

## THE TOUCH OF A HAND

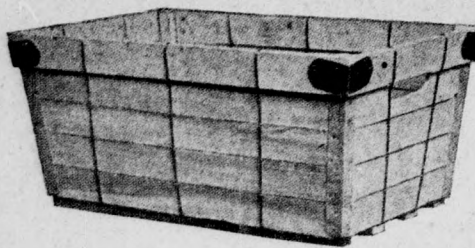
When the child awakes in the gloom of night,  
With a startled heart and a sob of fright;  
When the eerie forms in the shades appear  
And the uncanny sounds grip the soul with fear;  
Just the touch of a hand in a soft caress!  
Not the pen nor the tongue can the peace express,  
As the child is soothed to a slumber deep,  
While the fairies, hast'ning, guard his sleep.

Or the man, deserted, who stands alone,  
And who seems walled in by grim hearts of stone;  
When the passing faces are turned away,  
And the days ahead seem but cold and gray;  
Just the touch of a hand in a friendly grip!  
Watch the smile as it comes to the quiv'ring lip;  
Then the eye lights up, and new hope upsprings  
From the strength and cheer that a handclasp brings.

When the soul goes down in the shadowed vale,  
And the lights grow dimmer along the trail;  
When the death mists fall at the life path end;  
When the face fades out of the last fond friend;  
Just the touch of a Hand, of a Hand Divine!  
Splendent floods of light on the pathway shine;  
And a voice of Love, then, the soul shall hear:  
"Thou shalt fear no evil, for I am near!"

Charles E. Whelan.





## Delivery and Carrying **BASKETS**

Built of Ash, and bound together with heavy galvanized wires and metal corners. Light and strong. Guaranteed to stand the hardest usage. Wires inside and outside of basket tied together with Brock Patent Rings.

|                   |       |        |
|-------------------|-------|--------|
| 1 Bushel size     | ----- | \$1.50 |
| 1 1/2 Bushel size | ----- | 1.90   |
| 2 Bushel size     | ----- | 2.20   |
| 2 1/2 Bushel size | ----- | 2.60   |
| 3 Bushel size     | ----- | 2.80   |
| 4 Bushel size     | ----- | 3.40   |

Agents wanted.

**Archie J. Verville Co.**

608 Quincy St.

Hancock, Michigan

## Don't Cheat Yourself Out of Profits!

There is a brand new field for revenue in yeast selling.

This new market is a market with infinite possibilities. People numbering hundreds of thousands are daily taking one to three cakes of

### FLEISCHMANN'S YEAST

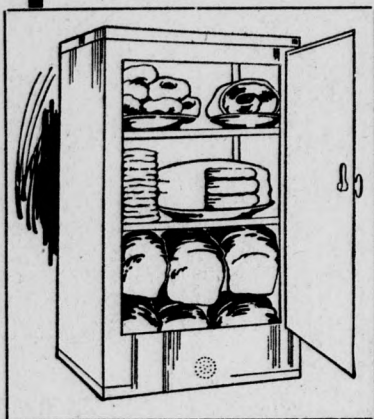
It builds health, and so the demand grows by leaps and bounds.

This demand guarantees good profits—quick turnover—satisfied customers to the grocer ready to supply. Are you ready?

### THE FLEISCHMANN COMPANY

Fleischmann's Yeast

Fleischmann's Service



## Display Them Properly

There's a clean, sanitary, efficient look to those Home Comfort Bread and Cake Cabinets, that women can't resist. The finish (either aluminum or white enamel) is very pleasing and the convenient size and shape makes every woman want one. Then, too, there is that "easy to clean" feature. It will pay you to display them on your counters. These cabinets are shipped "knocked down, saving freight and warehouse space."

### The Home Comfort Company

Saint Paul, Minnesota

"When ordering direct, mention your jobber"

## Millions of Dollars

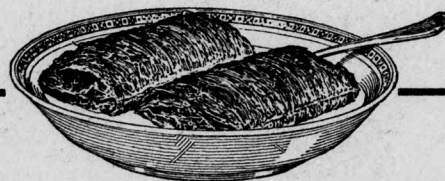
have been spent creating business for the wholesale and retail distributors of

## Shredded Wheat Biscuit

This demand, created through advertising, has developed a national and world-wide distribution that reaches into every city, town and hamlet. Under our present merchandising policy we depend upon the honesty and enterprise of our grocers to distribute this product. A clean, wholesome, nutritious food combined with a fair trade policy merits your co-operation.

MADE ONLY BY

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



WHEN YOU SELL A CARTON  
of Diamond Clothespins for  
15 cents your customer gets  
**30 PERFECT PINS**

You have a satisfied customer.

You have made 33 1/3% profit.

You have saved yourself time and money.

THE DIAMOND MATCH CO.

ORDER FROM YOUR JOBBER NOW

(2.00 per case of 20 cartons)



# MICHIGAN TRADESMAN

Thirty-Ninth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 14, 1921

Number 1982

## 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.

### Subscription Price.

Three dollars per year, if paid strictly  
in advance.  
Four dollars per year, if not paid in  
advance.

Canadian subscriptions, \$4.04 per year,  
payable invariably in advance.  
Sample copies 10 cents each.

Extra copies of current issues, 10 cents;  
issues a month or more old, 15 cents;  
issues a year or more old, 25 cents; issues  
five years or more old 50 cents.

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

## CONGRESSMEN AT HOME.

Recess in school is time taken away from education. The thirty-day recess which began for Congress last night should be a period of intensive education for members, especially of the lower house. It will bring Representatives in touch with their constituencies and give them the leisure to find out what the people think on issues that the debates in Congress have brought before the country.

Virtually this is the first opportunity for looking about that the Congressmen will have enjoyed. Their election was determined by the overwhelming issue of anti-Wilsonism which is now virtually obsolete. Since April 11 they have been called upon to deal with questions like tariff, taxation, and economic reconstruction at home and abroad upon which the sentiment of the constituencies has been only imperfectly expressed. Congressional vacations are usually devoted to fence repairing. That is not altogether an unsalutary occupation from the point of view of the general interest. It is only a homely native expression for what dignified terminology describes as a renewal of mandates.

The record of Congressional achievements in the special session is not a mean one, even if the two specific purposes for which the special session was called, tariff and tax reform, are still in abeyance. But on these two issues, also, progress has been made to the extent that Congressmen can now feel out sentiment at home on the basis of fairly definite programmes. We have the Fordney bill with all its follies and we have the taxation bill with its one defect in a postponement of income-tax and excess-profits-tax relief. The stand of the House on the latter issue has obviously been determined by a blind acceptance of the old slogan of the People against the Interests. Vacation will give the Congressmen a chance to talk reason with their constituents.

Congressmen could do nothing better than to invite their electors to consider what this cry did for our shipping when it was raised half a year ago to prevent the sale of ships when they could be sold. So a tax on large incomes that drives those incomes into the non-taxable field may arouse better second thoughts back home.

The education of Congressmen should be particularly useful in the matter of prohibition enforcement. A great deal of good has been accomplished by the debates on the anti-beer bill. There is a reaction against methods of enforcement which would sacrifice basic Constitutional rights to the attainment of a specific end. Congressmen have plainly been in a dilemma between the desire not to go wild on the question of enforcement and fear of being branded as wet. They have now the opportunity to set themselves right before their electors.

## LARGELY EXAGGERATED.

It may be well to point out once more that the figures recently issued by the Department of Labor setting down the number of unemployed at 5,735,000, which have brought forth so many jeremiads, are rather misleading. They represent the drop in the number of those employed in factories from the time when the latter were running at their peak of capacity during the boom period. They take no account of the many who resumed farming and other occupations they were formerly engaged in, which are not considered or tabulated by the Labor Department. Mere change of occupation is not unemployment, but the figures put out would make it appear so. That there is considerable unemployment is beyond question. This is especially marked in the building trades and in the industries pertaining to the railways. Not only are the causes of such unemployment known, but efforts are being made to remove these causes. In the case of the railways the President of the United States and Secretary of the Treasury are insisting on official action. In the case of building operations, the grand juries in several judicial districts are taking a hand. This matter of unemployment has another aspect. It is one of the great causes of the slump in imports not only in his but in other countries, instead of being an effect of imports. When people are not earning they cannot afford to buy either imported or domestic goods.

Before you complain about dilatory payment of customers' accounts, consider whether you always have your check in the jobbers' or manufacturers' hands on the day the account is due.

## TO COMBAT UNEMPLOYMENT.

President Harding has acted with wisdom and courage in summoning for the near future a National conference to deal with the problems of unemployment during what threatens to be a difficult winter. It would have been easier to adopt a fatalistic attitude in the presence of a prostrated labor market and to explain it away as an inevitably recurrent phase of the economic cycle or to indulge in pious hopes that somehow things would adjust themselves before cold weather is upon us. Great though the difficulties are which must be faced, and careful though we must be against undue hopes that industrial depression can be exorcised by taking thought, it is still true that by thinking seriously and in time much can be done to mitigate a situation that is now measured in nearly 6,000,000 men out of work.

One outstanding difference is to be noted between the forthcoming unemployment conference in which representatives of capital and labor are to meet and the industrial conferences which met under the Wilson administration. The latter assembled in times of high prosperity. Then the problem was to adjust relations between capital and labor, when both were feeling their oats and it was a question of adjusting rival claims for the benefit of the community as a whole. The problem was one of principles. The problem to-day is one of sore emergency at a time when capital and labor are both hard hit.

It is encouraging to hear that when the conference meets it will find that constructive suggestions have already been submitted from various quarters. Mr. Hoover refers to measures for speeding up employment that may be taken by industries and "public bodies." To the extent that public works can be carried on in cold weather, the remedy is a necessary one even if it involves anticipating to some degree the needs of the future. But the principal source of relief must come from a stimulation of private industry. Even under present unhappy conditions there are industries and employers that are in a position to carry on, to take advantage of low prices in building for the future against the revival which is bound to come, but to make that possible it is necessary for capital and labor to face the specific situation without thought of ultimate "class" advantages, without fear of what agreement now will mean two or three years from now. Such reasoning has always been futile because such advantages and victories can never be permanent. In good times labor is never in danger of being ground down. In hard times unemployment is a much harsher oppressor than any

employer is likely to be. A sober situation must be faced in a sober state of mind. There is no room for the infamous Gompers doctrine of yield nothing and fight. Capital and labor are in the same boat on a nasty sea, and the great need is to work together.

## NO CHANGE IN WOOLENS.

If the statistical position only of wool were taken into account there would be no way of explaining the firmness of price which the material is showing when offered for sale at auction. Such sales abroad during the last week were well attended, and the bidding at them was extremely well maintained. Prices for the finer wools continued to show advances, perhaps due in a measure to American competition. Imports during the last two or three months of clothing and combing wool have been negligible, while those of carpet wools, on which there is no duty, have been large. At the auction of wool owned by the War Department on Thursday, nearly all that was offered was taken up, although it is said that dealers were the principal buyers. Domestic wool has also been moving in fair volume, but the prices have been rather low.

Not any change of note occurred during the week in the woollen goods market. Upon the business for Fall done by the retailers will depend very largely the amount of buying by them for the Spring requirements. They are, in general, pinning their fate on moderate priced overcoats and suits. An early Fall will help them to decide quickly, and never before has the weather been more of a factor. Within a week or two there should be a quickening of activity in the women's wear division of the trade. Dress goods still halt somewhat and the Spring openings of such fabrics are hardly likely to occur before the first of next month.

## FRUIT FROM CACTI.

The newest achievement of Burbank, the plant wizard, is the production of cacti that bear fruits beautiful to the eye and with flavors resembling those of peaches, muskmelons, pineapples, etc., yet sufficiently unlike to render them appetizing novelties. They are very sweet, containing from 12 to 16 per cent. of sugar.

These fruits may be eaten fresh or put up as sweetmeats. They are of various colors, and their juices, particularly of the red ones (which are of brilliant hues) are utilizable for coloring ices, jellies and candies.

Make a list of a hundred customers the first of the year and a year later go over that list. You think you are holding your trade, but that list will offer some surprises.



## FROM BEHIND THE COUNTER.

## How Our Mercantile Friends Regard the Tradesman.

Ithaca, Sept. 10—I am always glad to know of the success of others. Your recent letter tells me of thirty-eight years of work, bringing with it the well-deserved success.

You wonder what my opinion of the Michigan Tradesman is. The fact that I continue to pay for three subscriptions is proof of my opinion, for I do not continue paying for an article that I did not appreciate. Your paper is not intended as a specialty store paper, but it full of general information suitable for general stores and that is the reason for its great success and in which field it has no competition.

I enjoy the privilege of extending my congratulations for your thirty-eight years of usefulness to the merchants of the State and we congratulate ourselves that we have had such a source of information as the Tradesman from which to draw for the good of our business. I only hope it may continue and that you may be spared many years to advise and assist the merchants who have no one else to look to for knowledge.

As to the asked for suggestions of how you may be of further assistance to us. I realize the need of knowledge regarding the different articles carried in a general store. Very few of us know where this knowledge can be obtained and many of us are not so situated as to secure this, even if we knew where to get it. To illustrate my point. The artificial silk now so generally used in making such articles as hosiery, etc. It is a puzzle to most people as to what it is, how it can be detected by feel and appearance from real silk and what its advantages and disadvantages are. Many other articles in the same way. In the shoes very few can tell what is the difference between a welt and McKay, nor the advantage of each over the other. In the grocery department such articles as rice, spice, flour and nearly every other article, even of every day use, can be explained and made interesting by added knowledge. I know of no department of your paper that would hold as much interest to me and our clerks as to have each week from five to ten articles explained how made or where grown. It would add to the interest of our every day work.

As we are here to grow and prosper, I make my recommendations of greater length than my congratulations.

May you and your paper continue to prosper and as you grow give to others the opportunity to obtain knowledge through your paper.

Henry McCormack.

Danville, Va., Sept. 10—Congratulations to you upon your notable achievement in having rounded out thirty-eight years with the Tradesman! My earnest wish and prayer to Almighty God is that your life may be spared many years in order that you may go on pyramiding this unusual record.

In the writer's judgment the Tradesman occupies a unique place in American trade journalism. It is a full-orbed, all-round business publication, full from week to week of live, interesting and profitable matter for the business man who wants to maintain a progressive awareness; and he must be a dull reader, indeed, who does not sense the fact at once that the editor of the Tradesman stands four-square for principles of justice and fair play.

Relative to suggestions for making your paper more interesting and valuable to the reader, my own feeling is—and has been for some time—that more illustrative material might be used with profit, such as halftones of fronts, interiors, special trims, layouts, finished advertisements—announcements that have been used, or

might be used, by dealers. Pictures live up the pages and often a reader is attracted to an article by some illustrative feature which first makes its appeal to the eye.

I am aware that such material will add somewhat to the cost of getting out your publication, but I am inclined to think it will prove a paying investment.

At all events I venture to make the suggestion for what it is worth.

But be that as it may, the Tradesman is a bang-up good paper just as it is, and wouldn't miss seeing it for anything.

Chas. L. Garrison.

Alma, Sept. 10—We enjoy the Tradesman very much.

C. V. Calkins.

Bay City, Sept. 6—We congratulate you on the thirty-eight years of the Tradesman. My family always read it—not so much for trade interests as for its literary excellence. We just bet on the Tradesman. It strikes boldly and squarely on all live questions. Its contributed articles are all fine—hard to say which writer suits us best, but the front cover poems and Prudence Bradish are both fine. Without intending to be fulsome, we do not hesitate to say it cannot be beaten and I could not for the life of me suggest an improvement. We wish for its editor continued success in his excellent work for the trade.

Joseph Leighton.

Eureka Springs, Ark., Sept. 10—The only suggestion I could make would be to increase the scope of the territory you cover in your news columns. You should have a National circulation, or at least cover all territory North of the Ohio River.

F. A. Parker.

Saginaw, Sept. 8—The renewal from year to year of my subscription to the Michigan Tradesman is the best evidence that I appreciate your efforts. I get very valuable information and ideas that can be applied to my business. Have you subscriptions enough among the garage men and automobile dealers to warrant a section of your paper being devoted to automobile topics? Your success is an inspiration to young men and I wish you many years of comfort and happiness.

G. S. Garber.

Bay City, Sept. 12—I appreciate the Tradesman very much, and want to say I find it very beneficial in my business. I could not get along without it.

John O. Bray.

Muskegon, Sept. 8—We usually devote an evening to devouring the contents of the Tradesman, and last evening I casually remarked to my wife, "I should write Mr. Stowe a letter," and handed her your letter. After reading it, she said, "If any one can tell him how to improve it, I would like to know him." I replied that she had expressed my sentiments exactly. Your stand for mutual insurance was fine. We regret Geo. Bode's early demise. He was a fine character. Old Timer has always a good theme and his early reminiscences awaken old-time memories. We wish you and the Tradesman another thirty-eight years of good health and prosperity.

J. S. Cowin.

Pittsburgh, Penn., Sept. 12—I congratulate you on your publishing a good trade paper successfully for thirty-eight years. A good trade paper cannot be counted in dollars and cents, for your views and experience are broad enough to enlighten any merchant and put him on the road to prosperity. There are so many angles to successful retail merchandising that would almost fill a library that I hardly can state just now what could make your paper more valuable. You might tell your readers that prices

will not reach the high peak of June or July, 1920, and not to hoard merchandise; also that goods sold at a fair margin on to-day's cost of replacement will boom his business and take a lot of profits from the mail order houses. I called to see a general merchant the other day and he was opening a box of flannellettes which were carried over from last year. His price on these goods was 35c per yard. It doesn't require a knowledge of mathematics to understand why this man lost his trade. He is sound asleep. There are thousands of other merchants in the same boat and you are in a position to wake them up. Best wishes for yourself and the Michigan Tradesman!

Joseph Landau.

Turner Falls, Mass., Sept. 12—Although I have been a faithful reader of the Tradesman for many years, the only idea I can suggest would be that you publish, once in a while, a column in regard to the common law in regard to questions of common interest, as partnerships, collections, wills, automobiles, etc. This idea is probably not new to you, but is the only one I can think of. Turners Falls, where we are spending a very pleasant summer at the home of my daughter, Mrs. Joseph Harlow, is in the Eastern limits of the Berkshire Hills, the winding roads and ancient villages of which we have explored with our car. I am surprised to find more timber, pine and hardwood, than is common in Western Michigan and a great number of sawmills, some large, but mostly small. The farms in the valleys of the rivers are good, but in the hills they are mostly small and rocky. There is a great deal of wild land. There is a good deal of game deer, coon, partridge, rabbits, etc., and the hunting, they say, is good in the season.

Will A. Rindge.

Jacksonville, Florida, Sept. 7—I have been engaged in the Wholesale grocery business less than two years. Before entering this line, I was engaged in the banking business and one day when I was speaking with a grocery salesman from Chicago, I asked him what paper in the United States covered best the grocery line. He replied that by all means I should subscribe to the Michigan Tradesman, which I did. I have been reading the Tradesman for something over a year and the information contained therein has been very valuable indeed. I can only suggest that it be continued along the same line. Accept my kind regards and my best wishes for your continued prosperity.

W. R. Lovett.

Vice-President Tyler Grocery Co.

West Branch, Sept. 10—I want to congratulate you on the success you have enjoyed during the past thirty-eight years as publisher of the Michigan Tradesman. While I am not one of the original subscribers of this most interesting trade paper, I have, nevertheless, been an ardent reader of its columns for the greater part of its existence. During all the years in which I have been a subscriber to the Tradesman, I have always enjoyed your frankness, whenever you found it necessary to express yourself "right from the shoulder," and while, at times, some of your ideas did not "set right" with the opinions I might have entertained, the high esteem I held for you did not deteriorate in the least. As to suggestions for the improvement in your paper, I am frank to say that none are needed, as I am sure that you give more valuable information in your Tradesman than the ordinary trade magazine.

Philip Blumenthal.

Allenville, Sept. 12—I have taken your paper for the past twenty-one years. It has been a comfort to me as well as a guide. It is beyond my

ability to tell you how to better your paper.

J. D. Erskine.

Monticello, Florida, Sept. 12—After being behind the counter seventeen years, last May a year ago I decided to try something else out of doors and came to Florida. I am now on a 2,740 acre pecan grove as superintendent and possibly the Tradesman does not help me in that line; but it does keep me posted on the doings of the Northern merchants, with whom I expect to enter into negotiations before long. Now as to the betterment of the Tradesman I cannot see where I could be any help to you. I know you cover all points of the different lines of business better than any other man could, because you have had many years experience and love your work. Mrs. Baird and I look anxiously every week for the Tradesman. We call it our Michigan paper. We wish you all the success possible.

F. M. Baird.

Mt. Pleasant, Sept. 10—Pardon brevity, but here are five suggestions and reminders

1. Fix things so you can live to be 98.
2. We are not at war with Germany.
3. Irish nose bleed is always red.
4. When you shout "America" don't try to count the echoes.
5. Say your prayers without copy.

Frank H. Sweeney.

Painesdale, Sept. 10—Thirty-eight years of faithful and conscientious service as an editor is a record of which any honest man may well be proud. For many years I have enjoyed its columns and have found it helpful and full of inspiration. I regard your magazine as of inestimable value to the busy retailer, as it gives reliable information on the markets of the day in clear cut, condensed and readable form. It would be presumptuous on my part to suggest any improvement on the literary or mechanical make up of your magazine. I wish you continued success and that you may be permitted to round out another four decades.

W. H. Whittle.

Lucedale, Miss., Sept. 12—As a reader of the Tradesman since its first issue and as a subscriber for thirty-one years this month, I feel safe in saying there is nothing you can do to improve it. Just keep the PEP you have always shown. Permit me to say that the two things I enjoy and get the most out of are, usually, the thoughts expressed on the front cover and your editorials. They alone are worth more than I ever paid for all the time I have taken it. May you continue on, at least until your ambition to round out the full fifty years is accomplished—and then some.

Gregory M. Luce.

Watervliet, Sept. 10—I surely could not get along without the Tradesman.

O. D. Price.

Urbana, Ohio, Sept. 10—We congratulate you on rounding out thirty-eight years with the Tradesman. We have been taking it ourselves for about fifteen years. Although it has nothing in it pertaining to our line of manufacture, we appreciate it so much that we hardly feel we could keep house without it. We admire your fearlessness when in defense of right and justice. We do not see how we can suggest any improvement in your publication, as it seems to meet the requirements perfectly. The information you disseminate is given in condensed form which enables a busy man to read it without neglecting his many daily duties.

Urbana Egg Case Co.

Markets fluctuate and business conditions change, but the same principles of success and failure operate year after year.



### Late News From Michigan's Metropolis.

Detroit, Sept. 13—The subject of store delivery was discussed by the Transportation Committee of the Board of Commerce at its last meeting. It was decided that the establishment of store door delivery for the relief of terminal congestion and improved transportation is rapidly progressing towards a reality. In order that the Committee should be acquainted with the sentiment of the public in regard to the matter, it decided to submit the following resolution to the interests affected. Whereas, it is the view of the Transportation Committee of the Detroit Board of Commerce that relief from congestion and delay that normally prevails at railroad delivery stations in the handling of merchandise freight requiring station or platform service can only be secured by the introduction of a system of store door delivery. Be it resolved, that the matter be taken up with the carriers and shipping interests at Detroit with the end in view of inaugurating a store door delivery plan at such point together with the rates, rules and regulations under which it should be operated. You are asked to give your opinion to the Committee as to how this would affect your business. Address your communication to P. G. Findlay, Chairman, Transportation Committee, Detroit Board of Commerce.

The re-instatement of mileage books for travelers was considered by the Transportation Committee of the Detroit Board of Commerce, at its last meeting. There has been introduced into both Houses of Congress two measures relative to authorizing the re-issuance of scrip mileage books, Senate Bill S-848 introduced by Senator Jas. E. Watson of Indiana, and House Bill H R-2894, introduced by Congressman Julius Kahn, of California. Both these measures advocate the re-issuance of this scrip mileage book in denominations of not less than 3,000 miles nor over 5,000 miles, to be sold to the traveling public at 25 per cent. discount from the regular fare. The Committee decided that a further conference should be held at an early date and that the passenger agents of the various lines in Michigan should be invited to attend this conference. It was stated that the present rates are having a tendency to drive the short-haul passengers to the use of the highways, and are detrimental to the interest of carriers as well as to the traveling public.

At a meeting of the Transportation Committee of the Board it was decided that no increase in demurrage charge should be made at this time. The National Industrial Traffic League and the American Railroad Association had been conferring as to the feasibility of a flat demurrage charge of \$3 per day. The committee was of the opinion that by far the greatest share of demurrage paid is practically unavoidable on the part of shippers and consignees. It believes that demurrage is largely due to irregularities of transportation, car supply, and other causes beyond the control of the shipping public; that the number of shippers and consignees who deliberately hold cars is insignificant, and should be regarded as non-existent, except perhaps in times of extreme car shortage; that demurrage is not the remedy to prevent deliberate holding of cars; and that in any event it would be unjust to impose heavy penalties upon hundreds of thousands of innocent shippers and consignees in an effort to punish a few offenders.

Your business may grow because of location or because of lack of competition, but it will not grow very large unless you give it more reasons than that.

## Foibles and Fancies in Merchandising

The years of the war, because of the abnormal demand for goods, brought into being many merchandising ideas which seemed to prosper temporarily with small means and small ability. Since the war, with the reduction in prices and the consequent decline in volume which has left the expense account with most institutions larger than the income there has been a tendency for many dealers to add additional lines for which they are not equipped, and to undertake to sell lines that are foreign to their kind of business.

All of this leads us to the observation that time has always cured these diseases of the business body, and will do it again, and we hope that these changes back to normal can be accomplished with the least possible loss on the part of the community and with the smallest amount of friction among the trade.

It appears very clear to us that each business must stand its own readjustment—must charge off its own losses, and not try to offset these losses by pirating on other businesses. Therefore let us all continue to develop our own business along the most economical and practical lines. Let us continue our business with those institutions which can give us the best service. Let us try and furnish for our trade a constant source of supply, and let us do our buying with those well organized institutions which continue to give a constant source of supply.

The competition which we are now enduring demands that we shall be able at all times to serve our customers with the things they want—when they want them and at fair prices.

Let us specialize in our own line. Let us be a constant source of supply, and patronize a constant source of supply, and thereby develop to the highest degree possible those institutions which are doing a legitimate merchandising business.

## WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers.



### Movement of Merchants.

Jackson—W. W. Bullen has opened a modern meat market at 413 Francis street.

Hamilton—John VanderPloeg succeeds Dick Huizenga in the grocery business.

Jackson—The DeLaHunt Oil Co. has increased its capital stock from \$5,000 to \$15,000.

Three Rivers—Banta & Kitchen succeed A. R. Mosgrove in the hardware business.

Woodland—Miss E. Hubbard, of Hastings, has engaged in the millinery business here.

Detroit—The Detroit Commerce Co. has increased its capitalization from \$50,000 to \$100,000.

Bellaire—J. C. McSin & Co. succeeds Charles Weiffenbach & Co. in the grocery and shoe business.

Muskegon—Adolph E. Bryant succeeds R. W. Jackson in the grocery business at 15 Emerson street.

Alpena—The MacArthur Electric Co. has changed its name to the MacArthur & Kotwicki Electric Co.

Grand Rapids—Fred Emons succeeds William Cappel in the grocery business at 1036 West Bridge street.

Frankenmuth—The Cass River Co-Operative Co. has changed its name to the Frankenmuth Co-Operative Co.

Farmington—The Peoples State Bank of Farmington has increased its capital stock from \$30,000 to \$50,000.

Winn—John Haas has sold his grocery stock and store fixtures to Earl L. Wood, who will continue the business.

Port Huron—C. S. Brown & Sons have engaged in the hardware business in the Porter building on Indiana avenue.

Detroit—The Feltman & Curme Shoe Stores Co., 1228 Randolph street, has increased its first preferred stock from 4,750 shares to 7,000 shares.

St. Joseph—The Hercules Products Co. has been incorporated to deal in tools and other metal products, with an authorized capital stock of \$5,000.

Ann Arbor—Thieves entered the store of the Sugden Drug Co. Sept. 5 and carried away the contents of the cash register, amounting to about \$150.

Oak Grove—Thieves entered the general store of Seymour Gauweiler, Sept. 10 and carried away a liberty bond, \$35 in cash and considerable stock.

Kalkaska—Fire completely destroyed the store building and feed stock of Nick Long, Sept. 7. The loss was partially covered by an insurance of \$3,500.

Jackson—The Livingston Store, ready-to-wear women and children's clothing, has been opened to the public, under the management of Edward Killian.

Traverse City—Patrick Burden is erecting a modern garage and store room for automobile supplies and accessories at the corner of Front and Park streets.

Bridgeville—Charles Salter has engaged in the grocery business, the stock being furnished by the Worden Grocer Co. and O. P. DeWitt & Son, of St. Johns.

Empire—Edsil R. Daily, who has been superintendent of the Empire

Lumber Co. for thirty years, recently died at his home here, following a stroke of paralysis.

Lansing—The new store building at 117 South Washington avenue, to be occupied by the Smith Floral Co., is nearing completion and will be open to the public Sept. 17.

Saginaw—The Valley Plumbing & Heating Co. has been incorporated with an authorized capital stock of \$5,000, \$2,500 of which has been subscribed and paid in in property.

Marquette—The Comptroller of the Currency has approved the application to organize the Union National Bank of Marquette. Frank J. Jennison of Marquette, is the correspondent.

Sturgis—C. D. Farr, who for the past twenty-eight years has conducted Hotel Elliott, has sold it to D. J. Gerow, of Wisconsin Rapids, Wisconsin, who will take possession Oct. 1.

Fruitport—Roy Kinney has sold a half interest in his grocery and shoe stock to V. A. Martin and the business will be continued at the same location under the style of the People's Store.

Ypsilanti—George Hepner and Murray Gibson have formed a copartnership and taken over the Reliable garage and automobile supplies store and will continue the business under the same style.

Detroit—The Motor Appliance Corporation has been incorporated to deal in auto accessories, etc., with an authorized capital stock of \$1,000, of which \$500 has been subscribed and paid in in cash.

Port Huron—The Miller Coal & Dock Co. has been organized to deal in coal, wood, builders' supplies, etc., with an authorized capital stock of \$50,000, \$10,000 of which has been subscribed and paid in in cash.

Kawkawlin—The Kawkawlin Bean & Grain Co. has been organized, with business offices at Bay City, Phoenix Bldg., with an authorized capital stock of \$30,000, \$27,000 of which has been subscribed and paid in in cash.

Charlotte—Suit for \$1,000 has been filed in circuit court here by Butler Brothers, Chicago, against Elizabeth M. Gage, of Olivet, it being alleged that a bill for \$470.03 for merchandise purchased last year has not been paid.

Eaton Rapids—The Frances Leonard building is undergoing extensive repairs and butter making machinery installed and when completed will be occupied by Samuel Brunk, who will conduct a cream and butter making station.

Olivet—Fire completely destroyed the store building and stock of general merchandise of Verne Greenfield, at Partello, six miles south east of here. The loss is estimated at about \$20,000 and is partially covered by insurance.

Eaton Rapids—Fred L. Henry has sold his grocery stock, cream, egg and poultry business to C. A. Mackey, recently of Hastings, who will close out the grocery stock and devote his entire attention to the other lines of the business.

