

But a case just the other day came to the writer's knowledge where a pair of shoes figured in a tragedy of another sort. They are leading to a divorce between a young man and his wife.

And it happened on this wise.

The husband of the young woman is suing for a divorce is a foreigner; and apparently a very high-tempered and unreasonable fellow.

An older sister of the young wife saw her on the street wearing a pair of most disreputable shoes. The upper leather was almost all to pieces—ripped, torn, and worn-out, with the lining showing in many places.

Immediately this sister said, "What on earth are you doing on the street with those things on your feet? You have a decent pair of shoes, why don't you wear them?"

Thereupon the younger sister began crying, and finally managed to tell her pitiful little story.

The young woman's husband had refused to let her wear the decent pair during week days; they were for Sunday wear exclusively.

The older sister was naturally indignant, and she and the girl's mother butted in immediately and expressed their opinion quite freely of anybody who is so mean and contemptible, and from the reports I have, there was a very exciting rumpus.

Divorce proceedings are now in progress.

And it all started over a pair of shoes.

Shoe Store and Shoe Repair Supplies

SCHWARTZBERG & GLASER
LEATHER CO.

57-59 Division Ave. S. Grand Rapids

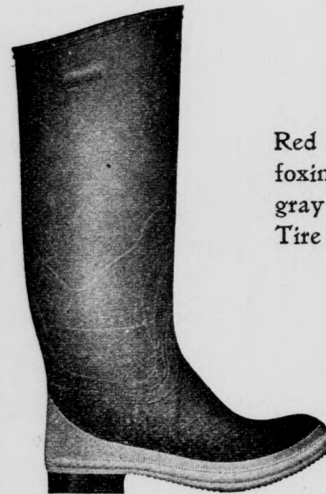
Bullseye Boots

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.
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Specializing in high grade service shoes

for many years has made possible the

wonderfully long wearing H. B. HARD

PAN (Nailed) service shoe line of to-day.

Your out door customer is asking for this

kind of a shoe to-day. Sell him the

best—the H. B. HARD PAN service

shoe.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

11-13-15 Commerce Ave.

GRAND RAPIDS, MICH.

Even Shoestrings.

In these days of high prices and doubtful values, shoestrings have even come to have an importance.

Witness the following Parable of Safed the Sage.

"I went unto the shop of the man who selleth shoes.

"And I said unto him, sell unto me a pair of good shoestrings.

"And he said, I will sell unto thee a pair of shoestrings, but I will not promise to sell unto thee good ones. For the best of them are mighty poor these days, and most of them are rotten.

"And I said, these flat ones with metal tips I like not. Hast thou not some better ones?

"And he said, I have some round ones with rubber tips, and they cost a dime.

"And I bought a pair.

"Now of all the shoestrings that ever were made, these were the hardest and most slippery. And I tied them not once a day but it may have been forty times. And they slipped loose so that my feet slid to the front end of my shoes and grew tender and sore. And every morning I said, I will wear them this one day, and if they grow not better with the using, I will throw them away. But they grew no better. And I tried them another day. And I began to walk on the side of my foot to ease it where it was sore. And in so doing, I caught my foot on a certain day as I crossed the street, and stumbled and was well-nigh run down by a swift chariot that had no regard for the speed limit.

"And I went up unto my house, and cast aside the round, hard strings, and put in another pair that would stay tied. And I upbraided myself that I had endured for so long a time an evil that had as its only compensation of endurance the hope of getting value out of a pair of shoestrings that cost a dime.

"Now it came to pass that I had occasion to use a box. And I went unto the attic and found a shoe box, made of pasteboard. And it was exactly what I wanted. And in it was tissue paper which had come wrapped about the shoes. And I removed the paper, and behold, in the box that I thought was empty, there were two pairs of new shoestrings, which I had bought with the new shoes in the good old days before the war, before shoestrings were rotten. And I rejoiced as one who findeth coin....

"Wherefore, search thine attic, and bring forth out of it all the unused resources that may minister to life, and use them. For of what use is it that thou walk with sore feet when there is a good new pair of pre-war shoestrings in the empty shoe box in thine attic?" Cid McKay.

Two More Cheap Swindling Schemes.

Two more cheap swindling schemes have been brought to the attention of the Tradesman during the past week—the Neuola Manufacturing Co., of Chicago, and the Cleveland Manufacturing Co., of Cleveland, Ohio.

The former concern solicits the signature of merchants to a series of notes in exchange for talking machines which are to be shipped with-

in two weeks. The notes are in small denominations (\$25 to \$40) and are made payable at intervals several months in advance, "so as to make it easy for the merchant to meet them," as the wily promoters of the swindle explained. The machines do not turn up, but in due time the notes will turn up in the hands of "innocent third parties" and will have to be paid, compromised or repudiated. No subscriber to the Tradesman has been victimized by this swindle. In no case has a subscriber to the Tradesman been approached by the rascally promoters of this nefarious scheme. They know better. The victims of this species of rascality are confined to those merchants who insist they "cannot afford to take the Tradesman" or who are so wise in their own conceit that "no trade paper can tell them nothing about business." Naturally, the Tradesman is disposed to have little sympathy for either class of merchants, because they are no credit to the mercantile fraternity and would add no strength to the sub-

scription list of any thoroughgoing trade journal.

The other swindle is cheap beyond measure. A man who gives his name as D. Blue is covering the State by automobile, claiming to represent the Cleveland Manufacturing Co., which is purported to manufacture a gum machine. In consideration of the merchant purchasing gum to the amount of \$6.50 and paying cash down on the spot, he is promised the free use of a gum machine, which is to be sent him by express as soon as shipping directions reach the factory at Cleveland. For some reason the shipping directions are very slow in reaching their destination, because no merchant has yet received his machine, although several months have elapsed since he paid for a miscellaneous assortment of nondescript gum which proves to be an exceedingly slow seller, because it was sold not on the basis of merit, but because the merchant was promised a chromo with his purchase in the shape of a vending machine.

The Best is None Too Good For the Man Who Works

This is the season of the year when you are getting calls for the durable work shoe. When you have the "Rouge Rex More Mileage Shoe" in stock you know you are going to make a sale. Work men want the best, why not let them know that you handle the best.

HIRTH-KRAUSE

Manufacturers of the "More Mileage Shoes"

GRAND RAPIDS

MICHIGAN



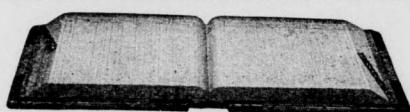
"The Quality School"

A. E. HOWELL, Manager
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School the year round. Catalog free.



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In Getting COSTS Write to BARLOW BROS. 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

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 Now

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

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RINDGE, KALMBACH, LOGIE CO.

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GRAND RAPIDS, MICHIGAN



Is the Price Decline Approaching an End?

During recent weeks signs have been accumulating that the present rapid downward movement in commodity prices may very shortly come to an end. Just as, a few months ago, prices were bid too high because supplies were underestimated, so now there is a possibility that they will fall too low, and that some prices have already fallen too low, through underestimation of demand. Any further declines in wholesale prices during the next few months are not unlikely to be offset by recoveries in other lines.

This, however, applies to wholesale rather than to retail prices. These have not come down to correspond with wholesale reductions. Retailers who have taken in stocks at the higher prices are reluctant to sell them for less than the expected profit, and are trying to hold off reductions save on goods bought at the reduced values. In some instances they even continue to offer at the old price goods which they have bought at reduced wholesale prices. Such a policy cannot long continue. It is possible that retailers in some lines may be able to maintain prices on goods bought at the higher levels until such goods are worked off, but until retail prices reflect approximately the decline already seen in wholesale prices, the present phase of readjustment will not have been completed.

Extent of the Decline.

The very extent of the break in wholesale prices up to this time is an indication that it has about run its course. One hundred and six articles at wholesale dropped 6 per cent. during September, the greatest fall for any single month yet recorded. From the first of May to the first of September the total decline in prices reached approximately 20 per cent. This is the most extensive decline in a period of only five months that has been recorded for at least a generation. Wholesale prices are now at almost exactly the same level as at this time three years ago. Leading agricultural products have suffered most of all. Cotton, from a price of 43¾ cents in July, has fallen to half that figure. Corn is less than one-half its high price in the early part of the year. Sugar has fallen to about one-third of its price a few months ago.

One of the leading causes of the price decline has undoubtedly been the inability of consumers to continue paying the high prices, combined with their feeling that prices were unreasonably high even when they could afford to pay. In view of this, it seems at first glance remarkable that

the drastic fall in prices has not stimulated buying. In manufacturing and merchandising lines demand is more hesitant than before. There is only hand-to-mouth purchasing. This is easier to explain from a purely psychological standpoint than on objective economic grounds. In the belief that prices have still further to fall, a large number of consumers are holding off in all but their most immediate needs. Dealers take only as much as they must to keep going, as they do not want to have stocks on their hands that may shrink in value.

The failure of price reductions to bring an immediate increase in buying, therefore, is not only natural, but inevitable. A period of dullness and hesitancy always follows a period of sharply falling prices. Though sharp reductions have brought no influx in buying, wholesalers and manufacturers are now resisting further declines, on the ground that they would be senseless, and only frighten buyers the more. This position is quite defensible. It is all the more so in view of the decline which has already taken place. If precedent counts for anything, it may be pointed out that while prices have fallen more than 20 per cent. in the last six months, it took them twelve years to fall less than 50 per cent. to pre-war levels after the Napoleonic Wars. Two years after the Civil War, also, when prices had fallen 12 per cent. from 1865 to 1866, a recovery followed the break, and prices did not reach a 50 per cent. decline from 1855 levels until more than ten years later.

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
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What Is Your Need?

Most men and women require some of the service that we can render.

We will accept your securities for safe-keeping.

We will collect income for you from any kind of property.

We will place your funds at interest.

We will pay your taxes, your insurance, repairs on buildings, etc.

We will find tenants,

Or, we will sell the place.

We render every service as Agent or Trustee, as Guardian or Executor.

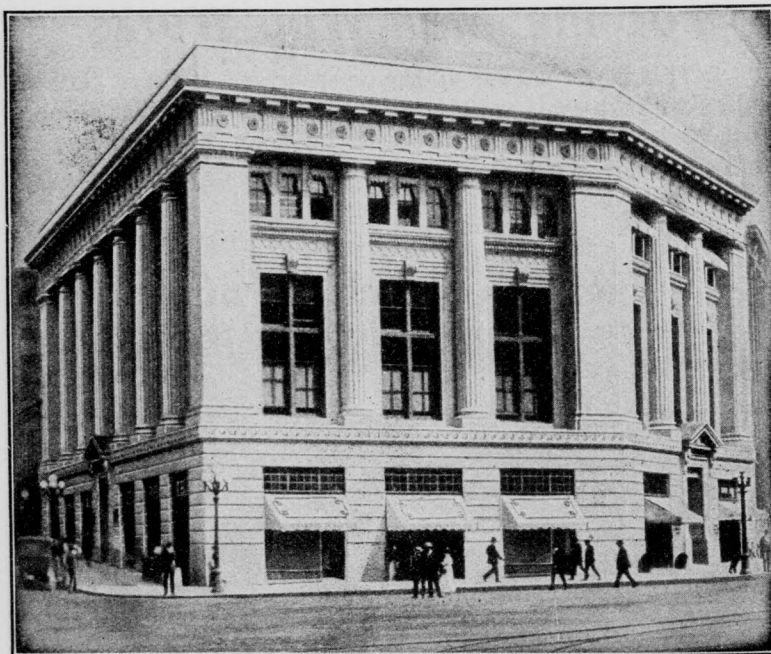
Our service goes on without ceasing, as long as you want it.

Why not come in and discuss your problems with us?

We cordially invite you to do so.

THE
MICHIGAN TRUST
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GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPAU SQUARE

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

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

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

GRAND RAPIDS NATIONAL CITY BANK
CITY TRUST & SAVINGS BANK
ASSOCIATED

The Money Market.

Despite the fall in prices, the lessening of commodity speculation, and the easing of the railroad freight congestion, bank loans have not only failed to fall in recent weeks, but have actually been expanding, and the volume of Federal Reserve notes is now the greatest ever in circulation. This has been due to three causes: the protection of industry, the continued use of bank credit to finance our excess of exports, and the crop financing. The present state of industry temporarily increases the demand for funds rather than lessens it as producers, finding that their goods will not sell even at greatly reduced prices, ask for funds in order to carry them until they can be sold. Cotton and wheat farmers have been asking the Federal Reserve Board that credit be extended them so that they be not compelled to sell their crops at present prices, and so that they may hold the goods off the market until the previous prices are obtainable, although they have no assurance of the return of such prices. The position of the Federal Reserve Board is that it is not the function of the banking system to attempt to control the course of prices, or to decide what is and what is not a fair price. It is a part of its function, however, to aid in the "orderly" or normal distribution of goods, and in doing this it is just as harmful to the best interests of the nation as a whole to encourage a postponement of the sale of goods as it is to compel their immediate sale. As agriculture is the most essential industry in the country, it will continue to have first call upon credit, but always with due regard to the consumers of the country and to other producing interests.

During the present few weeks we are at the time of year that usually marks the crest of the expansion of credit to meet crop moving needs. As this declines from now on, as funds for the assistance of industry become less needed, as our excess of exports has shown a steady tendency to diminish, and as the prospect grows that this may soon in part be financed by long-term investment, the indications are that at the end of the present calendar year credit conditions will not be so stringent as they are to-day.

Our Loans Abroad.

In connection with the present discussion of the immediate future of our foreign trade, and its effect on our credit position among the nations of the world, it is not generally realized that the United States, with net loans of from \$13,000,000,000 to \$15,000,000,000, has already surpassed Great Britain as the foremost of creditor nations.

The significance of this can only be fully appreciated by recalling the comparative position of Great Britain and the United States before the war. Great Britain then held undisputed leadership as a world investor and creditor. Calculations of the amount of her holdings of foreign securities ranged from \$15,000,000,000 to \$20,000,000,000. The second nation in point of foreign investment was Germany, with about \$6,000,000,000; then came France with \$5,000,000,000. The

United States was not a lending nation at all. It was heavily a debtor, to a net amount estimated at \$4,000,000,000.

It had taken the nations of Europe generations to build up the volume of their foreign loans. For the United States to change from a debtor nation to such an extent into a creditor nation within two or three years, was an achievement never paralleled by any nation in the history of the world. For the United States to surpass the world's foremost lending nation within two or three years more is a result that, up to 1915, not a single financier or economist would have dared to predict.

An exact calculation of the present net foreign loans of the United States is made difficult by the miscellaneous nature of these loans. In addition to the holdings of European Government and industrial securities, a very large volume of credit is held in the form of acceptances, foreign exchange credits, bank deposits, and open account.

America's Supremacy.

Is it valid, however, at present, to convert pounds into dollars at the gold parity? When Great Britain sells any of its holdings of securities to us at this time, it has to accept the existing discount on the pound, whereas, if this country sells securities to Great Britain, it receives the benefit of the premium on the dollar. If, therefore, we translate pounds into dollars at the rate of \$3.50, which is about the present rate of exchange and approximates the average rate for the year to date (high \$4.07, low \$3.19), we arrive at \$10,500,000,000 as the dollar value of England's investments, which is considerably less than the lowest possible estimate for this country.

It may be true that the present rate on the pound is only temporary, that Great Britain within a few years will return to a gold basis and that the pound will then return to parity. But in discussing the present without speculating upon the future, the fact stands out that America has passed Great Britain as the foremost lending nation of the world, and that at the current rate of trade, the outside world continues to pile up its debt to us, while Great Britain has been comparatively standing still.

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

Capital - - - \$500,000
Surplus and Profit - \$850,000

Resources

13 Million Dollars

3 1/2 Per Cent.

Paid on Certificates of Deposit

Do Your Banking by Mail

The Home for Savings

Michigan Finance Corporation
FLINT and GRAND RAPIDS

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

Preferred Stock now paying quarterly dividends at the rate of 7% annually.

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President Industrial Savings Bank.

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

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OLD NATIONAL BANK, Grand Rapids. Registrars and Transfer Agents.

R. T. JARVIS & COMPANY

Investment Securities

605 1/2-606 Michigan Trust Bldg. Citizens Phone 65433, Bell M. 433
GRAND RAPIDS, MICHIGAN

Cadillac State Bank
Cadillac, Mich.

Capital \$ 100,000.00
Surplus 100,000.00
Resources (June 30th) 3,649,021.82

4%

ON

Savings || Certificates || 3 Months
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Reserve for State Banks

The directors who control the affairs of this bank represent much of the strong and successful business of Northern Michigan

F. L. REED, *President*

HENRY K. WELTON, *Vice Pres.* FRANK WELTON, *Cashier*

JAY J. VELDMAN, *Asst. Cashier*

CONDEMN CANCELLATIONS.

Action of Executive Committee, National Credit Men.

War not only destroys life and property but frequently it impairs the integrity of ideals. Unrest and discord have followed in the wake of the kaiser's war and the committee at the outset of its work emphasized the great need of co-operation in all credit relations. The co-operative principle has performed wonders as an ally for the building up of a stupendous commerce and disastrous results would follow any diminution of this principle in the human relationship.

Credit departments and credit grantors are urged to defend the principles in their relations with others and to make it a supreme guide in the Nation's commerce and in the working out of its economic problems. No time within the Nation's history demanded more largely the control of co-operation and the exercise of it will assist largely in the bringing in of peace and rest.

One of the most serious questions in the commercial field during recent days was the enormous sum of orders cancelled when they had been placed in good faith and were accepted as legitimate business. Cancellations were a strong contributing cause to business hesitation. Cancellations have required the shutting down of some industrial plants. The practice is not incident to this Nation alone, but reflects a certain human element which is brought into play under conditions of fear and alarm, and will destroy composure except where business conscience and a common sense appreciation of causes and effects are in control.

A careful analysis of the causes leading to the numerous and extravagant cancellations in recent months lead us back into the period when equally extravagant and speculative buying was causing many merchants to lose their good sense and judgment. Commodities were produced and bought on a rising market, with the expectation that a resale of them would produce big profits, and this was done without any thought of the future, when conditions might change and alter the entire complexion of affairs.

