

## DISARMAMENT

Put up the sword!" The voice of Christ once more  
Speaks, in the pauses of the cannon's roar,  
O'er fields of corn by fiery sickles reaped  
And left dry ashes; over trenches heaped  
With nameless dead; o'er cities starving slow  
Under a rain of fire; through wards of woe  
Down which a groaning diapason runs  
From tortured brothers, husbands, lovers, sons  
Of desolate women in their far-off homes,  
Waiting to hear the step that never comes!  
O, men and brothers! let that voice be heard.  
War fails, try peace; put up the useless sword!  
Fear not the end. There is a story told  
In Eastern tents, when autumn nights grow cold,  
And round the fire the Mongol shepherds sit  
With grave responses listening unto it:  
Once, on the errands of his mercy bent,  
Buddha, the holy and benevolent,  
Met a fell monster, huge and fierce of look,  
Whose awful voice the hills and forests shook.  
"O, son of peace!" the giant cried, "thy fate  
Is sealed at last, and love shall yield to hate."  
The unarmed Buddha looking, with no trace  
Of fear or anger, in the monster's face,  
With pity said: "Poor friend, even thee I love."  
Lo! as he spake the sky-tall terror sank  
To hand-breadth size; the huge abhorrence shrank  
Into the form and fashion of a dove;  
And where the thunder of its rage was heard,  
Brooding above him sweetly sang the bird:  
"Hate hath no harm for love," so ran the song;  
"And peace unweaponed conquers every wrong!"

John Greenleaf Whittier.



## FRESHNESS IN YEAST

Fresh yeast provides the two great essentials of health. It supplies life-giving vitamins which build up health body tissues. It contains valuable elements which free the body from poisonous waste matter.

### FLEISCHMANN'S YEAST

is fresh yeast. Link up with our advertising.

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Fleischmann's Yeast

Fleischmann's Service

# Penn Yan Buckwheat Flour



JUDSON GROCER CO.

GRAND RAPIDS

MICHIGAN



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Both Phones  
GRAND RAPIDS, MICH.

You Make  
Satisfied Customers  
when you sell  
**"SUNSHINE"  
FLOUR**

Blended For Family Use  
The Quality Is Standard and the  
Price Reasonable

Genuine Buckwheat Flour  
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Blanks for Presenting  
LOSS AND DAMAGE  
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CLAIMS,  
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**Watson-Higgins Mfg. Co.**  
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**Merchant  
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Products sold by  
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**New Perfection Flour**

Packed in SAXOLIN Paper-lined  
Cotton, Sanitary Sacks



## Try It With Cement

In nearly every line of construction there is presented from time to time the problems which seem, for the moment, to baffle the best of builders. So varied and complicated are the modern demands upon building that hardly a day passes but that some one "is up a tree" as to what to use. Shall it be stone, brick, wood or steel? Which is the cheapest, the strongest, the most enduring?

In countless such instances, WE HAVE DONE IT WITH CEMENT. So little is known about the serviceability of this compound, the economy of its use, the endurance of its strength that even architects of goods standing are surprised at the possibilities in the use of cement.

### NEWAYGO PORTLAND CEMENT

is constructed with a view of giving the utmost service in every line of construction. Whether in the water or above, on or under the ground; whether on a road or in a conduit, exposed or protected, NEWAYGO PORTLAND CEMENT ENDURES, SERVES and SAVES the builder.

Let us tell you more about it. Write us concerning your building problems. Our laboratories, chemists and engineers are at your service.

**Newaygo Portland Cement Co.**

General Offices and Plant: Newaygo, Mich.

Sales Office: Commercial Savings Bank Bldg., Grand Rapids, Mich.

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Mark it—An absolutely pure, delicious Cane Syrup and you will sell large quantities of it because it is made by

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**"A Franklin Cane Sugar for every use"**

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







# MICHIGAN TRADESMAN

Thirty-Ninth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 2, 1921

Number 1989

## MICHIGAN TRADESMAN

(Unlike any other paper.)  
Frank, Free and Fearless for the Good  
That We Can Do.  
Each Issue Complete in Itself.

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OF BUSINESS MEN.  
Published Weekly By

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E. A. STOWE, Editor.