Manistee—With a view to developing community interest in extension and improvement of their trade ter-

ritory and improving their merchandising methods, retail merchants here, through the Board of Commerce, engaged a Chicago service company to conduct a five-day merchants' institute beginning Oct. 3.

St. Joseph—A large number of people of St. Joseph visited the new home of the St. Joseph Commercial National Bank when it was opened for the first time a few days ago. The structure, while not the largest in that part of the State, is said to be one of the most handsome and modern in the county.

Detroit—Richard F. Powers has merged his wholesale butter, egg, cheese and tea business into a stock company under the style of the General Butter & Egg Co., Inc., with an authorized capital stock of \$30,000, \$15,500 of which has been subscribed and paid in, \$440 in cash and \$15,060 in property.

Kalamazoo—Samuel Gerber, clothier at 109 West Water street, has opened an army goods store at 107 West Water street, in connection with his other business. A complete line of reclaimed army goods will be handled, also various lines of groceries and similar commodities.

Jackson—Joseph Brenner, recently of Alma, has erected a modern grocery store and meat market at the corner of Greenwood avenue and Biddle street, installed the latest improved equipment and store fixtures and opened it to the public completely stocked just four weeks from the day ground was first broken for the building.

Benton Harbor—The Farmers Co. has merged its packing, canning and sale of fruits and vegetables business into a stock company under the style of the Farmers Associated Packing & Canning Co., with an authorized capital stock of \$50,000 common and \$50,000 preferred, of which amount \$21,000 has been subscribed and paid in, \$9,900 in cash and \$11,100 in property.

Muskegon—Notices of a foreclosure sale of the stock of Jacob H. Insky, proprietor of the Grand Leader, by Casper Kuschinski of Detroit, have been posted. The sale is to take place Sept. 14 and is to satisfy a mortgage of \$40,000, said to be held by the Detroit man. It is said that Mr. Kuschinski is the father-in-law of Mr. Insky. The Grand Leader store was damaged by fire a few weeks ago and State officials have been conducting an investigation.

### Manufacturing Matters.

Alma—Fire damaged the plant of the Model Bakery, Sept. 10, to the amount of \$1,500.

Charlotte—The Charlotte Casket Co. has gone into the hands of a receiver. Liabilities are given as about \$70,000. Assets not yet determined.

Hillsdale—The Hillsdale Robe & Tanning Co. has sold its plant and equipment to J. M. Marsh, of North Adams, who will take immediate possession.

Pontiac—The DuPont Engineering Co. has started work on an addition to the plant of the Oakland Motor Car Co. The new building will be

240x300 feet, of concrete and steel construction.

Grand Rapids—The Harry C. Spence Co., Inc., has changed its name to the Celerytone Co. and increased its capital stock from \$5,000 to \$10,000.

Bay City—The Kneeland-Bigelow Co.'s sawmill closed down last week for the remainder of the year. This mill has been cutting logs for Richardson Lumber Co. during the last month.

Allegan—The Allegan Casket Co. has purchased a site and will erect a modern plant on it in the near future. The building will be U-shaped, the main building 110 feet long and the wings 30 feet long.

Kalamazoo—Miss Minnie Murphy, who has conducted a bakery at 122 North Rose street for the past twenty years, has sold it to the Home Dairy Co., West Main street, which will continue the business as a branch bakery.

Detroit—The Automotive Utilities Corporation has been organized to manufacture and sell automotive commodities, with an authorized capital stock of \$25,000, all of which has been subscribed and paid in, \$2,500 in cash and \$22,500 in property.

Detroit—The Peerless Casket & Case Co. has been incorporated to manufacture and sell caskets, containers of caskets, etc., with an authorized capital stock of \$15,000, of which amount \$7,500 has been subscribed and \$1,500 paid in in cash.

Detroit—The Universal Lorry Corporation has been organized to manufacture and deal in vehicles of all kinds, parts and accessories, with an authorized capital stock of \$100,000, \$50,000 of which has been subscribed and \$5,000 paid in in cash.

Detroit—F. Vega & Co. has been incorporated to manufacture and deal in cigars, cigarettes and tobacco of all kinds, with an authorized capital stock of \$30,000, \$15,000 of which has been subscribed and paid in, \$11,100 in cash and \$3,900 in property.

St. Joseph—Creditors of the former Palmer Tire & Rubber Co., which was adjudged bankrupt a year ago have received a final dividend of 8.7 per cent. This, combined with a former paid dividend of 10 per cent. brings the total up to 18.7 per cent.

Bay City—Hardwood flooring manufacturers report considerable improvement in the demand, but values are weaker and concessions are being made on surplus items. The rate of production in this industry is still far below normal and stocks of some items are extremely short.

Muskegon—A prospective new industry for Muskegon, now located in Muncie, Ind., has opened business headquarters in this city, a number of local men being interested in the concern and holding offices on the board of directors. The company, known as the Rathbun Manufacturing Co., was formed to market a product to be built under the patents obtained by Dr. Milo D. Rathbun, formerly a Muskegon young man, now located in Muncie. The product is a patented automobile bumper. H. O. Bell is President and General Manager of the company, G. A. Duttonhofer is Treasurer and H. E. Galpin, Secretary.



### Essential Features of the Grocery Staples.

General market conditions on canned foods are by no means as active as they usually are at this time of the year, although prices are tremendously lower than at this period last year. It will take some time for the lower figures to begin to affect the retail prices to the consumers, who are still being supplied with goods bought at higher prices. There is some pressure to sell on the part of canners who sold but few futures and who want to sell enough of the 1921 pack only to pay for labor and raw products. It seems that when canners sell enough to put themselves in a financial position to carry their remaining stock comfortably, that they withdraw from the market, showing conclusively that they have confidence in better prices later on.

The American or domestic sardine canning is in a state of depression. Prices have gone back almost to pre-war level, and are so unprofitable that only a few canneries are operating in hope that prices will improve so that they can sell at a small profit. Another of their troubles is that imported sardines have declined to such a low basis, on account of the reduced prices of foreign labor and the low rate of foreign exchange for our money, that they have pushed down the price of the domestic product.

The canned tomato situation is becoming quite interesting. Indiana canners are accepting some orders for standard No. 3 at \$1.40 per dozen, f. o. b. cannery, but reluctantly and cautiously, as many of them are asking \$1.50, cannery. They seem to have withdrawn the No. 2 size from sale or are not packing that size. This is probably because Maryland is selling that size, No. 2 standard at 85¢ per dozen, f. o. b. canneries, and the Indiana canners are not inclined to compete at that price. Maryland is asking \$1.35@1.40 for standard No. 3, f. o. b. factory, but at that price they are not in competition with Indiana canners for Chicago business, as their rate of freight is 64½¢ per hundred, while the average freight rate from Indiana is only 28½¢ per hundred.

The distribution of dried fruits is active, since stocks are now almost complete and most requirements of the trade as to assortments or kinds can be met.

The California Raisin Association has withdrawn quotations of all styles Thompson seedless raisins, claiming that 1920 crop is all sold and 1921 crop not yet ready for shipment. Michigan, however, has a supply which has just arrived. There are not many available, however, and the market is strong at 17½¢@18¢ per pound, according to quantity of purchase.

Sugar—The market is dull and featureless on the basis of 6.40¢ for cane and 6.20¢ for beet.

Tea—The market has had a fair degree of activity during the week, but the aggregate business will probably not show up very large. Prices show no change since the last report, but almost the entire line is firm.

Coffee—The market has shown some more strength during the week and all grades of Rio and Santos are probably a small fraction higher, although this should not affect the jobbing price in roasted coffees. Brazil is feeling very strong now and is sending firm news to this country. The result is a better demand. No very high prices, however, are in sight. Milds remain about unchanged and in moderate demand.

Canned Fruits—The spot supply is getting rather small and prices are correspondingly firm, but without any change during the week.

Canned Vegetables—Tomatoes have receded a little during the week from their former strong position, but the undertone is still strong, as it is practically certain that the pack will be small. It is said that the weakness which developed during the week is due to the fact that banks had called loans from packers. The corn situation is rather unsettled. Some packers are weak in their ideas and are unwilling to shade, but others are Government corn about the market strong. There is still considerable which, of course, has a weakening influence. Peas in good conditions, but no change.

Canned Fish—The week has witnessed another slump in pink salmon, but this is not shared in by all the packers, some of whom are asking 10¢ above the price at which large sales have been made during the week. Red Alaska salmon is steady and fairly active. Sardines are wanted moderately at steady to firm prices.

Dried Fruits—There has been an advance in dried peaches of about 1¢@2¢ per pound, according to grade, the price ruling about 15¢ per pound. As to apricots, the situation has gotten so strong that some of the big holders withdrew prices during the week, claiming to have made heavy sales for export. Purnes are very firm, especially Oregons. Prunes are wanted and anybody who has a good supply can get a premium of from ¼¢@½¢. Another scarce article is seedless raisins which, however, will be in better supply when new shipments have a chance to reach the East. Currants are wanted also at well-maintained prices.

Syrups and Molasses—Glucose is wanted to some extent for manufacturing and rules at unchanged prices. Compound syrup dull and unchanged. Sugar syrups are very quiet, both for home and export. Prices are in buyer's favor. Molasses is dull, without change.

Rice—The market continues very firm, foreign and domestic buyers alike taking good quantities on spot and for future.

Cheese—The market is steady, dealers asking about the same prices they were asking a week ago. The demand for cheese is light and the receipts about normal.

Provisions—The market on lard is steady at unchanged quotations. There is an ample supply to meet the current demand. The market on lard substitutes is somewhat firmer. However, there is no change in quotations and stocks on hand are large enough

for present requirements. The market on smoked meats is slightly easier, prices having declined ½¢@1¢ per pound, there being a fair demand and an adequate supply. The market on dried beef remains at unchanged quotations. It is in very light supply, with a fairly active demand. Barreled pork remains steady and unchanged. The market on canned meats is steady and unchanged.

Salt Fish—Mackerel continues rather strong, owing to the reduction of the supply and the fact that the new catch abroad is likely to be poor. Prices show no change for the week.

### Review of the Produce Market.

Apples—Wagner, Wealthy and Alexanders command \$2.25@2.50 per bu.

Bananas—6¼¢ per lb.

Beets—40¢ per doz. bunches.

Butter—The market shows a much firmer tone, due largely to the fact that retailers were out of stock and came on the market for their present requirements. There was an advance of 2¢ per pound, more particularly on the top grades of butter. The receipts are about normal for this time of year and show some improvement in quality. Local jobbers hold extra creamery at 39¢ in 63 lb. tubs and 40¢ in 40 lb. tubs. Prints 41¢ per lb. Jobbers pay 18¢ for packing stock.

Cabbage—\$1.75 per bu.

Carrots—35¢ per doz. bunches.

Celery—30¢@40¢ per doz. stalks; large size, 55¢.

Cocoanuts—\$1.10 per doz. or \$9 per sack of 100.

Cucumbers—75¢ per doz. for home grown hot house; garden grown, \$1.50 per bu.

Egg Plant—\$2 per doz.

Eggs—The market is a little weaker than a week ago. Local jobbers now pay 30¢ f. o. b. shipping point.

Grapes—Concords command \$3.50 per doz. for 4 lb. baskets; Delawares, \$4 per doz.; Niagaras, \$3.50 per doz.

Green Onions—Silverskin, 20¢ per doz.

Honey Dew Melons—\$2.50 per crate of 8 to 9.

Lemons—Sunkissed have advanced to the following basis:

|                   |       |        |
|-------------------|-------|--------|
| 300 size, per box | ----- | \$8.25 |
| 270 size, per box | ----- | 8.25   |
| 240 size, per box | ----- | 7.75   |

Choice are held as follows:

|                   |       |        |
|-------------------|-------|--------|
| 300 size, per box | ----- | \$7.25 |
| 270 size, per box | ----- | 7.25   |
| 240 size, per box | ----- | 6.75   |

Lettuce—Home grown leaf, \$1.25 per bu.; head, \$2 per bu.; New York head lettuce, \$3.50 per crate.

Muskmelons—Michigan Osage, home grown, \$1.50 per crate. Hoodoos, \$2.25 per crate.

Onions—California, \$4.25 per 100 lb. sack; home grown, \$2 per bu.; Spanish \$2.50 per crate.

Oranges—Fancy California Valencias now sell as follows:

|     |       |        |
|-----|-------|--------|
| 126 | ----- | \$6.50 |
| 150 | ----- | 6.50   |
| 176 | ----- | 6.50   |
| 216 | ----- | 6.50   |
| 252 | ----- | 6.25   |
| 288 | ----- | 6.25   |
| 324 | ----- | 6.25   |

Parsley—60¢ per doz. bunches.

Peaches—Lemon Freeze and Gold Drops command \$3@3.25; Elbertas

from Utah are now in market, commanding \$3.75@4 per bu.

Pears—Bartlett, \$4 per bu.; Anjou, \$3.25.

Peppers—Home grown, \$1.25 per bu.

Pickling Stock—Cukes, \$1.75 per ½ bu.; Onions, \$1.50 per 20 lb. box.

Potatoes—\$1.75 for home grown and \$2 for Southern grown. The market is a little stronger on home grown.

Quinces—\$4 per bu.

Radishes—15¢ per doz. for home grown.

Spinach—\$1.50 per bu.

String Beans—\$1.75 per bu.

Sweet Corn—25¢ per doz.

Sweet Potatoes—Alabama command \$1.75 per 50 lb. hamper; Virginia, \$5.50 per bbl.

Tomatoes—Home grown, 40¢ per 7 lb. basket; bushels, \$1.50; green, 90¢ per bu.

Wax Beans—Home grown, \$1.75 per bu.

Water Melons—40¢@60¢ for home grown and Indiana.

Greenville—The Greenville Implement Co. has sold its large modern plant to the Cameron Motors Corporation of New York which has also acquired the plant of the Dauch Manufacturing Co., Sandusky, Ohio. The Cameron Motors Corporation is bringing out a new small general purpose tractor, equipped with a four cylinder Cameron air cooled motor.

Conklin—John Vander Meer, formerly manager of the Farmers' co-operative implement store at Coopersville, has purchased the hardware stock of H. F. Johnson and will continue the business at the same location.

Charlotte—L. V. Roberts has sold a half interest in his electrical appliance stock to Lawrence Rice and the business will be continued under the style of the Roberts & Rice Electrical Co.

Union City—E. D. Ellsworth has purchased the stock and store fixtures of the Wiley Hubbard grocery store and will continue the business under the style of the South Side Grocery.

Detroit—The Ireland & Mathews Manufacturing Co., capitalized at \$1,500,000, has cancelled all of its preferred stock and converted it into common.

Jonesville—James Arnold, of Chicago, has leased the Gilmer hotel and purchased the fixtures and furniture and will take immediate possession.

Morrice—Thieves entered the grocery, shoe and men's furnishings store of N. C. Davis, Sept. 11 and carried away considerable stock.

Fred S. Piowaty is critically ill at his residence in East Grand Rapids. He has a hard case of pneumonia, complicated with heart trouble.

Jonesville—J. Soberman, recently of Detroit, has leased the Godfrey building and will occupy it with a complete stock of dry goods, Oct. 1.



### Gabby Gleanings From Grand Rapids.

Grand Rapids, Sept. 13—Friends of Bert Kuyers (P. Steketee & Sons) and family will be pained to learn of the death of Mrs. Kuyers, which occurred at Blodgett hospital last evening. Death ensued as the result of an operation for tumor on the brain, which was performed August 21. Funeral services will be held at 2 o'clock Wednesday afternoon at Grace church of which organization deceased had long been a member. Interment will be in Oakhills. Besides her husband, Mrs. Kuyers leaves four children, as follows: Benjamin E., who is married and resides in Grand Rapids; Harry, who has charge of the State Park at Boyne City; Hazel, who is a trained nurse and resides in this city; Grace, who is an instructor on the piano and resides in Grand Rapids. Deceased possessed rare tactfulness, a keen sense of honor, sincere loyalty and courage as deep and complete as man or woman ever enjoyed. These qualities made her a friend to be deeply valued. While her relatives and friends have suffered a grievous loss in her death, they will all have been the better for knowing her and will in the future be strengthened by their recollection of so true and noble a spirit.

John Afman, who has covered the Holland colony for some time for the Grand Rapids Dry Goods Co., has been compelled to relinquish his position on account of poor health. He has already removed to Colorado, where he hopes to be able to find renewed health and strength.

George A. Pearce has purchased the semi-bungalow at 1801 Horton avenue, corner of Griggs street, and the family expect to be able to move into their new home the latter part of this week. The residence is a gem in arrangement and appearance and will make a very comfortable home for the elongated pill peddler and his amiable wife.

Miss Elizabeth Porter has completely re-arranged her Porter Shop, on 19 North Sheldon avenue. It is now one of the most unique stores of the kind in the country and bespeaks the genius and originality of its gifted owner.

James E. Granger, Vice-President of the Stone-Ordean-Wells Co., Duluth, was in the city two or three days last week, calling on old friends and acquaintances. It is about thirty years since "Jim"—as we used to address him in the old days—shook the dust of Michigan from his feet to become a denizen of the "Zenith city of the unsalted seas." That he has prospered in the city of his adoption goes without saying. He is very generally regarded as a leading citizen of the metropolitan port at the head of navigation on Lake Superior and could have any office within the gift of the people of that community if he aspired to political honors.

There is a way to succeed. Others have found it, and you can do likewise. They are no smarter than you. The chief difference is that those who have made money, and gained an assured position in life, owe their achievement to a wise use of the very same kind of powers that you already possess. This thing of making headway is not so much a matter of special talent, as it is a special way of using the talents that are common to every normal man and woman.

A plan is like a man: not much use unless it works.

Congress has shut down for a few weeks, or, rather, up.

As we recall it, the flower of our youth was the buckwheat.

A man doesn't mind being laid off if he isn't laid often.

Don't endorse a man's note if you can't endorse his principles.

Noah was the first pitcher: he pitched the ark within and without.

The trouble with the railroads is that no one can locate the trouble.

The latest thing in steam feed is what you get out of a pressure cooker.

A lot of men have had a lot of money but not enough have had enough.

When your business has gone to the dogs, try the dog-catching business.

The lawyer who wins phenomenal success seldom makes his fee nominal.

The only way to make a business pay is to make the deadbeats do likewise.

The automobile has taught us this, anyway: That the soft road is the hard one.

Speaking of amusements, you can tell what a boy will come to by what he goes to.

Some fellows are so opposed to thrift that they are even against daylight saving.

No wonder the lion roars when you twist his tale: none of us likes to be misquoted.

The doctor who doesn't know whether to operate or not isn't any worse off than the sawmill man.

It would be a poor doctor who diagnosed only and never prescribed; yet that is what most of us do.

The biggest cow in Colorado is named "Ruth." If this is a compliment, Babe, make the most of it.

Market reports say that lower grades are showing some weakness; we have seen some that certainly did.

There are a lot of things that a lot of us would like to do, but when we have the time we haven't the money and when we have the money we haven't the time.

### Potato Yield Over 100,000,000 Bushels Short.

Washington, Sept. 12—The Crop Reporting Board of the Bureau of Markets and Crop Estimates sent out this week its estimate on the probable yield of potatoes in the twelve principal late potato growing states of the country. According to this, the condition of the crop on Sept. 1 in these states is 63.7, compared with a 10-year average of 75.4. The condition of the crop on Sept. 1 on the whole is somewhat better than a month ago. It is estimated that the total yield in these states, figuring on the Sept. 1 condition, is 322,985,000 bu., while the Aug. 1 estimate was for only 315,918,000 bu. The five-year average is 371,283,000 bu., so that it can be seen that the probable yield will be about 50,000,000 bu. less than the five-year average.

The probable yield in the various states, according to the Government forecast, follows, the first figures being the estimated yield, according to conditions on Sept. 1; the second figures, the Aug. 1 condition, and the third the five year average.

Maine, 24,647,000, 21,835,000, 23,502,000.

New York, 30,066,000, 30,551,000, 31,843,000.

Pennsylvania, 22,388,000, 22,043,000, 24,306,000.

Ohio, 6,640,000, 5,936,000, 10,702,000.

Illinois, 6,754,000, 7,176,000, 10,682,000.

Michigan, 22,216,000, 18,870,000, 25,735,000.

Wisconsin, 20,682,000, 19,826,000, 27,276,000.

Iowa, 4,246,000, 4,505,000, 8,940,000.

Nebraska, 7,208,000, 7,600,000, 9,567,000.

Colorado, 12,104,000, 12,253,000, 10,747,000.

California, 13,177,000, 13,485,000, 11,972,000.

Evidently the crop will be shorter by a great many million bushels than last year. The Dec. 1 estimate of the crop in these states last year estimated a total yield of 428,368,000 bu. If the September figures are correct, it will mean that the crop in 1921 will be over 100,000,000 bu. short of last year's estimated production. Prices on Sept. 1 in these states were \$1.68 bu., compared with \$1.85 at the same time a year ago.

### Items From the Cloverland of Michigan.

Sault Ste. Marie, Sept. 13—Mike Clement, who for several years has conducted a small grocery store on Ashmun street, has decided to quit business and devote his entire time to farming, which Mr. Clement is satisfied he will find more profitable than the grocery business at the present time.

Henry Ermatinger, for many years proprietor of the Grand, one of the Soo's best beverage parlors, is retiring owing to ill health. This is a good opportunity for the right party, as Mr. Ermatinger has been successful and the place was one of the finest in this territory.

McGuire & Garfield, the live grocers at DeTour, have issued the second volume of their store news, which contains much spicy information. A poem written by Mr. Garfield on an automobile owned by one of his customers would certainly make Longfellow jealous. The firm has received many favorable comments on the publication, which is not only helpful to the store but contains good suggestions and boosts for the home town.

Mrs. Joe Stephens, proprietress of one of the leading millinery stores here, has re-opened her store, which has been closed for some time, owing to remodeling and enlarging. The new place is a credit to the proprietress and it is now one of the finest millinery establishments in Cloverland.

J. L. Lipsett & Co., who have handled the Ford agency here, have discontinued selling Fords. However, Henry is not worrying as Fred Taylor has organized a new company, capitalized at \$30,000 and will see that Mr. Ford's distribution will not be handicapped. He has assured the company that not less than 120 tin lizzies will be sold each year. The new company will be known as the Fordauto Co.

Watson & Rye have opened an art and gift shop at 216 Ashmun street.

Hickler Bros. are contracting for a large addition to their machine shop, where they will open an auto hospital. With the completion of the new addition, Hickler's shop will, undoubtedly, become the center of such work for the entire Upper Peninsula. The nearest plants at present which are equipped to handle work of this kind are located at Detroit, Milwaukee and Minneapolis. The new department will be under the direction of Carl Schultz, of Bay City.

Clarence White has returned to the city and has taken charge of the upholstery and furniture business with

F. W. Roach & Sons. Mr. White has had years of experience in this line and will, no doubt, build up a larger business for the firm.

Canadian car owners are using Michigan roads and American car owners are using Canadian roads to a degree that has never been equalled. This is clearly shown by this month's report of the International Transit Co., which gives the figures as 50,000 passengers monthly.

"When one boy sees another eating something, he always gets hungry."

William G. Tapert.

### Time To Call a Halt.

Detroit, Sept. 13—Recently our Vice-President, Calvin Coolidge, said that the major portion of our troubles are directly traceable to Government meddlesomeness in the business and private affairs of the people. That he is right in his conclusion no man who has studied history can gainsay. As this class of legislation is constantly on the increase, his warning is timely. That this orgy of paternalism is responsible for the present paralysis of business and the appalling army of unemployed workmen must be acknowledged. Not satisfied, however, with the meddling with the manufacturing, commercial and agricultural interests directly, the same class of reformers is busy securing enactments affecting the social and economic privileges of communities, homes and even the individual. Homes of respectable citizens are raided by officers without search warrants, in defiance of the Constitution.

Two brothers in an automobile were shot—one killed—by an officer of the law because their license tag was wrong side up. A man may murder another in his automobile; the man is punished for murder, but his unfortunate family are allowed to retain the car. But if another man is found with half a pint of wine in his car, the machine is promptly confiscated.

The anti-tobacco laws, the sundry blue laws and innumerable other pernicious laws are yet to come, not by amendments to the Constitution, but by abridgments calculated to annul its wholesome provisions and thus change the organic law so wisely framed by the Fathers of the Republic.

J. Lee Smith.

### His Definition.

"Who can tell what a hypocrite is?" asked the teacher.

"A boy who comes to school with a smile on his face," promptly returned Johnny.

## The Public Utility's Problem Taking Care of Growth

The continued growth of the Citizens Telephone Company's system—a gain of 4,050 telephones since June 1, 1918 and of 1,424 telephones since January 1, 1921—indicates the necessity of additional facilities—central office equipment, telephones, cables, etc.

The average cost of installation is \$125 per telephone.

To assist in the prompt taking care of demands for service the Citizen's Telephone Company is offering its First Mortgage Bonds bearing 7% at 98, to yield 7.20%.

These bonds are secured by property nearly 5 to 1, with an earning ability of approximately 3½ times interest requirements.

## Citizens Telephone Company



### COURTESY IN DRIVING.

Lack of courtesy and a failure to recognize the reasonable rights of users of the highways have frequently been cited as faults of many motorists who in most other respects are careful to recognize the rights of their neighbors. The Golden Rule should be observed while driving on the public roads as much as anywhere else. If every driver would operate his car as he would have other drivers on the road do, there would be fewer accidents and more enjoyment in motoring. The number who do, however, is steadily increasing.

It is not alone in the attitude of the drivers toward the pedestrian that there is remissness, but in their behavior toward other drivers that there is need for improvement.

Nothing is easier than to cheerfully make way for the man who wishes to pass by or to turn aside as much as may be necessary for the other cars we meet, to slow up at the intersection instead of spurting to get ahead of the other fellow and making him jam on the brakes to avoid a collision. It is not necessary to get the best of the other fellow as though driving were a contest of wits and as though skill on the road consisted in beating the other fellow to it.

A well-known authority in automobile circles has indicated that it is not too much to say that the future of the motoring world depends upon the behavior of the motorist toward the public. The subject of training the driver is consequently worth attention, and that the automobile community as a whole realizes this is evident by the establishment of various schools where the mechanical side of the profession is taught to the future driver.

A motor car needs a driver who is a skilled mechanic but it also needs a driver who is skillful in manipulating a car on the road. An excellent mechanic is not necessarily a good driver. What is required in a driver besides a general knowledge of his machine is a knowledge of the rules, customs and courtesies of the road and the habits of traffic, also the possession of the qualities of alertness, foresight and a consideration for others. He should have a temperate frame of mind and an abstinence from even moderate drinking.

The motor car driver needs to be the best driver on the highway, if he is to drive without offense to the public and danger to others and himself, for he has to conduct a vehicle which is more valuable than any other and more speedy.

The complete driver should have a working knowledge of the different materials of which roads are made, of their comparative tendency to cause skidding and of the perils which arise from badly laid street car tracks. He must be observant and realize that children hanging on rear of wagons are apt to drop off suddenly and run across his path. He should also know how to read a road map.

He must be on the lookout for pedestrians, stupid, drunk or deaf, for wagons on the wrong side of the dangerous corners and be prepared to find vehicles in charge of sleepy drivers who will often do the wrong act on being aroused.

A good driver must know the proper way to drive his car around a corner, both right handed and left handed, and the best way to ascend and surmount steep grades. Driving at night is another fine art. There is probably greater need for the exercise of patience and courtesy in driving at night than at any other time.

The driver of an automobile has a large responsibility. The standard of conduct set for him is high. He must possess exceptional qualities as compared with the driver of horses. That he keep in mind and practice the Golden Rule is no small part of his job. In this is involved most of his qualifications as a driver.

### Grocery Trade Urged To Maintain Its Insurance.

The National Wholesale Grocers' Association states that the wholesale grocer can be of genuine service to the retail grocer by reminding him and keeping him reminded of the unnecessary business chance he takes in neglecting to insure himself fully against fire losses. A wholesaler writes as follows regarding his experience, which seems to be typical, it is said:

"We have been surprised during the past few months, particularly, to find, after disastrous fires among our retail trade, what small amounts of insurance is carried by the average retailer in comparison with his assets.

"We feel from a selfish standpoint as well as from the standpoint of the welfare of the retailer customer, that every retail grocer should insure his stock no less than 100 per cent. full value.

"We have discovered to our surprise and loss that recent conditions have caused some retailers to allow their fire insurance policies to expire entirely or to be reduced to too small an amount."

Retail grocers do business on the closest margins and afford serious fire losses. Adequate fire insurance is essential if utter collapses are to be avoided in many instances.

### Labor Union Teachings.

He is singularly blind to glaring truth who cannot see the menace of the things taught in labor unions in this country. Take the mining situation in West Virginia, for instance. When the union miners armed themselves with high-powered rifles, formed an army, and started on the march to invade Mingo county for war, they did so in contemptuous disregard of the warnings of such civil authorities as sheriffs, backed by the authority of the governor of the state. But when two officers of their union told them to disband and go home they did so without question.

Can any sane man doubt that these law-defying miners were taught that the authority of their union leaders is superior to that of the Government? When they took the fearful oath of allegiance to trade unionism, they foreswore every authority but that of the unscrupulous leaders of unionism.

Look at Kansas, where Alex Howat, a leader of miners, defies civil authority, even while sentenced to jail, and the miners who left Kansas to freeze two years ago, declare not a ton of

coal will be mined while Howat is in prison. Does not the spirit of utter disloyalty to all law and government, except that of union labor, shine through these acts?

### Middy Blouses Again Seen.

Middy blouses, after something of a vacation, are coming in again, as shown by the displays in the stores, and the manufacturers and jobbers are making big sales of flannel for them. In colors they run as to popularity in this order: red, Kelly, green, Copenhagen blue and army gold—which is a deep bright shade. Those are the colors most in demand and there may also be had gray, tan, lavender and rose.

### Combs as Hat Trimmings.

Handsome carved, high-backed combs are the latest things selling by the wholesale fancy goods house to high-class milliners. The teeth of the combs are concealed in the folds of the trimming of the hat, and the elaborate back makes an effective ornament. The large combs wholesale for not less than \$3 to \$5 each.

On the walls of Secretary Hoover's private offices in the Department of Commerce is an exceedingly graphic chart, six feet square, entitled "government duplication of activities." It exhibits 326 instances of overlapping throughout the ten executive departments of the Federal Government and the twenty-six subsidiary "independent establishments." The compiler of the chart, in an explanatory postscript, sets forth that his diagram is meant to show at a glance why the cost of government per capita, which was only \$11.14 in 1916, is now \$43. Once upon a time when the republic was in its swaddling clothes, it was 12 cents. The chart was designed as a tribute to Herbert Hoover's famed "Three bears"—his discovery that

three different kinds of brains are regulated by three different departments of the Government. President Harding's re-organization committee hopes soon to promulgate ways and means for putting the three bears system out of business.

Bargain counters or departments must contain bargains or they will disappoint and discourage shoppers.

## Meeting Competition

**S**OUND opinion agrees that keen competition is the predominating feature of today's industrial activities.

Progressive organizations realize that to face this competition intelligently, efficient systems of factory and office management must be thoroughly developed, waste eliminated, production costs accurately computed and minimum selling prices established.

To do this is the work of the Certified Public Accountant. His counsel and co-operation are all the more important to meet the keenly competitive conditions of today.