Prices reached their peak when stocks of commodities had been accumulated beyond the average need of business. At this period cut price sales were featured in some of the large retail stores, the newspapers featured campaigns for lower prices, all of which aroused an unwarranted expectation with the consuming public of a rapid decline in prices, imbued the merchants with a strong feeling of fear, and it resulted in a scramble to unload stocks, and the cancellation of unexecuted orders with the expectation that the same commodities could be rebought at lower prices.

The committee was strongly of the opinion that much of the publicity given to anticipated lower prices was injudicious and caused expectations that could not be confirmed. The committee regarded it as just, however, to place certain responsibilities for cancellations on the selling houses. Salesmen urged merchants to buy beyond their needs, representing that commodities would be difficult to get, that prices would not decline but probably have further rises, and that provision should be made against these contingencies. The reaction to this unwise period, just as the Association

anticipated and endeavored to prevent, was cancellations of a serious type which interrupted the natural flow of business.

To provide a remedy for cancellations the committee urges good sense and honesty in the sale and purchase of commodities. The buyer should not be urged to purchase beyond his needs; he should be sold in good faith and buy in good faith. When the order is placed it were better to have it in an enforceable form—that is carry the written confirmation of the buyer—but even better than this the order should have the support of a strong conscience which will confirm contracts, no matter what has happened or is anticipated.

The American temperament is of an easy going type. Abuses are not at all difficult to bring about in American commerce because of this temperament. It is time, however, as the committee sizes up the situation for the control of care and good business judgment in the selling and buying of commodities. The entire business community should be gripped by a strong business conscience which will not under any circumstances allow actions that often approach business indecencies. The impelling power of fear is difficult to overcome in economic crises, and nothing is more desirable, in the opinion of the committee, than to broaden the knowledge of economic laws and urge merchants to understand and interpret conditions without fear or panic.

The committee urges wide publicity to this minute on cancellations, so that the entire Nation may understand the ill effect and the waste which always attends a declination to accept commodities bought in good faith. The publicity departments of the National and local Associations are urged to assist in a thorough distribution of these conclusions.

The return of merchandise was then considered by the committee. The reasons for this practice were allied closely to the causes leading to cancellations. On an approximate estimate, the return of merchandise costs the Nation annually at least one hundred millions of dollars. This is a loss borne usually by the consumer, as the costs are customarily provided for in the overhead of business enterprises; and it is well, in the opinion of the committee to emphasize strongly that prices to consumers embrace usually the cost which accrues through the return of merchandise.

When it is so important to produce and market commodities at the lowest possible prices it must be apparent to everyone that so large an item as the sum involved in the return of merchandise should be handled fearlessly and for the purpose of reducing it. Selling houses must be led to appreciate that mistakes in the execution of orders should be brought to a minimum, that substitutions should also be controlled, and the buyer required to retain the commodities which have been furnished in exact agreement with the order. The country has paid a large sum for this practice and it should be taken in hand and properly controlled when there is such serious necessity for business economies.

Failure to conform with terms of sale, and especially cash discount terms, is one of the Nation's biggest and most expensive trade abuses. It were impossible to calculate the annual cost to business for additional time arbitrarily taken or conceded in the payment of accounts and in the taking of discounts after the expira-

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

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

Michigan Shoe Dealers Mutual Fire Insurance Company

Main Office: FREMONT, MICHIGAN

ALBERT MURRAY Pres.

GEORGE BODE, Sec'y

Peace of Mind

The peace of mind—the sense of security—that comes from having one's valuable papers in the modern, strong, convenient safe deposit vault of this Company is worth many times the cost of a safe deposit box.

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.

OTTAWA AT FOUNTAIN

BOTH PHONES 4391

STOCKS AND BONDS—PRIVATE WIRES TO THE LEADING MARKETS

HILLIKER, PERKINS, EVERETT & GEISTERT

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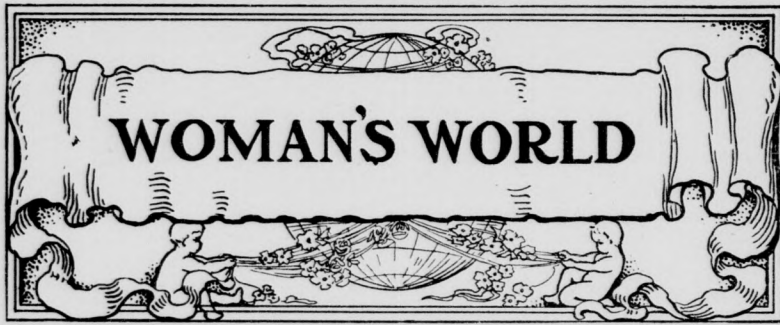
STOCKS

BONDS



INVESTMENT BANKERS

GRAND RAPIDS, MICH.



What Would Happen if Your Minutes Were Systematized.

Written for the Tradesman.

The busiest woman I know never seems to be hurried or overworked. She keeps every part of her home under her own hand, plans all the meals and knows what is going on from cellar to roof. She has no end of outside interests and engagements, but manages somehow to keep closely in touch with her own family. Almost every afternoon she gets home in time to have a quiet half-hour or more with her children, usually reading or talking to them while they have their simple supper. And she reads a great deal for her own pleasure and profit. She writes delightful letters to absent friends. I think she gets into or out of her twenty-four hours a day more than any other person of my acquaintance.

I always think of her in contrast with another of my friends, who doesn't accomplish one-tenth as much as she does, but who is always hurried, worried, behind-hand with her work and her engagements; always complaining that she doesn't have time to see her own children. Her household is chronically in an uproar. She is always wishing she "had time to read." And as for letter writing, she is the poorest correspondent in the world, I guess, although when she does get to the point of writing her letters are delightful, for she is a woman of wit and brilliancy. She seems never to have time to do any of the things she declares she wants to do.

These two women I have watched for a good many years, and I know very well just wherein lies the secret of the efficiency and happiness of the one and the overstrain and mental discontent of the other.

It is all a question of foresight, system, and economy of time and effort. Long ago the first woman told me how she did it.

"I am naturally a disorderly and unsystematic person," she said. "I would much rather let things drift and do from hour to hour just what I felt like doing, dawdling and wasting time. But pretty soon after I was married I discovered that my house-keeping was not only swamping me—I had to do all my own work then except the heavy washing and cleaning—but was breaking down my health. I was always tired, I never had time to do anything except household drudgery; I never could go anywhere or read anything. Before my time I was getting to be a worn-out old woman, a kitchen drudge.

"One evening I told my husband this, and that I was in despair because I couldn't see any way out of it. I really was afraid that when the baby

we were expecting came along, with the added duties and responsibilities, the child would show the effects of my weariness, and I would break down under the strain. He said to me:

"If I did my work the way you do, I, too, would be a wreck. I believe I am as busy as you are, but it doesn't seem to wear on me the way your work wears on you. I think the reason is that my work is systematized. My colleagues and the system in my office compel me to do things at specified times; if I didn't the whole place would be in chaos. Let's see if we can't work out a scheme for your day that will make your time and strength go further than they do now."

So we sat down right then and there and wrote out a list of the things I had to do from morning until night, with the amount of time that each required. Yes, a kind of timetable.

"I was amazed, I remember very well, at the difficulty we had in accounting for all the time I had. There were literally hours between morning and bed-time that seemed somehow to be wasted. And I realized then that these hours just leaked away in little dribbles of time, in aimless duplications and unnecessary steps and motions; not to mention the time when I was doing things I didn't really care very much about—things that, as my husband said, didn't get me anywhere.

"The next morning I started in on a definite schedule. I got up at a definite time, which I hadn't been doing before. I tried to work swiftly at the things I had to do; I tried not to waste even minutes on things that didn't count. I even moved the table in the kitchen so as to shorten the distance to the sink and the stove; I changed the location of things in the pantry so that articles most used were in the handiest place.

"I found that very first day, that I squeezed out time for a nap and a little good reading. I began then the practice of reading one quiet, helpful bit of poetry every day and, I am old-fashioned about that—a bit of the old Bible. I owe a great deal to the habit. I then began of sacredly reserving for myself a little while each day to be quiet by myself, resting a little and reading.

"Curiously enough, the saving of minutes for things worth while almost immediately began to reflect itself in the saving of money. I found myself systematizing expenditures, asking myself whether this or that, that I was thinking of buying was really worth while. I began to think of these half hours that I was rescuing for rest and reading and other

things I really wanted to do as savings and investments. My husband helped and encouraged me, and I have kept up the habit ever since. I am able to do more than other women do, I think, simply and solely because I don't waste much time; I plan my work rather carefully and stick to the plan.

"I moon and day-dream, read poetry and other things, and engage in mere fun and aimless talk, like other women—and men, too—but I do it in the time that I call my own. I get to places on time and leave promptly to go somewhere else. I plan my house-keeping and require my household helpers to live up to my plan. It makes it easier for them. I do not keep servants who will not co-operate in that way.

"There is no magic about it, and no patent on it. Everybody can do it if they want to. But they must want to. And they must have the courage and self-control to live up to their plan. That is the hard part of it; but strength comes with practice. Every day it is easier than the day before. Bye and bye it is a habit, and takes care of itself." Prudence Bradish.

(Copyrighted 1920.)

High Ethical Standard in Newspaper Work.

Everybody knows that Senator Warren G. Harding, Republican nominee for President, publishes a newspaper at Marion, Ohio, but everybody does not know that his newspaper creed, as issued in instructions to his writers and reporters, rings true. It is worthy of be-

ing followed by newspapers everywhere. Here it is:

Remember there are two sides to every question. Get them both.

Be truthful. Get the facts.

Mistakes are inevitable, but strive for accuracy. I would rather have one story exactly right than a hundred half wrong.

Be decent, be fair, be generous.

Boost—don't knock.

There's good in everybody. Bring out the good in everybody and never needlessly hurt the feelings of anybody.

In reporting a political gathering give the facts, tell the story as it is, not as you would like to have it. Treat all parties alike.

If there is any politics to be played we will play it in our editorial columns.

Treat all religious matters reverently.

If it can possibly be avoided, never bring ignominy to an innocent man or child in telling the misdeeds or misfortunes of a relative.

Don't wait to be asked, but do it without asking, and above all, be clean and never permit dirty words or suggestive stories get into type.

I want the Star so conducted that it can go into any home without destroying the innocence of any child.

Sure Sign.

"What is young Spudsley going in for—music or literature?"

"Don't know what makes you think he's going in for either?"

"He was just in here and bought a Windsor tie."

Selling Baking Powder Backwards

A great grocer says:

"Every baking powder salesman that comes in here has the same argument—'As good as Royal.'"

"I wonder if they realize that they are the best salesmen on record for

ROYAL

Baking Powder

Absolutely Pure

Made from Cream of Tartar, Derived from Grapes

Contains No Alum.

Leaves No Bitter Taste.



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

"The Flour the Best Cooks Use"

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

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.

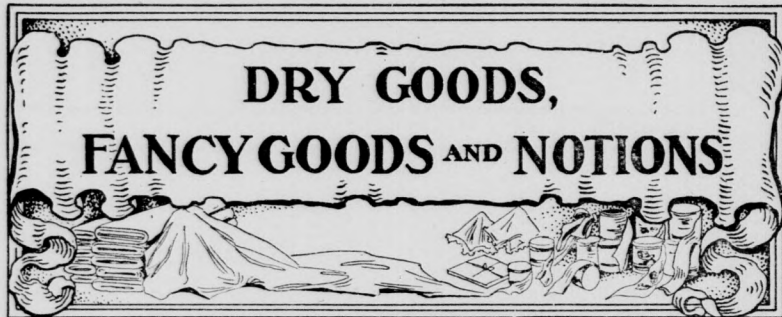
Ask for it at Your Dealer's

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.



Michigan Retail Dry Goods Association.
 President—J. W. Knapp, Lansing.
 First Vice-President—J. C. Toeller, Battle Creek.
 Second Vice-President—J. B. Sperry, Port Huron.
 Secretary - Treasurer — W. O. Jones, Kalamazoo.

Burglary Insurance For Dry Goods Dealers.

Lansing, Nov. 2—My attention has been called very forcibly recently to the matter of protection against burglars. The store of Alexander Chisholm & Son, at Breckenridge, was robbed sometime during the night recently by someone who cut out a window, opened a door and loaded about \$2,000 worth of silks, etc., into an automobile and departed. This burglary was carried out so successfully that many of our merchants in that part of the State have been making enquiries as to the cost of burglary insurance. One of our members has secured a statement in a letter from an insurance company, which reads in part as follows:

"In order to secure this insurance it is necessary for you to protect the side and rear windows and glass over any rear or side doors by heavy iron bars at least 3/4 inch in diameter, these bars to be firmly imbedded in the casements of each. It will also be necessary for you to put Segal locks on side and rear doors and also upon your front door or doors. It will be necessary to protect your transoms with heavy iron screens and to provide a heavy detachable iron screen to cover the glass on front doors during the hours when the store is closed.

"The rates on this class of business, excluding silks furs, linens, laces, etc., are as follows:

\$1,000 insurance,	\$ 52.50
2,000 insurance,	90.00
3,000 insurance,	126.00
4,000 insurance,	148.50

"If you wish to include silks, laces, etc., or to put specific insurance on this class, the rate would be for \$1,000, \$72; \$2,000 would be \$126; but this insurance cannot be written until the above improvements have been made."

The above quotation from the letter speaks for itself. It will be observed that the rate for burglary insurance is very high and the expense involved before the insurance can be secured is also considerable. D. W. Robinson, of Alma, has protected his doors by heavy iron bars and his transoms by heavy iron screens, as stated above. I did not secure from Mr. Robinson the cost incurred, but any member who is interested can get this information from Mr. Robinson direct. After he had protected his store as stated above, Mr. Robinson decided that his building was so well protected that he would not incur the additional expense of burglary insurance. I am sending this letter out to call your attention to this situation. If, in view of the fact that these very expensive burglaries are taking place frequently, our members desire to look into the matter further, I am now in a position to secure information that I believe will be not only interesting but valuable.

We have a letter from one of our members in Flint on the subject of advertising. It is good enough to be passed along and I am quoting it verbatim. I believe that many of our merchants can read this communication with profit:

"At the regular meeting of our Dry

Goods Association in this city the question of advertising was discussed at considerable length. It is true there is much advertising matter in papers that is not constructive, simply used to change people's minds. This has been quite necessary during the past but it seems to the merchants of this town that a better course could be pursued.

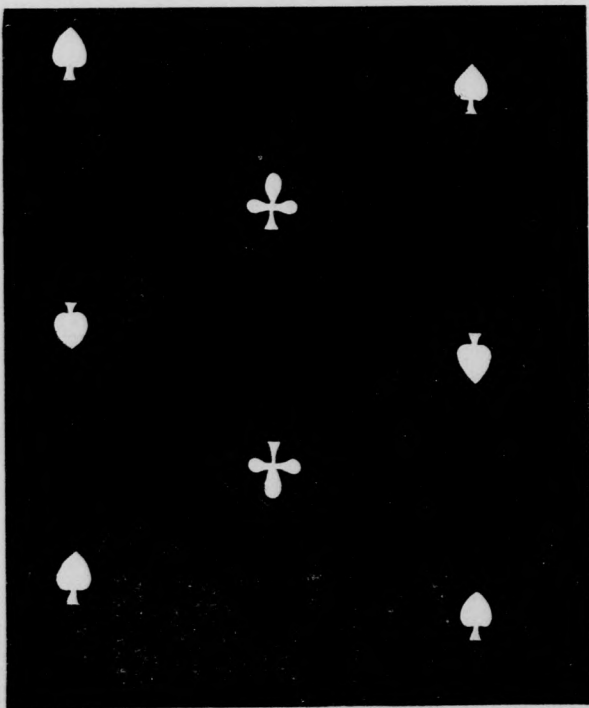
"Why talk about items on the profiteering line when we could just as well take up some subject that will help to boost general conditions and forget prices. What we need is advertising that will help to make confidence. We can appreciate that it is the effort of the Merchants Association to do this, but the kind of advertising we are getting we have our doubts that the results will bring about what we are looking for.

"The conditions that merchants are facing to-day is due in a great measure to politics but we believe that if the parties who have charge of this work would go to work on an educational basis such as take up the wool industry and show same through to the garment, selling, etc., and likewise with cotton, showing the necessary expenditures all along the line in order to produce these goods, we will accomplish much more than by trying to show how many bricks it takes to build a house or how long it took to lay the bricks.

"The idea of our merchants is that we would like to see advertising that would be of an educational nature instead of simply that intended to discredit some other statements. We wonder if it will not be possible to get better results by following this course. Of course, the profiteering business is taking care of itself at the present time."

I will be very glad, indeed, to hear from some other merchants on this subject. Jason E. Hammond, Manager Michigan Retail Dry Goods Association.

Success is applied common sense.



Uprightness Questioned.

"I have changed my mind. I will not take that piano."

"Why not? Of course, it is second-hand, but it is just as it was represented to you."

"And you can stand there and look me in the face and say that! You know very well you told me it was an upright piano, and I just found out, from your lady clerk, where you got it!"

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.

Horse Hide Gloves

Workmen prefer Horse Hide Gloves for the reason that they are the most economical and practical gloves for their work.

There are no misfits in the Hirth-Krause line. They are all correctly sized, reinforced and wear like iron.

HIRTH-KRAUSE

Manufacturers of the Genuine Horse Hide Gloves

GRAND RAPIDS

MICHIGAN

Holiday Goods

We are headquarters for HOLIDAY GOODS of all kinds.

Handkerchiefs in fancy boxes, initial or plain; Suspenders and Garters in fancy packages, Leather Goods, Fancy Ribbons, Men's and Ladies' Scarfs, Stationery, Toys, Dolls, Perfumes, Men's Hosiery in holiday packing and other novelties.

Let us send samples and prices.

Quality Merchandise—Right Prices—Prompt Service

Paul Steketee & Sons

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Fac-simile Pattern of

The Old Reliable

**Spade and Club
 Overalls**

Manufactured **ONLY** by

The Ideal Clothing Co.

Grand Rapids

Michigan

AROUND THE WORLD.

Impressions Graphically Recorded By Noted Globe Trotter.

Diamond Harbor, April 9—Rangoon, the principal city and capital of Burma, is situated on the Rangoon River, about twenty-five miles from the sea. We left Singapore on the afternoon of March 31 and dropped anchor at the mouth of the Rangoon River about 9 p. m., April 3, where we waited until daylight to steam up the narrow channel, finally to drop anchor at 7:30 a. m. April 4, about five miles from the city.