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

## NO PROFITS TAX NEXT YEAR.

The action of the Senate last week in accepting the House provision for the repeal of the excess profits tax with the end of the current year definitely disposes of one prolonged tax controversy and will aid business in getting back to a surer footing. While the tax will be repealed as of January 1, 1922, business will still have to wrestle with it during the coming year, when it pays the usual instalments of the tax on the profits of 1921. The failure of Congress to make the repeal retroactive as of January 1, 1921, has been a disappointment to those who have been desirous of seeing a greater degree of simplicity and certainty injected into the Federal system of taxation, but in the face of a rather strong movement in favor of retaining this tax as a permanent feature of the system, the repeal as of January 1, 1922, appears to be about the best thing that could be expected of Congress. Moreover, excess profits during 1921 have not been as conspicuous as they used to be, and the number of corporations that will have to struggle with the computation of this complicated tax will be comparatively small. The less fortunate concerns that have passed through a lean year will at any rate have the assurance that next year they can go forward towards normalcy without the annoyance of the old war tax on profits.

Business men generally appreciate the fact that even with the strictest economy on the part of the Government taxes will remain heavy for many years to come. Hope of some degree of relief is derived from the establishment of the Budget Bureau and the calling of the Conference on the Limitation of Armament. There will still remain, however, the burden of interest on the war debt and the cost of caring for those disabled in the service. The prospect of an additional expenditure of several billions for a soldiers' bonus likewise is not wholly remote. The chairman of the House Ways and Means Committee has announced his intention to urge bonus

legislation upon Congress when the regular session begins early in December, but whether this plan is carried through or not taxes for some years will not be appreciably lighter than they now are, and business must adjust itself to this condition. As a means of facilitating such adjustment it is highly desirable that the new revenue law should make Federal taxes simpler and more certain than they have been. It is the uncertainty of the excess profits tax that has made it act as a brake on business initiative. The same criticism has been urged against a recent measure offered as a substitute for the excess profits tax, that is, a tax on sales by manufacturers of goods intended for final consumption and not for further production. The restriction of this proposed tax to only one kind of sales introduces an element of uncertainty that is held to offset whatever merit a general sales tax may possess in the way of simplicity.

## LARGER VOLUME OF SALES.

A touch of cooler weather has provided the spur which was needed to stimulate buying, and its effects are apparent in nearly every line especially dry goods and clothing. Price still remains the great factor in the making of purchases, although the serviceableness of what is bought is taken into account as well. The volume of seasonable business is very much larger than it was, which indicates a gradual improvement. Conditions, however, are not ripe for any sudden change for the better, but, on the other hand, they are certainly on the mend. The process is a slow one and, in consequence, is likely to be more sure. In the farming districts, particularly in the grain states, the lowness of prices for products is not calculated to induce profuse buying. In industrial centers the still great unemployment, and the otherwise unsettled labor situation have also tended to restrict purchases. The worker's mind turns more, nowadays, toward saving than spending. This is a circumstance which, if persisted in until it becomes the rule, is a good thing for the community. But it is not conducive to immediate business. It is a factor that has to be reckoned with for the time being and, perhaps, for some time to come. As things become more stable and the ratios of values, one to another, become less disproportionate than they are, improvement will be more marked. It should, all along, be borne in mind that the general tendency in this country is toward prosperity, not the reverse. Adverse conditions can only be temporary.

Wonder what it feels like to own a paid-up life insurance policy?

## THE TREND OF FARM PRICES.

The Department of Agriculture has prepared an index number of average prices to farmers of the ten leading crops. These represent about four-fifths of the value of all crops, and may be regarded therefore as indicating the general trend in the prices of all farm products. With the average prices in 1913 taken as 100, the index on September 1 stood at 109. This is exactly where it stood on January 1, 1910, and on January 1, 1912. It was also at this point on November 1, 1913, and on April 1, 1914. It may be truly said, therefore, that the prices of farm products are down to pre-war levels. This, however does not tell the whole story. The prices are on the pre-war basis in terms of dollars and cents, but money has not yet regained its pre-war purchasing power. To show the relation of farm prices to general commodity prices, the department has compiled a table giving the relative purchasing power of unit quantities of farm products and units of other commodities. The unit of farm products which would buy a dollar's worth of other commodities in 1913 will now command only about 66 cents' worth of these goods in exchange for itself.