### SEIDMAN & SEIDMAN

Accountants & Tax Consultants  
Grand Rapids Savings Bank Bldg.  
GRAND RAPIDS

New York Washington Rockford  
Chicago Newark Jamestown

## "A company is known by the flour it keeps"

Take out your Eversharp and make a list of the firms whose reputations are of the best whether they sell organs, jewelry, autos or glue. Scanning the list you realize that the one feature or factor they all have is "reputation for quality."

Not one of these firms sells on a price basis. They give an even dollar value for every dollar received and maintain the standards of their products.

Likewise and also as to flour.

## JUDSON GROCER CO.

Wholesale Distributor

GRAND RAPIDS

MICHIGAN



## THE HARVEST OF HUNGER.

Overseas a mighty nation, occupying land area equal in size to the Continent of North America and carrying a population 50 per cent. greater than that of North America, is today reaping that harvest of hunger which inevitably follows a systematic sowing of the seeds of trades unionism, socialism and hatred. Holding within its boundaries some of the most fertile land to be found on the face of the globe, the vast majority of its people able and instinctively willing to work, 10,000,000 hungry children to-day face death by starvation and lift pinched white faces in irresistible plea for daily bread, to the civilized people of the world.

How did conditions in this supposedly civilized country develop to this awful climax?

Continuous autocracy, in one form or another, had always been the theory and the practice of every Russian government, both before and after the Romanoff dynasty came into power in 1613. The heavy taxes imposed on the peasantry were hardly worse for the people as a whole than was the dense ignorance in which they were kept. No matter how well-meaning certain of the Czars and Czarinas might be, they never succeeded in leavening the masses of their people. The inevitable reactions followed, as in other countries; conspiracy after conspiracy met each new measure of repression. Religious intolerance and fanaticism did not mend matters any. The average Russian enjoyed no helpful point of contact with his government; he knew it only as a parasitical organization in whose make-up little or no signs of helpfulness could be traced. Every personal right was violated and hatred became the note of all government relations. Bright minds among the people went mad or to Siberian prisons and the great mass of the people lost hope and lost heart—like dumb driven cattle they plodded along.

Then a war came with Japan. Defeat followed. Then another period of pause and hatred toward government. Then another war, a moral, physical and financial collapse, then revolution, and now after a collapse of the great commercial structure, this race with starvation of a great people inhabiting a fertile land. Born in autocracy, the Romanoff line went down in bloody saturnalia.

What does all this mean for us? Why this. Many of the doctrines which brought about this Russian tragedy have been openly preached and practiced in America in recent years. Indeed, prominent men in the present Russian rule of ruin lived in America. Some were educated in our schools. Many prospered under our laws. But mark the difference! Russia—ignorant, oppressed! America—enlightened, free!

The American people, at heart, are sound—sound to the core. Agitators of unrest have taken advantage of free speech and our voice has been temporarily upset by the great psychological changes induced by war's

reaction—as shown in personal extravagance, extremes of fashion, the superficial character of much of our literature and the propaganda of unrest, disloyalty and treason openly preached by creatures of the Gompers ilk. But this condition is merely a surface one and cannot last.

What we need to-day is more of the true Christian doctrine of brotherhood and hard hard work—an honest service for an honest wage. Here is the antidote for bitterness and lack of conscience in human relations and that way lies the shining path to a normal America.

## THE GREAT RISE IN COTTON.

The most striking economic development in a long time has been in the rise in cotton prices during the last week. The rise amounts to practically \$8 per bale, the present price being nearly double the low quotation of the early summer. The change is of course directly attributable to the extraordinarily unfavorable Government stock report for August. The condition is only 49.3 per cent. of normal, the lowest since 1892. The crop estimate is for 7,037,000 bales, only about half the record yield of 1920. Since September is almost invariably a bad month for cotton it is expected that the ultimate figures of this year's crop will fall below 7,000,000 bales.

Even those who were convinced that the worst had not yet been foretold about this season's crop were afraid to keep on backing their convictions, and played the part of prudence in taking profits when they could. Lots of things may yet happen to the crop in the next four weeks, and experience has shown that it has wonderful recuperative powers. But another aspect of the cotton situation is apt to impress itself. When the price of the material rises to too great an extent the use of it is apt to decrease. Makers of cotton goods become conservative in buying when the raw material goes up in price until they can be assured that they can sell their products at a profit. What has recently induced larger buying of cottons has been their cheapness. If this quality is wanting there is danger that the sales of cottons to the consumer will be restricted, which will mean less manufacturing and, consequently, less buying of cotton.

As it is, the immediate effect of the sensational rise in the prices of the raw material led to withdrawals of many cloth constructions as well as of other cotton goods. What sales were made were on a rising scale, and it is by no means sure that the advanced prices can be maintained. Everybody depends on the consumer. If he balks, something will have to give way.

William Loewi, manager of the Retailers' Credit Association of San Francisco, is proposing an amendment to the bankruptcy laws establishing a probation court for debtors which would allow the debtor to become temporarily absolved from his obligations until such time as he could pay off his debtors. He would be obliged to give at intervals reports on his financial condition.

## NOT YET IMPREGNABLE.

It is fitting that 3,000 British, Canadian and American chemists should sit together at Columbia University, for they have been acting together for seven years. The chief feature of American chemical history after 1914 was the remarkable co-operation of American and Allied—especially British—chemists upon problems pertaining to munitions and other war essentials. They found themselves faced by a Germany which had built up its chemical industries by decades of shrewd effort. The Germans had deliberately stolen the discoveries of the British chemist Perkin and made them the basis for a chemical technology unapproached elsewhere. Happily, we were able to build up some branches of industrial, agricultural, and electrical chemistry with a speed that surprised those who were unacquainted with our resourcefulness and our skill in research. By the end of 1915 the United States had the largest aniline plant in the world and was credited with nitric acid and nitro-cellulose plants three times greater than any others.

Not since Syracuse waited for the invention of Archimedes to beat off the Romans has attention been concentrated upon science in war-time as Americans concentrated it upon chemistry after 1917. We had been shocked into a realization that we had depended upon Germany for medicines and dyes; that we had developed no independent potash resources; that we had done little with our Louisiana sulphur; that we had looked to Chile for nitrates which we should have manufactured in part for ourselves, and that we had wasted the precious by-products we might have gained from coking. The results of our awakening are shown in the newly issued summary of the 1920 census. In 1914 the United States had 754 establishments manufacturing chemicals, with products worth \$200,195,800. In 1920 it had 1,374 establishments, with products worth \$694,643,000. The increase in the value of the products in six years was 247 per cent. The manufacture of potash and potassium products was slightly more than twice as great—measured in value—as in 1914; that of acids about two and a half times as great; that of sodas and sodium almost three times as great, and that of coal tar products was \$133,340,000, as against \$8,839,000 in 1914, or about fifteen times as great.

Gratifying as this progress is, the complexity of some essential chemical industries, the careful adjustments they must establish with other industries, render more progress necessary before we are safe. Leaders in the coal-tar businesses, which are vital to National defense, declare that although we have far surpassed all other nations except Germany and Switzerland, we need five years yet to make our position impregnable. For the time being many of our drug-making and dye-making firms—we had 213 companies making these and other coal-tar products last year—have a right to complete tariff protection. The chemists at Columbia University have adopted resolutions asking for a "selective embargo." Any embargo

needed in certain parts of this field can and should be provided by wise tariff legislation, and not, as some demand, by the arbitrary decrees of a licensing bureau.

## GERMANY STILL BLUFFING.

In view of certain reports recently made public by the Department of Commerce, it is becoming a question whether or not the Germans have not been overreaching themselves in their efforts to grab foreign trade. Hardly had the Treaty of Versailles been signed before it was rather ostentatiously set forth that Germany, with her manufacturing plants intact, was prepared to go right on after world markets in the way she used to do before the war. Agents, authorized or not, of German manufacturing plants popped up in all quarters of the globe and made offers which underbid competitors and discouraged them. Prices were made particularly low and the credits offered were most liberal. Orders began to pour in as a result of this activity. These came not only from business houses but also from railway and other corporations. But it soon appeared that the campaign was a game of bluff, apparently intended to scare off and discourage exporters from other countries. When the time came for deliveries on the German orders, something usually happened. Often the goods could not be supplied, the German manufacturing facilities being much curtailed from what they were, in spite of all assertions to the contrary. Then, when merchandise was really offered, it turned out to be of inferior quality and workmanship—as is always the case with everything German—and, therefore, not desirable. Experiences of this character have been reported from various Latin-American countries and they have not been helpful to the Germans, excepting temporarily in such cases as they have bluffed off others from bidding for trade.

## DOES NOT RING TRUE.

The latest attempt to depict home life in the "Old Nest," which is now being shown by one of the moving picture houses in this city, is a most unfortunate presentation. The portrayal of the mother is a travesty on motherhood, because it presents her in the light of a crafty prevaricator. No true mother would spend half her life protecting her children from the proper chastisement of the father when they did wrong and the remainder of her life in moping and weeping because the children neglected to write to their parents or return to the home nest for several years after starting out in the world for themselves. This portion of the theme is so utterly improbable as to render the entire presentation little short of ridiculous. It is exceedingly unfortunate that so remarkable an opportunity to present real life in a real way has been permitted to degenerate into burlesque and that really good acting should be marred by a groundwork of improbability and grotesque situations which never existed in this world, gross and unthinking as it is in many respects.



## *Antiques belong in a museum —Not in your grocery store*

One of the most successful buyers in the country said that he always asked himself "How long will these goods be with me?" before buying from the persuading salesman.

A good question, a fair one and a safe one. The successful buyer is a salesman himself—not an antique collector.

You will find Postum, Grape-Nuts and Post Toasties in every leading grocery throughout America because the possibilities of loitering are eliminated and the sale of every package guaranteed.

For this there's a well-known reason. There's nothing eccentric about the Postum policy of advertising. Like clock work, selling messages on Postum, Grape-Nuts and Post Toasties appear nationally in leading magazines and newspapers, on billboards, in street cars. The result is quick, profitable and guaranteed turnover.



**Postum Cereal Company, Inc.**

Battle Creek, Mich.





#### 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.

#### Making the Hosiery Department a Shoe Store Leader.

The house of Byck Brothers Co., Louisville, Ky., recognized as one of the liveliest retail shoe stores in the South, and one of three stores controlled by the Byck interests, at Louisville, Savannah and Atlanta, is also recognized as a live hosiery merchandising house. This company features its hosiery in its window displays, and in its newspaper advertising. Hosiery is generally mentioned in shoe advertising, and special hosiery advertisements are frequently run.

Hosiery in any store represents a side line. There is not an exclusive hosiery, or underwear and hosiery, or knit goods store in Louisville. Such lines are handled in side departments, the department stores, men's and women's specialty shops, shoe stores, etc., doing the business.

The shoe store that really features hosiery can develop a real business in this line. Some shoe retailers are casting about for new lines, and handle men's ties, handkerchiefs, belts and various other articles, even women's pocketbooks. If the same time and attention were given to hosiery and the money diverted to sidelines was spent in equipping a high grade hosiery department, and carrying full stocks, better results would be obtained from hosiery, which is the most direct side line there is for the shoe merchant, other than rubbers, findings and accessories.

There is no doubt but what the shoe merchant who is not handling a big hosiery line could do so if he made a real effort. There is no real reason why this important department for the shoe retailer should be a money-maker for the dry goods, specialty and department stores, where the merchandise is not sold as a side line to shoes.

Many shoe retailers carry very short stocks of hosiery. In some cases hosiery stocks are carried in original wrappers or paper boxes in the rear of the store, in the regular shoe box shelving and not displayed in front cases, not featured in the windows.

One retail store manager a few years ago increased his hosiery sales from around \$400 a year to over \$3,000 by having all of his clerks talk hosiery to every man that came in for shoes. They even went over to the hosiery department and brought out

stock and showed it to the customer without his asking to see it.

Byck Brothers realize the importance of hosiery, and the department is not buried at the rear of the store. It is directly at the front of the store. In view of the fact that the shoe fitting departments can't conveniently be placed directly inside of the front doors, what lines could be displayed to better advantage at the entrance than the hosiery and findings lines, as is the case at Byck's?

The hosiery department here is located just inside the doors at the left. It consists of a special-built cabinet, designed by Louis Byck when Byck Brothers moved into their new store a few months ago, small display windows atop the cabinet, and an all-glass display case 20 feet long.

The hosiery cabinet is an ideal way of handling hosiery. Miss Sophie Rothchild, head of the hosiery department thinks so, and Miss Rothchild knows. She has been selling hosiery for a long time. She was with one firm fifteen years before she came to Byck's.

Louis Byck, who saw the possibilities of a hosiery department long before he moved into the new store, also has ideas of how hosiery should be handled. He featured hosiery in the old store. When he came to build his new establishment, he went to a Louisville cabinetmaker and told him what he wanted.

The cabinet is twenty feet long, seven feet high and about twenty-two inches deep. It is divided into five sections of equal size and is set against the left wall of the store. At the bottom of the cabinet are two open shelves which hold the stocks of cheaper grades of lisle and cotton. Above these shelves are the glass front drawers each, three rows to a section. Each of these 120 drawers are fifteen inches wide, seventeen inches long and four inches deep. These dimensions give a capacity of three dozen hose. The drawer is divided on the inside into three compartments by two thin partitions, one parallel to the front about eleven inches back in the drawer, and the other dividing the front compartment thus devised into two sections, each seven and one half inches wide and eleven inches long.

Miss Rothchild thus has three compartments in each drawer, and in placing her stocks she puts sizes 8 and 8½ in the left front section and size 9 in the other. The rear compartments contain sizes for which calls are fewer, 9½ and 10. Miss Rothchild begins at the right end of the cabinet with her fancy silks, then come the chiffon silks, plain, heavier

**WE** are starting another prize contest. It is even more interesting than that of last spring. It will surely stimulate fall trade for our dealers.

Dealers in **MORE MILEAGE SHOES** enjoy the advantage of our constant efforts to help bring customers to their stores. We will be glad to tell any shoe dealer, not now carrying our goods, of our attractive and profit-making line. Write us.

## HIRTH-KRAUSE

Tanners—Manufacturers of the  
**MORE MILEAGE SHOE**

**GRAND RAPIDS**

**MICHIGAN**

## Herold-Bertsch Shoes Are Building

**Satisfied Customers for Over 3000 Dealers**

**THINK** over in your mind the firms you once did business with, who are no longer in existence. There are any number of them. The average business is short lived. They come and go.

Then remember this, that Herold-Bertsch has been making shoes for over 25 years. Here is a business which has grown steadily, weathering all the ups and downs of business through a quarter century, adding year by year to its number of dealers.

We have dealers who sold Herold-Bertsch shoes the first year they were made—and are still selling them. In homes beyond estimate "H-B" has become a household word for shoe quality—father, son and grandson all wear Herold-Bertsch shoes.

Over 25 years of successful manufacture and growth is your assurance that you are dealing with a sound, substantial house, which **MUST** be giving unusual values to show a quarter century of steady growth.

## Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear.

11-13-15 Commerce Ave.

**GRAND RAPIDS, MICHIGAN**

#### SPECIAL FOR SEPTEMBER

8 to 10 lb. Clear Oak Bends ---- 55c  
11 to 15 lb. Clear Oak Bends ---- 70c  
12 to 14 lb. 1 Brand Oak Bends... 60c

**SCHWARTZBERG & GLASER  
LEATHER CO.**

57-59 S. Division Ave. Grand Rapids

**Home Ease**

Strap Sandal  
in Stock

Glazed Colt, Flexible McKay, Stock No. 500, \$1.90, Terms 3-10. Net 30 days. Write for pamphlet

**BRANDAU SHOE CO., Detroit, Mich.**



#### 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 money saving price.

**Sidney Elevator Mfg. Co., Sidney, Ohio**

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

**THE MCCASKEY REGISTER CO.  
ALLIANCE, OHIO**

#### Michigan State Normal College Ypsilanti, Michigan

The School of Special Advantages  
Located near Detroit and Ann Arbor, two of the most interesting cities in Michigan.  
A campus of 50 acres.  
Modern and well equipped buildings.  
A faculty of 100 instructors.  
Two gymnasiums, extensive athletic fields.  
Prepares for all grades of public school teaching from high school down.  
Prepares special teachers in the following lines: Rural education, Home Economics, kindergarten-primary, public school music, music and drawing, drawing and manual arts, physical education, science, mathematics, history, languages, etc.  
Fall term opens Monday, Sept. 26. Write for bulletin.  
**C. P. STEIMLE, Registrar.**



silks according to color, then children's high grade hosiery, and last, men's hosiery.

Each drawer front is of glass, and is fitted with a small, unobtrusive knob. The purpose of the knob is to facilitate opening the drawer, not to ornament it. It is just that size and no larger. This glass front obviates the necessity of reading small printed labels for grades, sizes and colors. The hose are kept loose in the drawers and one glance tells the whole story that a label half tells. The clerk knows instantly just what is in the drawer, and it is matter of less than a second to find the grade and color the clerk is seeking. You have seen a hosiery clerk, perhaps your own, put her nose against a row of high-piled boxes and run it up and down row after row of fine print labels hunting for a certain size of a certain color in a certain grade. Not so Miss Rothchild or her clerks. One may stand ten feet away from the cabinet and pick the drawer that contains the hose sought. Grades are separated and segregated and may be recognized at sight, colors may be seen, and every size has its own place in the drawer.

On top of the drawer sections are glass display cases, one on each of the five sections. They are more like miniature show windows than anything else. Each of these cases is four feet long, two feet three inches high, and seventeen inches deep. They are of glass, except the back, which is draped in light blue or any other desirable color that fits well with the display. Concealed lights illuminate an attractive display of hosiery, set off, perhaps with a snappy sport oxford. One of these display cases contains the large silver loving cup Byck's won as the first prize for a hosiery display at the West Baden (Ind.) Fashion Show, November 12 and 13, 1920.

In front of the hosiery cabinet is an all-glass show case, set in three sections, extending the length of the cabinet. Outside of a six-inch white marble base the cases are entirely of heavy plate glass, including the top. The sliding doors at the back are mirrored and make a perfect setting for attractive showings of the best in hosiery.

The stocks in the cabinet are replenished every morning from the surplus stocks upstairs. It is a small matter to glance into drawers through the glass front to see whether the stock is low or not. The drawers are large enough to hold one day's selling in all except a few instances. Once in a while, when there is a sudden run on a particular style in certain sizes, it is necessary to send upstairs during the day for additional stocks, but these occasions are infrequent. Then, of course, there are other stocks that need to be replenished only once a week, or longer periods.

On the whole, the Byck cabinet makes possible an ideal hosiery department that sells smoothly and tranquilly even in the busiest of rushes.

Shoe findings at Byck's are handled in the same way and with the same ease and absence of annoyance. Of

course, a smaller cabinet is required for this department, but aside from size it is identical in all other details with the hosiery cabinet. One clerk may sit or stand in one position and reach any article in the stock. It is a radical improvement over the blind drawer system or the other method—taking up a lot of valuable space in order to spread the stock out so that an article wanted may be more easily found. The article the customer is seeking may be located at a glance and promptly brought out of its place. The glass cabinet eliminates both hunting and wandering.

Besides these advantages in handling, the use of the glass cabinet means that stocks are kept cleaner and fresher than they could possibly be kept in pasteboard boxes, which is another point in having and keeping pleased customers.

#### In Defense of the Mothers-in-Law.

Kalamazoo, Sept. 13—Frequently I have heard the uncalled-for ridicule of the mothers-in-law, but it seems to have fallen to the lot of the Rev. Charles Stevens to put the finishing touches to the subject. I am surprised that any one who ever honored his mother should speak as he does. His experience certainly does not elevate his calling. The mothers of the right kind of sons never need the stigma of "out-laws," as every right-minded person knows of the many sacrifices a mother makes for her sons, the giving up of whatever makes life worth living to make a man of him. Then comes a girl who uses her wiles and traps him, and most always makes him see with her eyes, and she reaps all that the "mother-out-law" gives up, and nine times out of ten it is the "daughter-out-law" who makes this generation the small place to live in.

In my experience I have never interfered in my son's married life, but have found out that if I had to live my young life over again, I would have enjoyed the days the same as the daughters-in-law do now. I have never met a mean mother-in-law, as I only come in contact with the best of people, and I am sure in the other class the mothers-in-law are not any worse than the wives the sons married.

There ought to be a law passed more essential than some that receive such notoriety to have all stories on mothers-in-law effaced. It will help to uplift the future generation. Why should young married people raise families to get the reward one receives after years of worry and sacrifices?

This reverend person ought to be ostracized by all people of refinement. I do not want my name published, but if this reverend person wants it you can give it. If he tackles me he will meet his Waterloo. Hundreds think as I do; and hundreds who wanted the vote ought to devote their time to fight this menace to us mothers.

Mother-in-Law.

#### Not Particular.

The head of one of the Government scientific bureaus at Washington felt somewhat flattered at receiving one day a letter from a gentleman in the West, asking him to send a copy of his report.

The scientist replied promptly, asking to which particular report his correspondent referred. The answer came:

"Am not particular which one you send. I want it for a scrapbook."

A girl in love is often unable to express her thoughts, but it is quite different after marriage.

## Important Announcement

**Y**OU, perhaps, are facing the same perplexing difficulties that are at the present time confronting every merchant in the country—the problem of obtaining quality merchandise at 1914 prices.

Here is your opportunity to more than satisfy the appetite of the ever-hungry buying public at prices which will astonish even the most conservative. Just glance at the announcement contained herein and be convinced.

### We Are Closing Out Our Jobbing Department

Four hundred thousand dollars worth of Men's, Women's and Children's Shoes to be disposed of within the next sixty days. A colossal task? Yes, but when you see the prices and note the quality of merchandise, you will feel as we do—Money not only talks, but it positively shouts.

In justice to our legion of customers, and countless good friends, some of whom have been on our books since 1864, we believe we owe an explanation as to our reason for closing out our Jobbing Department.

The general public is well aware of the fact that our Mr. Howard F. Johnson has developed a chrome sole, known as "Longwear," which will practically revolutionize the shoe industry. This sole is being used exclusively on the "Longwear" shoe for boys, and so great has been the demand for this shoe that we must have every inch of space in our factory to take care of the orders which we have received. In the future, therefore, our entire efforts will be confined to the manufacture and sale of the "Longwear" shoes with "Longwear" chrome water-proof soles, and we must dispose of our immense jobbing stock without delay.

### SALE NOW ON

We have started the machinery in motion, and will stop only when every pair of jobbing shoes on hand is disposed of. This includes everything. Our own make, Men's, Women's, Growing Girls', Child's and Infants' footwear; in fact everything pertaining to the jobbing line.

### We Have Withdrawn Our Salesmen From the Road

and will have them on the floor every day in order to expedite the task of handling the immense throng which is bound to tax our salesrooms to capacity. All lots and prices quoted herein are subject to prior sale. First come, first served. If you cannot be here, wire us or mail your order immediately.

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### Predicts Sales Tax Levy Not Far Distant.

It has been repeatedly announced that the House of Representatives will demand a lifting of taxes and not a shifting of taxes, and I know the American people want the same. The expression "consumption taxes" scares the politician much more than it does the American taxpayer. Every internal tax imposed is a consumption tax. The demagogic cry of the unloading of the burden now supposedly placed on the shoulders of the rich onto all the working population of the United States through a sales tax on goods, wares, and merchandise is a theory and not a fact, and theories never have been and never will be accepted as payment for taxes.

Some day not far distant America will have a general sales tax law; and with new forms of pensions that will become a heavy drain upon the Treasury, together with the 2½ per cent. sinking fund for retirement of the public debt and nearly \$1,000,000,000 of interest to be paid annually upon the Government obligations, the sooner a general sales tax bill is enacted into law the better it will be for America.

If such a bill becomes a part of the revenue laws of our country Congress can repeal all the irritating, nagging, discriminatory taxes amounting to hundreds of millions of dollars, and the excess-profits tax, the result of which has worked havoc with the business concerns of our country, which have in many cases been compelled to pay the excess-profits tax on paper profits.

I have received a few letters of complaint against a general turnover tax from concerns doing business on an average of 2 per cent. to 3 per cent. profit on their turnover sales and claiming that if 1 per cent. sales tax were imposed it would ruin their business. Perhaps in some cases the imposition of the tax, if it had to be paid by the merchant, would seriously cripple him; but such concerns must understand that the tax imposed is to be paid by the purchaser. It is to be added to the regular price charged for all goods sold. If the merchant desires to absorb the tax there is no objection to his doing so, but the law does not contemplate any such result.

Three alternative propositions may be taken as a basis of a general sales tax, which may be stated briefly as follows:

1. A rate of one-half of 1 per cent. but not to exceed 1 per cent., on all sales without distinction of integrated concerns.

2. A rate of three-fourths of 1 per cent., but not to exceed 1½ per

cent., with credit for taxes previously paid on goods bought for resale.

3. A rate of 1 per cent., but not to exceed 2 per cent., without distinction of integrated or unintegrated concerns, but exempting each dealer on the first \$500,000 of annual sales.

The first of these plans recommends itself on account of its simplicity in administration and collection. I favor a rate of tax of one per cent., but if at any time the revenue from such an act needed to be increased, the only amendment required would be a change in the rate of tax. This follows closely the provisions of the Philippines sales tax, which to-day is the most satisfactory tax imposed in those islands.

There seems to be some misapprehension as to what constitutes a general sales tax. Let me define it. It is:

A tax on the gross value of goods, wares, and merchandise, whether raw material or manufactured or partially manufactured products, whether of domestic or of foreign origin, and such as are generally sold or exchanged and delivered for domestic consumption, whether in barter or on a cash, credit, or instalment basis, which tax shall accrue at the time of sale or lease of all such goods, wares, and merchandise, at the rate of 1 per cent. of their total value at the time of such change of ownership. This tax also applies to the total amount or amounts received on all leases of goods, wares and merchandise.

The 1 per cent. sales tax is similar to an overhead charge, to be added to the cost of the goods and finally paid by the ultimate consumer, but there is nothing to prevent the seller of the goods from absorbing the charge, and that, no doubt, will be done with many establishments where their sales profits are large.

One advantage of such a tax is its extreme simplicity of assessment and collection. The employment by the taxpayers of costly experts is quite unnecessary, as is the burdening of the tax administrative machinery with complicated, expensive, and long-drawn-out audits causing long delays in the collection of taxes. It is not inquisitorial; it does not raise difficult questions about losses, depreciation, and the like; it is more easily allocated among competing jurisdictions than a tax upon net income. No revenue deduction upon net income. No revenue deignance of the law in palliation of this offense.

I heard not long since of a woman who owned a grocery store up-state in New York, and who became so worried and fearful lest the Government would confiscate her business because of possible errors in her income tax report that she lost her mind. Press reports said that she had been committed to the State Asylum for the Insane. I mention

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this by way of contrast with the admirable simplicity of the general sales-tax plan.

Let us consider other advantages: Each taxpayer would pay, out of his gross income, his sales tax, and automatically grade the amount according to his ability to pay; this grading would be far more exact, scientific, and equitable than are the artificial steps or brackets imposed by the net income-tax system of existing revenue laws. Under a sales tax the taxpayer would pay currently, and would not feel the burden, while under the existing revenue law hundreds of thousands of income taxpayers are now, when reduced incomes are the rule, greatly harassed by the payment of taxes which accrued a year ago when incomes and profits were greater than they are to-day.

The fact that the tax rate applied alike to all mercantile transactions would make possible far greater productivity, together with a low tax rate. The absence in the Philippines of discriminatory tax rates leaves all taxpayers satisfied because all pay the same rate, and because goods sufficiently similar to be competitive, even though not identical, are taxed alike. The high discriminatory tax rates imposed under existing revenue laws appeal to the taxpayers as extremely unfair and are resented by them. This is the main cause why the tax administration has thrown up its hands, recommending the repeal of some of these consumption taxes, because they say they are easily evaded and too costly to collect.

The taxpayer could tell to a cent, under a general sales tax, with absolute certainty and with a minimum of effort, at the close of business each day, exactly where he stood as to profits and tax liability. Under the complicated existing excess-profits tax the taxpayer never knows, to a certainty, what amount of profit he must add to his business to come out whole. Naturally he adds all he thinks necessary, and experience has demonstrated that in many cases he has doubled or trebled the amount, all of which inevitably results, as the goods pass along to the ultimate consumer, in a pyramiding of prices.

The Philippine Government is enthusiastic over the results of the sales tax and so cabled the Secretary of the Treasury in Washington, stating that the sales tax was the "most equitable, productive, simple, and economical" tax they had; that the original tax rate of one-third of 1 per cent. had been increased to a full 1 per cent.; and that the Philippine Government was then (December, 1920) considering the advisability of again increasing the tax rate, this time from 1 per cent. to 2 per cent. per turnover.

Prominent merchants with offices in Manila and New York City have, in printed statements, been equally as enthusiastic over the operation of the sales-tax law as is the Philippine Government. Industrial and commercial methods and conditions in the Philippines have, during the last twenty-two years, become thoroughly Americanized as scores of reputable witnesses—formerly in the Philippines and now in this country—are willing to testify. All of which should be suffi-

cient to prove an error in judgment on the part of those in this country who have, on scant knowledge of their own, condemned the Philippine sales tax as being in principle rank economic hearessy and in opinion impracticable.

Normally, the entire taxes paid on each turnover are shifted and rest finally on the ultimate consumer, this because the purpose of all business is profit and the cost of goods includes every item of expense such as raw material, labor, freight, rent, traveling expenses, interest, selling expenses, losses, and taxes. All of these items are normally shifted to the ultimate consumer.

It can be demonstrated with mathematical accuracy that even with a half dozen turnovers, and the corresponding 1 per cent. taxes, the price of commodities to the ultimate consumer is very rarely increased over 3½ per cent. Compare this with the 23 per cent. increase resulting from the operations of the excess-profits tax. The 2½ or 3½ per cent. tax content in commodities bought by the ultimate consumer means that a lot of goods which, sales tax paid, cost him \$102.50 to \$103.50 would, without the tax cost only \$100. But as a matter of fact the sales tax encourages thrift and eliminates the 23 per cent. which the operation of the excess-profits tax now loads on many commodities. Therefore the net result of a moderate general sales tax rate would be a considerable reduction to the ultimate consumer in the cost of the \$100 worth of goods in the example given above.

Compared with the merchants' and manufacturers' ordinary profits on each turnover of goods, the 1 per cent. sales tax is so small that it was found, after many years' experience in the Philippines, that normally, in ordin-

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His fame with his townsmen is established by that little document found in his Safety Box, his WILL. Of highest importance is it to his family. Its terms either establish them in comfort, or fail to do so. His final generous provisions for Good Works round out his reputation.

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| Combined Capital and Surplus | ----- | \$ 1,724,300.00 |
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any commercial transactions, very little attention was paid to the tax. Under abnormal conditions, where the profits were larger than usual, the sales tax was absorbed.

Repeatedly the assertion has been made that a general sales tax would work to the disadvantage of the independent manufacturer, in competition with the integrated multiple-process concern. This is an error. Let us consider the factors which enter into such a situation:

As a rule, the integrated concern produces its own raw material at a minimum cost or pays less for its raw material purchases in bulk than do its small competitors.

It is generally thought that the integrated concern because of its production in bulk, more economical machinery, smaller overhead expense per unit and multiple process from raw material to finished product, turns out goods at a lower cost than do its smaller competitors.