The Rangoon River is a great waterway, fed by the many other rivers in which Burma abounds, the greatest of which, the Irrawaddy, is navigable for some 900 miles. The influence of these rivers is apparent for many miles out to sea. Early on the morning of the 3rd, the beautiful blue water suddenly began to change its color and assumed the most classic blackish brown hue. Even those abroad who live along the banks of the Ohio, Missouri and Mississippi decided that for muddy effects, those proud waters at home had met their Waterloo. The tide has a rise and fall of some seventeen feet, of which the small river craft take advantage, moving from point to point with considerable speed, minus labor or power.

As lightening against this very swift current was necessary at the time we disembarked, it was rather slow work landing our 500 and some odd passengers ashore. We, however, got a fairly early start.

Having engaged motors by wireless, we took a hurried ride around the city in the few comparatively cool hours still left us. We also drove some distance out into the country, but the heat and dirt stripped a rather uninteresting ride of any possible interest that it might otherwise have held for us. This being the dry season in Burma, the last rain having fallen in November, the country is pretty well burned up and the vegetation brown, rather than green.

Rangoon is well planned, the streets broad and well paved, but as a city it presents very little of attraction or beauty. The people are, indeed, picturesque and our visit was enlivened by the fact that it was our first sight of Indian life. The population of the city is given as 300,000, made up of Burmese, Hindoos, Mohammedans, Chinese and, of course, a fair sprinkling of English and foreigners.

To the traveler, however, interest centers almost entirely around the Buddhists, for Rangoon is the Buddhist stronghold of Indo-China. In fact, the pagodas or shrines of the Buddhists really form the only great objects worthy of note. Of these, the Shwe Dagon pagoda so far surpasses the others in every way that it becomes the real objective point of the tourist's visit to Rangoon.

The shape of the pagodas, while varying in minor details, consist almost invariably of a masonry terrace in high plinth, a bell shaped body and a ti, or umbrella spire, a construction formed of concentric rings of beaten iron lessening to a rod with a small vane on the top. To describe with any feeling of satisfaction to either you or myself, the marvelous dignity of the pagoda and its surroundings, its magnitude and beauty, would, indeed, be a fruitless task. I have read quite a number of descriptions, none of which gave me a very definite idea of what I really was to see and since having seen, must say that to my mind they form a very disappointing idea of what I saw.

This pagoda, standing, as it does, on a mound 170 feet above the level of the surrounding country, having a circumference of 1,355 feet, and from its base, rising to a height of 370 feet, can be seen from many miles. In fact, we got our first view of it from our anchorage four to five miles from the city. It is gilt from base to summit, which makes it wonderfully effective in sun or moonlight, and is surmounted by a "ti" or umbrella, on each of whose many rings are hanging innumerable gold and silver bells, all bejewelled.

The pagoda is reached from three points of the compass. (North, South and East—the Western having been closed for fortification) through a flight of brick steps. The Southern entrance, the most important and the one most frequently used, is covered by a series of handsomely carved teak roofs, the carving and in some cases the painting being symbolical of Buddhism.

The steps themselves are well worn through long and constant use. Only foreigners, however, are permitted to enter, clad in foot wear. On either side of the steps (which are in four tiers, about 170 in all) are stalls at which gold leaf, flowers, wax tapers and other offerings of Buddha can be purchased. Beggars are also much in evidence.

Coming to the top of the stairway one finds himself opposite the large pagoda in the center of an open flagged space, 900 feet long by 650 feet wide. Surrounding the large pagoda are hundreds of smaller pagodas or shrines, each built by one of the faithful as an offering to Buddha. The builders of these, according to the faith, are looked upon as saints on earth and upon death they attain the holy rest.

Some of them are marvels in beauty and design; some show a lavish expenditure of money, without any other re-

sult; others are very plain; some contain the image of Buddha done in marble and crowned with jewels; some his image only in plaster or wood, each according to the means of the donor, but all accomplishing for him the same result. Buddha is represented in every conceivable condition and position, but he is always Buddha. In some of the temples there are wonderful wood carvings; in others, paintings, each representing some phase in the religious or even physical life of the Buddhists.

There is a constant procession of worshippers streaming in to make their offering, from men and women, dressed in gaily colored and expensive clothes, to men, women and children dressed in rags, some buying flowers, some tapers to burn at Buddha's shrine, some rice for Buddha to eat. Some bring gold, some silver and some copper.

We saw one old woman, very poorly clad, bring a package of gold leaf to be applied to the pagoda, and which she handed to an attendant. During the time the work was being done, she prostrated herself on the ground, offering up prayers, or, judging by her gift, asking that some special favor be granted her.

Buddha is fed, Buddha is bathed, his teeth are washed; in fact, he goes through every ablation known to man. The faith of these people is marvellous and awe inspiring.

You must imagine this whole picture set in a tropical garden, with wonderful palm trees extending toward the sky, to a height that seems almost equal to that of the pagoda, also teak trees with their enormous trunks and spreading branches. Then imagine this scene at night with a full moon casting its gleam on the golden spire and shadows into remote corners, stars peeping through tree tops and shining over myriads of steeples, candles burning before the shrines, and with it all the constant musical tinkling of thousands of bells as they are being swayed by the wind; the wail of the belated pilgrim saying his prayers, all of which makes an impression not soon to be forgotten.

We visited the pagoda in the afternoon, during early evening and again at midnight. With the moon straight above us in the sky, it was with regret that we were compelled to tear ourselves away from this fascinating scene in order to secure some rest preparatory to the fatigue of the following day.

We stayed that night at the Minto Mansion Hotel, a very excellent hotel for the Orient. Our rooms were large and cool. We were furnished with baths such as the country affords—showers that shower over the entire bath room floor (which has a drain at one end) without regard to the other crude necessities with which a bath room is usually furnished. We slept in good beds on clean linen under heavy mosquito netting and to the tune of electric fans. While quite a few ants of various sizes, shapes and colors, walk over your feet in the morning and bugs of some size appear at bath time, this hardly interferes with your nerves in the Orient.

During the day and late in the evening, native dancers graced the courtyard of the hotel. The dance continued with short intermissions for the best part of twelve hours. This is the sole entertainment that the Burmese furnishes for his guest, and these dances, as a rule, last through the entire night. The dancing is almost entirely one motion and becomes monotonous.

The women are young, but beauty, as we know it, is difficult to find in any of them. They are dressed in most gorgeous colored silks and use much powder on their faces. During the resting period they smoke large black cigars, a custom in which all Burmese women indulge. The music is rather tuneful in spots, drums of different tones and of which there are a great number being the leading instruments. Bells or gongs of various tones are also used and a little reed instrument, like a clarinet, give out a peculiar wail, the kind that you imagine would charm the wild beasts of the forest. There were also Indian sleight-of-hand performers who, right under our very eyes, gave an exhibition in legerdemain which would have put to shame the average vaudeville artist in the same line at home and who has lights and a stage to help deceive you.

The working elephants are one of the sights of Rangoon. Besides posing for the camera of the tourists, these elephants handle enormous logs of teak wood for practical purposes. They pull, push and lift, sometimes doing all three at once, placing the logs in position, either to be easily carried away at high water, or, for the saw. The work is very heavy, but the elephant seems to enjoy it.

There is one very nice drive in Rangoon—around Victoria Lake and Park. A band concert is given late every afternoon and with it occurs the gathering of the select. The turnouts are very elegant—fine horses and harness, a coachman in front and two servants behind.

Before noon the second day, we were quite ready to go aboard ship, although we did not sail until three in the afternoon, for Rangoon is almost the warmest port we have so far visited.

What is yet to come we know not, but are ready for whatever fate may have in store for us, as in about an hour we disembark on the way to Calcutta for our inland trip through India.

Julius Fleischman.

As Your Stock Breaks Up

Keep in mind our **COMPLETE STOCK** of

SEASONABLE GOODS

- Mackinaws
- Warm Lined Coats
- Wool and Cashmere Hose
- Mittens
- Gloves

Daniel T. Patton & Company

GRAND RAPIDS

The Men's Furnishing Goods House of Michigan

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

Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants

New Perfection Flour

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



You Make Satisfied Customers

when you sell

"SUNSHINE" FLOUR

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

NONE BETTER AT ANY PRICE

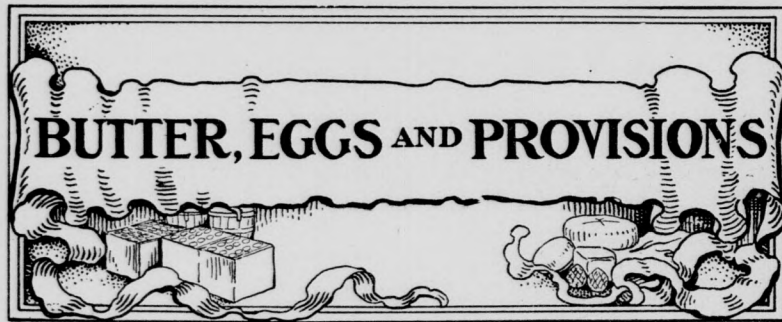
White House Coffee
1-3-5 LB. PACKAGES ONLY

NO GROCER'S STOCK IS COMPLETE WITHOUT IT

LEE & CADY

WHOLESALE DISTRIBUTORS

DETROIT—SAGINAW—KALAMAZOO—BAY CITY



Michigan Poultry, Butter and Egg Association.

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

A Case of Mistaken Identity.

The lady entered the grocery store and, after pausing a moment to sample the contents of a box of salted almonds, addressed a pleasant-looking man standing by the counter.

"What are eggs, to-day?" she asked.

"Eggs, madam?" he replied courteously, "Why eggs, to-day, as yesterday, are the oval-shaped, shell-covered product of the hen, the duck, the goose and other members of the feathered tribe. Biologically speaking, they are nothing more than germ cells—"

"Indeed! Very clever," said the lady, with a smile. "But that is not what I wished to learn. Perhaps you can tell me what a dozen eggs come to—"

"I am not a prophet, madam," said the man politely. "What a dozen eggs will come to depends upon two factors—what kind of eggs they are, and what you use them for. If they are alligator's eggs they will come, under propitious conditions, ultimately, to suit-cases, slippers, or gun-cases; but if you refer to hen's eggs, as I presume you do, they may come to an omelette. They may come to a scramble. They may come to grief. If a broody hen sets on them they may come to life, and the same results can be obtained by substituting an unmaternal incubator for the former; but this is, I am told, a most uncertain venture due to a large number of factitious causes, but generally to imperfections in the egg itself."

The lady's gracious smile faded away. She had apparently had enough facetiousness for the time being.

"Young man," she said, somewhat severely, "will you tell me how high eggs are to-day, or not?"

"I should be pleased to, madam," he replied, "but alas, that also depends entirely upon the individual egg. You never can tell how high an egg is until you have opened it."

"You will excuse me, young man," the lady retorted huffily, "but you do not seem to understand your position. I want freshness in the eggs not in those who sell them. Do you for one moment imagine that I can continue to buy things at this shop if my enquiries are met with such frivolity?"

"I have tried to answer your questions not only truthfully, but courteously, madam," replied the man, "and I am sorry if I have offended. But even then, I don't see why you should visit your displeasure upon the

genial proprietor of this store, because of any seeming delinquencies of mine."

"Not visit my displeasure upon the proprietor when he employs a fresh, impertinent, silly and frivolously facetious person like you?"

"Oh, but he doesn't, madam," protested the young man. "I am Professor Diggins, the new instructor in English at the high-school, and, like yourself, have come here to enquire into the market price current of a tolerable grade of cold-storage poultry germ, suitable for introduction into polite society at a little dinner Mrs. Diggins and I are giving to the school commissioners this evening."

The Butcher's Mission in Life.

Every one of us, regardless of what our occupation may be, has a certain mission in life. Some of us perform this mission honestly and efficiently, and thus help the world to progress and win for ourselves the friendship and gratitude of humanity, while others slack, thus retarding the development of civilization.

The butcher's mission is an extremely important one, although he himself all too frequently does not realize that fact. First of all, of course, it is his duty to live an honorable life and to play the game square with his fellow men and women.

However, he has a mission in the world of business which is distinctly his own, apart from his general duties to the world. His mission, in brief, is to retail to the public good, wholesome, sanitary meats as economically as possible. Most butchers perform this mission efficiently and economically, although the public does not always give them due credit for it.

Bone Taint in Corned Beef.

See that the meat is absolutely free from bone taint before it goes into pickle. If this exists it will grow worse throughout the entire time it is in the vat. If the meat is absolutely sound before it goes into the vat, then the taint is evidently due to your packing. All beef that is corned, and rump beef especially, should never be packed tightly in the vat, as this prevents the pickle from permeating the meat as it should. This condition results in the outer part of the meat being corned properly, but the inner part, and especially the part around the bone, being tainted, as the pickle is not able to preserve it. Pack your meat more loosely; it is a good plan to let it practically float. Before going into the vat the meat around the bones in the rumps that are to be corned should be loosened with a long, thick-bladed knife, thus giving the pickle a chance to permeate it.



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
SPECIAL FARM
BLOCK STOCK

SALT

It Pays the
To Sell the **BEST**

KENT STORAGE CO., Grand Rapids, Michigan
DISTRIBUTORS

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

Heraldic Apples.

The landscape gardener has so long and so persistently improved upon nature that now the fruit grower thinks he has a right to try. Any person who wants a supply of apples bearing his family crest has only to send an illustration of it to certain growers at Montreuil, France, and he will duly receive the fruit the following season by paying the price.

The desired end is attained by growing the apples in paper bags, and these are slipped on when the fruit is about the size of a walnut. Being thus sheltered from the sun the apples do not color as they swell, and when fully grown still remain green or yellow.

As soon as they reach their maximum size the bags that cover them are replaced by others, on the side of which the desired crest or coat of arms has been cut like a stencil. The sun can now penetrate to that part of the apple exposed and redden it thoroughly, so that when the bag is again withdrawn the device is seen standing out in red upon the green surface.

To obtain the opposite result—that is, a green device on a red ground—the second bag is not used, but the pattern is cut out in paper and stuck on to the fruit, the sun coloring all the exposed parts but leaving green the crest or other device which the paper forms.

Many Parisian fruiterers exhibit for sale apples with the coat of arms of the allied countries printed upon them; others have them with monograms, Christian names, arrow pierced hearts and other tender devices.

Limburger Cheese Strong Evidence in This Case.

A story that smells of Charlie Chaplin comes from Kansas City, where two butcher-grocers are defendants, a woman who planned to start a rival store is plaintiff, and a limburger cheese is strong evidence in a suit for \$75,550 damages. According to petition of Mrs. Ernie Adams, plaintiff, she went to the near-by store of John C. Schmidt and his son, Charles W. Schmidt, and there purchased some limburger cheese. Walking home with the cheese, Mrs. Adams said she opened it only to find it so old it had lost its natural and normal solidity. She found the cheese "very objectionable and sensitive to the smell," she specifies.

Then Mrs. Adams sought to return it, she says, handing it back to Mr. Schmidt and telling him to take back his cheese, whereupon, her petition states, without cause or provocation, unlawfully, wickedly and viciously the defendant did seize the cheese and hurl it at the plaintiff's head. Mrs. Adams says the cheese struck her with great force on the head, filling her eyes and her hair, covering her clothes, neck and shoulders, and creating a great and sickening stench.

Jellies Go With Meat.

The Palace Market has adopted something new in sidelines. Their regular stock is a line of meat sold to the best class of customers. The sideline is a well-selected and tempting array of jams, jellies, pickles and relishes.

When asked how they came to start selling produce, which seems so contrary to one's idea of a butcher's stock, the reply was: "Well, aren't these the things you think of when you think of preparing your meat? Anyway, we are selling them."

And they are, too. The stock is kept ever before the customer, next to the glass of the counter; and buying has become such a habit with their trade that a meat order is seldom given without its accompanying order of relish or jam.

Missouri Melon Shipments Below 1919.

This season's movement of water-melons from Missouri amounted to about 3,000 cars, according to final tabulations. This amount was fully 500 cars less than shipments in 1919. The yield also was somewhat less than last year and was locally estimated as about one-third of a carload to the acre. St. Louis, Chicago and Kansas City received the bulk of the carlot shipments, although numerous shipments were made also to the smaller city markets of the Mississippi Valley. A grower's association in the Southeastern part of the State successfully handled about 30 per cent. of the shipments from that section, grading, weighing and counting the melons as they were loaded in cars.

Preparing Hides for Shipment.

Before handling remove excess of salt by sweeping or shaking. Bundle properly according to the nature of the hides or skins. Tie all bundles tightly and securely, and tag each one. Be sure that the tag cannot come off, and see that it is clearly and lastingly addressed. After the preparation for shipment, ship promptly.

A smile is your best reference and introduction.



In all sizes airtight tin packages from 8 oz. to 100 lbs.

ORDER FROM YOUR JOBBER

You, Mr. Dealer, Listen!

Do you sell Bel-Car-Mo mechanically? Just opening the box and taking out the tins and setting them on the counter?

OR—

Are you well posted on the fact that Bel-Car-Mo is the lowest priced Food Staple on the market? Does your knowledge extend to the fact that it is one of the greatest nourishing foods you can sell? Is it being served in your own home so that you can give your customers first-hand information on its value? You can go the limit in guaranteeing the Quality of Bel-Car-Mo; but you must believe a statement yourself before you can convince others.

START TO-DAY

HAVE IT SERVED AT HOME—THEN YOU CAN TALK CONVINCINGLY ON ITS VALUE.



WE ARE HEADQUARTERS WHOLESALE

Fruits and Vegetables

Prompt Service Right Prices
Courteous Treatment

Vinkemulder Company

GRAND RAPIDS

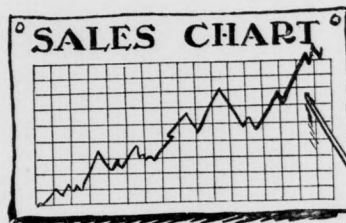
MICHIGAN

Grand Rapids
49 Market
St., S. W.

W. E. Roberts

Citz.
1361
Bell
M. 1361

EGGS AND PRODUCE



"Going up"



Watch this canned-in-its-own-milk idea G-R-O-W

It isn't often that you'll find a product that's just as fresh, nourishing and juicy when it's poured from a can as when it comes from Mother Nature's very doorstep.