Per contra it is well known:

That not all independent manufacturers do business on a small scale.

The independent manufacturers who specialize on certain finished products are able to successfully compete with the bulk production of large integrated concerns manufacturing the same finished products.

That the activities of many concerns, such as automobile manufacturers, consist mainly in assembling parts manufactured by several integrated or independent concerns.

For the purpose of this article, we are to consider how a 1 per cent. sales tax on final output affects a large integrated concern with, say, six multiple processes between the raw material and the finished product as distinguished from a half dozen independent concerns, each performing one of the six multiple processes, and each paying a 1 per cent. sales tax on their output of the partially manufactured product.

The natural assumption would be that the six independent concerns among them would pay six times the amount of sales tax that the integrated concern would pay on the same output. But this assumption would be wrong, for the following reasons:

Each of the six independent concerns would shift along to the next independent manufacturer in line all of the original costs of raw material plus the various costs at that stage of the partially manufactured product plus his own profit and the compound profits of the manufacturers who had preceded him and add the 1 per cent. turnover tax to the bulk sum of all these items. The total of these six profits en route would make the finished product to the ultimate consumer several times the amount for which the first independent manufacturer purchased the raw material. Therefore, instead of 6 per cent.—1 per cent. on each turnover—the tax content of each dollar the ultimate consumer paid for a finished product would, normally, range between 2½ per cent. and 3½ per cent.

The integrated, multiple-process concern would add merely the cost of production in each of its processes to

the partly manufactured goods entering the next process and add to the total cost its profit, together with 1 per cent. of the total sale price of the finished product, which is normally sold in competition with and approximately the same price as similar finished products are sold by the last one of the six independent manufacturers.

Therefore, the advantage which the large integrated concern would have over each of the independent concerns would be from two-fifths to three-fifths of 1 per cent.—that is, 2½ per cent. or 3½ per cent. divided by 6. But as independent manufacturers, large and small, have thrived and continue to thrive alongside of large integrated multiple-process concerns, the natural assumption is that they will continue to thrive, regardless of a fraction of 1 per cent. advantage. whether this advantage will be used is doubtful. So far the large concerns have shown no disposition to drive their small competitors out of business. No doubt the large manufacturer is more than satisfied to allow his small competitor to set the price.

Logically competition and the sales tax would result in an increase of 1 per cent. or 2 per cent. or 3 per cent. to the ultimate consumer, and the repeal of the excess-profits tax would result in a decrease to the ultimate consumer of several times that amount. As for the small independent manufacturer and the large integrated multiple-process concern, they should continue in the future, as they have in the past, to operate alongside of each other.

The following table shows how a year ago a suit of men's clothing, retailing at \$60, would increase in value from the raw material to the finished product:

# 8%

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Send for Attractive Circular on a Growing-Going Proposition—now active.

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CORPORATION  
Oliver Theatre Bldg.**

**South Bend Indiana**

|  | 1 per cent. tax |
|--|-----------------|
| 1. Raw wool in grease, about \$6.50                                      | \$0.065         |
| 2. Wool dealer scours wool and sells to spinner, \$8                     | .08             |
| 3. Spinner converts into yarn and sells yarn to manufacturer, \$10       | .10             |
| 4. Manufacturer weaves and finishes into cloth and sells 3½ yards at \$4 | .1333           |
| 5. Trimmings, linings, etc., 50 per cent. of cloth                       | .1891           |
| 6. Tailor makes into suit and sells at \$40                              | .40             |
| 7. Suit is sold at retail for \$60                                       | .60             |

Total tax price on consumption \$1.5674 which equals 2.61 per cent. of the value of suit to the purchaser.

If the same suit of clothes were manufactured to-day, with wool at its present price, there would be a different result from that shown by this table.

Many of the taxes imposed under the present revenue laws are disguised and heavily inflated consumption taxes and when finally paid by the con-



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sumer result in an ever-rising cost of the necessities of life. They have promoted extravagance and inflation, restricted competition, obstructed the development of our natural resources, discriminated between taxpayers, and are next to impossible to administer.

Reed Smoot.

### Invisible Empire To Exterminate Jews and Catholics.

Grandville, Sept. 13—Back in the days immediately subsequent to the Civil War, and during the reign of the "carpet bagger" in the South, there sprang into being a Ku Klux Klan, a band calculated to terrorize the blacks but recently freed from slavery; also to oust from the South those Northern people who chose to seek homes in the land lately in rebellion against the American Union.

This league of men were banded together for no good purpose. Outrage, murder and ostracism followed in its wake. The aims and objects of the order were wholly evil so that it seems strange that men in this enlightened day and age of the world should revive the old Klan and seek to run portions of the country as it was run by these outlaws in the old disturbed days of the past.

The Ku Klux Klan's invisible empire of hate as organized to-day is said to number half a million, and it is reaching out for new subjects all the time. Its followers are in every state in the Union but three, and the organization is said to be growing rapidly. It has become a grotesque menace and anachronism in free America.

The New York World has set out to investigate and expose this latest propaganda of hate, which preaches racial and religious hatred of the Jew and the Roman Catholic, of the negro and the foreign born citizen. While professing true Americanism this organization is seeking to undermine the best there is in our civilization, its mission being carried on under cover of darkness, seemingly a combination of old time Know-nothingism and murderous Ku Klux Klanism of the South after the Civil War.

Such a combination is a menace to good government, to society and to the vital well being of the Republic. A thorough investigation should be made of its purposes and workings. This organization is seeking to enlist the aid and support of officers of the courts and police departments, following then with the officers on the reserve lists of the military and naval forces. Propaganda of a subtle and most dangerous nature!

What ought to be done about an order whose members are not initiated but "naturalized," whose oaths bind them to obedience to an "emperor" chosen for life?

"Kleagles Credentials, Imperial Palace, Invisible Empire, Knights of the Ku Klux Klan." Thus reads the commission issued to members of this secret order. Some of the secrets of the order have been revealed through the disillusionment of one Captain Henry P. Fry, who resigned from the order, denouncing the "ugly structure and nefarious potentialities" of the concern.

Men have been dragged from their beds at night, arrested without warrant on the public streets, conveyed

to secluded places, there to be flogged, tarred and feathered. In two instances helpless women, after being stripped of their clothing, have been similarly maltreated. The perpetrators of these acts wore masks and the white robes of the Klan. Such deeds are enough to arouse the interest of law abiding citizens. They ought also to awaken the National Government to a sense of duty which would necessitate an investigation, both thorough and convincing as to the facts.

There is no room in this country for an organization, secret or otherwise, founded on class hatred, either religious or racial. There is no room in this country for a secret organization which seeks to perform the acts of both judge and jury in the expediting of justice. In the old California gold mining days the vigilantes were, in a measure, justified because of the lax administration of law; in fact, because the forces of legal enforcement were for the time nil.

No such condition exists to-day within the borders of any state in the American Union, consequently a secret organization which seeks to deal out punishments under cover of darkness, in a sneaking and underhanded manner, has no justification for existence and should feel the strong arm of the General Government at its throat.

Chief William J. Burns, of the Bureau of Investigation, will be asked to make the enquiry and report to the Attorney General. The expose made by the New York paper has awakened much interest among public officials at Washington. The Attorney General, it is said, will ask Chief Burns to follow up the allegations made by the World. Members of Congress should see to it that the whole affair be examined into with a view to enacting laws to prevent such movements in the future.

This modern secret order, purporting to act in the best interests of the American people, using this shibboleth for purposes of camouflage, has been abundantly proven to be of a nature the exact opposite of its professions, and should be, if found unworthy of trust and inimical to American institutions, blotted out of existence.

Old Timer.

### Fire Insurance Policy Saved By Dog.

One night Hendridge's house caught fire. All was instant confusion. Old Hendridge and his wife ran for the children and bundled out with them in quick order. Alas, one of them had been left behind. But up jumped the dog, rushed into the house, and soon reappeared with the missing child. Every one was saved. But pongo dashed through the flames gain. What did the dog want? No one knew. Presently the noble animal reappeared, scorched and burned, with—what do you think?

With the fire insurance policy wrapped in a damp towel!

### Not Very Consistent.

"Yes, I was fined \$200 for putting coloring matter in artificial butter."

"Well, didn't you deserve it?"

"Perhaps; but what made me mad was that the magistrate who imposed the fine had dyed whiskers."

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During the year 1920 the companies operating through

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paid more than \$4,000,000 in dividends to their policy holders and \$6,300,000 in losses.

How do they do it?

By **INSPECTION** and **SELECTION**

**Cash Assets Over \$20,000,000.00**

We Combine

**STRENGTH and ECONOMY**

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Lansing, Michigan



## AS COMMON CARRIERS.

### Motor Transports Must Be Classified as Such.

The Federal Highway Commission has a big job ahead of it, for the part our Government is to play in the future of highway construction and transportation, is a proposition that must conserve the interest of the taxpayers, first—and transportation expansion over the highway must become a secondary factor. President Harding, along with his active supporters, has not only promised the public to follow economical policies, but active work has already begun in the interests of the people who, through taxation, make Government operation possible. In the promulgation of laws which are designed to further the development of highways and transportation, the Federal Highways Commission must keep in mind at all times the fact that the taxpayers as well as the non-tax-paying public, must not be overburdened with highway statutes. While the development of the motor transport idea may sound big, it will be easily possible to tax property owners to a point where motor transport may become over-burdensome. It must be remembered that a small margin of saving, made possible through motor transport activity, may be eaten up a great many times over through such taxation as is necessary to build and maintain heavy duty highways.

This plan of Federal co-operation in highway construction also sounds big, but it must be remembered that every dollar spent by the Government in highway construction suitable for heavy motor transport, comes from the pockets of the taxpayers in the end. This fact leads us to the point of how far the Federal Highways Commission shall have jurisdiction, and how far the Government shall go in allotment of appropriations made specifically for the purpose of motor transport expansion, and whether motor transport shall be classed as a common carrier. The fact is that city, community and state officials and the general army of taxpayers are already antagonistic to the ceaseless expenditure of public funds—regardless of the proposition to which the taxes are to be applied.

No man with average intelligence disputes the efficiency of motor transport or denies its importance to commercial and industrial expansion. The taxpayers, however, have reached the conclusion that motor transport must be made to pay the bills of construction of highways laid down for the particular purpose of permitting motor transport lines, and operators of heavy duty power vehicles to function in the general scheme of highway freight distribution. And in reaching this conclusion the taxpayers are fully justified. Let us suppose for example, that a steam or electric railroad company was given a charter to operate over the highways, the taxpayers being called upon to carry the burden of laying down roadbeds via increased taxation, what a terrific howl would go up along every mile of trackage built from public assessments.

The heavy motor truck, like the mo-

tor transport vehicle has proven to be of large convenience to commerce, industry, and to general public welfare. Conveyance of light and heavy freight over the highways has reached a remarkable volume, and it is recognized that very substantial profits are being made, particularly by motor bus and motor transport lines. These large profits are made possible through the fact that owners of heavy trucks, power buses and motor transport companies, are not called upon to construct their own roadbeds—as are the steam and electric railways organizations. Rather a peculiar situation, isn't it? So much so, in fact, the taxpayers are not only feeling the special highway construction taxation but hundreds of thousands of them are wondering why the owners and operators of heavy duty power vehicles are not being compelled, through special state legislation, to carry a justifiable percentage of the taxation burden. In other words, hundreds of thousands of taxpayers are wondering where they come in to be compelled to build motor truck highways in order that owners and operators of heavy traffic machines may function upon a basis of economy that makes large savings to commercial and industrial interests possible—that enables motor transport organization promoters to earn large profits?

Business history shows us that no form of business activity ever continued for any great length of time unless founded upon the fundamental principles of fairness and equity to the public. We recognize that the motor truck industry and the uses to which heavy motor trucks are being applied are new chapters in our general business, commercial and industrial activities, and we also recognize the fact that no equitable scheme of fixing a specific highways tax can be devised and put into execution until legislators and the taxpayers have been furnished with some accurate idea as to what will be the ultimate importance of the motor transport idea. During the past ten years we have seen a most remarkable development in motor transport in all its classifications and up to the present there has been no available data upon which legislative bodies might base their efforts in enacting such laws as will not only protect the taxpayers, but laws that will compel heavy duty truck owners, power buses, and general motor transport lines to pay a license or operation fee sufficient to offset the large expense necessary to lay down highways especially designed to take care of power truck traffic. This so-called improved highway proposition has become no joke to property owners. In reality, it has become a very serious factor in city, community and state expense budgets. Millions of taxpayers have reached the point where patience has ceased to be a virtue—the point where state legislatures must align themselves with either the taxpayers or the interests which have already begun lobbying tactics at the seats of state government. They also have reached the point where the American press, regardless of its political policies must choose a definite stand as

between the public and power truck interests. There is no other way out of the problem that is going to be solved by some process of procedure—politicians and propagandists activity to the contrary. We want to see an equal division of justice extended to both sides of the controversy—and it can be written down by motor truck manufacturers and motor truck operators that the equal division of justice is headed the way of millions of taxpayers. Great movements are always slow in gathering impetus. The taxpayer impetus has already gained good headway.

Frank Stowell.

### Plastic Clay Is Childhood—In Your Hands.

Written for the Tradesman.

"If we could only be sure that the result was a reward and not a punishment," my friend said softly, as we sat together on the porch. I could not imagine what she meant; we had been talking over some of the young people whose laughter we could hear at the far end of the house. Then she took out of her work bag a newspaper clipping and read:

I took a piece of living clay  
And gently formed it, day by day,  
And moulded, with my power and art,  
A young child's soft and yielding heart.

I came again when years were gone,  
It was a man I looked upon.  
That childhood's impress still was there,  
Reward for all my love and care.

Looking out over the water and talking almost to herself, she continued:

"I don't know just why we must send John away to school this fall. I don't know where I made the mistake that I know I must have made—and his father, too. We cannot manage John any more—he is at that impossible age of thirteen—we get very little comfort out of him at present. He isn't a bad boy; just impossible, that's all. It doesn't seem right that parents should fail. Why aren't we made wiser? He must go away, that is all there is to it.

"When he comes back, in a year or so, I know he will be all right. They always seem to be. I have seen other boys sent way at just that stage, and they turn out really fine. Those schools mould them over again."

"Do they?" I wondered. "I suppose they do, sometimes—but I don't believe any school can undo what has been done before."

I was thinking of a conversation I had had that very morning with a college junior. He had come through in pretty good shape after a number of years of boarding school and college. His parents were proud of him, although at thirteen he had been "impossible" and was sent away in just that spirit. And he understood it pretty well. He confided to me that he was "sore" at his parents.

"I never shall get over the feeling that they flunked on their job," he said. "Sent me away to be cured of the results of their own treatment of me. Of course, I didn't understand it then; but even when I was a little fellow I remember thinking that they seem to be always having a good time, leaving me alone, and then punishing me when I got into trouble or mischief while they were gone. They

made me feel like an outsider. They never cared anything about my affairs, and when I got old enough to have ideas and plans of my own I was 'unmanageable,' and they packed me off to school as a sort of failure that maybe somebody else could make something out of."

That boy will amount to something, I think; but if he does it will be small thanks to his parents. If they had discernment to see it in its true light they ought to regard it not as a reward, but as a punishment, that some one else could find in their boy something that they could not see there or bring out of him.

His was an extreme case, perhaps; but it seems as if I were always hearing about "unmanageable" boys, and some girls, too. Somehow they do not seem to be in families where the parents realize that the moulding of character is going on every minute.

Young people are so much more sensitive than we realize! Grown folks do not seem to remember how the things that happened to them when they were children marked their lives forever. Think back, now; is there in your memory no occasion or series of occasions, no manner or custom, or negligence, on the part of your elders, whose effects you can see in your life now?

Do you consciously take pains and time to find out whether your own young people are really happy, down in their inmost souls? Is your fun-loving, jolly boy going to be quietly resentful towards his memory of you in after life because you are letting him slip away? Is your blithesome, laughing girl going to be a fretful, nervous woman because of things you are doing and failing to do now? Have your children already drifted away from you—even while in all outward ways they seem as much "at home" as ever? How much do you know about what is going on in the minds and inner lives of those little people?

I am not saying, or implying, anything against sending the boys and girls away to school. There are often many and good reasons for their going. My own big boy spent several years at boarding school before he went to college—although he was never "unmanageable" for a moment and we did not send him away to "get rid of him." It was a dreadful loss to us to have him go.

What I would say is that no school, or college, nor any individual can obliterate the forms and marks that you have made in the plastic clay of your child's life. Some fine man or group of men and women may greatly modify the results, and even rescue from ruin the character that you have damaged; but the credit will not be yours, and their work will be the less effective because of yours.

The childhood impress goes on and on, hour after hour, day after day and in the after years you get, in the result, your reward.

Prudence Bradish.  
[Copyrighted 1921.]

### A Long Parting.

He: Why are you so sad, darling?

She: I was just thinking this is the last evening we can be together until to-morrow.



## NEW ISSUE

\$2,200,000

## RIVER RAISIN PAPER CO.

World's Largest Manufacturers of Solid Fibre Shipping Cases

## 8% Sinking Fund Closed First Mortgage Bonds

Dated August 1, 1921

Due August 1, 1936

Denominations \$1000, \$500 and \$100. Bonds may be registered as to principal. Interest payable semi-annually on the first days of August and February at the Cleveland Trust Co., Cleveland, Ohio, Trustee. Coupons may also be cashed at The Bankers Trust Co., New York City. The Security Trust Co., Detroit, Mich., Co-Trustee. Callable as a whole or for the annual Sinking Fund requirements by lot at 105 and accrued interest.

Interest payable without deduction for the Normal Federal Income Tax up to 4%. The Company will refund the Pennsylvania State Tax up to 4 mills.

The following information is summarized from a letter to us from the president of the Company.

## Business

The River Raisin Paper Co., located in Monroe, Michigan, was organized and incorporated in 1910 under the laws of the State of Michigan with a paid in capital of \$150,000. The Company, by elaborate machinery, converts its raw materials almost instantaneously into finished product, and as raw material is cheap and abundant, the necessity for large inventories with the accompanying risk is obviated. Its business has grown steadily and rapidly until today it is the largest manufacturer of solid fibre shipping cases in the world.

A list of the Company's large customers includes such concerns as Armour & Co., Swift & Co., Quaker Oats Co., Shredded Wheat Co., Eastman Kodak Co., Firestone Tire & Rubber Co., Sears, Roebuck & Co., Liggett & Meyers Tobacco Co., The Fleischmann Co., The R. J. Reynolds Tobacco Co., and the Endicott Johnson Co.

## Purpose of the Issue

The proceeds of this issue will provide additional working capital.

## Properties

These bonds are a direct obligation of the River Raisin Paper Co., secured by a closed First Mortgage on the fixed property of the Company, advantageously located on the River Raisin, on the main line of the New York Central between Toledo, Ohio, and Detroit, Michigan, being also on the main lines of the Michigan Central, the Toledo Shore Line, and the Pere Marquette Railroads.

This property includes 84 acres, five large paper mills, three box factories and a silicate of soda plant, having a daily capacity of 40 tons of straw paper, 75 tons of silicate of soda, 300 tons of fibre board and 240,000 boxes. The buildings are of the latest type of brick and concrete construction and the machinery and equipment represent the most improved methods in paper manufacture.

The net tangible assets as shown by the Company's balance sheet as of December 31, 1920, after giving effect to the present financing and the valuation of the fixed assets by the American Appraisal Co., are \$7,384,550.62, or over \$3,356 for each \$1,000 bond of this issue.

## Earnings

The net sales and earnings applicable to bond interest, after liberal depreciation and before Federal Income Taxes, for the five-year period 1916-20, inclusive, have been as follows:

|              | 1916        | 1917        | 1918        | 1919        | 1920        |
|--------------|-------------|-------------|-------------|-------------|-------------|
| Sales        | \$1,640,200 | \$2,348,669 | \$4,540,125 | \$5,526,702 | \$9,437,782 |
| Net Earnings | 481,238     | 686,387     | 1,167,376   | 768,798     | 2,616,151   |

The average annual net earnings for the five-year period were \$1,143,990 or over six times the maximum annual interest requirements of this issue; for the last three years, \$1,517,442 or over eight times, and for the last year, \$2,616,151 or over fourteen times.

Despite general adverse business conditions every unit of the Company's plant is running at capacity.

## Sinking Fund

Annual sinking fund requirements call for the retirement of bonds to the amount of \$160,000 annually or sufficient to retire the entire issue before maturity.

## Safeguards

The deed of trust provides ample restrictions regarding payments of cash dividends; that net quick assets of not less than fifty per cent. (50%) of the principal amount of bonds outstanding shall be maintained by the Company at all times; that fire insurance be carried in the amount of \$4,000,000 payable to the Trustee and that quarterly statements and annual audits be furnished to the Trustee and to Otis & Co.

## Management

The management will continue in the hands of the organization which has successfully brought the company to its present prominence in the container industry.

## Legality, Audit, Appraisal

All legal matters connected with this issue have been under supervision of Willis Baldwin, Esq., Messrs. Bulkley, Hauxhurst, Saeger & Jamison, and Richard Inglis, Esq. The books of account have been audited by Price, Waterhouse & Co., and the fixed assets have been appraised by the American Appraisal Co.

We offer these bonds subject to approval and delivery to us, when as and if issued.

Price 99 and accrued interest, yielding over 8%.

**Howe, Snow, Corrigan & Bertles**

Grand Rapids

Investment Bankers

Detroit

OTIS &amp; Co.

200 Majestic Building

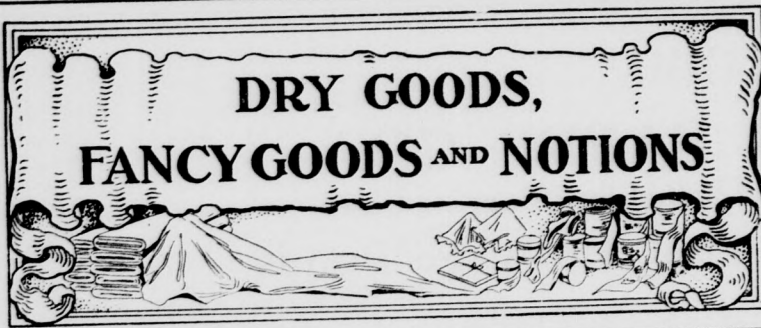
DETROIT

Toledo

Cleveland

The above statistics and statements, while not guaranteed, are believed by us to be correct and constitute the information upon which we relied in the purchase of these bonds.





**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.

**Programme For Dry Goods Convention at Kalamazoo.**

Wednesday, Sept. 21—Morning.

10 Registration of all members and guests.

10:30 Meeting called to order by Roy O. Brundage, Secretary Kalamazoo Board of Commerce.

Invocation—Rev. J. Twyson Jones, Pastor, Congregational church, Kalamazoo.

11 Address of welcome—Hon. Albert J. Todd, Mayor of Kalamazoo.

11:30 Response and Address — President J. W. Knapp, Lansing.

Afternoon.

1:30 Meeting called to order—President J. W. Knapp.

1:45 Report of Secretary-Treasurer—W. O. Jones, Kalamazoo.

2 Report of Manager—Jason E. Hammond, Lansing.

2:15 Address—"Finding the Jokers in Pattern Contracts," Myer Heller, President Kahn-Heller Company, Newcastle, Ind.

3 Discussion "Pattern Contracts," O. P. Riegel, Sales Manager the McCall Company, New York City.

3:30 Address—"Some New Problems," Hon. Patrick H. Kelley, Member of Congress, Lansing.

4 Address—"The Man with the Punch," Frank Jewel Raymond, East Orange, New Jersey.

Evening.

Experience meeting and smoker presided over by Joseph W. Knapp, President of the Association. This program will follow the general plan of the experience meetings of previous conventions. Bring along your problems and let us make the meeting as informal and as helpful as possible.

Thursday, Sept. 22—Morning.

9:30 Call to Order—Director H. G. Wessener, Saginaw.

Announcements.

9:45 Address — "Educating the Trade for Better and More Dependable Merchandise," Morris A. Black, of the H. Black Company, Cleveland.

10:15 Address—"Instruction in Retail Selling," Isabel Craig Bacon, Federal Board for Vocational Training, Washington, D. C.

11:30 Election of Officers.

Afternoon.

1:30 Call to order—Vice-President J. B. Sperry, Port Huron.

Announcements.

1:45 Address—"Benefits We Have Derived in Indiana from a State Organization," L. C. Stiefel, Angola, Ind. President of the Indiana Retail Dry Goods Association.

Discussion—W. E. Balch, Indianapolis, Ind., Manager Indiana Retail Dry Goods Association.

2:30 Address—"The Psychology of Salesmanship," J. P. Mann, Morris, Mann & Reilly, Chicago.

3 Address—"The Freight Situation from the Standpoint of the Public," Clarence E. Bement, Former President Chamber of Commerce, Lansing.

Report of Committees and Unfinished Business.

Evening.

Banquet in Hotel New Burdick. President J. W. Knapp presiding.

Toastmaster—Dr. Ernest Burnham, Western Michigan State Normal School, Kalamazoo.

Addresses—A. T. Van DeVoort, Lansing, on "How I Have Met Mail Order Competition;" Prof. Lemuel F. Smith, Kalamazoo College, Kalamazoo, on "There are Other Profits than Dollars;" Howard J. Wisehaupt, Knox School of Salesmanship, Cleveland, on "Human Nature, Its Relation to the Dry Goods Business;" Hon. John C. Ketcham, Member of Congress, Hastings, on "Production, Co-operation and Legislation."

Speakers Who Will Be There.

Frank Jewel Raymond: Mr. Sperry says "While in New York attending the Rotary Club I heard one of the best talks I ever listened to by Frank Jewel Raymond, of East Orange, N. J." We have many testimonials regarding Mr. Raymond's ability as a convention speaker. His subject is "The Man with the Punch" and he typifies that title by his own personality.

Howard J. Wisehaupt: Mr. Wisehaupt is an officer of the Knox School of Salesmanship at Cleveland, Ohio. He spoke for a very few minutes at our Saginaw convention. Those who heard him there will be very anxious to hear him again.

J. P. Mann: Mr. Mann is a member of the firm of Morris, Mann & Reilly, ladies' fashionable novelties, Chicago, Illinois. His address will be on "The Psychology of Salesmanship." Mr. Mann's address will be one of the top notchers of the convention.

Clarence E. Bement: Mr. Bement is the President of the Novo Engine Works of Lansing, also former President of the Lansing Chamber of Commerce. He is a cosmopolitan of large experience; scholarly, accurate and broad minded. Mr. Bement is one of the very best citizens of Lansing and of Michigan. He will discuss "The Freight Situation from the Standpoint of the Public."

Myer Heller: Mr. Heller will lead the discussion on pattern contracts. His subject, "Finding the Jokers in



During the week of the West Michigan State Fair, Sept 19th to 23d we will make a special display of Trimmed Hats, for Ladies, Misses, and Children. Prices ranging on Ladies Hats from \$3.00 and upwards. When in the city you are cordially requested to call and inspect this line of goods.

## CORL-KNOTT CO.

Commerce and Island

Grand Rapids, Michigan

## Two Specials in MEN'S FINE SHIRTS

9500 Well Made Percales ..... \$10.50  
 9505 Well Made Figured Madras ..... 13.50

We recommend these numbers  
as special values.

**Daniel T. Patton & Company**

GRAND RAPIDS  
59-63 Market Ave. North

The Men's Furnishing Goods House of Michigan

## KNIT SKIRTS

We are quoting very attractive prices for KNIT SKIRTS for immediate delivery.

Misses—Grey with assorted borders. sizes 8 to 14  
@ \$6.50 dozen

Misses—Plain brown, navy, cardinal, sizes 8 to 14  
@ \$10.50 dozen

Ladies—Grey with fancy borders,  
@ \$8.50, \$9.00 and \$10.50 dozen

Quality Merchandise — Right Prices — Prompt Service

**PAUL STEKETEE & SONS**  
 WHOLESALE DRY GOODS GRAND RAPIDS, MICH.



Pattern Contracts," will, we are sure, be listened to with great interest. He will be followed by O. P. Riegel, Sales Manager of the McCall Company, New York City, on the other side of the question. Mr. Heller is from Newcastle, Ind.

Leopold C. Stiefel: Mr. Stiefel, of Angolia, Ind., is the President of the Indiana Retail Dry Goods Association. We have been in his store recently and he is "some merchant." He is also a very genial and progressive gentleman. He will be accompanied by W. E. Balch, Secretary of the Indiana Retail Dry Goods Association. Their appearance will be a real feature of the convention.

Prof. Lemuel F. Smith: Prof. Smith is Professor at Kalamazoo College, a lecturer on the Chautauqua platform, and a public speaker of ability. His subject will be "There are other profits than Dollars."

Toastmaster: We have invited Dr. Ernest Burnham, of the Western State Normal School, at Kalamazoo, to act as toastmaster. On our banquet program will appear the name of Hon. John C. Ketcham, member of Congress from the Fourth Congressional District of Michigan. Mr. Ketcham has been assigned the subject "Production, Co-operation and Legislation." He is very prominent in agricultural affairs, having been Master of the State Grange. These two men, "Ketch em and Burn em," are great boys. Watch out for them. You will be "caught" by their eloquence and their ideas will be "burned" into your consciousness.

Isabel Craig Bacon: Miss Bacon will speak on the subject "Instruction in Retail Selling." We had Mrs. Prince at our Detroit convention and Miss Bacon's discussion will take a similar trend. We heard her at the New York convention and know of her ability to entertain and instruct an audience.

Christian and Knapp: Will be there. You remember they went to Europe last Spring. It will be worth your time and trouble and expense to hear from them regarding what they saw and heard in Great Britain.

Morris A. Black: Mr. Black is the President of the H. Black Co., of Cleveland, Ohio. He will discuss the question "Educating the trade for better and more dependable merchandise." Mr. Black will present many interesting and substantial ideas.

Prof. Harper C. Maybee: Head of the music department of the Western State Normal School, will take care of the music for the convention. This is a ten strike for our program.

Keep your eye out for the program. Put it in your pocket and bring it to the convention. Bring your wife and your store help. The banquet will be a hummer, as the Kalamazoo members are boosting in good shape.

Jason E. Hammond, Mgr. Mich. Retail Dry Goods Ass'n.

#### Glove Prices To Stay Up.

Conditions are such as to make it impossible to cut the price of gloves for the Fall, according to one of the biggest glove manufacturers in the country. Not only is it impossible to make any more reductions at the present time, but it is unnecessary, he

pointed out, for business has been steadily improving.

"The two leading factors that must be considered," he said, "are wages and raw material. Last January our employes took a reduction in salaries, because they were convinced it was no longer necessary to be paid war-time wages, but we signed an agreement with them at that time which continues until Jan. 1, 1922. Neither food nor clothing has gone down sufficiently to warrant our asking another decrease, if we had no agreement; it is not known what effect the new tariff will have upon the masses in America.

"The price of skins has strengthened recently, but even if there should be a drop it would have no immediate effect upon glove prices. Between the time the raw skin is sold and it is ready for the glove manufacturer's use several months elapse, and prevailing glove prices would therefore not be changed by a sudden decrease in skins."

Telling further of things which must be taken into account in this trade, the manufacturer said that on account of unstable conditions the early part of the year manufacturers had to turn out twelve months' goods in eight or nine. At the beginning of the year they did not know what the demand would be for, and so held off manufacturing until it had asserted itself.