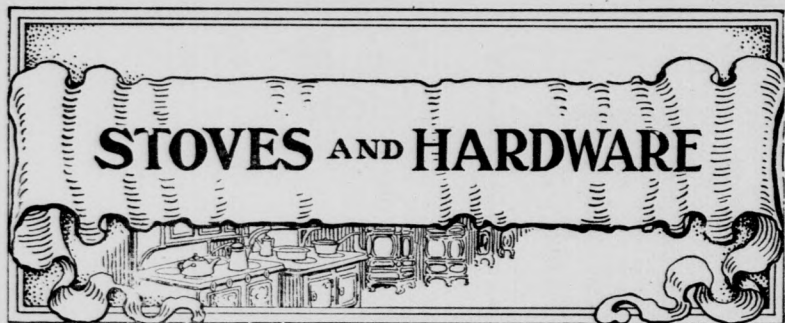
That's one of the reasons why the American housewife has made a kitchen companion of Baker's Fresh Grated Coconut—it's all of the coconut minus the shell.

But the demand for this canned-in-its-own-milk coconut is not nearly as big NOW as it's going to be. Just you watch it GROW under the stimulus of well-planned national advertising.

THE FRANKLIN BAKER COMPANY
Philadelphia, Pa.

Baker's Dry Shred Coconut—the old-fashioned sugared kind is also sold—in paper cartons.





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

What the Hardware Dealer Can Do in November.

Written for the Tradesman.

With the presidential campaign out of the way and the holiday season now opening in prospect, improvement may be looked for in business. The shrewd hardware dealer will, in the approaching holiday season, put his very best efforts into selling, and will utilize his business-getting opportunities to the utmost.

For it is now time for the hardware dealer to consider his Christmas selling campaign. Not that the Christmas campaign commences this early in November; but it is necessary to plan a long distance ahead, and now is the time to begin planning.

Indeed, in November, the dealer will be putting the finishing touches on his preparations for Christmas trade. As with other rush seasons preparatory work ahead of time will tend to make the actual selling while the season is in progress run more smoothly. Everything in the way of preparation should be completed before the end of November; since with the first of December the actual Christmas selling campaign should be launched.

Before Christmas comes Thanksgiving Day; and as a preliminary to Thanksgiving Day the hardware store can give a decidedly holiday aspect to some of its displays. At this season of the year a great many people think of brightening up the home for the winter months. Perhaps some member of the family is coming home from college for the Holidays; perhaps it is merely the desire to offset the dull, leaden skies outside; anyway, coincident with fall housecleaning, opportunities will disclose themselves to effect little improvements. This floor may need waxing or re-varnishing; the wall-finish in a certain room may require a second coat.

So, early in November, the hardware dealer can start a "Brighter Up for the Holidays" advertising campaign. Feature the idea in your newspaper space and window displays, and talk it up with your customers. Put on demonstrations of floor finishes, floor wax, wall tints and similar lines to show to the general public how easy it is for the amateur decorator to handle this work in spare time.

Another line of advertising in this connection will take for its slogan "Turn your odd moments into property values." You can point out that the decoration of a room or any similar improvement adds to the value of property; and it adds, not

merely the price of the materials, but the value of the time spent in decorating. Where the property owner himself does the decorating, he is converting his time into invested capital. Most people with slack moments at their disposal never realize this aspect of a lot of work they can do about the house. It is for the hardware dealer's advertising to educate them.

The interior finishes follow logically the conclusion of the fall paint campaign out of doors, and the pushing and sale of these lines will help keep the paint department busy.

In connection with your "Brighten Up for the Holidays" campaign, other lines besides indoors paint specialties can be pushed. For instance, there are little repair jobs that require attention in almost every home—defective locks and door bells, broken window catches, worn out lengths of stove pipe, cracked window panes. A new coal scuttle may be needed, or an ash sifter, or some other stove accessory. Suggest these and other appropriate lines in your newspaper advertising and window display. The sales may individually be small, but every little bit helps.

Another line of selling activity is a "Get Ready for Winter" drive. In this connection you can display and feature a lot of lines—catches and pulls for storm doors, glass and putty for storm windows, weather strip, stove and heater accessories, and the like.

In a display like this the great thing is to get the idea across to the customer. The basic idea is the thing. Your object is to get the passerby really thinking seriously about the approach of winter, and the necessary preparations for cold weather. "Prepare for winter, and prepare before winter actually comes," is the idea to drive home with all the advertising force you can muster. With this you can link, if you desire, the further idea of utilizing the long winter evenings to get the summer stuff in shape; as,

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



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

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

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

Foster, Stevens & Co. Wholesale Hardware

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

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

for instance, in the painting of lawn seats and veranda chairs, oiling window screens before storing them for the winter, etc.

In window displays of this sort, it is well to use show cards freely, to help bring home your message to the customer. Show the goods and at the same time embody your suggestions in a series of show cards. "A storm window is no better than its worst pane—mend the broken pane." is a suggestion in point. "Paint the porch chairs before you put them away" is another slogan—and so on, down the line.

Another great help in securing effective window displays is found in seasonable decorations. The good window trimmer not merely shows seasonable goods but emphasizes their seasonableness by timely accessories. With almost every timely line, some decorative accessory can be secured which will help out the seasonable effect.

Thus, with a display whose keynote is the imminent approach of winter, artificial snow and artificial ice help out the effect. For snow flakes, use bits of cotton batting suspended by very fine threads. For ice and snow, a piece of plate glass edged with common salt will make a realistic effect. Earlier in the month the Thanksgiving pumpkin gives a seasonable atmosphere to the holiday window. Then, the winter effect can be secured by contrast; as with a fireplace showing imitation coals—electric bulbs glowing through red crepe paper. The suggestion of winter cosiness indoors carries with it the corresponding suggestion of winter chill without.

Quite often elaborate seasonable effects can be worked out, where the window trimmer has time, space and equipment at his disposal; but some of the neatest and most appealing effects are, often, decidedly simple.

One of the most effective of the seasonable displays is a "Winter Comfort Window." This can embody various items, according to the lines you desire to feature. The commonest type of display is the mantel grate with glowing imitation coals, a small table with an electric or oil reading lamp, perhaps a coffee percolator, and other items. With the help of curtains, screens and similar accessories the comfort idea can be driven right home to every passer-by. This comfort idea will link up with a good many lines of stock—ranges, oil, gas and coal heaters, gas and electric grates, weather strip, electric, oil and gas reading lamps, candles and candle sticks, and all sorts of stove accessories.

The winter-comfort idea, the brighten-up-for-holidays idea, the get-ready-for-winter idea, and all the rest, lead up logically to the climax of the year's business, the Christmas campaign. As I have stated, now is the time to get the last of your preparatory work completed, in order to get your Christmas campaign launched the first thing in December.

Your preparatory work will include the rearrangement of the store interior for Christmas trade, which should be planned on paper before any thing is shifted. Then, outline your series of Christmas displays, timing one of

the best for comparatively early in the season. If you are likely to need extra Christmas help, make your arrangements early; and, if possible, arrange for your temporary helpers to put in a few hours a week before the rush actually sets in, so that they may get at least a little familiar with the business. Then, too, you can prepare practically all your Christmas newspaper advertising in advance. Of course, when the time comes an item here and there may have to be changed; but that will be easier than putting together a big advertisement when you are fairly rushed off your feet by other duties.

Preparatory work of this sort will help later; and it is work that can and should be done between now and the end of November.

Victor Lauriston.

Union Cooties of the Great Unrest.

Last Wednesday afternoon a big truck loaded with crates of glass bottles of the capacity of a pint was being driven out Jefferson avenue near Hastings street. One layer of crates filled the body of the truck, which was not very high, while another layer rested on top of these.

Persons in a car following the load of bottles noticed as they approached that the box at one of the rear corners of the truck was gradually being jolted over the edge. The driver of the passenger car speeded up and drove alongside the truck, giving the union driver of the latter warning of the impending accident by pointing to his load.

The truck driver turned sharply toward the curb and at the same time, put on his brakes, nearly hitting another truck standing at the curb in the process. The check in the truck's career was so abrupt that the box of bottles which had for the minute past been barely balancing on the edge, toppled off as the car stopped, and hit the pavement with a crash that sounded as if \$10,000 worth of plate glass windows had been smashed. It was a big crate, holding possibly 100 or maybe twelve dozen bottles.

What did the driver of the truck do when he heard the crash and realized what had happened?

Why, he just laughed.—Detroit Saturday Night.

Is your mind on your business through the business day, or is it wandering to sports, or some other non-essential?

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.

One Hundred Dollars Reward

The above reward will be paid for information leading to the arrest and conviction of the parties who stole my Buick auto from the residence of C. C. Hawes, North Main St., Ishpeming, Mich., on the evening of Sunday, Oct. 24. The car was a 5 passenger touring car, 1921 Model, Michigan License, No. 409733; factory number, No. 699851; engine number, No. 714492. Had no rim or spare tire on the back of car. Only one iron band on which the rim is fastened. Had spot-light, with reel attachment, and two auto robes. Speedometer registered 1548 miles when stolen. Wire Cloverland Auto Co., Marquette, Mich., or Chief of Police, Ishpeming, Mich. RICHARD QUAYLE, Gwinn, Mich.

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



Michigan Motor Garment Co.
Greenville, Mich.
6 Factories—8 Branches

MCCRAY

SANITARY
REFRIGERATORS

For All Purposes
Send for Catalog

MCCRAY REFRIGERATOR
CO.

944 Lake St. Kendallville, Ind.

PAPER

All Kinds

For
Wrapping For
Printing

TRY US

The Dudley Paper Co.
Lansing, Mich.

H. Leonard & Sons

COMMERCE AVENUE
At FULTON STREET

Grand Rapids, Michigan

Splendid Merchandise

Toys--Novelties--Dolls

Chinaware, Glass, Silverware

We could not enumerate the thousands of articles shown on our sample tables—samples alone covering 20,000 square feet. We show the very best of the American market and direct importations of European goods from over **Twelve Hundred Factories.**

Business is splendid with us and will be the same for anyone handling our line.

WRITE FOR CATALOG

We especially invite a personal visit to our showrooms—which is the only way to do justice to our lines.



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.

Saginaw Council Establishes a World Record.

Saginaw, Nov. 1—October 16, 1920, will go down in history as being the day when Saginaw Council established a world record for the number of candidates initiated into the order at one session.

When the final count was taken, the Secretary's books revealed the names of 105 men, good and true, who had passed through the portals of the only secret order of traveling men in existence.

It was a meeting never to be forgotten and thrilled the hearts of the 400 men in attendance. In fact, it caused such a stir that arrangements were made before the meeting was adjourned to put on another campaign and duplicate this wonderful feat at the December meeting.

"Look out, Cadillac, come on Grand Rapids," is the watchword of the hour at this writing among Saginawians, for to-day Saginaw is the second largest Council in Michigan and only short about fifty members of being the largest in the State. We can assure Cadillac that we will have more to say about first place after our meeting in December.

Owing to illness of many months duration and much to my regret, the writer was unable to be at the big affair, but I shall try to give you a picture of what took place.

Had you been within sounding distance of Saginaw on this special night you would have been led to believe the entire city had let loose its noise making power. The writer, in an article published recently, predicted a class of at least 100 candidates and on several occasions was kidded for making such an outlandish statement. The trouble with a lot of folks in Michigan is that they are not aware of the real facts and sound conditions of our fair city and of her rustling and hustling man power. We always set our mark high and go out to beat our aim. This was much in evidence on summing up the record of the October meeting.

Why shouldn't we "go over the top," being led on in the fray by two such stalwart soldiers as Czar Brown and Mayor Mercer and their lieutenants? Brown and his co-workers won out by one member in the fight for salesmanship supremacy. Supreme and Grand dignitaries were very much in evidence and we are safe to say they did not leave our gates disappointed.

Adding spirit to the occasion were officers and member of Port Huron, Owosso, Flint, Lansing and Bay City Councils, who brought some twenty candidates along for the work, but lest you get confused, beg to say these were not counted in in the 105.

Supreme Counselor W. B. Emerson, of Columbus, Ohio, gave one of the finest fraternity talks ever heard at such a gathering. He is an impressive, forceful and talented speaker. We are only sorry that he was in such poor physical condition, for, giving us what he did under prevailing circumstances, we should like to hear him when in real form. His very presence served as an inspiration for those around him and had much to do in making the meeting a success. As one voice all Michigan extends to him their best wishes for a safe and speedy recovery. Mr. Emerson is a Michigan product, his boyhood days been spent on a farm near Vassar. To-day he has the pleasure of holding the office of Supreme Counselor, the highest honor that can be bestowed upon him by the United Commercial Travelers of America.

A. G. MacEachron, from Detroit, was on hand and, true to form, gave the Ray of Hope lecture, for which he has made himself famous throughout the State. MacEachron is a former Saginaw boy.

P. G. C. (Cliff) Starkweather was also here from Detroit and left his usual streak of sunshine and good fellowship behind, which always makes one feel a better man for having met him.

Grand Secretary Maurice Heumann came up from Jackson to give us the statistics on the condition of the order and by so doing gave us something to think about and ponder over for future reference. He holds his office with credit to himself and the order.

Another man from Detroit who was in the limelight at this great function was Lou Burch. He helped kindle the U. C. T.ism in the hearts of the old as well as in the new members. No big fraternity affair is complete without him.

The "Crown King Pin Spiller" of the day was our own Herbert D. Ranney. His very being, almost eat up by the radiancy of his smile, was the outstanding feature of the afternoon and evening, and why not? Besides being our present Grand Senior Counselor, he found time to join the "Go Getters" and did his share toward rounding up the 105. When the time comes for him to hand over the gavel to his successor next June, he will have completed the greatest history making event known in the annals of U. C. T.ism. He is a fighter for the cause and hopes to inspire every council in the State to higher aims.

It would hardly be fair to our great corps of officers to not give them a word of praise for their wonderful team work and the perfect rendition of the ritual. They did themselves proud and their work was keenly watched by our distinguished visitors and fellow councilmen. In H. L. Rutherford they have a great leader.

Chas. Hillman did his usual "good things" and was heartily received. The Saginaw U. C. T. trio, composed of Robt. Brown, W. A. Johnson and Evan Owen, were the noisemakers of the afternoon and evening, and if they keep on improving they will soon be behind the footlights (you thought I was going to say bars). The boys deserve much credit for their fine performances.

Senior Counselor H. L. Rutherford entertained for the Supreme, Grand and local officers at the Saginaw Club at noon. It was a fine affair and deserves mention.

Last but not least, comes the "high spot" function of the day, the banquet. Credit and special mention of this part of the programme must go to W. E. Choate and his associate members of the entertainment committee. "Couldn't be beat" was the word passed around the festive board. And the ladies! God bless them! They were on hand and the way they "slung the hash" (if you will allow me please, to speak thus and use some "Yankee" slang) would make any man hungry. This was handled in perfect order by the Ladies Auxiliary. We are mighty proud of our fair co-workers and they come in quite necessarily, for a lot of praise and credit for the wonderful showing made by the council the past five years.

In conclusion I am requested to announce that there will be another class of 100 men to be taken in at the December 18 regular meeting. Can we do it? Answer, We will do it.

Special thanks goes to Editor E. A. Stowe of the Michigan Tradesman, America's greatest trade journal to-day, for the fine support given the fraternity in Michigan and at large. Well can he be

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To avoid the usual delay in the arrival of your provisions in the Upper Peninsula woods, send your grocery order to E. T. MARTIN GROCERY at Trout Lake, Mich., who will have it packed and ready for you when you arrive. Prices guaranteed to be right.

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termed, and rightly, too, the outside champion of our cause. L. M. Steward.

List of the One Hundred and Five.