American tanners, he went on to say, have accomplished a great deal during the last year in their preparation of washable capes, with the result that gloves of this material are in big demand. The skin has the warmth of kid and is a good deal softer, besides having the extra quality of being easily cleaned. The gloves come in thin and heavy weights and in many colors, the predominating ones being gray, fawn, tan, brown and white.

#### And the Wilderness Blossomed.

It is just about ten years since cotton began to be raised in the irrigated valleys of Arizona and Southern California. In 1920, not far from 500,000 acres were devoted to this important crop in California, New Mexico and Arizona, including that grown in the Pecos and Rio Grande Valleys in Texas and New Mexico. About half of this acreage is devoted to the production of the Pima variety, which is of the type commonly known as Egyptian. This was first commercially grown there in 1912.

This business now amounts to about \$50,000,000 a year. The total investment in the production and harvesting of the Pima crop is considered by competent authorities to be not less than \$27,500,000. In 1912, 375 500-pound bales of this "American-Egyptian cotton" were produced; in 1920, 92,561.

#### Just One Repret.

A Denver man had occasion to visit New York. He remained for two weeks longer than his original intention, and, in writing to his wife of his experience, he said:

"New York is a great city; but I do wish I had come here before I was converted."

## Wise Investors

Look for sound enterprises in which to invest. They do not look for get-rich-quick schemes. Instead, they avoid such.

The wise investor insists above all that the enterprise in which he invests must have unmistakable evidences of soundness, a future based on facts and not imagination, and the certainty of regular and substantial dividends.

The 8% Preferred Stock and Common Stock without par value of the Petoskey Transportation Company offers an excellent opportunity for investment under the above conditions.

The Company is now paying dividends. The next dividend date is January 1, 1922.

Write for full information.

**F. A. Sawall Company**

313-314-315 Murray Building

GRAND RAPIDS

MICHIGAN



**Next Week**  
IS  
**FAIR WEEK**  
**Ruth Law**  
says  
**Be There**

**5 Big Days and Nights of Education, Entertainment and Profit**  
**GORGEOUS FIREWORKS DISPLAY EVERY NIGHT**  
Night Flying in Fireworks, Horse Races, Etc.  
**YOU CANNOT AFFORD TO MISS IT**

**BIG DAY AND NIGHT SPECIAL PROGRAM**

**WEST MICHIGAN FAIR**  
SEPTEMBER 19-23

**SENSATIONAL AUTO RACES SATURDAY SEPT. 24th.**

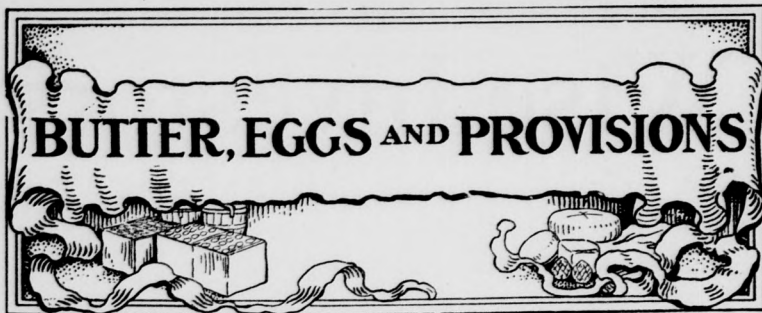
GRAND RAPIDS, MICHIGAN

Michigan's Greatest Agricultural Fair with 1001 Special Added Attractions

15—BIG FREE VAUDEVILLE ACTS—15

ADMISSION: Days, Adults 50c, Children 25c; Nights, General Adm. 25c





#### 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.

#### Manifestations of Milk Under Certain Conditions.

Through the actions of micro-organisms, which are not yet entirely investigated, milk sometimes becomes bitter, sometimes thick and slimy (ropy milk), sometimes acquires peculiar colors due to pigments produced by chromogenic bacteria; thus we meet with red, yellow and blue milk, the latter quite common, exhibiting ordinarily large blue patches in the milk.

If we heat ordinary milk and then force it under pressure varying up to 4,000 pounds or more per square inch into fine jets or sheets which either strike against each other, or against an agate surface, thus reducing the fat globules in size, we receive a product known on the market as homogenized milk. The creaming power of such milk is almost nil. The same method if applied for emulsifying oleo, cottonseed or other oils of low melting point with skim milk, produces a wholesome food for calves and hogs. Homogenized mixtures are sometimes used in creams, condensed milk and ice cream.

There is another reason why milk became such important subject for publication. It is a starting raw material for manufacturing many other food and commercial products.

When milk is evaporated under vacuum at a low temperature to a thick consistency, a product is obtained, known on the market as evaporated milk. It should contain at least 25½ per cent. solids and 7.8 per cent milk fat. No cane sugar is present in evaporated milk and therefore must be marketed in sterilized form.

When cane sugar is added to the milk and then evaporated under vacuum to a thick consistency, a product results, which is called condensed milk. It should contain at least 28 per cent. solids and 8 per cent. milk fat. On account of large amount of cane sugar it keeps indefinitely and it is not necessary to keep it in hermetically sealed cans as is the case with the evaporated milk. If almost all the water is evaporated from milk, the remaining powder finds ready output on the market under name of powdered milk in bakeries or for manufacturing milk chocolate. The evaporation of water from milk is not an easy operation. Special apparatus is constructed which aims to evapor-

ate water as quickly as possible, because long heating causes inferiority of product. Water is evaporated, when milk is in the form of fine sprays or films. The evaporation is conducted either in vacuo at low temperature or at high temperature but for a very short time (½ to 2½ seconds), the latter method having additional advantage of providing a sterile product.

If milk is left alone in shallow pans, the fat globules combine with each other forming larger spherical drops, and gather slowly on the surface of milk. This fatty portion is skimmed off and found on the market under the name of cream. It should contain at least 18 per cent. of milk fat.

Cream is used mostly for manufacturing of butter. Butter can be made from fresh or sour cream, or from whole milk. Generally cream is allowed to ripen before being churned. In the ripening of cream lactic acid is produced which is accelerated by some starter such as a pure culture of lactic acid bacteria, or a little sour milk, or buttermilk. The ripening of cream increases the yield of butter and improves its flavor. In the churning of cream the fat globules lose their spherical shape and collect in larger particles, which usually have a granular form. The evenness of grain of the butter after churning is of importance. It is accomplished by ripening the cream well and churning it for short time at the proper temperature. The churned butter is then thoroughly washed at right temperature so as to remove the buttermilk. The presence of buttermilk will cause butter to rapidly become rancid. It is then salted. The purity of salt is of very great importance. The moisture content of butter should not exceed 16 per cent.

John A. Marzalek.

#### 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



#### SEND US ORDERS FIELD SEEDS

WILL HAVE QUICK ATTENTION

Pleasant St. and Railroads  
Both Phones 1217

Moseley Brothers, GRAND RAPIDS, MICH.

#### MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions  
Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building  
Grand Rapids, Michigan

## For Dependable Quality

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## M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

## Seasonable Fruits and Vegetables

Grand Rapids Distributor

## Blue Grass Butter

Good Luck Oleomargarine

Procter & Gamble Full Line of  
Soaps, Chips, Etc.

Flake White and Crisco

Southern Cotton Oil Trading Co.'s Scoco and  
Snowdrift

Oxford Brand Oranges

KENT STORAGE CO.

GRAND RAPIDS

MICHIGAN



### Justice For West Virginia Labor Union Murderers.

Grandville, Sept. 13—Insurrection and civil war in a sovereign state of this Union is a result of union labor manipulation, and has caused the General Government no end of expense to suppress the rebels and bring peace once more to a distracted region.

It is a shame and disgrace to American statehood that West Virginia should succumb to the trades unions without at least an effort to suppress treason and rebellion by the strong hand of the law. A trades union strike in the Upper Peninsula of Michigan some years ago was effectually squelched by the Michigan Governor, for which act he was given a second term as Governor in a State strongly opposed to his political party.

Woodbridge N. Ferris will be remembered longer for that act of suppressing lawlessness in the Upper Michigan mines than for anything else he ever did. Good citizens everywhere will always stand behind a courageous official who insists on doing his duty at whatever cost.

It is not denied that labor's desperate attempt to unionize a certain contented community of non-union laborers is the cause of the whole difficulty. It is claimed that union leaders plotted war nearly two years ago, and the continual stirring up of animosities between honest workingmen and the infamous emissaries of the devil has finally brought affairs to a crisis in West Virginia.

The plan as disclosed was to unionize every mine in the coal region, after which to call a general strike, thus tying up the main coal industry of the country, stopping railroad traffic, shutting down factories, holding the public by the throat until such terms were complied with as these criminal agitators, obstructionists and traitors might choose to demand. It is also stated on good authority that boss Gompers was egging on just such a program as this.

Now that the United States has taken a hand it is to be hoped the insurrection against constitutional government will be nipped in the bud. Also that the promoters and leaders of this willful rebellion be brought to the bar of justice to answer for their crimes, for it is a crime of the worst sort to incite people to rebellion and war, costing human lives and destruction of property.

In the fall of 1859 an insurrection on West Virginia soil resulted in the arrest and execution of one old man and several followers. Action was prompt and effectual at that time. That outbreak was made for the liberation of human beings held in the bonds of slavery. The instigators were promptly punished. The present outbreak being in the interest of tyranny and oppression of the vilest kind, may we not expect that there will be another scaffold erected in Virginia, dedicated to the execution of those leaders who have brought about a causeless civil war in which many innocent persons have lost their lives?

How must we view a condition like that existing among the mines of West Virginia? It is universally conceded that the unorganized miners in that region were and are now contented with their lot. There has been no outlawry among these people. Instead, although the lying and traitorous Gompers asserts to the contrary, every disorder that has ever occurred in the mining fields of West Virginia has been occasioned by the thugs and outlaws of the united mine workers' organizations who invaded the state to compel the unionization of these coal fields.

The story of the misdoings of the thugs of unionism is enough to make the blood of an American patriot boil. Since 1912 it has been the policy of the united mine workers to compel by the use of force in every conceivable way every man engaged in the

mining industry to join the union. Moreover, it has at the same time attempted to destroy the business of non-union operators, the end of which, if successful, would be to place the whole coal industry at the mercy of the unions.

When, a number of years ago, a notorious gang of outlaws, working under cover of an organization known as the Molly McGuires, attempted to overthrow the authorities through wholesale murder, the strong arm of good government took a hand in the matter, resulting in the arrest of the ringleaders of the murder gang, their prompt trial, conviction and punishment. By making swift and sure example of these ruffians, the organization which had terrorized the coal country of Pennsylvania for many months was destroyed, and although several decades have passed, no return of Molly McGuireism has been noted.

In a case like the present (and at no time had the organization last referred to perpetrated more damnable crimes than are laid at the door of this later combine), why should the authorities hesitate about doing their duty in the matter? The erection of a few scaffolds in West Virginia, will have more effect in correcting present evils than all the resolutions of parties or the pronouncements of unscrupulous labor leaders. It is time to call a halt to the condoning of crime because the one committing it is a member of a labor organization. The idea so long obtaining that these men banded into a union are privileged to defy the law and coerce not only other laborers who are outside the organization but employers of labor into doing their bidding is about exploded.

The state of war in West Virginia has alienated the last scrap of sympathy for these union labor outlaws, and it would be no more that just for the state authorities to fetch the leaders of this outbreak before the bar of justice, there to answer for their breaking of the peace, the inauguration of rebellion at the sacrifice of many precious lives.

Let justice be done although the heavens fall. Old Timer.

#### Corncob Chemicals.

A new species of bacterium has been found that does remarkable things to corncocks.

When the cobs are cooked with water in a closed receptacle, at a temperature considerably above boiling point, an extract is obtained from them which, upon introduction of this "lactobacillus," rapidly ferments.

One ton of cobs treated in this way will yield, as a result of fermentation 300 pounds of acetic acid and 320 pounds of lactic acid, both of which are valuable commercial products.

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

We are now shipping

Apples - Onions  
Grapes - Pears

If you are in the market for  
carlots or less, write

**The Vinkemulder Company**  
GRAND RAPIDS, MICHIGAN

## Domino Granulated Sugar

Our sixth annual "Save the Fruit Crop" advertising campaign has been a pronounced success. Women have been grateful for the reminders to put up delicious jams, jellies and preserves while fruits are ripe and plentiful. Our dealers have materially increased their sales of Domino Granulated Sugar, ripe fruit and preserving materials.

There are more fruits yet to ripen. Our campaign will continue. Its effect is more pronounced now than ever. And everything you do to tie up with this campaign will be to your larger profit.

**American Sugar Refining Company**

"Sweeten it with Domino"

Granulated, Tablet, Powdered, Confectioners, Brown,  
Golden Syrup.



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

WILMARTH SHOW CASE COMPANY

1542 Jefferson Avenue

Grand Rapids, Michigan

**Made In Grand Rapids**





Michigan Retail Hardware Association.  
President—Norman G. Popp, Saginaw.  
Vice-President—Chas. J. Sturmer, Port Huron.  
Secretary—Arthur J. Scott, Marine City.  
Treasurer—William Moore, Detroit.

#### Some Methods Employed in the Stove Department.

Written for the Tradesman.

A hardware dealer who has been engaged in the business for some twenty-seven years recently gave me some pointers as to his ideas and methods in handling stoves. He regards the future with optimism; for he is the sort of man who uses adversity as a stepping stone.

"The way to sell stoves is to hustle for sales," he said, summing up his philosophy. "And take advantage of everything to boost sales.

"Coal is going to be high this year. We have all probably regarded the high price of coal as a calamity; but when you come to figure it out, it is not an unmixed evil. Look at it this way. The higher the price of coal, the more a man loses through having a poor stove in his house. An old stove is a heavy coal consumer; and with coal at the prices we have now, it is an expensive economy to keep an old stove which eats up, say, a ton and a half more coal in a season than a new stove would use. The price of that coal would go a long way toward paying for a new stove.

"Hammer that fact home. It seems to me the stove dealer should talk the high price of coal to every customer who comes in. It is a subject everyone is willing to discuss. Let your customers rant at the coal barons, and then find out how much coal they burn. The man will give an estimate of the amount which will not be conservative, whatever else it may be. Then get out your pencil and do a little figuring for him. 'You are using altogether too much coal,' you say. 'We have a heater here which we will positively guarantee to put you through the winter and save nearly two tons of coal. That saving isn't to be sneezed at.' You will get many sales by this line of argument.

"In handling my stove department in the fall, I aim chiefly to avoid confusion and delay. To do this I order early and specify deliveries not later than Sept. 15. In ordinary years the manufacturer frequently ships part of my order before the first of that month.

"I avoid considerable confusion, resulting from much changing and handling of stock, by selling from sample. That is, I keep one of each kind of heater and range on the floor and show them to customers. When my customer has decided what he

wants, I do not send out the identical stove picked out, but one of the same model from the stock room. The stove sent is, of course, the exact counterpart of the one selected and much work in changing the stoves on the floor is thus avoided.

"I have window displays right along in the stove season. For instance, I have, a little later on, what might be termed a Thanksgiving window. We have a range on display with the oven door open, showing a big turkey all nicely browned. On top of the stove are various utensils, making it look as though a big dinner is in course of preparation. It is a stereotyped idea—quite antiquated, in fact—but it is effective.

"In October we have a comfort window. It shows a grate in one corner with handsome brass fixtures. Two electric bulbs behind red tissue paper give a good representation of fire. In the center of the window is a table with books and magazines. A reading lamp is also placed on the table and the light kept turned on. It makes a very cosy representation of a room, and I am sure we get results from that kind of display. We have used variations of the same idea from year to year; and have had quite a few sales of brass hods, andirons, fire screens and similar goods.

"About mid-October I usually start to work on my prospect list. What I mean is this: earlier in the season, people come in to look at stoves but go away without having made any purchase. I presume from this they could not quite make up their mind to buying a new stove. As soon as cold weather sets in these people begin to realize their mistake. By the time real cold weather arrives and the old stove is making a more or less feeble attempt to warm the house, these people are mighty good prospects. If a salesman gets in touch with them, he

## MCCRAY REFRIGERATORS for ALL PURPOSES

Send for Catalogue

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- No. 53 for Hotels, Clubs, Hospitals, Etc.
- No. 72 for Grocery Stores
- No. 54 for Meat Markets
- No. 75 for Florist Shops

MCCRAY REFRIGERATOR CO.  
2144 Lake St.      Kendallville, Ind.

## 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, Farm Machinery and Garden Tools, Automobile Tires and Tubes, and a Full Line of Automobile Accessories.

GRAND RAPIDS,

MICHIGAN

## Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

## Foster, Stevens & Co.

Wholesale Hardware



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

Grand Rapids, Mich.



THE BEST BOYS' WAGON ON THE MARKET.  
NOTE EXCLUSIVE FEATURES—NEW LOW PRICES.

HUEBNER SCREEN DOOR CO., Distributors.  
Farnsworth & Grand Trunk R. R.

Detroit.



can generally effect a sale, despite the lateness of the season.

"So I always make it a point to get the names and addresses of people who come in to look at stoves but go away without buying. In mid-October, if they haven't come back of their own accord in the meantime, I call and see them. It certainly pays me."

Another dealer some years ago opened his fall stove campaign with a big exhibit. In ordering his season's stock of stoves, he called for delivery on a certain day, just about the time the days would be shortening and people beginning to think of the winter season ahead. For a couple of weeks before the delivery date he advertised a stove demonstration, both in the local newspapers and through posters on every road leading to town. Hand-bills, too, were utilized, so that when "stove day" came around, a great deal of interest had been aroused, and not only the townspeople but farmers for miles around drove to town to see the stove show.

The carload of stoves and furnaces arrived on time, and a procession of thirteen large delivery trucks was required to move the stock. The wagons were tagged with large streamers on either side announcing the demonstration the following day, and also mentioning the selling points of the stoves. Headed by a band, carried in the merchant's own delivery auto, a parade of the principal streets was made. This gave the demonstration added publicity, as did a cake baking contest which brought out the women.

The day following the arrival of the stoves, a demonstrator from the manufacturers was on hand to show the merits of the line. So carefully and well had the dealer laid his plans the store was crowded for the two days the demonstration lasted, and the demonstrator and sales staff were kept continuously busy.

The cake-baking contest was a great drawing card, thirty cakes being entered. Each entry was accompanied by a note giving the name of the stove and the date of purchase. A cash prize of \$10 was awarded, three prominent ladies of the town acting as judges.

As a result of these methods, the whole exhibit was sold, both stoves and furnaces; doubling the previous year's business.

Another dealer in a city of approximately 50,000 adopted the demonstration idea in a somewhat differ-

ent form. He had two show windows of very good size. In one he placed his best range and arranged the display to represent a model kitchen. A fire was, put in the range and a pretty young woman took possession in the capacity of cook. Demonstrations were given showing how quickly foods were prepared on this range, how economical it was on fuel, and how free from dust and dirt.

In the other window was placed a self-feeding heater and a fire placed in it. The window was arranged to represent a model living room. The main idea of this display was to drive home the fact that the heater consumed less coal and gave more heat than the average heater.

The double display was much talked of, and people came from all parts of the city to see it. A notice was placed in the newspapers asking the readers if they had seen the windows at such a number on such a street. No name was given, the notice being designed to arouse the readers' curiosity to such an extent that they would go to see the mysterious windows.

Circulars describing the stoves and setting forth their advantages and economies were distributed among the crowds outside the windows. The number of stoves sold during the month this display was on exceeded the stove sales for any preceding season. When interest in the stove display began to wane, a wagon was fitted with a glass frame the same size as the window and the kitchen display placed on the wagon. The wagon was drawn up and down the principle streets, with stops as long as possible at busy corners. Circulars were distributed and a spieler was on hand to demonstrate. This outfit was later sent to outlying small towns to boost business.

Victor Lauriston.

#### Father's Brains.

"Two men got into a fight in front of the bank to-day," said a man at the family table, "and I tell you it looked pretty bad for one of them. The bigger one seized a huge stick and brandished it. I felt that he was going to knock the other fellow's brains out and I jumped in between them."

The family had listened with rapt attention, and as he paused in his narrative the young heir, whose respect for his father's bravery is immeasurable, proudly remarked:

"He couldn't knock any brains out of you, could he, father?"

## Announcement to All Dealers Selling and Handling Automobile Material

After September 5th we will occupy entire building at 41 Harper Avenue, near Woodward Avenue.

Size of building 50x140, three floors. Total floor space, 21,000 feet. Electric elevator. Large salesroom on first floor. Quick, snappy service to our dealers. Open office (no private offices.) No red tape. Every time you call you meet us face to face. Abundance of daylight.

### DEALERS CALL AND SEE OUR NEW HOME

Phone Northway 1033. Good phone service as we have our own switchboard. Thanking our many friends for our success.

Our 1921 Dealer Catalog is Ready

**E. A. BOWMAN, Inc.**

Wholesale Distributor

**Motor Car Supplies**

41 Harper Avenue

DETROIT. MICHIGAN

### Sand Lime Brick

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

#### Brick is Everlasting

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

### Signs of the Times Are Electric Signs

Progressive merchants and manufacturers now realize the value of Electric Advertising.  
We furnish you with sketches, prices and operating cost for the asking.

#### THE POWER CO.

Bell M 797

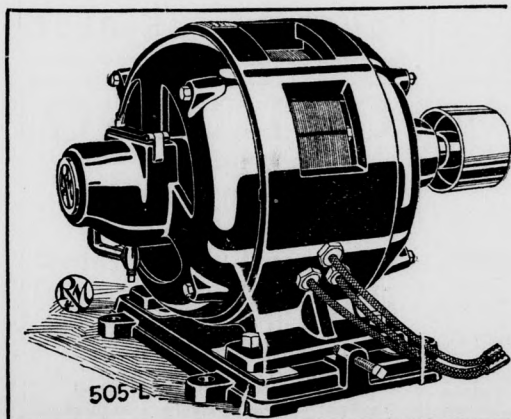
Citizens 4261

Blanks for Presenting  
LOSS AND DAMAGE  
or OVERCHARGE  
CLAIMS,

and other Transportation Blanks.  
BARLOW BROS.  
Grand Rapids, Mich.

We are making a special offer on  
Agricultural Hydrated Lime  
in less than car lots.

A. B. KNOWLSON CO.  
Grand Rapids Michigan

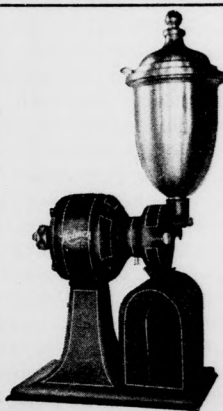


### Motor Rewinding and Repairing

We carry a complete stock of  
**Robbins-Myers Motors**  
for which we are sole agents  
for Michigan.

We have a fair stock of  
second hand motors.

**W. M. Ackerman Electric Co.**  
549 Pine Ave., Grand Rapids  
Citizens 4294 Bell 288



SUCCESS AND ENTERPRISE usually go together.

The enterprising man is always willing to investigate anything that tends to improve his business and save him time, money and energy, and he WINS OUT.

The man who succeeds does so because he knows something that the other fellow does not.

Do you want to know all about the best Electric Coffee Mills and Meat Choppers ever built? All right, then send for my literature. It will tell you the best way to get the most done with the least effort. It is free.

#### SALESMAN WANTED.

B. C. Holwick,  
Canton, Ohio, Dept. F  
Electric Coffee Mills and Meat Choppers.





### Thievery the Greatest Menace To Modern Business.

One old friend, a man in charge of a large force of hardware salesmen, writes: "What is the use of attempting to teach anybody how to sell goods? It is an art that can not be taught." This gentleman may be right, but I do not agree with him. As some one expressed it, while it may not be possible to teach men, men can learn. There is a difference between being able to teach and being able to learn.

The curious fact is that this man himself has devoted a large part of his life very successfully to improving the quality of salesmanship. He may not be able to teach men how to sell goods, but he certainly has told a large number of men who have the natural gift of salesmanship what errors to avoid and he has educated them how to do many good things better in the way of selling goods. This man is a great salesman himself, but he is unconscious of his own powers. Everywhere he goes, in all parts of the world, everybody likes him and from childhood up he has always been liked by everybody. He takes this as a matter of course. He does not know why he is liked and if he were called upon to make an address or write an article on how to become personally popular, he would be completely at a loss. Still, as a matter of fact, there are certain principles that he unconsciously uses in his life that cause him to be popular.

Now that he has taken occasion to differ with me, I am going to spend a little time in this article analyzing him. In the first place, this sales manager has a very pleasing appearance. He has a nice voice and he always dresses very neatly and well without having anything "loud" about him. After you leave this man you remember that his clothes made a pleasant impression upon you, but you do not remember exactly what he wore. While I have been intimately associated with him and have made long trips with him, I never saw him unshaved. His linen is always spotless. His shoes in some way manage to get clean, even in out-of-the-way spots of the world.

He reminds me of a story I heard in France on an early morning raid that was made by the Germans on one of the English trenches. There was a fierce fight. A number of men were killed on both sides. The whole landscape was churned up by the barrage fire. After the Germans were repulsed the commanding officer was going over the ground, when sitting in the trench he found one of the Tommies industriously engaged

in shaving himself. Now this Tommy took his morning shave as a matter of course, whether dead men were scattered all around him or not, and in handling the razor his nerves seemed to be just as steady as ever. The general marked him for promotion.

The next thing about this particular salesman and sales manager is the fact that without being "sloppy" he is always polite, gentle and sympathetic. I never knew him to deliberately hurt any one's feelings or humiliate any one in the presence of others. Besides that, this sales manager has a wide knowledge of human nature. He is generous and sympathetic in his outlook upon the world. All of his salesmen swear by him. He has that rarest of accomplishments—tact.

Young men, clamoring for advancement, are always asking the formula of success. It is difficult to answer in a few words. Then there is the great question as to what real success is. In an English magazine I have just been reading there is an interesting article that says the young mainly want to know about the early struggles—the failures and disappointments of those who have finally risen out of the ranks of the workers. This article states the readers are not interested at all in the final fruits of success; what they want to know is how it was accomplished—what principles and plans were followed.

To my mind three words sum up the formula and I put the words in the order of their importance:

Integrity—Energy—Ability.

I put integrity first because if a young man is dishonest he absolutely can not be permanently successful. Even if, for a time, he should have a temporary success he could not enjoy it because he would know himself that he was not straight and was not entitled to the respect and confidence of his associates. When a man is dishonest he admits his defeat right in the start, as he is willing to take an unfair advantage realizing that on an even basis he can not win success against his honest competitors. He is not willing to play the game according to the rules. But besides this, no man can be dishonest without its being known, and when it is known he loses all influence with his associates. I use dishonesty in the sense not only of a man who will steal, but in the sense of the liar—the man who will keep "over" change.

I question whether the English are not a really more honest race than the Americans. We think it is all right to keep anything we should find in the high road, but they have very strict laws against "stealing by

finding." In traveling in Europe one soon finds that some nations are far more honest than others, and naturally you have a contempt for such countries as Germany whose standards are low and a corresponding respect for those who deal and think on the square.

Unfortunately in the United States we are paying the penalty for being an asylum for the oppressed of the world by having some of these oppressed nations, by their low standards of honesty, lower our standards as a whole. It is, therefore, one of our important duties to this undesirable foreign element, by education and by quick justice, to bring up their standards of common honesty.

The kaiser's war has not done our standards of business honesty very much good. There has been a letting down all along the line. If you do not believe me ask any merchant doing a large business. It is not honest to cancel orders without re-

(Continued on page thirty)

### CUSHMAN HOTEL PETOSKEY, MICHIGAN

Commercial Men taken care of the entire year. Special Dinner Dances and other entertainment During the Resort Season. Wire for Reservations.



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

### OCCIDENTAL HOTEL

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



### Livingston Hotel

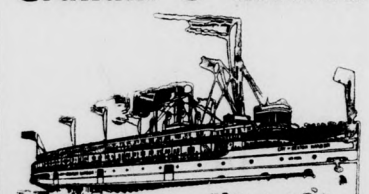
and Cafeteria  
GRAND RAPIDS

Nearer than anything to everything.  
Opposite Monument Square.  
New progressive management.

Rates \$1.25 to \$2.50

MORROW & BENNER, Proprs.

### Graham & Morton



City Ticket Office PANTLIND HOTEL  
Tel. Clitz. 61111; Bell, M 1429  
Lv. Chicago Daily 10:45 p. m. & Sat.'s 1:30 p. m. Chicago time. Lv. Holland Daily Except Sat.'s 9:30 p. m., Sat.'s only 1:45 and 11:30 p. m. G. R. time.

### Western Hotel BIG RAPIDS, MICH.

Hot and cold running water in all rooms. Several rooms with bath. All rooms well heated and well ventilated.

A good place to stop.  
American plan. Rates reasonable.

WILL F. JENKINS, Manager.

### PARK-AMERICAN HOTEL

Near G. R. & I. Depot

Kalamazoo

European Plan \$1.50 and Up

ERNEST McLEAN, Manager

The Newest In Grand Rapids Well Known for Comfort and Courtesy

### HOTEL BROWNING

Three Short Blocks From Union Depot  
Grand Rapids, Mich.

150 FIRE PROOF ROOMS—All With Private Bath, \$2.50 and \$3.00  
A. E. HAGER, Managing-Director

### New Hotel Mertens

Rooms without bath, \$1.50-\$2.00; with shower or tub, \$2.50; Meals, 75 cents or a la carte. Wire for Reservation.  
A Hotel to which a man may send his family.

### CODY HOTEL

GRAND RAPIDS

RATES \$1.50 up without bath  
\$2.50 up with bath

CAFETERIA IN CONNECTION

### HOTEL WHITCOMB

St. Joseph, Mich.

European Plan

Headquarters for Commercial Men making the Twin Cities of

ST. JOSEPH AND BENTON HARBOR

Remodeled, refurnished and redecorated throughout.

Cafe and Cafeteria in connection where the best of food is obtained at moderate prices.

Rooms with running water \$1.50, with private toilet \$1.75 and \$2.00, with private bath \$2.50 and \$3.00.

J. T. TOWNSEND, Manager.

### Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

### CHICAGO

\$4.35 Plus

War Tax

DAILY

Michigan Railway Lines

BOAT TRAIN Daily Except Saturday's 9 p. m. Sat.'s 1:00 & 10:20 p. m. G. R. time.

Tel. Clitz., 4322; Bell, M 4470

FREIGHT TO AND FROM CHICAGO and All Points West  
Daylight Trip Every Saturday.  
Boat Train 1 p. m. G. R. Time



### Dealing With the Foreign Element.

Lansing, Sept. 9—Enclosed you will find clipping from Lansing State Journal of Sept. 8, dealing with a very vital subject to the American grocer.

Our local Association, of which I have the honor of being President, has waged a continuous war against the Sunday and holiday opening of stores. We even spent a lot of money a couple of years ago getting through an ordinance closing all grocery stores on Sundays, but through lax officials we have not been able to have it enforced to the letter. This item is only the forerunner of a very strenuous campaign to gain our well deserved point, and we hope, by the help of the press throughout the country, to make it not only city wide, but State wide, and I am very sure that the Tradesman — always championing what is right and square — will give us some valuable help. I will be very glad to hear from you and to have any suggestions you may offer.

Frank McConnell.