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 Jay D. Ayres, 1005 Thompson St., Saginaw.
 J. W. Bittman, 1525 Federal Ave., Saginaw.
 Wallace A. Bell, 812 W. Genesee, Saginaw.
 A. E. Bruske, 211 N. Franklin, Saginaw.
 J. O. Barrenscheer, 1004 S. Weadock, Saginaw.
 Herbert L. Bruce, Carrollton.
 Roy L. Batcke, 706 Owen St., Saginaw.
 W. E. Buby, Beck Apts., Saginaw.
 Albert H. Buck, 1612 Clinton St., Saginaw.
 Howard S. Barker, Akron.
 Edwin N. Burke, 529 N. Webster St., Saginaw, W. S.
 Wm. C. Collison, 116 Merrill Apt., Saginaw, W. S.
 Fred H. Cross, 632 Howard St., Saginaw.
 Albert L. Collins, 215 Pine St., Mt. Pleasant.
 Reon M. Cogswell, 211 No. Franklin St., Saginaw.
 John H. Green, 702 Thompson St., Saginaw.
 Phillip Corby, 712 Howard St., Saginaw.
 Leo D. Cline, 600 S. Porter, Saginaw, W. S.
 Asa H. Case, 122 So. 3rd St., Saginaw.
 W. Grant Dellabough, Cor. Janes and Fifth, Saginaw.
 R. E. Duncan, 510 Millard St., Saginaw.
 Geo. A. Deady, 320 Carroll St., Saginaw.
 Harry R. DeSelms, 721 W. Genesee, Saginaw.
 Chas. W. Erdman, 2290 Woodward Ave., Detroit.
 Roy K. Erb, Mayville.
 L. J. Fox, 1950 Court St., Saginaw, W. S.
 Fred H. Finger, 517 Cronk St., Saginaw, W. S.
 Wm. J. Farthing, 1702 N. Michigan Ave., Saginaw, W. S.
 Anthony Favara, 131 Eddy St., Saginaw.
 Elton L. Fisher, 1204 Janes Ave., Saginaw.
 Benj. P. Gardner, St. Louis.
 Sol. Germansky, 306 Federal, Saginaw.
 Roy E. Gibbs, Caro.
 B. E. Gleason, 715 Stone St., Saginaw, W. S.
 W. A. Galloway, Caro.
 Edwin A. Gunther, 416 No. Porter, Saginaw.
 Geo. E. Hart, 1721 So. Mich. Ave., Saginaw, W. S.
 Evert E. Hadsall, Birch Run.
 W. H. Hogan, 331 No. 3rd St., Saginaw.
 Walter P. Hollowell, Vassar.
 G. F. Hillert, 921 Phelon St., Saginaw.
 Bernard V. Hart, 1415 N. Bond St., Saginaw, W. S.
 Julius A. Ippel, 311 So. Webster St., Saginaw, W. S.
 Russel M. Ireton, 226 Stark St., Saginaw, W. S.
 Ferris R. Jameson, 522 Irving St., Saginaw, W. S.
 Ernest J. Johnson, 1911 Court St., Saginaw, W. S.
 A. W. Johnson, 522 N. 5th St., Saginaw, W. S.
 Wm. F. Jungklas, 149 Cornelia St., Saginaw.
 L. J. Johnson, 1200 So. Warren, Saginaw.
 L. F. Klees, 207 N. 4th Ave., Saginaw.
 Rudolph Klein, 104 No. Hamilton St., Saginaw, W. S.
 R. W. Kunding, 412 No. Webster St., Saginaw, W. S.
 Walter M. Kirby, 746 Park St., Saginaw.
 S. J. Lawler, 204 Hermanson St., Saginaw, W. S.
 John M. Lorenzen, 516 So. Bond St., Saginaw, W. S.
 N. M. Littledale, 609 Cass St., Saginaw, W. S.
 Frederick W. Maier, 923 1/2 Janes Ave.
 Walter D. Mathews, Marlette.
 S. J. Mosher, Keeth Apts., Saginaw, W. S.
 N. F. Mould, 603 Cass St., Saginaw, W. S.
 V. W. Miller, 800 So. 4th St., Saginaw.
 Geo. H. Moseman, Jr., 427 State St., Saginaw, W. S.
 Thos. P. McPhillips, 614 No. Harrison St., Saginaw, W. S.
 Edward J. McGraw, 521 Irving St., Saginaw, W. S.
 James W. Nichols, 808 Davenport St., Saginaw, W. S.
 Wm. L. Naess, 310 No. Franking, Saginaw, W. S.
 Albert R. Odgers, 1421 So. Harrison St., Saginaw, W. S.
 Harley E. Peters, 1106 N. Bond, Saginaw, W. S.
 Harry V. Partridge, 910 Atwater St., Saginaw.
 W. J. Raubinger, 725 Hoyt St., Saginaw.
 Dennis M. Regan, 416 N. Webster St., Saginaw, W. S.
 C. C. Reinke, 810 Stark St., Saginaw, W. S.
 A. J. Reid, 235 So. 11th St., Saginaw.
 Samuel K. Rosenberg, 306 Federal Ave., Saginaw.
 R. M. Riley, Marlette.
 Verill Steele, 1001 Carrol St., Saginaw.
 A. L. Snyder, 409 Vermont St., Saginaw, W. S.
 Gerhard Schillings, 2442 S. Michigan Ave., Saginaw, W. S.
 F. J. Simmons, 990 Brockway, Saginaw, W. S.
 Earl J. Simmons, 617 Stark St., Saginaw, W. S.
 Henry G. Storms, 808 Johnson St., Saginaw.
 Floyd W. Sharpe, 704 Hoyt St., Saginaw.
 Fred C. Simon, 401 So. Bond, Saginaw, W. S.
 Geo. H. Skinner, 408 Emerson St., Saginaw.
 Leonard V. Schleich, 121 Delaware St., Saginaw.

Chas. J. Shea, 715 Atwater St., Saginaw.
 Robert E. Somerville, R. F. D. No. 4, Saginaw.

Allen J. Stevens, Vassar.
 Mark C. Theobald, 1207 Mackinaw St., Saginaw, W. S.
 Geo. H. Tarr, 814 Fitzhugh St., Saginaw.
 Harry O. Treber, Ithaca.
 Clare B. Tefft, 404 1/2 Court St., Saginaw, W. S.
 Frank B. Tinglan, Vassar.
 Floyd W. Wheeler, 133 1/2 So. Washington, Saginaw.
 H. H. Walton, Bad Axe.
 W. C. Williams, Bad Axe.
 Raymond Westlock, 911 Walnut St., Saginaw.
 Thos. Watson, Birch Run.
 Chas. R. Webb, Chesaning.
 P. D. Wayne, Midland.
 F. G. Weed, 1003 Hancock St., Saginaw, W. S.
 Wm. A. Whitecraft, 310 Simonean St., Saginaw.
 Max E. Yahn, 218 Brown St., Saginaw.

A broader distribution of canned foods has occurred during the past week, taking the line as a whole, owing to the low range in prices, which have attracted more buying interest. It is still a forced market, when costs of production are lost sight of, and one in which values must be shaded, to the last notch before the buyer will show his interest. The most encouraging feature is the gradual expansion of retail sales as a result of lower prices to the consumer. The chain stores are making a specialty of several lines of canned foods, and this will force the smaller retailer to cut down his asking prices. In time the lower retail range will give a better tone to the market and it will establish an outlet which will mean a healthier retail movement. So far for several months that demand was of small consequence, and as there has been no export demand the jobber has had no opposition in his demand for lower prices. Cooler weather and the election question settled are also regarded as favorable signs. Then, too, the canner who is financially able to carry his surplus is now less willing to sell, as he intends to strain every effort to carry his goods until after the turn of the year. One of the chief causes of the present weakness has been the forced sale of stocks by the canners who have been unable to finance themselves and have been forced to sell some stocks from time to time. There are considerable quantities of rejected goods to be had on spot and lines on which banks have loaned money and now refuse to carry any longer. A stiffer market would check the sale of this class of goods to some extent and prove a strengthening element, as at present such forced sales eliminate the necessity of factory buying to a considerable extent.

No building of any size can now be erected in any large city without adding 10 to 20 per cent. of the cost of the structure for the walking delegates—they now call themselves "business agents"—of the various labor unions which expect to be employed on the building. The owner of the Sherman House (Chicago), who added four stories to his building during the summer, was not permitted to proceed with the work until he had turned over \$70,000 to the union vampires. The Northwestern Railway had to contribute \$250,000 before it could proceed with its new depot some years ago. The "business agents" of Chicago all become millionaires in ten years.

Seasonal Sale

CITY DAY

Wednesday, November 17th and Thursday, November 18th.

On these days we will hold a sale of seasonable merchandise and this sale will be characteristic of the sales we have conducted in the past.

The textile market is gradually settling, and the opinion of most experts is that prices are in many cases near or below stabilization point. During this sale we will make prices **regardless of loss** or anything else, because we believe in keeping merchandise moving and that it is better to forego profits or even take actual losses than to allow our volume of sales to shrink. This sale will prove the advisability of buying seasonable merchandise enough to take care of your needs for this Fall and Winter.

A great deal of thought and consideration has been given this event and great care will be taken to prepare for the buyers who attend this sale.

We will positively price our merchandise at prices that will move quantities and this event will be your big opportunity to supply yourselves for Christmas trade and January clearance sales.

Merchandise will be properly displayed and priced so that you can wait on yourselves.

Our dining service will be a prominent feature of the sale, together with music and entertainment. Prepare now to visit us on **City Day, November 17th and Thursday, November 18th.**

Watch for further announcement.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids

Michigan

DELAMATER AT THE END OF HIS ROPE.

Collapse of Druggist Who Has Long Been a Disgrace to Both City and State.

E. D. Delamater, who formerly conducted a retail store on East Fulton street, but who was permitted to occupy a store in the Pantlind Hotel building on the completion of that structure, has finally met the fate which sooner or later overtakes all malefactors and is, apparently, a fugitive from justice. His career as a druggist has never been anything but disreputable. He handled goods forbidden by Government edict and has never been over scrupulous in the sale of liquor. His store has always been the rendezvous of sports, toughs and demi monde and he catered especially to these classes. Goods found in stock by the officers of the court in the process of taking inventory prove conclusively that he was doing an illegal business. He has always been regarded as the most demoralizing factor social and religious workers have had to contend with, because he had a way of corrupting the youth of the city which was very insidious and contemptible.

Up to July 1 of this year he paid his bills in a satisfactory manner, but has since paid nothing, while he reduced his stock as rapidly as possible and evidently diverted the money to his own use. When he was refused a renewal of his lease by the Pantlind Hotel Building Co., he threw up his hands and turned the stock over to Lee M. Hutchins as trustee for his creditors. Mr. Hutchins soon discovered that the situation could more properly be handled by the United States Court and offered no objection to the movement of the creditors to throw Delamater into bankruptcy. Instead of working with the creditors, as an honorable man would have done, Delamater clandestinely left town and his present whereabouts is not known. He is in contempt of court because he failed to file a schedule of his indebtedness, as ordered to do by the referee in bankruptcy. He will be brought back to the city, if it is possible to locate him, and compelled to make a disclosure as to what use he made of the money he took in between July 1 and Sept. 15, when he surrendered the stock to the trustee.

When Delamater opened up for business in the Pantlind Hotel building, he put in new fixtures at a cost of \$3,500. This money was obtained at the bank with the endorsement of Con DePree, of Holland. Mr. DePree's name remained on the paper until last spring, when he became suspicious that things were going wrong and forced Delamater to secure another endorser, which he succeeded in doing.

When all the liabilities are ascertained, it will probably be found that the total indebtedness will approximate \$20,000.

An inventory of the assets, conducted under the auspices of the referee, discloses the following:

Stock	\$9,800
Fixtures	3,500
Cash register	500
Soda fountain, etc.	375

The fixtures were purchased to fit the store in which they were installed and would probably not bring over \$1,000 if moved to another location.

The stock is largely composed of goods which would be unsalable at any location remote from a first-class hotel.

In view of these facts, it is thought that not over \$5,000 net can be realized from the sale of the assets. Such an arrangement would give the creditors not to exceed 25 cents on the dollar.

Following is a list of creditors so far as ascertained:

All-Quail-Sweets Co., So. Clark St., Chicago, Ill., Candy	\$ 114.00
Harriet Hubbard Ayer, E. 34th St., New York City, Toilet Articles	76.10
American Laundry, Grand Rapids, Mich., Laundry	3.86
Dr. C. E. Beeman, Grand Rapids, Mich.	4.00
Stephen L. Bartlett Co., Boston, Mass., Merchandise	243.00
The Bayer Co., Inc., W. Kinzie St., Chicago, Ill., Merchandise	110.28
Chas. Baez, 24 E. 22nd St., New York City, Perfumes	233.26
A. Bourjois & Co., 35 W. 34th St., New York City, Perfumes	322.83
The Bonney Co., 1104 So. Wabash Ave., Chicago, Ill., Toilet Articles	38.88
Bauer & Black, 2500 So. Dearborn St., Chicago, Ill., Med. Supplies	158.17
Boyce Bros., Grand Rapids, Mich., Carpentering	3.00
Brouse & Hess, 261 Broadway, New York City, Merchandise (amount unknown)	1.11
Camera Shop, Grand Rapids, Mich., Merchandise	1.04
Consumers Power Co., Grand Rapids, Mich.	263.42
Colgate & Co., 199 Fulton St., New York City, Toilet Articles	215.68
California Chocolate Shops, W. 6th St., Los Angeles, Candy	116.43
Cosmos Co., E. 16th St., New York City, Toilet Articles	2.00
Coffee Ranch, Grand Rapids, Mich., Coffee	149.40
Daane & Witters, Grand Rapids, Mich., Groceries	24.52
Du Mars, 447 7th Ave., New York City, Eye-brow grower	24.97
Daggett & Ramsdell, W. 14th St., New York City, Cold cream	54.60
Detroit White Lead Works, Detroit, Mich., Chemicals	154.03
The DePree Co., Holland, Mich., Med. Prep.	168.13
Fuller Morrison & Co., 540 W. Randolph St., Chicago, Merchandise	84.02
Folger's, Grand Rapids, Mich., Soft drinks	8.20
Foster, Stevens Co., Grand Rapids, Mich., Merchandise	2.00
Godwin Corset Shop, Grand Rapids, Mich., Merchandise	75.90
Gibbs & Co., 7 E. Jackson St., Chicago, Ill., Nets	50.75
Gem Safety Razor Co., 303 Jay St., Brooklyn, N. Y., Brushes	47.80
J. Grossmith & Sons, Ltd., 29 Newcastle St., London, E. C., England (Amt. unknown)	136.07
Hygiea Chemical Co., 7109 Clark St., Chicago, Ill., Straws	49.90
Huyler's, 18th St., New York City, Candy	170.80
Richard Hudnut, 113 E. 18th St., New York City, Toilet Water	13.70
Grinnel-Row Co., Grand Rapids, Mich., Insurance	2,200.00
General Cigar Co., Grand Rapids, Mich., Cigars	786.33
Grand Rapids Press, Grand Rapids, Mich., Advertising	350.00
Grand Rapids Savings Bank, Grand Rapids, Mich., Money loaned	71.22
Hazeltine & Perkins Drug Co., Grand Rapids, Mich., expenses as trustee	353.88
Lee M. Hutchins, Grand Rapids, Mich., Merchandise	48.09
Herpolsheimer Co., Grand Rapids, Mich., Merchandise	17.00
Holton & Adams, 29 E. 22nd St., New York City, Toilet Articles	313.75
Claude Hatch Co., Grand Rapids, Mich., Cigars	16.00
Hygiea Antiseptic Toothpick Co., 154 14th St., N. Y. City, Artificial Straws	360.50
Johnson & Johnson, New Brunswick, New York, Toilet Articles	1,188.41
H. & G. Klotz & Co., 90 5th Ave., New York City, Perfumes	80.26
Kelly Ice Cream Co., Grand Rapids, Mich., Ice Cream	51.80
B. E. Levy, 714 5th Ave., New York City, Perfumes	65.25
Lazell, Newburgh, N. Y., Merchandise	1.50
Lee & Cady, Detroit, Mich., Cigars	9.60
Leonard-Hobart Co., Grand Rapids, Mich., Glassware	96.00
W. E. Lypps, 539 Scribner Ave., Grand Rapids, Mich., Cigarettes	39.00
Mutual Hotel Supply Co., 18 Tremont St., Boston, Merchandise	7.78
Manhattan Drug Co., 51 Warren St., New York City, Drugs	74.20
Michigan Drug Co., Detroit, Mich., Chemicals	135.56
M. E. Maher Co., Kalamazoo, Mich., Cigars	171.54
Melba Mfg. Co., Chicago, Ill., Cosmetics	27.33
Miro-Dena, 373 4th Ave., New York City, Toilet water	17.10
McKeesson & Robbins, New York City, Merchandise	73.40
C. W. Mills Paper Co., Grand Rapids, Mich., Paper	185.52
Muir Plumbing Co., Grand Rapids, Mich., Plumbing	64.56
M. T. McNamara & Sons, Grand Rapids, Mich., Milk and Cream	61.92
The Nut House, First Ave., Seattle, Wash., Merchandise	9.69
Norris Co., Atlanta, Ga., Merchandise	(Amount unknown)
Norwich Pharmaceutical Co., Norwich, N. Y., Drugs	51.36
Old National Bank, Grand Rapids, Mich.	50.85
Pantlind Hotel, Grand Rapids, Mich., Cafe charges	188.88
Porter Shop, Grand Rapids, Mich., Merchandise	35.77
Page & Shaw, Cambridge, Mass., Merchandise	378.63
Plymouth Trading Co., 100 5th Ave., New York, Merchandise	237.40
Frank M. Prindle Co., 71 W. 35th St., New York City, Merchandise	152.47
Solon Palmer, 374 Pearl St., New York City, Soaps, talcums, perfume	123.84
Albert Pick & Co., Chicago, Ill., Dice and glassware	64.58
Park & Tilford, 529 W. 42nd St., N. Y., Merchandise	61.87
Park, Davis & Co., Detroit, Mich., Drugs and Chemicals	437.85
Photo Service Shop, Grand Rapids, Mich., Photo work	(Amount unknown)
Pantlind Building Co., Grand Rapids, Mich., Rent and Damages	19.40
Stephen Putman, Philadelphia, Pa.	47.60
Rinde Krekel Co., Grand Rapids, Mich., Merchandise	556.70
J. A. Rigby Cigar Co., 55 Diamond St., Mansfield, O., Cigars	59.32
Rysdale Candy Co., Grand Rapids, Mich., Candy	140.18
Roseberry-Hendy Electric Co., Grand Rapids, Mich., Electric work	553.13
Paul Steketee & Sons, Grand Rapids, Mich., Merchandise	29.80
Alfred H. Smith Co., 13 W. 34th St., New York City, Merchandise	50.00
Schnefel Bros., So. 17th St., Newark, N. J., Toilet Articles	112.35
Sethness Co., 718 Curtis St., Chicago, Ill., Candy	
Frederick Stearns & Co., Detroit, Mich., Merchandise	

C. A. Scheuffer, 106 Mich. St., Grand Rapids, Mich., Merchandise	60.60
Abe Schefman & Co., 22 Ionia Ave., Grand Rapids, Mich., Fruit	133.70
Udel Printing Service, Grand Rapids, Mich., Printing	12.25
V. Vivandou, 418 W. 25th St., New York City, Toilet Goods	177.48
Vinkemulder & Co., Grand Rapids, Mich., Fruit	100.00
Vodin, Inc., Monon Building, Chicago, Perfumes	205.80
Walkover Boot Shop, Grand Rapids, Mich., Merchandise	5.32
Wurzburg's, Grand Rapids, Mich., Merchandise	8.34
J. B. Williams Co., Glastonbury, Conn., Merchandise	43.60
The Wahl Co., 1800 Roscoe St., Chicago, Ill., Pencils	66.38
Stephen Whitman & Sons, Philadelphia, Pa., Candy	27.60
The World Dispensary, Buffalo, N. Y., Drugs	1.25
Western Bottle Mfg. Co., Randolph St., Chicago, Bottles	318.95
Wynne Paper Co., 318 W. 39th St., New York City, Merchandise	381.35
Edw. Wesley & Co., Cincinnati, O., Merchandise	55.98
Wilmarth Showcase Co., Grand Rapids, Mich., Materials	53.50
W. T. Welch, Paw Paw, Mich., Grape Juice	26.25
Woodhouse Co., Grand Rapids, Mich., Cigars and Tobacco	368.40
Worden Grocer Co., Grand Rapids, Mich., Groceries and Tobacco	631.86
X Cigar Co., Grand Rapids, Mich., Cigars	242.22
Elizabeth Young, Grand Rapids, Mich., Merchandise	19.82
Total	\$16,991.55

Plea For Larger Membership For M. S. P. A.