"If Lansing grocery and fruit stores kept by foreigners are not closed on American holidays such as labor day and such other times as the rest of us close our doors, the grocers of Lansing are going to get together and keep open every night and on Sundays."

This statement was made Tuesday by Frank McConnell of the Lansing Retail Grocers and Meat Dealers' Association. He expressed deep vexation that Monday, observed Nationally as labor day, many local stores managed and owned by people of foreign birth took advantage of those who agreed to pay a tribute to the working men of America by closing their shops.

"We are losing money," Mr. McConnell declared, "by closing at times when these people do not close. We, the American citizens of Lansing, agree to make certain sacrifices for our National ideals and observances and these foreigners insist on running their stores wide open, regardless of anything but personal gain."

"The grocers of Lansing are behind me in these statements. For a long time we have borne this competition, but it must stop. If the foreigners will not follow our customs, we will have to follow theirs."

"I have seen little stores on the outskirts of Lansing open late at night, all day Sunday, and on public holidays while the rest of the places were closed. Naturally the people will trade at these places when no others are open. But if a change is not made soon we will all be open."

The abuse above described is one of the most serious which confronts the decent, Christian merchants who believe in obeying the law and doing business according to the Golden Rule. The Tradesman does not believe we need any special legislation to force the Sunday storekeeper to close his doors on Sunday and keep them closed. All we require is the machinery to enforce existing laws. Under existing conditions it is made the duty of prosecuting officers to entertain complaints and prosecute offenders. It is not incumbent on them to secure evidence and swear to complaints against merchants who violate the law. Instead of securing additional legislation, the thing to do is to raise a fund to employ a man to secure evidence and swear out complaints. This done, the prosecuting officers will do the remainder. It is mandatory upon them to prosecute cases of this kind where evidence is furnished and the complaint is made under oath.

Thirty odd years ago Grand Rapids was overrun with fruit and vegetable peddlers who conducted their avocation in utter defiance of the law. We had an excellent license ordinance, but the city had no machinery to enforce it. The old Grand Rapids Retail Grocers' Association looked the situation squarely in the face and debated the subject for weeks. Then members put their hands down in their pockets and raised a fund sufficient to employ a man to devote his entire time to chasing down the unlicensed peddlers and forcing them to procure licenses or get out of business. The result was that between \$3,000 and \$4,000 was paid into the city treasury for licenses which had never been taken in before. This opened the eyes of the common council to the amount of revenue involved in enforcing the license law and that body thereupon instructed the head of the police department to attend to the matter of chasing down the peddlers thereafter. This has been done every year since the retail grocers started the ball rolling by digging up \$400 to employ a special officer for a single season.

The Sunday violators can be made to close their doors by the adoption of the same tactics, rigidly enforced.

### Boomerangs From Booming Boyne City.

Boyne City, Sept. 13—The work of paving South Lake street, from East Main to Lincoln, was commenced last Tuesday and is progressing rapidly. The street commissioner expects to have the three blocks done in about fifteen days. The first block will be adorned with flower beds and lawn in the middle of the street, with ornamental lighting. If our city dads keep on, we will soon have a city to be proud of. The changes in the appearance of our street in the past five years have been revolutionary. This summer we have had many positive and pointed kicks from tourists as to the post cards for sale, because they are so far out of date and give no adequate idea of the appearance of the town.

Our manufacturers are beginning to be more optimistic as to the future. Lumber is beginning to move out and there is some chance of resumption of operations. The Stave Corporation is running full and has cleaned out its surplus stock. It looks as though we would be doing some business before spring.

In spite of lowering skies and a good sharp shower the harvest festival bargain day was a very successful occasion. A goodly crowd had a good time and the merchants were fully repaid for their efforts. The Boyne City marine band discoursed delightful music from early in the morning until bedtime. For the benefit of the young people a free dance was provided, lasting until the small hours, and the show wound up with the distribution of \$100 in gold to the lucky holders of buyers' tickets.

The contract for building the new State trunk highway North from Boyne City to the main line of the Mackinaw Trail at Walloon Lake has been let to Cadwell & Sons and we hope to have a good start made on the building before the opening of another season, giving us a first-class highway through to Petoskey. When this is completed, travelers will have a good drive by way of Petoskey, Charlevoix and East Jordan around the best resort country in this part of the State.

The Charlevoix Good Roads Association has been revived, with the object of impressing on the taxpayers of the district the wastefulness of putting our money into any kind of

gravel surfaced roads on the main highways. Our experience with the relative value of gravel and concrete in this county leads thinking men to demand something that is immediately permanent in the way of roads, that will not be a bill of expense for upkeep from the time they are built until they are torn up and rebuilt again. There is too much heavy travel on our main roads, especially during the resort season, for gravel roads to stand up.

Maxy.

### Discriminating Discounts Under Fire.

Washington, Sept. 13—Complaints that the National Biscuit Co. of New York and the Loose-Wiles Biscuit Co. of Kansas City discriminate in price between single retail stores on group orders and chain stores has been issued by the Federal Trade Commission. Certain discounts are allowed chain stores, the Commission says, which are refused the owners of single retail stores.

Thirty days are allowed to file answers to the complaints which are issued after preliminary enquiry by the commission upon petition filed with it. After answer the cases come on for formal trial on the merits, full opportunity being afforded the companies to refute the allegations of the complaint, to present their witnesses, introduce evidence, etc.

The complaints recite that the National Biscuit Co. and the Loose-Wiles Co. both allow discounts on the aggregate monthly orders of their customers, the discounts varying as to the amount of the order. Certain discounts are allowed chain stores, but similar or as high discounts are refused to the owners of single stores who pool their orders.

The complaint sets out that the business of single retail stores is not sufficient to justify the purchase in as large quantities as the chain stores and for that reason the single stores do not secure as great a discount as do the chain stores. To overcome this disadvantage a number of operators of one retail store combined their orders, which were accepted and filled by the firms cited, but were refused discounts, based upon the amount of the combined orders, and were only granted discounts based upon the respective amounts of the individual orders. These discounts, which the respondents were willing to grant, were, of course, substantially lower than would have been received by the operators of single stores if the discounts had been based upon the aggregate amount of the combined order.

It is averred in the complaint that this system of discounts gives the chain retail stores an undue advantage in competing with the operators of but one retail store in the handling of the products of these concerns, and that the practice tends to substantially lessen competition and create a monopoly in the retail distribution of these goods.

### Back on the Old Stamping Ground.

William G. Logie has taken the position of sales and merchandise manager of the Herold-Bertsch Shoe Co. Mr. Logie was born in Grand Rapids and lived here all his life up to four years ago. He is a son of the late William Logie, who was actively connected with the Rindge, Kalmbach, Logie Co. all his life and who died in the harness in 1912. Wm. G. Logie devoted seventeen years to the service of the Rindge, Kalmbach, Logie Co., five of which were spent on the road. On the death of his father, he succeeded the latter as buyer and mercantile manager. Four years ago he went to Chicago to take the position of sales and merchandise manager for the McElwain Shoe Co.

During the time he was with this house he increased the annual sales from \$1,000,000 to \$3,000,000. Mr. Logie sold his home in the East end when he left the city and purchased a residence in Evanston. On his removal to Grand Rapids he disposed of his home in Evanston and purchased a residence at 1425 Byron street, Grand Rapids, where his family is already settled. Mr. Logie is a man of great energy and resourcefulness and will surely achieve a high degree of success in his new position. The new arrangement is an ideal one for all concerned, because it will enable Frederick L. Reichel, who has been actively identified with the house for thirty years, to take a much needed rest.

### People Prefer Tens To Dozens.

Orville Edwards, owner of two grocery stores in Abilene, Kan., has discovered that lots will go better in tens than in dozens, since the average buyer can figure faster in tens than in twelves to ascertain how big a saving she will make by buying in bulk. The Edwards' stores make big profits. They are operated on a cash basis, but a record is kept of every sale, by using duplicate slips. Mr. Edwards can tell just what business he has done, what goods are moving best, and how much of the business is based on credits for eggs and produce that customers bring in. He buys at home for the most part and from those who are very careful with their private brands as to quality. He never buys in big quantities. Although everything is sold on a cash basis, goods are delivered free. Goods can be ordered over the phone and paid for by coupons which are sold in books at \$5. Mr. Edwards believes in advertising, and in the pulling power of attractive window displays, but he does not put on cut-price sales and he has never used the word "special" in advertising copy.

### German Salesmen Underselling Competitors.

German salesmen have temporarily captured the hardware market and have secured large orders, cutting their prices under American or English quotations 50 per cent., although maintaining fair quality. Prompt deliveries are guaranteed by money forfeiture clauses. Attractive offers from Germany of machinery on consignment, payment to be made when sold, have made little headway thus far, except in the securing of two contracts for sugar-cane mills and hydro-electric equipment at prices considerably under American bids. American electrical goods are holding their own. There is notable German activity in cement, drugs, and jewelry. As the drive is just beginning, it is too early to know permanent results. German quotations are made in marks, English pounds, or dollars. A branch of the Hansa Corporation of Hamburg has just been opened in this country.

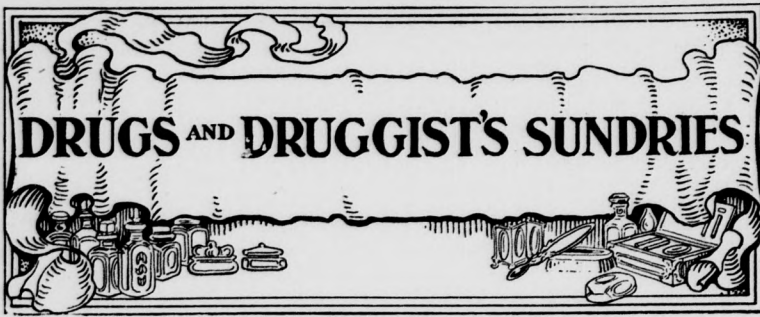
### HOTEL RICKMAN

KALAMAZOO

One block from Michigan Central Station. Headquarters U. C. T.

Barnes & Pfeiffer, Props.





### Varying Accomplishments of the Drug Store Boy.

The average drug store boy is usually a small lad of about fourteen years old. Occasionally, of course, he may be tall and older and wear long pants. He has the average intelligence of boys of his age, but sometimes he is found to be a dull and stupid boy, and merely works because he is driven to it.

The drug store boy comes to work after school hours and stays perhaps at late as eight o'clock in the evening. He works all day Saturday, but goes to the movies Saturday evening. On Sundays he generally comes about nine o'clock in the morning and is off for the afternoon by twelve o'clock, returning about five to take out any orders. For all this he receives from five to eight dollars per week, although he often thinks he is really worth more. Of course, he forgets that he can have a soda free once in awhile and get his mother's medicines at cost.

The duties which our drug store hero must perform each day are numerous. If he comes before school he must sweep out, certainly so on Saturday mornings. Before beginning each day's task he must bear in mind Poor Richard's saying: "What's worth doing, is worth doing well." How many times does the lazy boy get bawled out by the boss or clerk because he half did some job or made a mess of it.

In sweeping the store two things must be kept foremost in mind: 1. We sweep to clean; 2. We want to raise as little dust as possible. It takes the average drug store boy many weeks to learn how to sweep so as to clean and still not raise a dust. I can still hear the boss yelling at the "kid" to put some water down and to keep the broom on the floor. The straw broom was for behind the counters and the soft one was for the front only, but if the boss wasn't around one broom was as good as the other.

Emptying the rubbish barrel was always the next job. It was a mystery to "the kid" where all the trash came from, and it was a puzzle to him where to put the stuff. Sometimes the furnace consumed a lot, other times it was burned up in the lot, more often it was dumped into some dark corner of the cellar and left for the rubbish man to clear out at an added expense to the boss. How delighted the boy would be if he found some missing article of goods in the rubbish which the clerk swore never came with the order, and he then of course had to take a call from the boss to be more careful in unpacking the goods.

"Dusting out" came next. Some-

times this operation was done with a towel, but more fortunate was the lad who had a duster. It was less work because many articles didn't need to be moved! Almost every time when "the kid" got through dusting the boss would call out, "Did you dust the big showcase? If you did, it doesn't look it." Thus it would have to be dusted over again.

So to the boy the store was a place of drudgery, one job simply followed another—never was there a moment's rest. The package goods were a bug-bear, because the job required a little more time and couldn't be rushed through without "yells" from the boss. It must be three ounces of epsom salt for a nickel, and not four. It was one ounce of boric acid for a dime and not two. It was a borax label on a borax package and not on a cream of tartar box. But in this job most of the yelling came from the clerk, because the kid, insisted on doing the weighing on the main prescription counter and was therefore always in the way. "Take the stuff over there, will yer? How much room do you want, anyway?" How many drug store lads have heard these remarks?

However, the sink was the chief place of the boy, and this was to be kept scrupulously clean at all times. To assist him in his work the kid had assigned to him a large package of Gold Dust Twins and a box of Old Dutch Cleanser and a carton of choice canary gravel, to be used on bottles whose complexions were shady. Besides all these cleaning helps, there were bent pieces of wire for extracting corks from narrow neck containers; several bottle brushes and an old retired jack-knife with a "Civil War" blade, which was used to scrape the old insignia and refuse from refilled prescription bottles.

Washing and maintaining the prescription bottle supply was a great and arduous task for the kid. If there were plenty of two ounces the three and four ounces would be out. Getting up five or six bottles at a time often constituted a liberal supply. Many years ago the bottles came packed in salt hay, and the carting out of this from the cellar was an extra job for the boy. Now the bottles came packed in newspaper and not any too carefully, either. Many a call did the kid get for putting away a bottle which boasted of two holes and which was only discovered when used.

Cleaning graduates and mortars was seemingly a hard and undesirable task for the kid. Whenever a graduate or mortar had an unruly smell or a slippery feeling in it, it was especially marked by a slip of paper placed

therein. This was a sign for the kid to be "up and to arm" to clean it out.

As a colt must be broken in and trained, so must the boy be in the art of salesmanship. In this connection he was entirely under the care and supervision of the boss. He was instructed how to approach a customer, make and conclude a sale. But strange to say, most all of the bosses for whom the boy ever worked had methods all their own on these points. I remember one kid when asked for a certain article tell the lady in such a painful and pitiful way that we did not have it, only to have the boss rush out and say we did, at the same time sending chunks of steel at the kid from his eyes.

However, the life of the average drug store lad is not always one of gloom but is often attended by wholesome fun. Once we sent the boy to another store to borrow a tube of nitrous ether, instructing him to handle it with care, as it was liable to explode. We also wrote in the slip for the other druggist to impress that fact upon him. Soon afterwards we perceived the kid coming down the street in the middle of the car tracks holding on the tube of nitrous ether at arm's length and high above his head. Passers-by stopped and gazed on him as he solemnly went by. They knew he belonged to our drug store but couldn't account for his peculiar actions.

On another occasion our store had been built on the spot where tradition said a man was murdered. We kept talking on and off about "Old Allen's Ghost," and the kid honestly believed it. One day we sent him into the front cellar for some Pluto water. On one of the soda tanks we had thrown a white sheet. Two seconds later the kid came shooting up from the cellar as white as chalk and declared that he had seen Old Allen's Ghost. Of course we all had a laugh at the expense of the kid.

The same kid soon afterward got into the telephone booth and called the adjoining booth. My fellow clerk answered it and was bawled out something terrible by the kid, and the clerk never knew who had called him down.

Delivering medicines was one job the kid always likes, because he could kill time, and if it was marble season a game or two could be worked in. As to bicycle, I don't believe the kid

has had two successful rides on it, because it was nearly all the time stored in the repair shop or in the front cellar.

The education of the kid was usually rapid, because there were so many things to learn. The short-comings of the boss were the first things the lad generally learned. He knew the mistakes of the clerk and how any article had become broken. He knew the customers by sight and they knew him. He knew the lady or man who "tipped" when they got medicines or cream. The kid knew the boss' best brand of cigar and he knew every kind of cigarette which was sold. As to prescriptions, he knew which doctor prescribed aqua q. s., and which was an original bottle doctor. He quickly learned that the money in the drug store business was made from filling prescriptions. As to sex matters, no one had anything on the kid. Here he got his information straight-hand, depending in which store he was. The kid now-a-days can tell you what brand of whiskey the boss uses, whether he makes it or not, and to whom he sells it.

While the drug store kid usually works at the game two or three years he seldom sticks it out until he has become licensed. He knows just what the bad features are and he "takes the path of less resistance" in finding a job with fewer hours and more pay. Thus in after years, the kid, looking back, can say with pride, "I, too, was a drug store boy."

Wilber H. McEvoy.

### Phosphorus Rat Paste.

|                        |        |
|------------------------|--------|
| Phosphorus .....       | 1 oz.  |
| Lard .....             | 6 oz.  |
| Barium carbonate ..... | 6 oz.  |
| Water .....            | 6 oz.  |
| What flour .....       | 12 oz. |
| Molasses .....         | 12 oz. |

Make a dough of the flour and water and incorporate the lard. Place the molasses in a wide-mouthed bottle, add the phosphorus and heat upon a water-bath until the latter is melted; stir well to suspend the phosphorus, then add to the dough and incorporate quickly. Finally stir in the barium carbonate and transfer to suitable bottles. The mass is liable to take fire while incorporating the phosphorus, which should be done in an open space, the hands being protected meanwhile by wrapping in wet cloths.

## NATION WIDE CANDY DAY

COMES ON

SATURDAY, OCTOBER 8th

Get ready for it. You will need a big stock, so prepare yourself early.

The occasion will be advertised in the newspapers and in other ways throughout the whole country. Get in the band wagon and reap the benefit.

Ask for our "CANDY DAY" window signs.

NATIONAL CANDY CO., Inc.

PUTNAM FACTORY, GRAND RAPIDS  
MICHIGAN



**Growing Insect Powder.**

The bug powder market in Japan is said by news dispatches to be "depressed." This should be cause of elation to the bugs.

During the war there was an enormously increased demand for bug powder—known in the trade as pyrethrum, or "Persian insect powder"—great quantities of it being used in the trenches. The price went sky-high.

Japan exports the stuff by millions of pounds annually. But since the end of the war the demand has fallen off and the price has dropped to one-fourth what it was.

Fortunately, we in this country are independent of foreign supplies of this kind of bug powder. In California it is produced on a big scale, a single farm near Stockton having 300 acres devoted to the plant that yields pyrethrum.

It used to be a mystery. Nobody knew where it came from or what it was made of. For centuries it was familiarly known in Asiatic countries before Europe was acquainted with it. Although the secret was carefully kept, discovery was eventually made that the "Persian powder" was simply the ground-up flower heads of a plant closely resembling our common field daisy. Its efficacy as a bug killer is due to a volatile oil which suffocates insects.

In Europe the plant was first grown extensively in Dalmatia, where at the present time it is cultivated on a vast scale. Our Department of Agriculture wishing to introduce it into this country, imported the seeds again and again, but they refused to sprout—the reason, as eventually ascertained, being that they had been previously baked by the canny Dalmatian planters.

At length, however, we secured

some live ones. Insect powder in bulk may now be bought for twenty cents per pound. Time was when it cost \$16 per pound.

Cabellero's Drug Store in Philadelphia has a record of turning 75 per cent. of stock every ten or twelve weeks. It is "red tape" that does it—in other words, system. Every day the stock clerk presents to Callebro a detailed list of items that are running low. No purchase is made except on confirmation. Letters of appreciation are sent to new customers. Friendly, personal messages are written whenever there is opportunity. For the serving of refreshments, a balcony with dumb waiter reduces the congestion round the tables below. A water cooler saves customers the necessity of asking for ice water.

**He Wanted the Best.**

Nothing should be too good for the drug clerk. We should be like Rastus Washington, who called at the store the other day.

"Boss," he said, "I wants one ob dem plasters you done stick on yoah back."

"I understand," I said; "you mean one of our porous plasters."

"No, sah," he replied positively. "I don't want none of yoah poorst plasters—I wants the best one you got!"

**COLEMAN (Brand)****Terpeneless****LEMON****and Pure High Grade  
VANILLA EXTRACTS**

Made only by  
**FOOTE & JENKS**  
Jackson, Mich.

**SCHOOL SUPPLIES**

Should Be Purchased  
At Once  
By Every Wise Merchant

The good merchant cannot afford to wait longer before he makes his liberal purchases of school supplies. The opening of the schools is just two weeks distant; and rock bottom has been reached on tablets, pencils, rulers, etc. There is no chance of a further decline before the fall season is in full swing. We are headquarters on school supplies for Western Michigan.

We should be pleased to receive your order.

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

**Wholesale Drug Price Current**

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

| Acids                 |               | Almonds, Sweet,       |                 | Tinctures                 |                 |
|-----------------------|---------------|-----------------------|-----------------|---------------------------|-----------------|
| Boric (Powd.)         | 17 1/2 @ 25   | Imitation             | 60 @ 1 00       | Aconite                   | 2 1 85          |
| Boric (Xtal)          | 17 1/2 @ 35   | Amber, crude          | 2 00 @ 2 25     | Aloes                     | 2 1 65          |
| Carbolic              | 29 @ 35       | Amber, rectified      | 2 25 @ 2 50     | Arnica                    | 2 1 50          |
| Citric                | 65 @ 70       | Anise                 | 1 25 @ 1 50     | Asafoetida                | 2 3 90          |
| Muriatic              | 40 @ 75       | Bergamont             | 8 00 @ 8 25     | Belladonna                | 2 1 35          |
| Nitric                | 10 @ 15       | Cajeput               | 1 50 @ 1 75     | Benzoin                   | 2 2 40          |
| Oxalic                | 25 @ 30       | Cassia                | 2 50 @ 2 75     | Benzoin Comp'd            | 2 3 15          |
| Sulphuric             | 4 @ 6         | Castor                | 1 28 @ 1 52     | Buchu                     | 2 3 15          |
| Tartaric              | 58 @ 65       | Cedar Leaf            | 1 50 @ 1 75     | Cantharides               | 2 3 00          |
| Ammonia               |               | Citronella            | 65 @ 1 00       | Capsicum                  | 2 1 50          |
| Water, 26 deg         | 10 1/4 @ 20   | Cloves                | 2 50 @ 2 75     | Catechu                   | 2 1 50          |
| Water, 18 deg         | 8 @ 15        | Cocunut               | 30 @ 40         | Cinchona                  | 2 1 10          |
| Water, 14 deg         | 8 @ 13        | Cod Liver             | 85 @ 1 00       | Colchicum                 | 2 2 00          |
| Carbonate             | 22 @ 26       | Croton                | 2 25 @ 2 50     | Cubebs                    | 2 3 00          |
| Chloride (Gran)       | 10 @ 20       | Cotton Seed           | 1 00 @ 1 10     | Digitalis                 | 2 1 80          |
| Balsams               |               | Cubeb                 | 9 00 @ 9 25     | Gentian                   | 2 1 40          |
| Copaiba               | 70 @ 1 00     | Eigerson              | 6 00 @ 6 25     | Ginger, D. S.             | 2 2 00          |
| Fir (Canada)          | 2 50 @ 2 75   | Eucalyptus            | 1 00 @ 1 25     | Guaia                     | 2 2 80          |
| Fir (Oregon)          | 60 @ 80       | Hemlock, pure         | 1 50 @ 1 75     | Guaia, Ammon.             | 2 2 50          |
| Peru                  | 2 50 @ 3 00   | Juniper Berries       | 3 50 @ 3 75     | Iodine                    | 2 1 20          |
| Tolu                  | 1 00 @ 1 20   | Juniper Wood          | 1 50 @ 1 75     | Iodine, Colorless         | 2 2 00          |
| Barks                 |               | Lard, extra           | 1 25 @ 1 45     | Iron, clo.                | 2 1 50          |
| Cassia (ordinary)     | 25 @ 30       | Lard, No. 1           | 1 10 @ 1 20     | Kino                      | 2 1 40          |
| Cassia (Saigon)       | 50 @ 60       | Lavender Flow         | 8 00 @ 8 25     | Myrrh                     | 2 2 50          |
| Sassafras (pw. 55c)   | 40 @ 50       | Lavender Gar'n        | 1 75 @ 2 00     | Nux Vomica                | 2 1 50          |
| Soap Cut (powd.)      | 40c @ 20 @ 25 | Lemon                 | 1 50 @ 1 75     | Opium                     | 2 3 50          |
| Berries               |               | Linseed Boiled bbl.   | @ 89            | Opium, Camp.              | 2 1 20          |
| Cubeb                 | 1 50 @ 1 75   | Linseed bld less      | 96 @ 1 04       | Opium, Deodor'd           | 2 3 50          |
| Fish                  | 40 @ 50       | Linseed, raw, bbl.    | @ 87            | Rhubarb                   | 2 2 00          |
| Juniper               | 7 @ 15        | Linseed raw, less     | 94 @ 1 02       | Paints                    |                 |
| Prickly Ash           | @ 30          | Mustard, true oz.     | @ 75            | Lead, red dry             | 12 1/4 @ 12 1/2 |
| Extracts              |               | Mustard, artifi., oz. | @ 50            | Lead, white dry           | 12 1/4 @ 12 1/2 |
| Licorice              | 60 @ 65       | Neatsfoot             | 1 10 @ 1 30     | Lead, white oil           | 12 1/4 @ 12 1/2 |
| Licorice powd.        | 70 @ 80       | Olive, pure           | 4 75 @ 5 50     | Ochre, yellow bbl.        | @ 2             |
| Flowers               |               | Olive, Malaga,        | 2 75 @ 3 00     | Ochre, yellow less        | 2 1/4 @ 2 1/2   |
| Arnica                | 75 @ 80       | Olive, Malaga,        | 2 75 @ 3 00     | Putty                     | @ 8             |
| Chamomile (Ger.)      | 50 @ 60       | green                 | 2 75 @ 3 00     | Red Venet'n Am.           | 3 1/4 @ 7       |
| Chamomile Rom         | 40 @ 45       | Orange, Sweet         | 5 00 @ 5 25     | Red Venet'n Eng.          | 4 @ 8           |
| Gums                  |               | Origanum, pure        | @ 25            | Whitening, bbl.           | @ 4 1/2         |
| Acacia, 1st           | 50 @ 55       | Origanum, com'l       | 1 25 @ 1 50     | Whitening                 | 5 1/2 @ 10      |
| Acacia, 2nd           | 45 @ 50       | Pennyroyal            | 2 50 @ 2 75     | L. H. P. Prep.            | 2 50 @ 2 75     |
| Acacia, Sorts         | 20 @ 25       | Peppermint            | 4 00 @ 4 25     | Rogers Prep.              | 2 50 @ 2 75     |
| Acacia, powdered      | 30 @ 35       | Rose, pure            | 15 00 @ 20 00   | Miscellaneous             |                 |
| Aloes (Barb Pow)      | 25 @ 35       | Rosemary Flows        | 1 50 @ 1 75     | Acetanalid                | 55 @ 75         |
| Aloes (Cape Pow)      | 30 @ 35       | Sandalwood, E.        | @ 10 50 @ 10 75 | Alum                      | 10 @ 18         |
| Aloes (Soc Pow)       | 90 @ 1 00     | I.                    | @ 10 50 @ 10 75 | Alum, powd. and           | 11 @ 20         |
| Asafoetida            | 75 @ 1 00     | Sassafras, true       | 2 00 @ 2 25     | Bismuth, Subli-           | 2 76 @ 2 93     |
| Pow.                  | 1 25 @ 1 50   | Sassafras, art'l      | 1 00 @ 1 25     | trate                     | 2 76 @ 2 93     |
| Camphor               | 97 @ 1 00     | Spearmint             | 6 00 @ 6 25     | Borax xtal or             | 7 1/4 @ 13      |
| Guaia                 | @ 75          | Sperm                 | 2 75 @ 3 00     | powdered                  | 7 1/4 @ 13      |
| Guaia, pow'd.         | @ 75          | Tansy                 | 10 50 @ 10 75   | Cantharides, po           | 1 50 @ 5 60     |
| Kino                  | @ 75          | Tar, USP              | 50 @ 65         | Calomel                   | 1 36 @ 1 45     |
| Kino, powdered        | @ 85          | Turpentine, bbl.      | @ 72 1/2        | Capsicum                  | 40 @ 45         |
| Myrrh                 | @ 70          | Turpentine, less      | 79 @ 87         | Carmine                   | 6 50 @ 7 00     |
| Myrrh, powdered       | @ 75          | Wintergreen,          | 8 00 @ 8 25     | Cassa Buds                | 30 @ 40         |
| Opium                 | 9 00 @ 9 40   | leaf                  | 8 00 @ 8 25     | Cloves                    | 35 @ 45         |
| Opium, powd.          | 10 25 @ 10 60 | Wintergreen, sweet    | 5 00 @ 5 25     | Chalk Prepared            | 16 @ 18         |
| Opium, gran.          | 10 25 @ 10 60 | birch                 | 5 00 @ 5 25     | Chloroform                | 66 @ 77         |
| Shellac               | 65 @ 75       | Wintergreen art       | 75 @ 1 00       | Chloral Hydrate           | 1 55 @ 1 85     |
| Shellac Bleached      | 75 @ 85       | Wormseed              | 5 00 @ 5 25     | Cocaine                   | 12 85 @ 13 65   |
| Tragacanth            | 4 00 @ 5 00   | Wormwood              | 20 00 @ 20 25   | Cocoa Butter              | 50 @ 75         |
| Tragacanth, pw.       | 3 50 @ 4 00   | Potassium             |                 | Corks, list, less         | 35 @ 45         |
| Turpentine            | 25 @ 30       | Bicarbonate           | 35 @ 40         | Copperas                  | 3 @ 10          |
| Insecticides          |               | Bichromate            | 20 @ 30         | Copperas, Powd.           | 4 @ 10          |
| Arsenic               | 12 @ 25       | Bromide               | 40 @ 45         | Corrosive Sublim          | 1 17 @ 1 25     |
| Blue Vitriol, bbl.    | 07 1/2 @ 15   | Carbonate             | 35 @ 40         | Cream Tartar              | 50 @ 55         |
| Blue Vitriol, less    | 8 @ 15        | Chlorate, gran'r.     | 25 @ 35         | Cuttle bone               | 50 @ 60         |
| Bordeaux Mix Dry      | 17 @ 30       | Chlorate, xtal or     | 18 @ 25         | Dextrine                  | 06 @ 15         |
| Hellebore, White      | 25 @ 35       | powd.                 | 18 @ 25         | Dover's Powder            | 5 75 @ 6 00     |
| Insect Powder         | 40 @ 65       | Cyanide               | 35 @ 50         | Emery, All Nos.           | 10 @ 15         |
| Lead Arsenate Po.     | 22 @ 42       | Iodide                | 3 45 @ 3 60     | Emery, Powdered           | 8 @ 10          |
| Lime and Sulphur      | 11 @ 23       | Permanganate          | 35 @ 55         | Epsom Salts, bbls.        | @ 3 1/2         |
| Dry                   | 31 @ 43       | Prussate, yellow      | 55 @ 60         | Epsom Salts, less         | 4 1/4 @ 9 1/2   |
| Ice Cream             |               | Prussate, red.        | 80 @ 90         | Ergot, powdered           | 1 75 @ 2 00     |
| Piper Ice Cream Co.   |               | Sulphate              | 40 @ 50         | Flake White               | 15 @ 20         |
| Bulk, Vanilla         | 1 10          | Roots                 |                 | Formaldehyde, lb.         | 17 1/2 @ 25     |
| Bulk, Vanilla Special | 1 20          | Alkanet               | 75 @ 85         | Gelatin                   | 1 70 @ 2 00     |
| Bulk, Chocolate       | 1 20          | Blood, powdered       | 40 @ 60         | Glassware, less 55c.      |                 |
| Bulk, Caramel         | 1 20          | Calamus               | 35 @ 75         | Glassware, full case 60c. |                 |
| Bulk, Grape-Nut       | 1 20          | Elecampane, pwd       | 30 @ 35         | Glauber Salts, bbl.       | 03 1/2 @ 10     |
| Bulk, Strawberry      | 1 25          | Gentian, powd.        | 20 @ 30         | Glauber Salts less        | 04 @ 10         |
| Bulk, Tutti Fruiti    | 1 25          | Ginger, African,      | 23 @ 30         | Glue, Brown               | 21 @ 30         |
| Brick, Vanilla        | 1 40          | Ginger, Jamaica,      | 40 @ 45         | Glue, Brown Grd.          | 17 @ 25         |
| Brick, Fancy          | 1 60          | powdered              | 42 1/2 @ 50     | Glue, White               | 35 @ 40         |
| Ices                  | 1 10          | Goldenseal, pow.      | 6 50 @ 6 80     | Glue, White Grd.          | 30 @ 35         |
| Sherbets              | 1 10          | Ipecac, powd.         | 3 75 @ 4 00     | Glycerine                 | 20 @ 35         |
| Leaves                |               | Licorice              | 40 @ 45         | Hops                      | 65 @ 75         |
| Buchu                 | @ 1 40        | Licorice, powd.       | 25 @ 30         | Iodine                    | 5 26 @ 5 72     |
| Buchu, powdered       | @ 1 50        | Orris, powdered       | 30 @ 40         | Iodoform                  | 6 69 @ 7 09     |
| Sage, bulk            | 67 @ 70       | Poke, powdered        | 40 @ 45         | Lead Acetate              | 18 @ 25         |
| Sage, 1/4 loose       | 72 @ 78       | Rhubarb               | @ 60            | Lycopodium                | 4 75 @ 5 00     |
| Sage, powdered        | 55 @ 60       | Rhubarb, powd.        | 60 @ 75         | Mace                      | 75 @ 80         |
| Senna, Alex.          | 1 40 @ 1 50   | Rosinwood, powd.      | 30 @ 35         | Mace, powdered            | 95 @ 1 00       |
| Senna, Tinn.          | 30 @ 35       | Sarsaparilla, Hond.   | 1 25 @ 1 40     | Menthol                   | 5 75 @ 6 00     |
| Senna, Tinn. pow      | 35 @ 40       | ground                | @ 80            | Morphine                  | 8 25 @ 9 40     |
| Uva Ursi              | 30 @ 35       | Sarsaparilla Mexican, | @ 80            | Nux Vomica                | @ 30            |
| Oils                  |               | ground                | @ 80            | Nux Vomica, pow.          | 30 @ 40         |
| Almonds, Bitter,      | 16 00 @ 16 25 | Squills, powdered     | 60 @ 70         | Pepper black pow.         | 32 @ 35         |
| Almonds, Bitter,      | 2 50 @ 2 75   | Squills, powdered     | 60 @ 70         | Pepper, white             | 40 @ 45         |
| Almonds, Sweet,       | 1 00 @ 1 25   | Tumeric, powd.        | 15 @ 20         | Pitch, Burgundy           | 10 @ 15         |
| true                  |               | Valerian, powd.       | 50 @ 60         | Quassia                   | 12 @ 15         |
| Seeds                 |               | Anise                 |                 | Quinine                   | 96 @ 1 69       |
| Almonds, Bitter,      | 16 00 @ 16 25 | Anise, powdered       | 38 @ 40         | Rochelle Salts            | 35 @ 40         |
| Almonds, Bitter,      | 2 50 @ 2 75   | Bird, ls              | 13 @ 15         | Saccharine                | @ 30            |
| Almonds, Sweet,       | 1 00 @ 1 25   | Canary                | 16 @ 20         | Salt Peter                | 14 1/4 @ 25     |
| true                  |               | Caraway, Po.          | 25 @ 30         | Seidlitz Mixture          | 30 @ 40         |
| Almonds, Sweet,       |               | Cardamon              | 1 50 @ 1 75     | Soap, green               | 15 @ 30         |
| true                  |               | Celery, powd.         | 35 @ 40         | Soap mott castile         | 22 1/4 @ 25     |
| Almonds, Sweet,       |               | Coriander pow.        | 25 @ 30         | Soap, white castile       | @ 11 50         |
| true                  |               | Dill                  | 10 @ 20         | less, per bar             | @ 1 30          |
| Almonds, Sweet,       |               | Fennel                | 30 @ 40         | Soda Ash                  | 05 @ 10         |
| true                  |               | Flax                  | 06 1/2 @ 12     | Soda Bicarbonate          | 2 1/4 @ 5       |
| Almonds, Sweet,       |               | Flax, ground          | 06 1/2 @ 12     | Soda, Sal                 | @ 1 85          |
| true                  |               | Foenugreek pow.       | 8 @ 15          | Spirits Camphor           | @ 1 85          |
| Almonds, Sweet,       |               | Hemp                  | 8 @ 15          | Sulphur, roll             | 04 @ 10         |
| true                  |               | Lobelia, Powd.        | @ 1 75          | Sulphur, Subl.            | 4 1/4 @ 10      |
| Almonds, Sweet,       |               | Mustard, yellow       | 10 @ 15         | Tamarinds                 | 25 @ 30         |
| true                  |               | Mustard, black        | 15 @ 20         | Tartar Emetic             | 1 03 @ 1 10     |
| Almonds, Sweet,       |               | Poppy                 | 30 @ 40         | Turpentine, Ven.          | 50 @ 2 25       |
| true                  |               | Quince                | 1 25 @ 1 50     | Vanilla Ex. pure          | 1 50 @ 2 00     |
| Almonds, Sweet,       |               | Rape                  | 15 @ 20         | Witch Hazel               | 1 60 @ 2 15     |
| true                  |               | Sabadilla             | 30 @ 40         | Zinc Sulphate             | 06 @ 15         |
| Almonds, Sweet,       |               | Sunflower             | 7 1/4 @ 15      |                           |                 |
| true                  |               | Worm American         | 30 @ 40         |                           |                 |
| Almonds, Sweet,       |               | Worm Levant           | 2 00 @ 2 25     |                           |                 |
| true                  |               |                       |                 |                           |                 |



# 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

Twine  
Clothes Line  
Some Flour  
Lard

## DECLINED

Broom  
Arbuckle Coffee  
Soap  
Washing Powder  
Some Flour  
Mutton  
Pork  
Smoked Meats

## AMMONIA

Arctic Brand  
16 oz., 2 doz. in carton,  
per doz. ----- 1 75

## AXLE GREASE



25 lb. pails, per doz. 22 60

## BLUING

Jennings Condensed Pearl  
C-P-B "Seal Cap"  
3 doz. Case (15c) ----- 3 75

## BREAKFAST FOODS

Cracked Wheat, 24-2 4 85  
Cream of Wheat 9 00  
Pillsbury's Best Cerl 2 70  
Quaker Puffed Rice 5 60  
Quaker Puffed Wheat 4 30  
Quaker Brist Biscuit 1 90  
Quaker Corn Flakes 2 80  
Ralston Purina 4 00  
Ralston Branzen 2 70  
Ralston Food, large 3 60  
Ralston Food, small 2 90  
Saxon Wheat Food 4 80  
Shred. Wheat Biscuit 4 90

## Kellogg's Brands.

Corn Flakes, 36s ----- 3 50  
Corn Flakes, 24s ----- 3 50  
Corn Flakes, 100s ----- 2 00  
Krumbles, 24s ----- 2 85  
Krumbles, 36s ----- 4 20  
Krumbled Bran, 12s ----- 2 25  
Post's Brands.  
Grape-Nuts, 24s ----- 3 80  
Grape-Nuts, 100s ----- 2 75  
Postum Cereal, 12s ----- 2 25  
Post Toasties, 36s ----- 3 50  
Post Toasties, 24s ----- 3 50

## BROOMS

Standard Parlor 23 lb. 5 00  
Fancy Parlor, 23 lb. 7 25  
Ex. Fancy Parlor 25 lb 8 50  
Ex. Fey, Parlor 26 lb 9 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 ----- 14 1/2  
Paraffine, 12s ----- 15  
Wicking ----- 60

## CANNED GOODS

Apples  
3 lb. Standards ----- 2 15  
No. 10 ----- 6 50

## Blackberries

3 lb. Standards -----  
No. 10 ----- 7 00

## Beans-Baked

Brown Beauty, No. 2 1 15  
Campbell, No. 2 ----- 1 15  
Fremont, No. 2 ----- 1 10  
Van Camp, No. 1 ----- 1 00  
Van Camp, medium ----- 1 30  
Van Camp, large ----- 2 30

## Beans-Canned

Red Kidney ----- 90@1 50  
String ----- 1 60@3 30  
Wax ----- 1 60@2 70  
Lima ----- 1 15@2 35  
Red ----- 1 15@1 10

## Clam Boullion

Burnham's 7 oz. ----- 2 50  
Corn  
Standard ----- 1 20@1 75  
Country Gentmn 1 85@1 90  
Maine ----- 1 90@2 25

## Hominy

Van Camp ----- 1 50

## Lobster

1/4 lb. Star ----- 2 95  
1/2 lb. Star ----- 4 80  
1 lb. Star ----- 10 60

## Mackerel

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

## Mushrooms

Choice, 1s, per can ----- 56  
Hotels, 1s, per can ----- 65  
Extra ----- 22  
Sur Extra ----- 80

## Plums

California, No. 2 ----- 2 50  
Pears in Syrup  
Michigan ----- 4 00  
California, No. 2 ----- 4 25

## Peas

Marrowfat ----- 1 35@1 90  
Early June ----- 1 45@2 10  
Early June sifd 2 25@2 40

## Peaches

California, No. 2 1/2 ----- 3 50  
California, No. 1 2 25@2 75  
Michigan, No. 2 ----- 4 25  
Pie, gallons ----- 8 50

## Pineapple

Grated, No. 2 ----- 2 80@3 25  
Sliced, No. 2 1/2 ----- 3 50  
Extra ----- 3 50

## Pumpkin

Van Camp, No. 3 ----- 1 60  
Van Camp, No. 10 ----- 4 50  
Lake Shore, No. 3 ----- 1 60

## Salmon

Warren's 1/2 lb. Flat 2 75  
Warren's 1 lb. Flat ----- 4 00  
Red Alaska ----- 2 85  
Med. Red Alaska ----- 2 50  
Pink Alaska ----- 1 50@1 60

## Sardines

Domestic, 1/4 ----- 3 65@5 00  
Mustard, 1/4s ----- 4 50@5 50  
Mustard, 1/4s, 48s 4 00@4 50  
California Soused ----- 2 00  
California Mustard ----- 2 10  
California Tomato ----- 2 00

## Sauerkraut

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

## Shrimps

Dunbar, 1s, doz. ----- 2 50  
Dunbar, 1 1/2s, doz. ----- 5 00

## Strawberries

Standard, No. 2 ----- 3 00  
Fancy, No. 2 ----- 4 00

## Tomatoes

No. 2 ----- 1 10@1 40  
No. 3 ----- 1 75@2 25  
No. 10 ----- 2 50

## CATSUP

Snider's 8 oz. ----- 1 90  
Snider's 16 oz. ----- 3 15  
Royal Red, 10 oz. ----- 1 35  
Royal Red, Tins ----- 11 75

## CHEESE

Brick ----- 25  
Wisconsin Flats ----- 22  
Longhorn ----- 23  
New York ----- 24  
Michigan Full Cream ----- 22

## CHEWING GUM

Adams Black Jack ----- 65  
Adams Bloodberry ----- 65  
Adams Calif. Fruit ----- 65  
Adams Chiclets ----- 65  
Adams Sen Sen ----- 65  
Adams Yucatan ----- 65  
Beeman's Pepsin ----- 65  
Beechnut ----- 75  
Doublemint ----- 65  
Juicy Fruit ----- 65  
Spearmint, Wrigleys ----- 65  
Zeno ----- 65  
Wrigley's P-K ----- 65

## CHOCOLATE

Walter Baker & Co.  
Caracas ----- 36  
Premium, 1/4s ----- 39  
Premium, 1/2s ----- 36  
Premium, 3/4s ----- 36

## CIGARS

Worden Grocer Co. Brands

## Harvester Line

Kiddies, 100s ----- 37 50  
Record Breakers, 50s ----- 75 00  
Delmonico, 50s ----- 75 00  
Pacemaker, 50s ----- 75 00  
Panatella, 50s ----- 75 00  
Favorite Club, 50s ----- 95 00  
Epicure, 50s ----- 95 00  
Waldorfs, 50s ----- 110 00

## The La Azora Line.

Opera (wood), 50s ----- 57 00  
Opera (tin), 25s ----- 57 00  
Agreements, 50s ----- 58 00  
Washington, 50s ----- 75 00  
Biltmore, 50s, wood ----- 95 00

## Sanchez & Haya Line

Clear Havana Cigars made  
in Tampa, Fla.

Diplomatics, 50s ----- 95 00  
Reina Fina (tin) 50s ----- 115 00  
Rosa, 50s ----- 125 00  
Victoria, 50s ----- 115 00  
National, 50s ----- 130 00  
Original Queens, 50s ----- 150 00  
Worden Special,  
(Exceptionals) 50s ----- 185 00

## Ignacia Haya

Extra Fancy Clear Havana  
Made in Tampa, Fla.

Delicades, 50s ----- 115 00  
Primeros, 50s ----- 140 00  
Queens, 25s ----- 180 00  
Perfecto, 25s ----- 185 00

## Garcia & Vega—Clear

Havana  
New Panatella, 100s ----- 60 00

## Starlight Bros.

La Rose De Paris Line  
Couquettes, 50s ----- 65 00  
Caballeros, 50s ----- 70 00  
Rouse, 50s ----- 115 00  
Peninsular Club, 25s ----- 150 00  
Chicos, 25s ----- 150 00  
Palmas, 25s ----- 175 00  
Perfectos, 25s ----- 195 00

## Rosenthals Bros.

R. B. Londres, 50s, ----- 58 00  
Tissue Wrapped ----- 58 00  
R. B. Invincible, 50s, ----- 75 00  
Foil Wrapped ----- 75 00

## Union Made Brands

El Overture, 50s, foil ----- 75 00  
Ology, 50s ----- 60 00

## Manila 10c

La Yebana, 25s ----- 70 00

## Our Nickel Brands

New Currency, 100s ----- 37 50  
Mistoe, 100s ----- 35 00  
Lioba, 100s ----- 35 00  
Eventual, 50s ----- 36 00

## Other Brands

Boston Straights, 50s ----- 55 00  
Trans Michigan, 50s ----- 57 00  
Court Royals (tin) 25s ----- 57 00  
Court Royal (wood) ----- 57 00  
Stephan's Broadleaf, ----- 58 00  
50s ----- 58 00  
Knickerbocker, 50s ----- 58 00  
Iroquois, 50s ----- 58 00  
B. L., 50s ----- 58 00  
Hemmieter Cham ----- 57 50  
pions, 50s ----- 57 50  
Templar Blunts, 50s ----- 75 00  
Templar Perfecto, ----- 105 00  
50s ----- 105 00

## Cheroots

Old Virginia, 100s ----- 23 50  
Havana Council, 100s ----- 30 00  
Stogies

Home Run, 50, Tin ----- 18 50  
Havana Gem, 100 wd ----- 27 50

## CLOTHES LINE

Hemp, 50 ft. ----- 3 50  
Twisted Cotton, 50 ft. ----- 2 15  
Twisted Cotton, 60 ft. ----- 3 00  
Braided, 50 ft. ----- 3 50  
Sash Cord ----- 2 60@3 75

## COCOA

Baker's 1/4s ----- 46  
Baker's 1/2s ----- 42  
Bunte, 15c size ----- 55  
Bunte, 1/4 lb. ----- 50  
Bunte, 1 lb. ----- 48  
Cleveland ----- 41  
Colonial, 1/4s ----- 35  
Colonial, 1/2s ----- 33  
Droste's Dutch, 1 lb. ----- 9 00  
Droste's Dutch, 1/2 lb. ----- 4 75  
Droste's Dutch, 1/4 lb. ----- 2 00  
Epps ----- 42  
Hersheys, 1/4s ----- 42  
Hersheys, 1/2s ----- 40  
Huyler ----- 36  
Lowney, 1/4s ----- 48  
Lowney, 1/2s ----- 47  
Lowney, 1/4s ----- 46  
Lowney, 5 lb. cans ----- 31  
Van Houten, 1/4s ----- 12  
Van Houten, 1/2s ----- 18  
Van Houten, 1/4s ----- 36  
Van Houten, 1s ----- 65  
Wan-Eta ----- 36  
Webb ----- 33  
Wilbur, 1/4s ----- 33  
Wilbur, 1/2s ----- 33

## COCOA

1/4s, 5 lb. case Dunham ----- 50  
1/4s, 5 lb. case ----- 48  
1/4s & 1/2s, 15 lb. case ----- 49  
6 and 12c pkg. in pails ----- 75  
Bulk, barrels ----- 24  
48 2 oz. pkgs., per case ----- 15  
48 4 oz. pkgs., per case ----- 7 00

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1/4s & 1/2s, 15 lb. case ----- 49  
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Bulk, barrels ----- 24  
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## COFFEE

Bulk  
Rio ----- 11  
Santos ----- 15@22  
Maracaibo ----- 22  
Mexican ----- 25  
Guatemala ----- 26  
Java ----- 46  
Bogota ----- 28  
Peaberry ----- 22

## COFFEE

Package Coffee  
New York Basis  
Arbuckle ----- 22 50

## McLaughlin's XXXX

McLaughlin's XXXX pack-  
age coffee is sold to retail-  
ers only. Mail all orders  
direct to W. F. McLaugh-  
lin & Co., Chicago.

## Coffee Extracts

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

## CONDENSED MILK

Eagle, 4 doz. ----- 9 50  
Leader, 4 doz. ----- 6 50

## EVAPORATED MILK

Carnation, Tall, 4 doz. ----- 5 60  
Carnation, Baby, 8 dz ----- 5 30  
Pet, Tall ----- 5 60  
Pet, Baby ----- 4 00  
Van Camp, Tall ----- 6 50  
Van Camp, Baby ----- 4 50  
Dundee, Tall, doz. ----- 6 60  
Dundee, Baby, 8 doz. ----- 6 00  
Silver Cow, Baby,  
8 doz. ----- 5 30  
Silver Cow, Tall ----- 5 60

## MILK COMPOUND

Hebe, Tall, 4 doz. ----- 4 00  
Hebe, Baby, 8 doz. ----- 3 90  
Caroline, Tall, 4 doz. ----- 4 25

## CONFECTIONERY

Stick Candy  
Standard ----- 17  
Jumbo Wrapped ----- 19  
Pure Sugar Stick, 600's ----- 4 20

## Mixed Candy

Grocers ----- 13  
Kindergarten ----- 22  
Leader ----- 18  
Century Creams ----- 22  
X. L. O. ----- 15  
French Creams ----- 20  
Cameo Mixed ----- 23  
Fancy Mix ----- 22

## Specialties.

Auto Kisses ----- 22  
Bonnie Butter Bites ----- 25  
Butter Cream Corn ----- 27  
Caramel Bon Bons ----- 30  
Cream Waters, Pep.  
and Pink ----- 24  
Fudge, Walnut ----- 26  
Italian Bon Bons ----- 22  
Marshmallow Peanuts ----- 26  
Manchus ----- 24  
National Cream Mints,  
7 lb. tins ----- 32  
Nut Butter Puffs ----- 24  
Persian Caramels ----- 30  
Snow Flake Fudge ----- 24  
Sugar Cakes ----- 24  
A. A. Jelly Beans ----- 17  
Wintergreen Berries ----- 22  
Sugared Peanuts ----- 22  
Cinnamon Imperials ----- 22  
Cocoanut Chips ----- 26

## Chocolates.

Champion ----- 22  
Honeyuckle Chips ----- 40  
Klondikes ----- 30  
Nut Wafers ----- 30  
Ocoro Caramels ----- 30  
Peanuts, Choc. Cov'd ----- 35  
Quintette, Assorted ----- 25  
Mount Royals ----- 34

## Fancy Chocolates.

5 lb. Boxes  
Bittersweets, Ass'ted ----- 1 90  
Choc. Marshmallow Dp ----- 1 80  
Milk Chocolate A. A. ----- 2 25  
Nibble Sticks ----- 2 25  
Primrose Choc. Plain ----- 1 45  
Dipped ----- 1 75  
No. 12 Choc. Plain ----- 2 00  
Chocolate Nut Rolls ----- 2 00

## Gum Drops.

Anise ----- 20  
Raspberry ----- 20  
Favorite ----- 24  
Orange Jellies ----- 20  
Butterscotch Jellies ----- 21

## Lozenges.

A. A. Pep. Lozenges ----- 18  
A. A. Pink Lozenges ----- 18  
A. A. Choc. Lozenges ----- 18  
Motto Hearts ----- 22  
Malted Milk Lozenges ----- 22

## Hard Goods.

Lemon Drops ----- 19  
O. F. Horehound Dps ----- 19  
Anise Squares ----- 18  
Peanut Squares ----- 18  
Horehound Tablets ----- 23

## Pop Corn Goods.

Cracker Jack, Prize ----- 7 00  
Checkers Prize ----- 7 00  
Balloon Pop Corn, 50s ----- 1 90

## Cough Drops

Putnam Menthol Hore-  
hound ----- 1 30  
Smith Bros. ----- 1 45

## CRISCO

36s, 24s and 12s ----- 18  
6 lb. ----- 17 1/2

## COUPON BOOKS

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

Where 1,000 books are  
ordered at a time, special-  
ly printed front cover is  
furnished without charge.

## CREAM OF TARTAR

6 lb. boxes ----- 55  
3 lb. boxes ----- 60

## DRIED FRUITS

Apples  
Evap'd. Choice, blk. ----- 16

## Apricots

Evaporated, Choice ----- 25  
Evaporated, Fancy ----- 30

## Citron

10 lb. box ----- 52

## Currants

Packages, 14 oz. ----- 20  
Boxes, Bulk, per lb. ----- 18

## Peaches

Evap. Choice, Unpeeled ----- 15  
Evap. Fancy, Unpeeled ----- 18  
Evap. Fancy, Peeled ----- 19

## Peel

Lemon, American ----- 32  
Orange, American ----- 33

## Raisins

Fancy S'ded, 1 lb. pkg. ----- 27  
Thompson Seedless, ----- 27  
1 lb. pkg. ----- 26  
Thompson Seedless,  
bulk ----- 26

## California Prunes

80-90 25 lb. boxes ----- 8 1/2  
70-80 25 lb. boxes ----- 8 1/2  
60-70 25 lb. boxes ----- 8 1/2  
50-60 25 lb. boxes ----- 8 1/2  
40-50 25 lb. boxes ----- 8 1/2  
30-40 25 lb. boxes ----- 8 1/2

## FARINACEOUS GOODS

Beans



## HIDES AND PELTS

| Hides                  |        |
|------------------------|--------|
| Green, No. 1           | 05     |
| Green, No. 2           | 04     |
| Cured, No. 1           | 06     |
| Cured, No. 2           | 05     |
| Calfskin, green, No. 1 | 11     |
| Calfskin, green, No. 2 | 9 1/2  |
| Calfskin, cured, No. 1 | 12     |
| Calfskin, cured, No. 2 | 10 1/2 |
| Horse, No. 1           | 2 00   |
| Horse, No. 2           | 1 00   |

| Pelts     |        |
|-----------|--------|
| Old Wool  | 25@ 50 |
| Lambs     | 10@ 25 |
| Shearings | 05@ 10 |

| Tallow |        |
|--------|--------|
| Prime  | @3     |
| No. 1  | @2 1/2 |
| No. 2  | @2     |

| Wool                       |       |
|----------------------------|-------|
| Unwashed, medium           | 15@16 |
| Unwashed, rejects          | @10   |
| Fine                       | @16   |
| Market dull and neglected. |       |

| HONEY           |      |
|-----------------|------|
| Airline, No. 10 | 4 00 |
| Airline, No. 15 | 5 50 |
| Airline, No. 25 | 8 25 |

| HORSE RADISH    |      |
|-----------------|------|
| Per doz., 7 oz. | 1 75 |

| JELLY                               |      |
|-------------------------------------|------|
| Pure, Silver Leaf, per pail, 30 lb. | 4 00 |

| JELLY GLASSES   |    |
|-----------------|----|
| 8 oz., per doz. | 44 |

| MINCE MEAT                 |      |
|----------------------------|------|
| None Such, 3 doz. case for | 5 35 |
| Quaker, 3 doz. case for    | 4 75 |

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

| NUTS—Whole                 |    |
|----------------------------|----|
| Almonds, Terragona         | 25 |
| Brazils, large washed      | 31 |
| Fancy Mixed                | 24 |
| Filberts, Barcelona        | 24 |
| Peanuts, Virginia, raw     | 11 |
| Peanuts, Virginia, roasted | 13 |
| Peanuts, Spanish           | 25 |
| Walnuts, California        | 29 |
| Walnuts, Naples            | 25 |

| Shelled              |        |
|----------------------|--------|
| Almonds              | 55     |
| Peanuts, Spanish     | 15     |
| Salted, 10 lb. box   | 1 15   |
| Peanuts, Spanish     | 10 1/2 |
| Salted, 100 lb. bbl. | 10     |
| Peanuts, Spanish     | 95     |
| Salted, 200 lb. bbl. | 10     |
| Pecans               | 55     |
| Walnuts              | 95     |

| OLIVES                          |      |
|---------------------------------|------|
| Bulk, gal. kegs, each           | 5 00 |
| Bulk, 5 gal. kegs, each         | 7 00 |
| Stuffed, 3 1/2 oz.              | 2 25 |
| Stuffed, 9 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             | 25 |
| 5 lb. pails, 6 in crate | 15 |
| 15 lb. pails            | 25 |
| 25 lb. pails            | 40 |
| 50 lb. tins             | 75 |

## PETROLEUM PRODUCTS

| Iron Barrels                    |      |
|---------------------------------|------|
| Perfection                      | 9.7  |
| Red Crown Gasoline              | 19.9 |
| Gas Machine Gasoline            | 33   |
| V. M. & P. Naphtha              | 22   |
| Capitol Cylinder, Iron          | 42.5 |
| Bbls.                           |      |
| Atlantic Red Engine, Iron Bbls. | 23.5 |
| Winter Black, Iron              | 14   |
| Polarine, Iron Bbls.            | 54.5 |

## PICKLES

| Medium                |     |
|-----------------------|-----|
| Barrel, 1,200 count   | --- |
| Half bbls., 600 count | --- |
| 5 gallon kegs         | --- |

| Small         |     |
|---------------|-----|
| Barrels       | --- |
| Half barrels  | --- |
| 5 gallon kegs | --- |

| Gherkins      |     |
|---------------|-----|
| Barrels       | --- |
| Half barrels  | --- |
| 5 gallon kegs | --- |

| Sweet Small   |     |
|---------------|-----|
| Barrels       | --- |
| Half barrels  | --- |
| 5 gallon kegs | --- |

| PIPES              |      |
|--------------------|------|
| Cob, 3 doz. in box | 1 25 |

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

| POTASH            |      |
|-------------------|------|
| Babbitt's, 2 doz. | 2 75 |

## FRESH MEATS.

| Beef.                   |    |
|-------------------------|----|
| Top Steers and Heifers  | 16 |
| Good Steers and Heifers | 15 |
| Med. Steers & Heifers   | 13 |
| Com. Steers & Heifers   | 11 |

| Cows.  |    |
|--------|----|
| Top    | 13 |
| Good   | 12 |
| Medium | 11 |
| Common | 10 |

| Veal.  |    |
|--------|----|
| Top    | 17 |
| Good   | 15 |
| Medium | 12 |

| Lamb.  |    |
|--------|----|
| Good   | 18 |
| Medium | 17 |
| Poor   | 15 |

| Mutton. |    |
|---------|----|
| Good    | 10 |
| Medium  | 09 |
| Poor    | 07 |

| Pork.          |        |
|----------------|--------|
| Heavy hogs     | 11     |
| Medium hogs    | 13     |
| Light hogs     | 13     |
| Sows and stags | 10     |
| Loins          | 23@24  |
| Butts          | 13 1/2 |
| Shoulders      | 13 1/2 |
| Hams           | 23     |
| Spareribs      | 09     |
| Neck bones     | 04     |

## PROVISIONS

| Barreled Pork   |             |
|-----------------|-------------|
| Clear Back      | 23 00@24 00 |
| Short Cut Clear | 22 00@23 00 |
| Clear Family    | 27 00@28 00 |

| Dry Salt Meats |             |
|----------------|-------------|
| S P Bellies    | 16 00@19 00 |

| Lard            |             |
|-----------------|-------------|
| 80 lb. tubs     | advance 1/4 |
| Pure in tierces | 14@14 1/2   |
| Compound Lard   | 12@12 1/2   |
| 69 lb. tubs     | advance 1/4 |
| 50 lb. tubs     | advance 1/4 |
| 20 lb. pails    | advance 1/4 |
| 10 lb. pails    | advance 1/4 |
| 5 lb. pails     | advance 1/4 |
| 3 lb. pails     | advance 1/4 |

## Smoked Meats

|                      |            |
|----------------------|------------|
| Hams, 14-16 lb.      | 26 @30     |
| Hams, 16-18 lb.      | 26 @30     |
| Hams, 18-20 lb.      | 26 @30     |
| Ham, dried beef sets | 38 @39     |
| California Hams      | 14 1/2 @15 |
| Picnic Boiled        |            |
| Hams                 | 30 @32     |
| Boiled Hams          | 42 @45     |
| Minced Hams          | 14 @15     |
| Bacon                | 40 @42     |

## Sausages

|            |       |
|------------|-------|
| Bologna    | 12    |
| Liver      | 12    |
| Frankfort  | 16    |
| Pork       | 18@20 |
| Veal       | 11    |
| Tongue     | 11    |
| Headcheese | 14    |

## Beef

|           |             |
|-----------|-------------|
| Boneless  | 24 00@26 00 |
| Rump, new | 25 00@27 00 |