Grand Rapids, Nov. 2.—It was said of a certain war-worker by George Ade that he was in the Y. M. C. A., not because he was a young man, nor much of a Christian, but that as an associator he was a howling success. And while I do not wish to accuse any druggist of being an old man, nor much less of not being a Christian, still I think that there are a great many good associators in the drug fraternity. They will join an association for the Feeding of Homeless Dogs or any other worthy cause if approached on the subject. Still many do not belong to the Michigan State Pharmaceutical Association, the Association that represents their own cause. For this many a druggist is not to blame. He is a very busy man and, unless this is brought forcibly to his attention, he will continue to put his money only in the societies that he is solicited upon. This is the very reason why he should join his own Association and give it his financial and moral support. By no other way than having a majority of the retail druggists of the State in the State Association can the service be given the druggist that an Association of this nature should render.

There is no reason why any druggist should not belong to the Michigan State Pharmaceutical Association. The amount of the dues is small—much smaller than the Association has saved him several times, although he may not be aware of it. The time it takes to send the money to the Secretary is a great deal less than the amount of time the Association has

saved him several times over, although he may not know of this. It is either ignorance that there is such an Association or just neglect on his part.

On the other hand, there are many reasons why every retail druggist should join the Michigan State Pharmaceutical Association. The main one is that it is business insurance. You don't need fire insurance until a fire comes, yet you keep up your insurance in this regularly and it is good business to do so. But you need business insurance all the time and it is good business that you should have it. Your State Association is on the job watching out for your interests all the time and you should bear to a small extent, at least, your share of the burden. Then it is also a matter of personal pride. You should take pride in the strength of your own organization and in the work it does. Were the reasons why you should join all enumerated here, the editor would have to refuse to publish this publication for lack of room.

Membership in the Michigan State Pharmaceutical Association also brings you a subscription to the journal that is issued jointly by the State and Detroit associations. It is a breezy little journal, full of peppy little items about druggists throughout the State and you will like it; also it prints the legal items and keeps you informed on that subject.

Now don't wait until to-morrow, but send a check for \$2 to the Secretary to-day for dues to carry you to Dec. 31, 1921. Do it before the next stamp customer comes in. You will

The 1920 Holiday Line

Remember, the actual Holiday Season is just coming on. People are just beginning to buy. Now that election is over, all of us can come back to normal again. Temporarily unsettled conditions are beginning to adjust themselves. There will be a job for every man who will give an honest day's work for a day's wage. Watch for the flood of buyers. We are in a position to take care of your needs. Our merchandise is staple all the year round. Come to see us and sort up for Xmas.

**Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan**

find his address at the foot of this letter. Louis V. Middleton, Cor. Ottawa avenue and Mason street.

A Big Increase For Beads.

This is said to be the biggest bead season ever known. One of the large import and export houses of New York City which deals largely in both real and imitation beads has a \$50,000 stock of one line of beads alone. The new bakelite, which has all the fine qualities of amber or real Whitby jet and comes in amber, black and other colors as well as red, is going strong. Beads of this material gain in luster and beauty with wear and are practically indestructible. They are not inexpensive for, from a few dollars a string, they range up to \$30 odd for large cut beads. The real amber in that quality, however, would cost \$200. An amber-colored string not only looks like real amber, but feels like it and upsets an old-time test of real amber for when rubbed on wool it will pick up paper, which only the real was supposed to do.

Detroit Alarmed at Loss of Workers.

Alarmed at reports that high rents and living costs are driving workmen and their families from Detroit by thousands, the Detroit Board of Commerce is about to make an investigation with a view to curbing the exodus, if it is possible. A thorough canvass of the city and its manufacturing plants will be made. It is estimated that people have been leaving Detroit at the rate of 10,000 monthly for the last four months, while newcomers arriving total only 2,000 monthly.

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.

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.



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.

Wholesale Drug Price Current

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

Acids	Almonds, Sweet,	Tinctures
Boric (Powd.) 20@ 29	imitation 85@1 00	Aconite @1 85
Boric (Xtal) 20@ 29	Amber, crude 3 00@3 25	Aloes @1 65
Carbolic 35@ 42	Amber, rectified 3 50@3 75	Arnica @1 75
Citric 90@ 95	Anise 2 00@2 25	Asafoetida @3 90
Muriatic 4@ 6	Bergamont 9 00@9 25	Belladonna @1 40
Nitric 10@ 15	Cajeput 1 50@1 75	Benzoin @2 40
Oxalic 60@ 70	Cassia 3 75@4 00	Benzoin Comp'd @3 15
Sulphuric 4@ 6	Cedar 1 85@2 05	Buchu @2 70
Tartaric 86@ 95	Cedar Leaf 3 00@3 25	Cantharides @3 00
	Citronella 1 25@1 60	Capsicum @2 30
	Cloves 4 50@4 75	Cardamon @1 50
	Cocanut 40@ 50	Cardamon, Comp. @1 35
	Cod Liver 3 00@3 25	Catechu @1 50
	Croton 2 25@2 50	Cinchona @2 40
	Cotton Seed 2 00@2 15	Colchicum @2 40
	Elgeron 10 00@10 25	Cubeb @3 00
	Cubebs 12 50@12 75	Digitalis @1 80
	Eucalyptus 1 50@1 75	Gentian @1 40
	Hemlock, pure 2 00@2 25	Ginger @2 00
	Juniper Berries 7 50@7 75	Guaiaic @2 80
	Juniper Wood 3 00@3 25	Guaiaic, Ammon. @2 50
	Lard, extra 1 80@2 00	Iodine @1 50
	Lard, No. 1 1 60@1 80	Iodine, Colorless @2 00
	Lavender Flow 12 00@12 25	Iron, clo. @1 50
	Lavender Gar'n 1 75@2 00	Kino @1 40
	Lemon 2 75@3 00	Myrrh @2 25
	Linseed boiled bbl. @1 15	Nux Vomica @1 90
	Linseed bbl less 1 25@1 35	Opium @4 50
	Linseed raw, bbl. @1 13	Opium, Camp... @1 50
	Linseed raw less 1 23@1 33	Opium, Deodor'z'd @4 50
	Mustard, true oz. @2 75	Rhubarb @2 70
	Mustard, artifil, oz. @ 55	
	Neatsfoot 1 80@2 00	
	Olive, pure 5 75@6 50	
	Olive, Malaga,	
	yellow 4 00@4 25	
	Olive, Malaga,	
	green 4 00@4 25	
	Orange, Sweet 10 50@10 75	
	Origanum, pure @2 50	
	Origanum, com'l 1 25@1 50	
	Pennyroyal 3 00@3 25	
	Peppermint 10 00@10 25	
	Rose, pure 24 00@25 00	
	Rosemary Flows 2 50@2 75	
	Sandalwood, E.	
	I. 15 00@15 20	
	Sassafras, true 3 00@3 25	
	Sassafras, art'l 1 25@1 60	
	Spearmint 16 00@16 20	
	Sperm 2 75@3 00	
	Tansy 11 50@11 75	
	Tar, USP 48@ 60	
	Turpentine, bbls. @1 37½	
	Turpentine, less 1 47@1 57	
	Wintergreen,	
	tr. 12 00@12 25	
	Wintergreen, sweet	
	birch 8 00@8 25	
	Wintergreen art 1 20@1 40	
	Wormseed 9 50@9 75	
	Wormwood 20 00@20 25	
	Potassium	
	Bicarbonate 55@ 60	
	Bichromate 47@ 55	
	Bromide 1 10@1 15	
	Carbonate 92@1 00	
	Chlorate, gran'r. 48@ 55	
	Chlorate, xtal or	
	powd. 28@ 35	
	Cyanide 50@ 65	
	Iodide 4 10@4 25	
	Permanganate 1 20@1 30	
	Prussiate, yellow 50@ 65	
	Prussiate, red 1 85@2 00	
	Sulphate @ 85	
	Roots	
	Alkanet 1 00@1 25	
	Blood, powdered. 50@ 60	
	Calamus 35@1 00	
	Elecampane, pwd 26@ 35	
	Gentian, powd. 27½@ 35	
	Ginger, African,	
	powdered 29@ 36	
	Ginger, Jamaica 57½@ 65	
	powdered 57½@ 65	
	Golden seal, pow. 8 50@8 80	
	Ipecac, powd. 4 75@5 00	
	Licorice, powd. 35@ 40	
	Licorice, powd. 40@ 50	
	Orris, powdered 40@ 45	
	Poke, powdered 40@ 45	
	Rhubarb @1 50	
	Rhubarb, powd. @1 50	
	Rosinwood, powd. 30@ 35	
	Sarsaparilla, Hond. 1 25@1 40	
	ground @ 80	
	Sarsaparilla Mexican, @ 80	
	ground 35@ 40	
	Squills, powdered 60@ 70	
	Tumeric, powd. 25@ 30	
	Valerian, powd. @2 00	
	Seeds	
	Anise 33@ 35	
	Anise, powdered 33@ 40	
	Bird, ls 13@ 19	
	Canary 13@ 20	
	Caraway, Po. .30 22@ 25	
	Cardamon 2 50@2 75	
	Celery, powd. 45 35@ 40	
	Coriander pow. .25 16@ 20	
	Dill 15@ 25	
	Fennel 30@ 40	
	Flax, ground 10@ 15	
	Flax, ground 10@ 15	
	Foenugreek pow. 10@ 20	
	Hemp 10@ 18	
	Lobelia 2 50@2 75	
	Mustard, yellow 25@ 35	
	Mustard, black 30@ 35	
	Poppy 50@ 60	
	Quince 1 50@1 75	
	Rape 15@ 20	
	Sabadilla 35@ 40	
	Sunflower 12@ 16	
	Worm American 45@ 60	
	Worm Levant 2 00@2 25	
	Paints	
	Lead, red dry 15½@ 16	
	Lead, white dry 15½@ 16	
	Lead, white oil 15½@ 16	
	Ochre, yellow bbl. @ 2	
	Ochre, yellow less 2½@ 6	
	Putty 5@ 8	
	Red Venet'n Am. 3@ 7	
	Red Venet'n Am. 3½@ 7	
	Red Venet'n Eng. 4@ 8	
	Whiting, bbl. @ 4½	
	Whiting 5½@ 10	
	L. H. P. Prep. 3 75@4 00	
	Miscellaneous	
	Acetanilid 80@ 85	
	Alum 16@ 20	
	Alum, powdered and ground 17@ 20	
	Bismuth, Subnitrate 3 75@4 00	
	Borax xtal or powdered 11½@ 16	
	Cantharides, po 2 00@2 50	
	Calomel 2 22@2 30	
	Capsicum 45@ 50	
	Carmine 7 50@8 00	
	Cassia Buds 50@ 60	
	Cloves 67@ 75	
	Chalk Prepared 16@ 18	
	Chloroform 63@ 72	
	Chloral Hydrate 1 70@2 10	
	Cocaine 15 85@16 90	
	Cocoa Butter 70@ 85	
	Corks, list, less 40%.	
	Copperas, bbls. @ 05	
	Copperas, less 6½@ 12	
	Copperas, powd. 6½@ 15	
	Corrosive Sublm 2 01@2 10	
	Cream Tartar 63@ 70	
	Cuttlebone 70@ 80	
	Dextrine 10@ 15	
	Dover's Powder 5 75@6 00	
	Emery, All Nos. 10@ 15	
	Emery, Powdered. 8@ 10	
	Epsom Salts, bbls. @ 05	
	Epsom Salts, less 5½@ 10	
	Ergot, powdered 26@ 00	
	Flake White 15@ 20	
	Formaldehyde, lb. 50@ 55	
	Gelatine 2 25@2 40	
	Glassware, less 50%.	
	Glassware, full case 50.10%	
	Glauber Salts, bbl. @03½	
	Glauber Salts less 04@ 10	
	Glue, Brown 21@ 30	
	Glue, Brown Grd. 19@ 25	
	Glue, White 35@ 40	
	Glue, White Grd. 35@ 40	
	Glycerine 37@ 55	
	Hops 1 75@2 00	
	Iodine 5 70@5 90	
	Iodoform 7 00@7 30	
	Lead, Acetate 20@ 30	
	Lycopodium 5 25@5 50	
	Mace 75@ 80	
	Mace, powdered 95@1 00	
	Menthol 8 00@8 20	
	Morphine 12 58@13 43	
	Nux Vomica @ 30	
	Nux Vomica, pow. 26@ 35	
	Pepper black pow. 32@ 35	
	Pepper, white @ 50	
	Pitch, Burgundy 15@ 20	
	Quassia 12@ 15	
	Quinine 1 12@1 62	
	Rochelle Salts 50@ 55	
	Saccharine @ 38	
	Salt Peter 20@ 30	
	Seidlitz Mixture 40@ 45	
	Soap, green 35@ 35	
	Soap mott castile 22½@ 25	
	Soap, white castile case @25 00	
	Soap, white castile less, per bar @ 2 75	
	Soda Ash 05@ 10	
	Sido Bicarbonate 4@ 10	
	Soda, Sal 2½@ 5	
	Spirits Camphor @1 50	
	Sulphur, roll 5@ 10	
	Sulphur, Subl. 5½@ 10	
	Tamarinds 25@ 30	
	Tartar Emetic 1 03@1 10	
	Turpentine, Ven. 50@6 00	
	Vanilla Ex. pure 1 50@2 00	
	Witch Hazel 1 60@2 15	
	Zinc Sulphate 10@ 15	

GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Candles Saleratus	Sal Soda Rice Ralston Food Cheese Evap. Apples Evap. Apricots Raisins Mich. Beans Sago
	Tapioca Vinegar

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



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
Marrowfat ----- 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
Slice 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. Re Alaska ----- 3 50
Fink 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 10@1 60
No. 3 ----- 1 60@2 60
No. 10 ----- @5 50

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 ----- 30
Longhorn ----- 29
New York ----- 30 1/2
Michigan Full Cream ----- 27

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
Beemans Pepsin ----- 75
Beechnut ----- 85
Doublemint ----- 85
Juicy Fruit ----- 65
Spearment, Wrigleys ----- 65
Zeno ----- 65

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 Brfst Biscuit 1 90
Quaker Corn Flakes 3 70
Ralston Purina ----- 4 00
Ralston Branzos ----- 3 00
Ralston Food, large ----- 4 10
Ralston Food, small ----- 3 20
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, Individual ----- 4 60
Krumbles, Individual ----- 2 00
Biscuit ----- 2 00
Drinket ----- 2 60
Krumble Bran, 12s ----- 2 25

BROOMS
Stanard 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 ----- 17
Paraffine, 12s ----- 17 1/2
Wicking ----- 60

CANNED GOODS
Apples
3 lb. Standards ----- @ 6 00
No. 10 ----- @ 6 00

Blackberries
3 lb. Standards ----- @ 14 00
No. 10 ----- @ 14 00

Beans-Baked
Brown Beauty, No. 2 ----- 1 85
Campbell, No. 2 ----- 1 50
Fremont, No. 2 ----- 1 60
Van Camp, No. 1/2 ----- 90
Van Camp, No. 1 ----- 1 25
Van Camp, No. 1 1/2 ----- 1 60
Van Camp, No. 2 ----- 1 90

Beans-Canned
Red Kidney ----- 1 35@1 60
String ----- 1 75@3 30
Wax ----- 1 75@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

Chocolate
Caracas ----- 43
Premium, 1/4s or 1/2s ----- 50
Walter M. Lowney Co. ----- 50
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
Pacemaker, 50s ----- 76 00
Record Breakers (Tins) 50s ----- 76 00
After Dinner, 50s ----- 96 50
Favorita Extra, 50s ----- 97 50
Presidents, 50s ----- 115 00

La Azora Lines
Operas, 50s ----- 57 00
Washington, 50s ----- 75 00
Panatella (Foil) 50s ----- 75 00
Aristocrats, 50s ----- 75 00
Perfecto Grande (foil) 97 50
Pals, 50s (Foil) ----- 97 50
(2 in foil pkg.) ----- 97 50

Royal Lancer Line
Favorita, 50s ----- 75 00
Imperiales, 50s ----- 95 00
Magnificos, 50s ----- 112 50

Sanchez & Haya Lines
Havana Cigars made in Tampa, Fla.
Diplomatics, 50s ----- 95 00
Rosa, 50s ----- 120 00
Bishop, 50s ----- 120 00
Reina Fina, 50s (tins) ----- 120 00
Queens, 50s ----- 135 00
Worden Specials, 50s ----- 155 00

Ignacia Haya
Extra Fancy Clear Havana Made in Tampa, Fla.
Delicades, 50s ----- 120 00
Primeros, 50s ----- 140 00

Starlight Bros.
La Rose De Paris Line
Caballeros, 50s ----- 70 00
Rouse, 50s ----- 110 00
Reg. Espec, 50s ----- 150 00
Perfecto, 25s ----- 195 00

Rosenthals Bros.
R. B. Londres, 50s, Tissue Wrapped ----- 60 00
R. B. Invincible, 50s, Foil Wrapped ----- 75 00
Frank P. Lewis Brands
Lewis Single Binder, 50s, (5 in foil) ----- 58 00

Union Made Brands
El Overture, 50s, foil ----- 75 00
Our Nickel Brands
Mistoe, 100s ----- 37 50
Sioba, 100s ----- 37 50
El Dependo, 100s ----- 37 50

Other Brands
Throw Outs, 100s ----- 50 00
E. L., 50s ----- 58 00
Boston Straights ----- 58 00
Iroquois, 50s ----- 58 00
Knickerbocker, 50s ----- 60 00
Trans Michigan, 50s ----- 60 00
Hemmetts Cham-pions, 50s ----- 60 00
Court Royal (wood) 50s ----- 61 00
Court Royal (tin) 25s ----- 61 00
Templar Perfecto, 50s ----- 110 00

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 ----- 18
Van Houten, 1s ----- 36
Van Houten, 1s ----- 65
Wan-Eta ----- 36
Webb ----- 33
Wilbur, 1/2s ----- 33
Wilbur, 1/4s ----- 33

COCOANUT
1/4s, 5 lb. case Dunham ----- 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
500 Economic grade 20 00
Mexican ----- 38
Gutatemala ----- 36
Java ----- 36
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.
N. Y., per 100 ----- 10 1/2
Frank's 250 packages 14 50
Hummel's 50 1 lb. ----- 10 1/2

CONDENSED MILK
Eagle, 4 doz. ----- 12 85
Leader, 4 doz. ----- 10 65

EVAPORATED MILK
Carnation, Tall, 4 doz. ----- 6 65
Carnation, Baby, 8 doz. ----- 6 50
Pet, Tall ----- 6 65
Pet, Baby ----- 4 50
Van Camp, Tall ----- 6 65
Van Camp, Baby ----- 4 50
Dundee, Tall, doz. ----- 6 95
Dundee, Baby, 8 doz. ----- 6 00
Silver Cow, Tall ----- 6 65
Silver Cow, Baby ----- 4 50

MILK COMPOUND
Hebe, Tall, 4 doz. ----- 4 75
Hebe, Baby, 8 doz. ----- 5 20
Carolene, Tall, 4 doz. ----- 5 70

CONFECTIONERY
Stick Candy Pails
Horehound ----- 30
Standard ----- 30
Cases
Boston Sugar Stick ----- 39

Mixed Candy
Pails
Broken ----- 32
Cut Loaf ----- 32
Grocers ----- 22
Kindergarten ----- 35
Leader ----- 32
Premio Creams ----- 45
Royal ----- 29
X L O ----- 25
French Creams ----- 35

Specialties
Pails
Auto Kisses (baskets) ----- 31
Bonnie Butter Bites ----- 36
Butter Cream Corn ----- 37
Caramel Bon Bons ----- 38
Caramel Croquettes ----- 35
Cocoanut Waffles ----- 36
Coffy Poffy ----- 40
Fudge, Walnut ----- 37
Fudge, Walnut Choc. ----- 38
Champion Gum Drops ----- 30
Raspberry Gum Drops ----- 30
Iced Orange Jellies ----- 32
Italian Bon Bons ----- 34
AA Licorice Drops ----- 34
5 lb. box ----- 2 15
Manchus ----- 34
Nut Butter Puffs ----- 35
Snow Flake Fudge ----- 34

Chocolate
Pails
Assorted Choc. ----- 39
Champion ----- 36
Honeysuckle Chips ----- 54
Klondike Chocolates ----- 45
Nabobs ----- 45
Nibble Sticks, box ----- 2 80
Nut Wafers ----- 45
Ocoro Choc. Caramels ----- 43
Peanut Clusters ----- 52
Quintette ----- 39
Regina ----- 35
Victoria Caramels ----- 43

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

Gum Drops
Champion ----- 30
Raspberry ----- 30
Favorite ----- 30
Superior ----- 31
Orange Jellies ----- 34

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

Hard Goods
Lemon Drops ----- 34
O. F. Horehound Drps ----- 34
Anise Squares ----- 34
Peanut Squares ----- 32
Rock Candy ----- 45

Pop Corn Goods
Cracker-Jack Prize ----- 7 40
Checkers Prize ----- 7 40

Cough Drops
Putnam Menthol ----- 2 25
Smith Bros. ----- 2 00
Putnam Men. Hore Hound ----- 1 80

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, 1/4 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, specially 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 ----- 15
Apricots
Evaporated, Choice ----- 29
Evaporated, Fancy ----- 31

Citron
10 lb. box ----- 58

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

Peaches
Evap. Choice, Unpeeled ----- 24
Evap. Fancy, Unpeeled ----- 25
Evap. Fancy, Peeled ----- 28

Peel
Lemon, American ----- 35
Orange, American ----- 36

Raisins
Fancy S'ded, 1 lb. pkg. 25 1/2
Thompson Seedless, 1 lb. pkg. ----- 26 1/2
Thompson Seedless, bulk ----- 26

California Prunes
80-90 25 lb. boxes ----- @15
70-80 25 lb. boxes ----- @16
60-70 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 ----- 6
California Limas ----- 15
Brown, Holland ----- 6 1/2

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

Hominy
Pearl, 100 lb. sack ----- 5 50

Macaroni
Domestic, 10 lb. box 1 10
Domestic, brkn bbls. ----- 8 1/2
Skinner's 24s, case 1 37 1/2
Golden Age, 2 doz. ----- 1 90
Fould's, 2 doz. ----- 1 90

Pearl Barley
Chester ----- 6 00

Peas
Scotch, lb. ----- 6
Split, lb. ----- 8 1/2

Sago
East India ----- 8 1/2

Tapioca
Pearl, 100 lb. sacks ----- 8 1/2
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. 1 1/2, per gross ----- 1 50
No. 2, per gross ----- 1 75
No. 2 1/2, per gross ----- 2 25

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

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

FLAVORING EXTRACTS
Jennings
Pure Vanilla
Turpenless
Pure Lemon
Per Doz.
7 Dram 20 Cent ----- 1 65
1 1/4 Ounce, 25 Cent ----- 2 00
2 Ounce, 37 Cent ----- 3 00
2 1/2 Ounce, 40 Cent ----- 3 20
3 Ounce, 45 Cent ----- 3 40
4 Ounce, 65 Cent ----- 5 00
8 Ounce, \$1.00 ----- 9 00
7 Dram, 20 Assorted ----- 1 65
1 1/4 Ounce, 25 Assorted ----- 2 00

Van Duzer
Vanilla, Lemon, Almond, Strawberry, Raspberry, Pineapple, Peach, Coffee, Peppermint & Wintergreen
1 ounce in cartons ----- 2 00
2 ounce in cartons ----- 3 50
4 ounce in cartons ----- 6 75
8 ounce ----- 13 20
Pints ----- 51 00
Quarts ----- 51 00
Gallons, each ----- 16 00

FLOUR AND FEED
Lily White, 1/2 Paper sack ----- 13 50
Graham 25 lb. per cwt ----- 5 50
Golden Granulated Meal, 25 lbs. per cwt. ----- 3 90
Rowena Pancake Compound, 5 lb. sack ----- 5 90
Buckwheat Compound, 5 lb. sack ----- 6 20

Watson Higgins Milling Co.
New Perfection, 1/8s ----- 13 10

Meal
Gr. Grain M. Co.
Bolted ----- 4 80
Golden Granulated ----- 5 00

Wheat
No. 1 Red ----- 2 05
No. 1 White ----- 2 03

Oats
Michigan Carlots ----- 62
Less than Carlots ----- 65
Old Oats ----- 68

Corn
Carlots ----- 1 10
Less than Carlots ----- 1 20

Hay
Carlots ----- 30 00
Less than Carlots ----- 34 00

Feed
Street Car Feed ----- 48 00
No. 1 Corn & Oat Fd ----- 48 00
Cracked Corn ----- 48 00
Coarse Corn Meal ----- 48 00

FRUIT JARS
Mason, pts., per gro. ----- 8 75
Mason, qts., per gro. ----- 10 00
Mason, 1/2 gal., gross ----- 14 25
Mason, can tops, gro. ----- 2 85
Ideal Glass Top, pts. ----- 10 00
Ideal Glass Top, qts. ----- 12 00
Ideal Glass Top, 1/2 gallon ----- 16 00

GELATINE
Cox's 1 doz. large ----- 1 45
Cox's 1 doz. small ----- 90
Knox's Sparkling, doz. ----- 2 25
Knox's Acidu'd, doz. ----- 2 25
Minute, 3 doz. ----- 4 95
Nelson's ----- 1 50
Oxford ----- 75
Plymouth Rock, Phos. ----- 1 55
Plymouth Rock, Plain ----- 1 50
Waukesha ----- 1 60

HIDES AND PELTS

Hides	
Green, No. 1	08
Green, No. 2	07
Cured, No. 1	10
Cured, No. 2	09
Calfskin, green, No. 1	10
Calfskin, green, No. 2	08 1/2
Calfskin, cured, No. 1	12
Calfskin, cured, No. 2	10 1/2
Horse, No. 1	4 00
Horse, No. 2	3 00

Pelts	
Old Wool	25@ 75
Lambs	25@ 75
Shearings	25@ 75

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

Wool	
Unwashed, medium	@20
Unwashed, rejects	@15
Fine	@20
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
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JELLY

Pure, per pail, 30 lb.	6 25
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JELLY GLASSES

8 oz., per doz.	44
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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	65
Stock	28
Half barrels 5c extra	

NUTS—Whole

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

Shelled

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

OLIVES

Bulk, 2 gal. kegs, each	4 50
Bulk, 5 gal. kegs each	10 50
Stuffed, 4 oz.	1 80
Stuffed, 15 oz.	4 50
Pitted (not stuffed)	---
14 oz.	3 00
Manzanilla, 8 oz.	1 45
Lunch, 10 oz.	2 00
Lunch, 16 oz.	3 25
Queen, Mammoth, 19 oz.	5 50
Queen, Mammoth, 28 oz.	6 75
Olive Chow, 2 doz. cs. per doz.	2 50

PEANUT BUTTER



Bel-Car-Mo Brand

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

PETROLEUM PRODUCTS

Iron Barrels	
Perfection	19.6
Red Crown Gasoline	29.1
Gas Machine Gasoline	44
Y. M. & P. Naphtha	31
Capitol Cylinder, Iron Bbls.	54.5
Atlantic Red Engine, Iron Bbls.	34.5
Winter Black, Iron Bbls.	20.5
Polarine, Iron Bbls.	62.5

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
Half barrels	16 00
5 gallon kegs	6 50

PIPES

Cob, 3 doz. in box	1 25
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PLAYING CARDS

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

POTASH

Babbitt's, 2 doz.	2 75
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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
69 lb. tubs	advance 1/2
50 lb. tubs	advance 1/4
20 lb. pails	advance 3/4
10 lb. pails	advance 7/8
5 lb. pails	advance 1
3 lb. pails	advance 1

Smoked Meats

Hams, 14-16 lb.	38 @40
Hams, 16-18 lb.	37 @39
Hams, 18-20 lb.	36 @38
Ham, dried beef sets	41 @42
California Hams	24 @25
Picnic Boiled 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

1/2 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
3/8 bbls., 80 lbs.	3 00

Casings

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

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

RICE

Fancy Head	---
Blue Rose	9 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.	7 05
Durkee's med., 2 doz.	7 65
Durkee's Picnic, 2 doz.	3 50
Snider's large, 1 doz.	2 40
Snider's small, 2 doz.	1 45

SALERATUS

Packed 60 lbs. in box	---
Arm and Hammer	3 75
Wyandotte, 100 3/4s	3 00

SAL SODA

Granulated, bbls.	2 50
Granulated, 100 lbs cs	2 75
Granulated, 36 2 1/2 lb. packages	2 90

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
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SEEDS

Anise	45
Canary, Smyrna	12
Cardomom, 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, 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, fixe bxs	4 25
Black Hawk, ten bxs	4 00

Box contains 72 cakes. It is a most remarkable dirt and grease remover, without injury to the skin.

Scouring Powders

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

Washing Powders

Snow Boy, 100 5c	4 00
Snow Boy, 60	

Gabby Gleanings From Grand Rapids.

Grand Rapids, Nov. 2—James Postma, formerly salesman for the Voigt Milling Co., has accepted a similar position with the Russell-Miller Milling Co., Minneapolis, covering Western Michigan for the W. S. Canfield Flour Co., selling Occident Flour.

The writer is in a position to furnish employment to two shoe salesmen in Southern Michigan territory. Compensation is on the usual commission basis, with a drawing account.

John A. Hach, the veteran shoe salesman of Coldwater, has gone to Florida for the winter.

Uncle Louie Winternitz is now in Dansville, Ill., visiting his nephew, Walter T. Spitz, who was once employed on the Tradesman. Next week Mr. Winternitz will proceed to Ft. Meyer, Florida, where he will spend the winter.

The complaint forwarded by the Board of Trade and Transportation of New York to certain railroad lines whose Pullman ticket offices are under suspicion, may or may not result in a cessation of graft. Having had occasion to make a number of hurry-up night trips during the last few months out of Columbus, Ohio, over the Pennsylvania lines, we were twice caught without Pullman reservations. On the first occasion we swallowed our disappointment and suffered in silence. The second time it happened we became suspicious, deserted the crowded day coach and made our way to the Chicago sleeper. Depositing a dollar in the hand of the porter, we suggested our sad situation to him. "I'll fix you up, boss, soon as the conductor comes," he said. Like Mary's little lamb, we lingered patiently about, and then got our reward—a lower berth. Two other men got similar favors. The curious fact was that a wire query twelve hours before the train started brought the reply that the Chicago car was "all sold out." It may indeed have been, but the New York organization has evidence that convinces it of collusion between Pullman offices, conductors and porters to make extra fees by holding up lower berths for late comers, always willing to drop a dollar or two extra rather than sit up all night. It is also said that excessive fares are collected frequently from the unquestioning and unsuspecting patrons of the roads. Nothing is more offensive to a traveler than that sort of thing. It is time to set traps for a lot of thieving profiteers nested at big railroad stations over the country.

The New York Commercial recently reproduced one of the full page advertisements of the Worden Grocer Company which appeared in the Tradesman a few weeks ago, commending both the letter and spirit of the announcement.

The MacSimbar Paper Co., at Otsego, has 9,000 tons of soft coal on hand and has 35,000 tons additional purchased and in transit. The company furnishes its own employes coal at cost, plus expense of delivery, which is greatly appreciated by the men.

Thomas B. Carlile (Worden Grocer Company) left Saturday for a week's duck hunting on Houghton Lake.

D. D. Alton, the Fremont druggist has so far recovered from his recent illness as to resume his place in the store. His knees are still a little shaky, but his general health is excellent. The doctors have not yet been able to agree on the cause of his long illness.

Charles E. Belknap has been secured to conduct the Armistice day parade in Grand Rapids Nov. 11. This is a sure indication that the parade will be successful, in keeping with the occasion.

The Shoe Dealers Mutual Fire Insurance Company was the first company to adjust and pay a loss as the result of the recent \$200,000 fire at Dowagiac.

The Michigan Association of Trav-

eling Lumber & Sash & Door Salesmen has decided to hold its annual meeting in Grand Rapids, Feb. 3 and 4 in connection with the annual convention of the Michigan retailers. The annual gathering is one of the big events of the winter season among Michigan lumbermen, and great interest is attached to plans for the convention. Application for membership in the association at the average rate of one a day are being received. The total enrollment is now 276.

Never make a decision when you are downhearted. Never let the weak side of your nature take control.

What is suicide? It requires no definition to make the meaning of the word clear simply as a voluntary act. But theologically one may take one's life without committing suicide, a no less distinguished authority than the Pope himself declares. Discussing the MacSwiney case Benedict is reported as saying that the Irish Mayor was dying not because it was his desire to die, but because his death would be the consequence of the only course his conscience permits him to take. So the oft-argued question, "Is suicide ever justifiable?" may be changed to the query, "Under what circumstances does self-destruction cease to be suicide?" The man with the incurable, slow and agonizing disease, whose medical necessities are eating up his surplus and whose family will be left in want if he drags along a year or two, may now find his way out into the silent sea of the inexpensive future without leaving the stigma of suicide on his name—if the Pope's decision is accepted.

Cooper-Wells & Co., hosiery manufacturers, St. Joseph, recently tendered their tenth annual banquet to salesmen at the Hotel Whitcomb, St. Joseph. Plates were set for thirty-seven, and after an elaborate and en-

joyable dinner, speeches and good fellowship were the rule. Plans were laid for next year's campaigns, and salesmen who had made exceptionally good records throughout 1920 were lauded. Sidney Smith, cartoonist of the Chicago Tribune, and creator of the famous pair, "Andy" and "Min Gump," gave a chalk talk in which the characters underwent the usual travail of their daily home life. This feature was particularly enjoyable. O. J. Brooks, of Cooper-Wells & Co., was toastmaster of the evening. The Hotel Whitcomb orchestra played selections. Gatherings such as this are bound to stimulate loyalty and camaraderie among the workers and executives of a firm, and are to be commended.

John G. Young, jeweler at Riverdale, will add a line of drugs. The Hazeltine & Perkins Drug Co. has the order for the stock.

The Worden Grocer Company is getting material on the ground for a two-story addition to that part of its building now occupied by the Toledo Plate Glass Co. The added room will give the corporation 28,000 feet argued floor space.

J. F. Hall, of Toledo, District representative of the Weber Flour Mills, Salina, Kansas, is in the city attending the State baker's convention.



This Seal

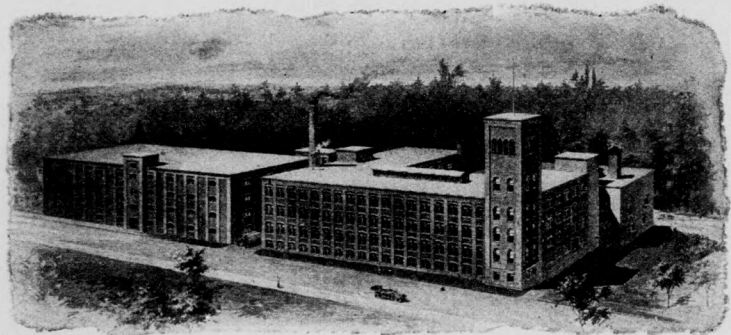
is on the certificate which is packed with every bottle of

VAN DUZER'S CERTIFIED FLAVORING EXTRACTS

It means that this company stakes its reputation of 70 years' standing on the absolute purity, full strength and delicious richness of every bottle of extract bearing its name.

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

PRIZE GOLD BOND WHITE SWAN



AMSTERDAM BROOM CO.

MANUFACTURERS OF BROOMS AND WHISKS
41-49 BROOKSIDE AVE. ESTABLISHED 1884 AMSTERDAM, N. Y.
CAPACITY 1000 DOZEN SANITARY MADE BROOMS A DAY

SAUER'S THE NATIONAL EXTRACT

VANILLA AND 32 OTHER FLAVORS

For more than a quarter century the name Sauer has meant all that is good in flavoring extracts. A name that has been handed down from generation to generation as a synonym of quality.

33 Flavors in 12 sizes to meet the needs of everyone.

Manufactured by
THE C. F. SAUER CO.
Richmond, Va.

Order
From
Your
Jobber



SEVENTEEN HIGHEST AWARDS FOR

Purity, Strength & Flavor

LARGEST SELLING BRAND IN THE U.S.

Penn Yan New York State Buckwheat Flour

Best on the market
We have it

JUDSON GROCER CO.