## Mince Meat

|                        |      |
|------------------------|------|
| Condensed No. 1 car.   | 2 00 |
| Condensed Bakers brick | 31   |
| Moist in glass         | 8 00 |

| Pig's Feet         |       |
|--------------------|-------|
| 1/4 bbls.          | 2 15  |
| 1/2 bbls., 35 lbs. | 3 75  |
| 1/2 bbls.          | 7 00  |
| 1 bbl.             | 14 15 |

| Tripe              |      |
|--------------------|------|
| Kits, 15 lbs.      | 90   |
| 1/4 bbls., 40 lbs. | 1 60 |
| 1/2 bbls., 80 lbs. | 3 00 |

| Casings            |           |
|--------------------|-----------|
| Hogs, per lb.      | @65       |
| Beef, round set    | 22@24     |
| Beef, middles, set | 50@60     |
| Sheep, a skein     | 1 75@2 00 |

| Uncolored Oleomargarine |       |
|-------------------------|-------|
| oSlid Dairy             | 23@29 |
| Country Rolls           | 30@31 |

| RICE       |      |
|------------|------|
| Fancy Head | 7@11 |
| Blue Rose  | 5 00 |
| Broken     | 3 00 |

| ROLLED OATS             |      |
|-------------------------|------|
| Monarch, bbls.          | 7 00 |
| Rolled Avena, bbls.     | 8 00 |
| Steel Cut, 100 lb. saks | 4 00 |
| Monarch, 90 lb. saks    | 3 25 |
| Quaker, 18 Regular      | 2 05 |
| Quaker, 20 Family       | 4 80 |

| SALAD DRESSING         |      |
|------------------------|------|
| Columbia, 1/2 pints    | 2 25 |
| Columbia, 1 pint       | 4 00 |
| Durkee's large, 1 doz. | 6 00 |
| Durkee's med., 2 doz.  | 7 10 |
| Durkee's Picnic, 2 dz. | 3 25 |
| Snider's large, 1 doz. | 3 50 |
| Snider's small, 2 doz. | 2 35 |

| SALERATUS             |      |
|-----------------------|------|
| Packed 60 lbs. in box |      |
| Arm and Hammer        | 3 75 |
| Wyandotte, 100 %s     | 3 00 |

| SAL SODA                          |      |
|-----------------------------------|------|
| Granulated, bbls.                 | 2 50 |
| Granulated, 100 lbs cs            | 2 75 |
| Granulated, 36 2 1/2 lb. packages | 3 00 |

| SALT          |                 |
|---------------|-----------------|
| Packers No. 1 | 56 lb. sacks 60 |

| Common       |      |
|--------------|------|
| Medium, Fine | 2 70 |



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

| SALT FISH        |       |
|------------------|-------|
| Cod              |       |
| Middles          | 25    |
| Tablets, 1 lb.   | 20@22 |
| Tablets, 1/2 lb. | 2 00  |
| Wood boxes       | 19    |

| Holland Herring  |       |
|------------------|-------|
| Standards, bbls. | 13 00 |
| Y. M. bbls.      | 14 25 |
| Standards, kegs  | 80    |
| Y. M. kegs       | 87    |

| Herring             |       |
|---------------------|-------|
| K K K K, Norway     | 20 00 |
| 8 lb. pails         | 1 40  |
| Cut Lunch           | 1 10  |
| Scaled, per box     | 20    |
| Boned, 10 lb. boxes | 13    |

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

| Mackerel        |       |
|-----------------|-------|
| Mess, 100 lbs.  | 28 00 |
| Mess, 50 lbs.   | 13 50 |
| Mess, 10 lbs.   | 3 00  |
| Mess, 8 lbs.    | 2 85  |
| No. 1, 100 lbs. | 25 00 |
| No. 1, 50 lbs.  | 13 00 |
| No. 1, 10 lbs.  | 2 85  |

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

| SHOE BLACKING          |      |
|------------------------|------|
| Handy Box, large 3 dz. | 3 50 |
| Handy Box, small       | 1 25 |
| Bixby's Royal Polish   | 1 35 |
| Miller's Crown Polish  | 90   |

## SEEDS

|                   |        |
|-------------------|--------|
| Anise             | 30     |
| Canary, Smrna     | 08     |
| Cardamon, Malabar | 1 25   |
| Celery            | 32     |
| Hemp, Russian     | 07 1/2 |
| Mixed Bird        | 13 1/2 |
| Mustard, yellow   | 12     |
| Poppy             | 30     |
| Rape              | 10     |

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

| SOAP                                   |      |
|--|------|
| Proctor & Gamble, 5 box lots, assorted | 7 00 |
| Ivory, 100 6 oz.                       | 8 50 |
| Ivory Soap Flks., 100s                 | 8 50 |
| Ivory Soap Flks., 50s                  | 4 35 |
| Lenox, 140 cakes                       | 5 50 |
| P. & G. White Naphtha                  | 5 75 |
| Star, 100 No. 11 cakes                 | 5 75 |
| Star Nap. Pwdr., 100s                  | 3 90 |
| Star Nap. Pwdr., 24s                   | 5 75 |

| Lautz Bros. & Co.             |      |
|-------------------------------|------|
| Acme, 70, 12 oz. bars         | 3 05 |
| Big Master, 100 blocks        | 4 00 |
| Climax, 100, 8 oz. cakes      | 3 00 |
| Lotus, 100, 10 oz. cake       | 8 75 |
| Lotus, 100, 6 oz. cake        | 5 75 |
| Marseillis, 100, 11 oz. cakes | 6 40 |

| Tradesman Company    |      |
|----------------------|------|
| Black Hawk, one box  | 4 50 |
| Black Hawk, five bxs | 4 25 |
| Black Hawk, ten bxs  | 4 00 |

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

| Scouring Powders        |       |
|-------------------------|-------|
| Sapallo, gross lots     | 12 50 |
| Sapallo, half gro. lots | 6 30  |
| Sapallo, single boxes   | 3 15  |
| Sapallo, hand           | 3 15  |
| Queen Anne, 60 cans     | 3 60  |
| Snow Maid, 60 cans      | 3 60  |

| Washing Powders           |      |
|---------------------------|------|
| Snow Boy, 100 5c          | 3 90 |
| Snow Boy, 84 14 oz.       | 5 00 |
| Snow Boy 24 pkgs.         | 5 55 |
| One box free with every 5 |      |

| Soap Powders         |      |
|----------------------|------|
| Johnson's Fine, 48 2 | 5 75 |
| Johnson's XXX 100    | 5 75 |
| Lautz Naphtha, 60s   | 3 60 |
| Nine O'Clock         | 4 10 |
| Oak Leaf, 100 pkgs.  | 6 50 |
| Old Dutch Cleanser   | 4 75 |
| Queen Anne, 60 pkgs. | 3 60 |
| Rub-No-More          | 5 50 |

## CLEANSERS.



80 can cases, \$4.80 per case

| SODA          |   |
|---------------|---|
| Bl Carb, Kegs | 4 |

| SPICES                |     |
|-----------------------|-----|
| Whole Spices          |     |
| Allspice, Jamaica     | @13 |
| Cloves, Zanzibar      | @32 |
| Cassia, Canton        | @22 |
| Cassia, 5c pkg., doz. | @40 |
| Ginger, African       | @15 |
| Ginger, Cochinchina   | @20 |
| Mace, Penang          | @70 |
| Mixed, No. 1          | @17 |
| Mixed, No. 2          | @16 |
| Mixed, 5c pkgs., doz. | @45 |
| Nutmegs, 70-8         | @45 |
| Nutmegs, 105-110      | @45 |
| Pepper, Black         | @15 |
| Pepper, White         | @40 |
| Pepper, Cayenne       | @22 |
| Paprika, Hungarian    | @80 |

| Pure Ground in Bulk |     |
|---------------------|-----|
| Allspice, Jamaica   | @17 |
| Cloves, Zanzibar    | @32 |
| Cassia, Canton      | @22 |
| Ginger, African     | @15 |
| Ginger, Cochinchina | @20 |
| Mace, Penang        | @70 |
| Nutmegs             | @45 |
| Pepper, Black       | @15 |
| Pepper, White       | @40 |
| Pepper, Cayenne     | @22 |
| Paprika, Hungarian  | @80 |



### Thievery the Greatest Menace To Modern Business.

(Concluded from page twenty-four) son. It is not honest to return goods that have been honestly bought and shipped just as ordered. When merchants are dishonest in not living up to their contracts they must not be surprised to find their clerks dishonest with them. The amount of petty stealing on the part of employees has grown enormously all over the country, especially in those cities where there is a large foreign population from certain parts of Europe. There can be no success when such conditions exist. The clerk who "raises his own salary" is on the wrong road.

When I first went out as a salesman I was sent to take the place of a man who was ill. When I had covered his territory for a month he sent for me and said: "Let's see your expense account." I handed it to him and as he eyed the items critically he whistled and then remarked: "It would never do to send in this expense account. I will revise it for you." When he handed it to me later he had changed the items so it was about \$50 higher for the month. I declined to send it in and he called me some rather harsh names. I stood pat, so he sent me on a trip in a skiff down the Mississippi River from New Madrid, Mo., to Memphis, Tenn. This was my punishment, but he could not refrain from telling what a D. F. I was and eventually the story reached the head of our house, because years afterward he mentioned it to me.

Once we had a very good salesman traveling in the Southeast. His expense account was always very high. One time the head of the cutlery department reported to me that he had slipped several dozen high priced pocket knives into his sample trunk. The trunk was opened, the knives found, and I discharged him. Two years later this salesman was shot and instantly killed while robbing a general store at Biloxi, Miss. He had gone down until he became an oyster fisherman on a fishing schooner off that coast. If this man had been straight he could easily and comfortably have earned a large salary and eventually have become independent.

I have had a lot of experience with drunkards and thieves as salesmen and employees and I must say here that many hard drinkers have been persuaded to stop drinking and have quit permanently and become valuable citizens, but I never had any luck in reforming thieves. In every case where I have tried to give a thief another chance I have invariably been "stung" again. Thieves may quit their evil ways and go straight, but I have never known one to in my own experience.

Once I went up to have tea with Warden Osborne of Sing Sing. He asked me to employ a man who was just getting out after ten years for stealing. I hired him and soon things began to disappear. I put on a detective and he nabbed Mr. Osborne's friend. In this connection I must add that one Christmas Eve this

employee came to me with a personal check from Mr. Osborne for \$50, asking me to cash it and put it through my bank account as it would raise suspicion for him to have a check signed by the Warden. I did, and when the politicians were all trying to ruin Warden Osborne I often thought of that \$50 Christmas present to an ex-convict!

A mining man of Denver, who struck it rich, decided to put his son in the hardware business. He picked up a hardware man, his friend, to buy the new stock from me and go into business with his son. This man insisted on going to St. Louis to "see the goods." We had to agree to pay his expenses. Returning, he said to me: "Don't mention paying my expenses. I am going to charge them up." The stock of goods was shipped to a city outside of my territory and so for a long time I lost track of them. One day, meeting the mining man, I asked how they were getting on. He looked at me very curiously and asked, "Why do you ask? Don't you think they are all right?" "No," I said impulsively, "Smith is a crook and will get you yet." Then he told me they were always calling for more money and he was very much worried about them. It all ended by my going there to check up things and I found a terrible mess. The miner had given me a power of attorney and after a fight I got rid of Smith, but he had systematically robbed the business from the beginning. Smith died a pauper, but the man who took his place in the business is now well off—money in the bank and a lovely home.

I knew a man who had a position paying him \$10,000 a year who lost it and died in the poorhouse because he would steal towels and soap. As far as we ever knew he never took anything else.

A salesman in Texas sent us two monthly expense accounts covering the same month. One was considerably higher than the other. We wrote asking which was correct. He answered the "higher." He married a very rich girl and moved East. Some day we will hear of his finish. It is absolutely sure. I will bet on it.

I worked in stock with one of the best stock clerks I ever knew. Years after, when I had left that house, I heard he had been arrested for stealing. One bitter cold winter night a thinly clad, shivering man stopped and asked me for God's sake to give him a job. It was my old stock clerk friend. I put him in our warehouse handling barbed wire. After a year or two I tried him in a fine tool department. We caught him carrying out tools. He had special pockets in his trousers. He lied to the time we made him "shell out."

These are only a few true stories from my experience. I could enlarge the list indefinitely.

Probably the funniest story of stealing was the case of an enormously fat girl. She carried the money home and all the family lived in luxury. She made all of them presents. In every other respect she was an absolutely good woman. "How

did you explain the money to your family?" I asked. Mopping her tears with her handkerchief, she sobbed, "I told 'em I had a lover who gave me the money and often I walked the streets for hours alone at night so they would think I was out with him."

I believe stealing is a disease, and when this disease is once caught I do not believe it is ever cured. It almost always starts in a small way, but the disease develops rapidly. I have visited many prisons and while convicts will admit they are murderers and all kinds of crimes of violence, I have never had a prisoner voluntarily admit he was a thief—even criminals have a contempt for the thieves among them.

My dear boy, if you have started taking things even in a small way stop it. Don't even use the company's paper or stamps. The only way to be straight is to be 100 per cent. straight! I have studied men and boys in business for forty years, so take my word for it there is no sucker's game equal to that of taking what is not yours. The first rule in the climb to success is to be 100 per cent. straight!—Saunders Norvell in Hardware Age.

### Why Hotels Must Reduce Their Present Rates.

Grand Rapids, Sept. 13.—There is a concerted movement on foot to force hotels to reduce their rates. This move is entirely justified.

600,000 men, at a conservative estimate, are so employed that they spend an average of 200 days each year away from home.

Their average expenditure is \$4.50 per day for lodging and meals and \$3 per day for transportation.

Each man averages \$900 yearly for lodging and meals; \$600 yearly for transportation.

These enormous totals are rolled up:

Hotel expenses ---- \$540,000,000 yearly  
Transportation ---- 360,000,000 yearly

With this tremendous travel bill for business to shoulder what is the situation?

The iron and steel industry is operating at 25 to 30 per cent. capacity. The buying power of the farmer has been cut in half. Manufacturing operations, as a whole, are less than half of normal.

Where there is good business, it has been, as a rule, due to intensive sales work, emphasizing the point that what is needed to bring about a general business revival is more selling effort, whereas many salesmen have been taken off the road because of the high cost of operating them.

A glance at the figures shown above is sufficient to bring home to hotel men the fact that for them to be prosperous, traveling men must be kept on the road, and that it is up to them to do their part toward improving general business conditions by reducing their rates so that the men can be kept on the road.

Perhaps it may involve a sacrifice—but why not? Manufacturers and merchants are sending out men to-day even though they are operating with

no profit or at a loss. But the following figures indicate that, in most cases substantial reductions in hotel rates below 1920 levels, if not already made, are in order:

|                              |     |     | per cent.<br>below<br>1921 peak |
|------------------------------|-----|-----|---------------------------------|
| Farm products                | 100 | 246 | 115 53                          |
| Food -----                   | 100 | 287 | 141 50                          |
| Clothes and<br>clothing ---- | 100 | 356 | 186 48                          |
| Furnishings --               | 100 | 371 | 274 26                          |
| Fuel and Light               | 100 | 284 | 199 30                          |

These are the wholesale price indices compiled by the Bureau of Labor at Washington, and the general wholesale price level is now not more than 50 per cent. above the pre-war levels, and has declined close to 50 per cent. from the 1920 peak. No decline in rents is shown, but the existing level, according to the National Industrial Conference Board, is only 71 per cent. above 1914 figures.

What the Traveling Men Can Do. Notwithstanding the importance of the situation, and the correctness of these statements, we still lack a means for bringing the matter to the attention of the individual hotel man from day to day in such a way as to influence him to make a reduction in his commercial rates.

Naturally, the hotel man will only make a suitable reduction when he understands that such action on his part will be recognized, understood and appreciated by a large number of the traveling public who can be depended upon to reciprocate by patronizing his hotel in the future.

A considerable number of trade and manufacturing organizations have arranged to co-operate in placing these facts in the hands of all traveling men through their own houses, and to request each of these traveling men to place these facts before hotel men from day to day, asking their co-operation in this movement to the extent of a reduction in hotel rates under the 1920 basis and conforming to the lowered cost of hotel operation.

The hotel men will, of course, bear in mind that the traveling man "has been pretty good to him" for some years past and this is the hotel man's chance to do his bit.

Talk this over with other traveling men in order to find out the best way of handling this matter effectively with the hotel men and without embarrassment or hardship on anyone. L. P. Hadden & Co.

*Fiegler's*

**Chocolates**

Package Goods of  
Paramount Quality  
and  
Artistic Design

**Grand Rapids Store Fixture Co.**

7 No. Ionia Ave.

Grand Rapids

**Store and Office Fixtures of All Kinds**  
**BOUGHT AND SOLD**

Correspondence solicited.

Call and see us when in town.



### Infamous Doctrines of Labor Unionism.

The young man in business as porter, stock man, salesman or proprietor—the young man in a profession as assistant or practitioner—has one way to advancement, and only one. It is the way of hard work, close attention to his duties, economy, saving, and the building up of the habits of efficiency. It is a long, long way usually, but a safe and sure one. Nobody pretends that there is any other road to prosperity and success for him. And all the time he must stay on the job until savings and wise investments finally open his way to better things.

How about the young man in a trade or at common labor? Is there a softer path for him to tread? Has he any just claim to special consideration that the youth in the store, or the lawyer's or doctor's office, has not?

Let us see about that. After his apprenticeship he may join a trade union or a labor organization, if willing to yield his freedom and conscience to it—to work or loaf as the union directs. There he is taught that the union will provide for him. He is thoroughly inoculated with the false belief that its paternal care is over him. As a matter of fact, he can succeed only by undergoing the same self-denial the young man in business or professional life must practice. If he squanders high wages on silk shirts and automobiles, as coal miners did during the war, his extravagance will ruin him as it would the clerk in the store.

But the trades union is behind him, and Gompers says he is entitled to a wage that will guarantee him all the luxuries and finer things of life as he goes along. Gompers fights for the slackers, slovens, spenders and wasters. Has he ever, we wonder, told the federation of labor that only by economy and saving can a man increase his possessions? Apparently not. He demands that the workman shall have luxuries and "finer things" from his daily wage—things nobody else can have except by years of self-denial.

### Indications Point To Small Cranberry Crop.

All indications point to the shortest cranberry crop that has been known for many years. From reliable figures secured after careful investigation, it is believed the total yield in Cape Cod, New Jersey and Wisconsin will fall short of 400,000 bbls. It is estimated that Cape Cod will have 205,000 bbls., New Jersey 170,000, and Wisconsin 22,000, making a total of 397,000. This is about 40,000 bbls. short of last year, when the crop was 440,000, and 165,000 bbls. short of 1919, when the yield in the three sections was 565,000.

The shortage this year will be on the early varieties. There will be proportionately as large a crop of late varieties as last year, but early Blacks and other early varieties will be at least one-third lighter than last year. This is true, not only of Cape Cod, but of New Jersey as well. Heavy rains, at the time the early berries bloomed, caused the shortage in the early.

From all indications, the size and

quality of the berries this year will be satisfactory. This is particularly true of New Jersey, where the quality promises to be unusually good. There has been excellent growing weather in the last few months and this has helped the late varieties considerably. Picking started last week, immediately after labor day, about the normal time for picking, and shipments will begin to move freely next week. At that time the opening price on early Blacks will be made by the American Cranberry Exchange.

The opening price on Blacks last year on Sept. 25 was \$8.50 per bbl., f. o. b. Cape Cod and New Jersey. There is every reason to believe that the opening price this year will be higher because of the shortage of early varieties and the general shortage of the crop. Last year conditions were exactly reversed to this year. At the time the crop of early Blacks was about normal while the late varieties were short.

### Local Agent Will Make Good His Error.

Apropos of the recent fire loss sustained by Reed & Son, at Coopersville, it may be stated that the action of the adjuster for the Western Adjustment Co., in refusing to pay the portion of the loss which should have been assumed by the American Eagle Fire Insurance Co., was based on the mistake of the local agent who wrote the stock policy in using a rider which did not properly cover the risk he undertook to protect in the event of loss by fire. This error on the part of the agent cost the insured about \$50, which it is understood the local agent proposes to personally assume, in order that the stock company he represents may be placed on a parity with the mutual company—which carried a policy on the same risk and paid the loss in full—in the estimation of the insurers of Coopersville. This surely is a very generous act on the part of the local agent, F. E. Slater, and shows how keenly he feels his unfortunate position in representing stock, instead of mutual insurance.

### Time Limit Extended For Filing Express Claims.

Members of the National Retail Dry Goods Association have been informed by the Traffic Group of that body that, effective Oct. 1, a change will be made in the uniform express receipt, to the effect that the time limit within which to file claims for damage, loss or injury has been made six months, and that the time limit to file claims for total loss has been extended to six months and fifteen days after the date of shipment. The change is not retroactive. In connection with this, President Taylor of the American Railway Express Company says:

"We have taken this action feeling that claimants will not delay the filing of their claims because of the additional time given them, but, on the other hand, will be eager to register their claims as soon as possible in all cases where it is necessary to file claims, so that we may be afforded an opportunity to conduct our investigations when the trails are freshest."

## 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.

Exchange—Eighty-acre fruit and stock farm for hardware. O. A. Keeler, Shelby, Mich. 472

WANTED—To hear from someone with good business to exchange for good farm. No. 486 Michigan Tradesman. 486

For Sale—Dry goods, ready-to-wear stock, near Coldwater, Mich., town 1800. Established twenty-two years. Excellent proposition. Stock, \$15,000. Address No. 487, Care Michigan Tradesman. 487

For Sale—Grocery and meat market doing cash and carry business, about \$1,000 per week. Best location in town of 1600, also fine farming trade. Iceless refrigeration in meat department. Will sell cheap, account ill health. Address No. 488, care Michigan Tradesman. 488

### REBUILT CASH REGISTER CO., Inc.

Dealers in Cash Registers, Computing Scales, Adding Machines, Typewriters And Other Store and Office Specialties. 122 N. Washington, SAGINAW, Mich. Repairs and Supplies for all makes.

FOR SALE—A grocery store in the village of Vicksburg, main corner location. A good going business for a small investment. Address L. F. Cloney, Care A. W. Walsh Co., Kalamazoo, Mich. 480

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.

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## NATIONAL BISCUIT COMPANY



### Hotel Men Requested To Meet the Issue.

The Wholesale Dealers branch of the Grand Rapids Association of Commerce has unanimously adopted the following resolution:

WHEREAS—The hotels of our State have been a material factor in helping to develop its business, and have always contributed generously and willingly toward movements of commercial bodies for the advancement of the business interests of the State; and

WHEREAS—The wholesalers of the city of Grand Rapids have been particularly fortunate in the class of hotel men which they have in this part of the State and the wholesalers have a very high regard for the intelligence and integrity of the hotel men and are conscious of the fact that before this period of readjustment is over it will be necessary for the hotel men to make some considerable sacrifices which will probably be in keeping with those losses which have been met by the business public; and

WHEREAS—The wholesalers of Grand Rapids appreciate that the best interests of the State demand that the hotels shall be kept up to the highest standard of efficiency at all times, and this may mean during the remainder of the readjustment period a severe strain upon our friends, the hotel-keepers, nevertheless we as wholesalers believe that in the interest of the quickest possible readjustment and, as a further aid to putting business on a normal basis whereby all lines of business shall enjoy the same opportunity for success and profit, it is now time for our friends, the hotel men, to reduce their prices from the war time basis of the past to such a level as shall be consistent with the present costs of food and service, therefore, be it

RESOLVED—That we as wholesalers of Grand Rapids respectfully urge that the hotel men of the State shall immediately readjust their rates to prices that shall be consistent with the present costs of the service they are rendering and shall relieve the traveling public of what appears to be an unnecessary and excessive charge, and be it further

RESOLVED—That the wholesalers of Grand Rapids invite the hotel men in the State of Michigan, and other wholesalers' organizations throughout the State to join hands in an effort to bring about such change of conditions as will produce also a reduction in the cost of travel by railroad.

In line with the above resolution, John D. Martin has been requested to appear before the annual convention of the Michigan hotel men at Muskegon Friday of this week and address the members on the subject of "Advantages of Co-operation Between Hotel Men and Traveling Men." Mr. Martin has accepted the invitation, but amended his subject by the addition of the words "and Reduction in Prices." The invitation mentions "better and cleaner hotels and needed legislation," but does not say a word about the subject uppermost in the minds of every traveler in the country—adequate service for the price paid and reduction of war prices for rooms and food more in keeping with the tendency of the times and the trend of things in every other line of business. Mr. Martin will be accompanied by D. J. Riordan, of Muskegon, and C. S. Spaulding, of Flint, who are his associates on the Hotel Committee of the U. C. T. Grand Counselor Stevenson will also

be present at the meeting when the subject of hotel rates is to be discussed. If these men do their full duty to themselves and the great organization they represent, the hotel men will get an earfull and be made to understand that the toplofty position they have assumed with so much arrogance and maintained with so much stubbornness must be immediately modified or they will find the number of men who travel on the road and patronize the hotels very greatly curtailed. Unless the hotel men lend a willing ear to the appeals of the traveling men—providing the appeals be made with force, clearness and thoroughness—there will be something drop in the near future which will depreciate the stock of every hotel operated by a stock company because of the impairment of its earning capacity.

Muskegon, Sept. 13—E. M. Statler, of New York, noted hotel man, has notified Edward R. Swett, President of the Michigan Hotelmen's Association, that he will be present at the annual meeting of the organization to be held in Muskegon Sept. 16 and 17. Mr. Statler states that he will speak on the question of hotel rates and his speech will be the headliner at the banquet which will bring the two days' convention to a close.

John Q. Ross will be toastmaster of the banquet, while the other speakers, besides Mr. Statler, will be George S. Lovelace, President of the Chamber of Commerce; David Olmstead, President of the Great Lakes Hotelmen's Association, and Fred Pantlind of Hotel Pantlind, Grand Rapids.

Plans for the two-day convention are proceeding rapidly. It is expected that it will be the greatest gathering of hotel men ever held in Michigan, as the members of the Great Lakes Association, including four states, are to be guests. Business sessions will be held during the two days and then will come the banquet Saturday evening. Mr. Statler will be here but for the Saturday session.

Reports received by Mr. Swett indicate that a large number of the hotel men from the smaller towns will be present. There will be considerable entertainment for the visitors while here. A Goodrich boat will be chartered for one of the days.

### Wheat and Flour Both Very Excellent Property.

Written for the Tradesman.

The Government crop report, issued a few days ago, forecasts a yield of all wheat in the United States of 754,000,000 bushels, or about 10,000,000 bushels more than Crop Expert Snow's report. The Government report, however, shows a loss of over 33,000,000 bushels, compared to last year, and 80,000,000 less than the five years average.

The outstanding features of this year's price situation is the quite remarkable strength wheat has shown in the face of the heaviest early receipts of wheat in years. It is estimated the farmer has sold 40 per cent. of his wheat during the past two months, leaving but 60 per cent. to move in the other ten months.

Ordinarily, prices would have declined materially in the face of such heavy receipts. Of course, to offset the heavy receipts, stocks of flour were probably the lightest they have ever been, comparatively speaking.

The jobber, wholesaler, retailers and consumer cleaned up on stocks and all came into the market about the same time, and while no great amount of forward selling has been done, business has been good for prompt and thirty day shipment; so good, in fact, that heavy receipts of wheat have been absorbed and the price maintained; in fact, advanced.

During the month of July, the United States exported 24,842,294 bushels of wheat and 1,238,019 barrels of wheat flour, an equivalent as a total in wheat and flour of approximately 30,000,000 bushels of wheat.

With an exportable surplus of not to exceed 200,000,000 bushels, it can be readily seen wheat and flour are going out of the country at too rapid a rate to hold prices down. If exports continue as heavy, both wheat and flour are bound to advance.

The total visible supply of wheat now stands at 42,000,000 bushels, a material increase over the same time a year ago. To offset this, however, as has been stated before, stocks of flour are unusually light. Prospects for the world's crop of wheat, while not as satisfactory as indicated earlier in the season, show no cause for alarm. Estimates of the quantity harvested in twenty countries, including the United States, for 1921 total 2,461,400,000 bushels, compared to 2,384,143,000 bushels harvested last year. These twenty countries produced approximately 68 per cent. of the known wheat crop of the world during the years 1903-1913 inclusive according to the annual average production records. This shows an increase of approximately 74,000,000 bushels over last year and it remains to be seen whether the remainder of the wheat producing section of the world will maintain this increase or show an actual loss when all reports are in. One of the very unsatisfactory features of the international situation is the hopeless condition of the Russian crops. Official reports state that during the last autumn and spring of this year only a very small area was sown to various crops, resulting in the failure to produce sufficient food for the country's needs. A considerable quantity of wheat will have to be imported by Russia this year. During the pre-war period she produced an average of 300,000,000 bushels for export. Outside of Europe, British India was most seriously affected by the drought, India producing this year only 250,469,000 bushels of wheat, at least 50,000,000 bushels less than the quantity normally consumed in that country, so India is also an importer.

We have had quite an advance in wheat during the past month and rather a sharp reaction during the past five or six days. However, the market at this time is strong again; the tendency is upward, and while it is not believed we will have a run-away market, somewhat higher prices are looked for. It appears advisable to purchase in good quantity on the breaks, as wheat and flour are both very excellent property.

Lloyd E. Smith.

### Hide Market Is Extremely Puzzling.

According to the last Government report there has been practically no change in the quantity of leather on hand throughout the country. Pessimists point to this to show that there is little or no consumption of leather. On the other hand, it is well known that enormous quantities of hides have gone to the tannery and have been made into leather, and since the total quantity of leather on hand has not increased, it is perfectly safe to assume that great quantities of leather have gone into manufactured articles of various kinds. This contention is further borne out by the well known fact that shoe manufacturers have been exceptionally busy for many months, and some of the very largest concerns are turning out many more shoes than they ever made before.

There has been a great deal of talk during the last few months regarding large quantities of country hides having been accumulated in the last year or year and a half, but now several tanners are in the market for such hides, and, although offers are solicited from every part of the country, there are practically no old lots offered. The production of country hides is almost nothing. Consequently, operators who want hides for immediate shipment cannot get supplied either from packers or from country dealers in any large quantities, and yet it continues to be very difficult to sell the few lots that are offered and prices continue extremely low.

The calfskin market is well sold up as regards fresh skins, but there are considerable quantities of old skins held by dealers throughout the country, and it seems to be absolutely impossible to sell such skins at any price.

Altogether the condition of the hide market is extremely puzzling.

Sheepskins and shearings remain unchanged.

Horsehides are hard to sell, although the supply is light.

### Good Report From Little Traverse Bay.

Petoskey, Sept. 13—The Emmet county annual fair closed last week Saturday with an attendance far greater than any preceding year. Now that the fair ground property belongs to the county, permanent improvements will succeed the make-shifts of past years. The agricultural, pomological and stock displays at the recent fair were better than any preceding exhibit.

Petoskey has just come into possession of a fine tourist camping park through the generosity of Messrs. Ralph Walter, Arthur and Alfred Connable, all formerly local residents. This fine camp, located within the city limits, will have city water, sewerage disposal, electric lights and probably gas for the accommodation of campers.

Thousands of visitors are still here enjoying the finest weather of the year and many of these will remain until the middle of October.

John L. A. Galster, present City Commissioner, together with Dr. B. H. Van Leuven and William A. Martin, are candidates for election as Commissioners in the city election which takes place next month.

A civic festival will hold attention here on Sept. 15, 16 and 17. The events will be under the auspices of the Chamber of Commerce, assisted by a committee of prominent club women.

J. Frank Quinn.





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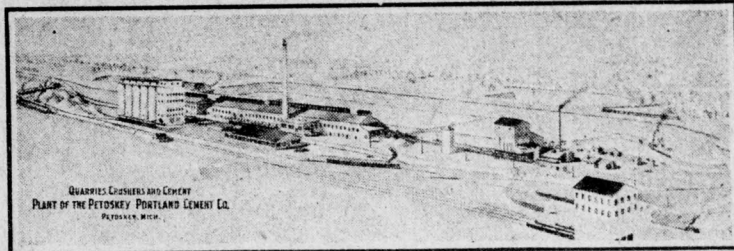
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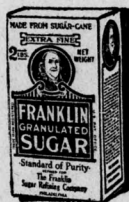
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