GRAND RAPIDS

MICHIGAN

The Ethics and Prudence of Welching.

Kansas City, Nov. 2.—For the sake of argument let it be said that it may be true, in the final analysis, that a wholesale grocer has no superiority over the retail merchant, so far as the observance of the sanctity of a contract per se is concerned. In genealogy there is little difference between them and in many instances a wholesale grocer is simply a retail grocer grown up. In common parlance they are the same breed of cats. From the standpoint of consanguinity one should be as honest as the other.

It is said that all the contracts of this world which are broken is because the interests they contain tend to favor one side only. Therefore, in the first place, all contracts should be fair to both parties, for the law says that in a contract each party thereto acquires a right to what the other promises. It is needless to deny the fact that there are jobbers here and there who make it a practice to endeavor to wiggle out of contracts which go against them, just as there are some canners, for instance, who fail to respect their contracts when it is to their advantage to do so. But in the recent slump in sugar we saw applied the acid test of the moral stamina of the jobbers as a whole, and they withstood it to their everlasting credit and glory, refusing to even question their contracts because they realized their moral obligation even though there might have been a legal loophole through which they could creep, for they believed in the integrity of the refiners who entered into the contract with them.

With the retail trade they, too, have those among them who respect a contract of purchase and sale. But there are vastly more of them than there are of jobbers, and perhaps the percentage of welchers is greater. Many of them, in the first place, sign a contract for futures with a mental reservation and with their fingers crossed, and when a retail grocer places a good order for futures with his jobbers he is quite apt to look upon it as a distinct favor conferred, which it is to a certain extent. Then he thinks that irrespective of the signed contract which is always urged upon him on the plea that he will benefit and not lose in the transaction, that the jobber, for trade reasons, should protect him, and his strongest and most effective argument, and the one that throws the fear of God into the jobber's heart, is the threat that unless desired cancellation is granted he will withdraw his business and never buy another dollar's worth of goods of the jobber.

Unfair, unjust, illegal and altogether reprehensible as it may be, it is the long pole which is used by all the welchers and which brings down the persimmons. This potent argument checks the ardor of the jobber and causes him to take his medicine even under the most violent protest. Moreover, a carload of goods which represents a single transaction with a jobber, aggregating the respectable sum of \$6,000 to \$15,000, is split up by him into fifty or perhaps more contracts among his trade. To invoke the law means a bunch of lawsuits, a lot of worry, a loss of business and a heavy expense. He thus finds himself thrown back to depend solely upon an absolutely compelling moral obligation which is said to be superior to a legal obligation and with greater binding force.

So, after all, it simmers down to a question of a man's honor and business integrity, and if a man elects with deliberation to repudiate his contracts for the reason that the market has declined and to dishonestly shift his loss to the shoulders of the jobber who contracted for the goods to protect his orders in hand, then it is either a lawsuit or an exposure of the fact that such a man is unworthy of credit or consideration. And as far as I can see it, the latter is by far the worst penalty. If instead of vacil-

lating, the jobber would stand flat-footed and without making a single exception refuse to accept a single cancellation, there would be no cancellations. Harry Sloan.

Items From the Cloverland of Michigan.

Sault Ste. Marie, Nov. 1.—George Bayliss, the popular salesman for the Soo Hardware Co. here, has been transferred to Marquette, where he is in charge of the copper country territory. He expects to move his family there in the near future. Mr. Bayliss is considered one of the most popular salesmen on the road and a general favorite with the trade. When his old friends from this part of Cloverland call on him they are given a hearty welcome and also the use of his old reliable 4 cylinder car to take in the points of interest, of which there are many in the vicinity of Marquette.

The Farm Bureau will open a business office here in the near future which will be located at 117 Edwards block, Ridge street. Arthur G. Bailey, one of the Soo's prosperous farmers, will be the manager. From indications this Farm Bureau will be a busy institution, as several hundreds of farmers have been added to the membership in the past few weeks. There is a considerable quantity of hay and other produce for shipment.

Arthur J. Passmore, of the Brimley State Bank, at Brimley, was married last week to Miss Elizabeth Jensen, also of Brimley. The young couple are very popular at Brimley and also here at the Soo where the groom is well and favorably known being a brother of A. H. Passmore, of the firm of Passmore & Paquin. After an extended wedding trip Mr. and Mrs. Passmore will make their home at Brimley. Their many friends wish them a bright and prosperous future.

The police are determined to try and put a stop to the borrowing of cars parked on the street at night, and for this offense, the borrower draws 30 days, in addition to damages done. Captain and Mrs. Charles Ripley celebrated their golden wedding last Thursday. Many of their old time friends here called on them. Among those who attended the reception was Rev. T. R. Easterday, who performed the bridal ceremony fifty years ago. Mr. and Mrs. Ripley have lived in the Soo practically all of this time and have made a large circle of friends who extended their congratulations and good wishes.

George Baldwin, Secretary of the Edison Sault Electric Co., went "courting" for a few days last week at Marquette.

William G. Tapert.

Happy-go-lucky clerks make happy-go-lucky business men who generally have neither luck nor happiness.

SCALES

Ask Joe Robinson "The Toledo Scale Man" at No. 20 Fulton St., West. Sales and Service. Yes, we repair most any make.

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

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 reduce or close out your stock, write the "BIG FOUR" auctioneers, Fort Pierre, South Dakota. 112

For Sale—Restaurant, located in a town of 5,000 population. Doing good business and has a fine location. Equipment is modern and up-to-date, which includes twelve transient rooms, equipped. Price, which is a bargain, \$2,000. Harry M. Ward, Bryan, Ohio. 113

ELECTRIC LIGHT and milling plant, operating, first-class condition. In village of 800. Good opportunity for right party with some capital. Address No. 114, care Michigan Tradesman. 114

Wanted—Small Royal electric coffee mill; roaster; peanut butter machine. L. C. Schalow, Cadillac, Mich. 115

For Sale—Racket store in liveliest little town in Michigan. Will inventory about \$2,000. Webber & Hawley, Linden, Mich. 116

WANTED—A lady clerk to take care of dry goods department in a general store. Must have experience. Address No. 107, care Michigan Tradesman. 107

FOR LEASE—LARGE STORE BUILDING in one of Michigan's best rural towns, on State trunk line highway and railroad. Town is a fixture with fine rural agricultural school. Has two new saw mills and other industries. Clothing dry goods and shoes especially needed. Address No. 108, care of Michigan Tradesman. 108

HAY—ALL GRADES, any quantity, delivered anywhere. Let us quote you prices. Or we will buy. W. A. BUNTING & CO., Jackson, Mich. Numerous branch offices. 110

Cash buyer of general stores or parts. Nothing too large or small. Address No. 111, care Michigan Tradesman. 111

For Sale—Chandler & Price 10 x 12 Gordon for \$200. In use every day, but wish to install larger machine. Tradesman Company. 112

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.

FOR SALE—Hotel property at Hudsonville, Michigan. Steam heat, water, lights, etc. Good location; more business to be had than can be taken care of. Fine opportunity for right party. For further particulars inquire of F. F. McEachron, State Bank, Hudsonville, Mich. Both phones. 99

ATTENTION MERCHANTS—When in need of duplicating books, coupon books, or counter pads, drop us a card. We can supply either blank or printed. Prices on application. Tradesman Company, Grand Rapids.

GET OUR PRICES—on counter sales books and credit registers. Battle Creek Sales Book Co., Battle Creek, Mich. 102

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 106 E. Hancock, Detroit. 565

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

Will pay cash for whole stores or part stocks of merchandise. Louis Levinsohn, Saginaw, Mich. 998

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

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

A Winner for Light Cars and Trucks

30 x 3 1/2 and 32 x 3 1/2



Braender Bulldog Giant 5-Ply Molded Fabric Tire

Made only in these two sizes, which fit 75% of all the cars in use. Oversize, 25% stronger, molded on airbag, extra heavy tread, reinforced side wall, require oversize tubes.

Have famous Braender Dual Non-skid Tread.

A fast seller and a money maker.

Michigan Hardware Company Grand Rapids, Mich.

Fiegler's Chocolates

Package Goods of Paramount Quality and Artistic Design

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.



WHAT THREE DOLLARS BUYS.

It costs \$3 for fifty two issues of the Michigan Tradesman, if the subscription is payable strictly in advance.

The fifty-two issues are not all the subscriber receives for his \$3. He gets with this payment service and obtains protection which is frequently worth a hundred times the subscription price.

Taking the Peerless Talking Machine swindle, for instance. If the Tradesman had not jumped into the fray and championed the interest of the merchant, 141 merchants who had been inveigled into signing promissory notes under the impression that they were applying for agency contracts would have been mulched to the tune of \$315 to \$1,260 each, altogether amounting to more than \$111,000. Because the Tradesman got in touch with the situation in the early stages of the game, denounced the swindle in unmeasured terms and warned the merchants not to pay the notes they had signed under false pretenses and false representations, it saved its readers there \$111,000, because the machines would have been very unsalable and would have been objects of detestation by the merchants every time they looked at them on account of their associations.

This is but one of many services the Tradesman has rendered its friends in trade during the past thirty-eight years—services which it expects to repeat in tenfold measure as the years go on.

No greater service has been rendered the trade by the Tradesman than in inducing the retail merchants of the State to transfer their fire insurance from stock to mutual companies. This has not only resulted in a saving of 25 to 50 per cent. of the cost of insurance, but it has resulted in prompt and honorable adjustments of all losses in the event of fire and enabled the Tradesman to eliminate many arbitrary, unjust and dishonest features rigidly insisted upon by the stock company autocrats and cheerfully waived by the mutual companies when the unfairness of such features was plainly presented to them.

Any subscriber to the Tradesman is welcome to send his insurance policies to the Tradesman for inspection and analysis. Most of the stock policies now written by local agents are clearly illegal and the same is true of an occasional mutual policy. No charge is ever made for this service, valuable as it may prove to be to the insured in the event of his meeting a loss by fire.

General Conditions in Wheat and Flour.

Written for the Tradesman.

The sentiment among the trade, both grain dealers and flour buyers, is changing somewhat. Many believe flour and wheat is selling about as cheaply as they will during the balance of the crop year.

The change in sentiment has been brought about by the attitude of farmers to hold their wheat for higher prices, by heavier selling of wheat for export and by reduction in crop

promise; in other words, the spring wheat crop has been reduced from 237,000,000 bushels to 218,000,000 by Government reports.

Crop reports from Argentine are less favorable. Indications are now they will harvest approximately 185,000,000 bushels of wheat the coming January, against 214,000,000 bushels a year ago, leaving 120,000,000 bushels for export from Argentine next year against 187,000,000 bushels this year. Late cables from Russia indicate that previous information to the effect Russia would be able to export wheat was incorrect and without foundation. In other words, this propaganda was used by the bears to depress values.

The Russian crop as near as can be estimated is approximately 132,000,000 bushels, which is not more than half enough to supply their home requirements, which are supposed to be about 273,000,000 bushels. This means that Russia at the present time is an importing nation instead of an exporting and that her wheat yields must be brought up around 300,000,000 bushels before she will be able to ship either wheat or flour.

Another favorable factor for livelier trading in flour is the change in the differentials between flour and wheat ocean rates. Until just recently 25c per cwt. more has been charged for flour than for wheat for export, which policy, of course, caused Europe to buy wheat instead of flour. In fact, this un-American policy developed flour milling industry in Great Britain and has seriously affected the American milling industry. As a matter of fact, American mills have not operated more than 50 per cent. of the time on this crop; a large number of mills have been running on a 25 per cent. basis, for with export business practically destroyed by unfair ocean rates, coupled with the light domestic demand, it was out of the question to sell enough flour to run a greater amount of the time than indicated by above statement.

There have been quite large shipments of wheat made to Brazil and wheat and flour to North Africa recently. Of course, while the volume of business done in either instance was not very heavy, the sentimental effect was bullish; in fact, a great many conservative dealers, both in flour and grain, feel it unwise to go short of either at the present time; that prices are more liable to advance somewhat than decline. One of the biggest bears on this crop is now advising the trade to buy flour, and should business develop in fair volume, somewhat higher prices are almost certain.

The acreage of wheat sown this fall is smaller than a year ago, and up until just recently the soil has been too dry to permit the proper growth. However, recent rains and cooler weather have improved conditions materially; the growth will be stimulated and Hessian Fly activity retarded. Marketing from farmers is on a more restricted basis, and with coarse grains as low as they should go; in fact, really below the cost of production, it is very improbable that much, if any, lower prices on

wheat will prevail in the immediate future.

However, it is not the purpose of these articles to urge the trade to buy wheat or flour, or not to buy, but to state the conditions existing in grain and flour markets and give expression to the sentiment gathered from the trade.

The flour buyer's attention is directed to the change in sentiment at the present time, and it appears advisable to have immediate requirements covered and should any breaks develop to buy for thirty to sixty days' requirements on those breaks.

Lloyd E. Smith.

Review of the Produce Market.

Apples—The market is still weak and unsatisfactory. Tallman Sweets, \$1.25; Wagners and Baldwins, \$1.35; Northern Spys, \$1.40@1.50; Snows and Jonathans, \$1.60.

Butter—Local jobbers hold extra creamery at 56c and firsts at 54c. Prints 2c per lb. additional. Jobbers pay 30c for packing stock.

Beets—65c per bu.

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

Carrots—75c per bu.

Celery—40c per bunch.

Chestnuts—Ohio or Michigan, 30c per lb.

Cider—Fancy commands 25@30c 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 \$10.50 per bbl. and \$5.50 per half bbl.

Cucumbers—Illinois hot house, \$2.50 per doz.

Eggs—Jobbers pay 65c 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	55c
Candled Seconds	49c
Checks	42c

Egg Plant—\$1.50 per doz.

Grapes—Table grapes command \$2.50@3 per bu.; wine grapes fetch \$1.50@2. California stock has come in this week and sells as follows: Tokays, \$3.50; Emperors, \$4.

Grape Fruit—\$5.75@6 for all sizes Florida stock.

Grape Juice—\$1.25 per gal. in bulk.
Green Onions—Sharlots, \$1.50 per doz.

Lemon—Extra fancy California sell as follows:

300 size, per box	\$6.50
270 size, per box	6.50
240 size, per box	6.00

Fancy Californias sell as follows:
300 size, per box \$6.00
270 size, per box 6.00

240 size, per box 5.50

Lettuce—12c per lb. for leaf; Iceberg, \$6.50 per crate.

Lima Beans—20c per qt.

Onions—Spanish, \$2.75 per crate; home grown in 100 lb. sacks, \$1.25@1.50 for either yellow or red.

Oranges—Fancy California Valencia now sell as follows:

100	\$12.00
126	12.00
150	12.00
176	12.00
200	12.00
216	12.00
250	11.50
288	10.50
324	10.25

Parsley—50c per doz. bunches.

Parsnips—\$1.50 per bu.

Pears—Kieffer's, 75c per bu.

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

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

Potatoes—Home grown, \$1@1.25 per bu.

Poultry—Local dealers pay as follows for live: Fowls, either spring or old, 18@24c; Turks, 25c; Geese, 15c; Ducks, 20@22c.

Pumpkin—\$1.50 per doz.

Quinces—\$2.50@2.75 per bu.

Rabbits—Local handlers pay 15c per lb.

Radishes—Hot house, large bunches, 20c per doz.

Squash—Hubbard, \$1.75 per 100 lbs.

Sweet Potatoes—Virginias command \$1.85 per 50 lb. hamper and \$4.75 per bbl.

Turnips—60c per bu.

Florida Bee Keepers to Advertise.

Bee keeping on a large scale is now under consideration in Florida and plans are on foot to launch an advertising campaign to dispose of the product. At a recent meeting held in Gainesville 100 of the men most prominent in the industry reported a total of 15,358 colonies of bees. A general census showed that there are 3,000 bee keepers in the State.

Raisin Prices Due Soon.

No definite date has been set for the announcement of the second opening raisin prices by the California Associated Raisin Company, but intimations have reached the trade that the figures may be given to the public by the end of the current week. Of course, nothing can be said as to how they will compare with the first opening prices.

August Gumpert, who sold his general stock at Elk Rapids two years ago to J. C. Krausman, has re-engaged in the dry goods and shoe business at that place. He purchased his dry goods of the Grand Rapids Dry Goods Co. and his shoes of the Hirth, Krause Co.

WE OFFER FOR SALE

United States and Foreign Government Bonds

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

HOWE, SNOW, CORRIGAN & BERTLES

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

40 Million

BIGGER and broader-backed than ever is the country-spanning advertising campaign on SUNSWEET this year. Through full color pages [such as those now looming up in the dominant magazines of the country] we will reach not less than 40,000,000 readers—men and women who represent the very backbone of America's consumer public.

How many of these 40,000,000 readers will look *your* way? How much of their money will tinkle into *your* cash register? How much of this great advertising influence will be felt in the sales that go over *your* counter? That depends on you!

You're going to have the biggest dried fruit year you've ever had—that's certain! And SUNSWEET is going to be a bigger advertised feature than ever before. That's why it is to your profit-advantage to link your store with this powerful program of publicity that is making SUNSWEET a national buy-word.

Prepare to get your share of this demand by ordering from your jobber and write us for dealer-helps and advertising material.

CALIFORNIA PRUNE AND
APRICOT GROWERS INC.
5478 Market St. San Jose, Cal.
10,000 grower-members

PHILIP
LITTLE
70

SUNSWEET

CALIFORNIA'S NATURE-FLAVORED
PRUNES & APRICOTS



The Substance of Quality

Don't let your trade be fooled by the shadow of quality. Give them the substance of value that comes with "OCCIDENT" FLOUR.

**OCCIDENT FLOUR Costs More
But—It Is Worth More**

The worth shows in better baking; makes light, delicious loaves with no guesswork in results. It carries its own good-luck in every sack.

Women like to use "Occident." Everybody likes its natural flavor. Everybody thinks well of the store that sells it.

W. S. CANFIELD FLOUR CO.
Wholesale Distributors

205 Godfrey Bldg.
Cit. 65618

Grand Rapids, Michigan
Telephones - Bell M 1465

WAREHOUSES

Cadillac
Benton Harbor

Lansing
St. Joseph

Kalamazoo
Grand Rapids

The Guaranteed Flour
OCCIDENT

Makes Better Bread