There is one other angle to the story of recessions in farm prices which a study of these indices clearly reveals. On June 1, 1920, prices to farmers for the ten leading crops were at the peak. The index on that date was 309. Eleven months later it was 104, the total drop in this period being 66 per cent. Such a rapid decline is without precedent in history. Moreover, the prices paid to producers for the principal crops are now nearly 30 per cent. below the average prices which they have received during the past ten years. Between August 15 and September 15 of this year there was a drop of 10.4 per cent. in the prices of meat animals. A seasonal decline is to be expected at this time, but the average recession in this period for the previous ten years was only 0.3 per cent.

## ROOSEVELT'S BIRTHDAY.

For no American statesman has so much been done within three years of his death to make sure that his memory shall be permanently green as for Roosevelt. His birthplace has been acquired and converted into a memorial. An association is busy collecting every scrap of material which relates to him, even to the minutes of a ranchman's meeting. His 150,000 letters are in the Congressional Library. The press has poured out a steady stream of volumes about him. Jefferson lived as versatile a life, founded a great party, and commanded the same passionate devotion, but Jefferson's home is not even yet public property. Jackson was as much a

hero to a great part of his own generation, but it was not until a few years ago that we had a more careful, accurate biography of Jackson than Parton's three volumes of gossip and "fine writing."

All that has been done for Roosevelt's memory is both a tribute to his magnetism and achievement and an evidence of the keener historical interest of our age. It simply did not occur to the survivors of Jackson that it would be worth while to institute a search for matter bearing on his life. Even Lincoln's generation made no effort to collect those wide-scattered biographical materials the remnants of which, nearly a half century after his death, Ida Tarbell sought out in the Middle West. It is true that a single really great book about a great man will do more for his memory than tons of commonplace works and undigested biographical material, and that the best influence of great men is not transmitted by foundations named after them. But this can be no objection to the industry now centering around Roosevelt's fame. Whatever we think of some phases of his life and character, he is one of the rare figures that cannot be overborne by any mass of detail collected about them; he will still be the dominating center of it all.

## FUNDING THE WAR LONAS.

Substantial progress towards adjusting the Allied Governments' debt to the United States was attained last week with the enactment of the War Loan Refund bill by the House. This measure is a substitute for the original bill, which conferred full authority to adjust the debt upon the Secretary of the Treasury. The objection of members to placing so much authority in an executive department resulted in a compromise whereby the operations are to be entrusted to a commission of five members, one of whom is to be the Secretary of the Treasury. Numerous amendments designed to tie the hands of the commission in various ways and make its action subject to approval of Congress before becoming effective were defeated. The Administration could have made little progress in its difficult and delicate negotiations with the representatives of foreign Governments if every stage of the operations were to be subjected to the scrutiny and debate of politicians whose chief object is to make an impression with the folks back home. The adoption of the compromise measure will undoubtedly be concurred in by the Senate, and a big step towards the solution of one of the most vexing questions affecting our relations with Europe will have been taken.

The best class of customers do not patronize a mussy store, and the class that does go there does not expect to buy their best things there.



**MOVEMENT OF MERCHANTS.**

Adrian—The Mutual Oil Co. has increased its capital stock from \$45,000 to \$100,000.

Negaunee—John Kumpi succeeds Charles Lahde in the Confectionery business on Iron street.

Grand Ledge—Rickard & Loucks succeed J. B. Burnett in the vulcanizing and tire business.

Battle Creek—Alex. Samulak has engaged in the grocery business at 170 South McCamley street.

Hopkins—The Hopkins State Savings Bank has completed its new building and is now occupying it.

Lansing—The Kirchen Machine Co. has added a wholesale tool and machine parts department to its other business.

Pontiac—The United Electric Automotive Equipment Corporation, 15 North Perry street, has increased its capital stock from \$12,000 to \$25,000.

Hersey—Thieves entered the clothing, men's furnishings and shoe store of F. D. Faist and robbed the safe of over \$1,000 in bonds and cash.

Clare—The Clare County Savings Bank is erecting a modern bank building 45 x 90 feet, of terra cotta and brick at an estimated cost of about \$55,000.

Alpha—Charles Lahde, formerly engaged in the confectionery business at Negaunee, will open a clothing and men's furnishings goods store here about Nov. 15.

Traverse City—W. M. Tuttle has taken over the interest of his brother, Claude, in the Tuttle Upholstering Co. and will continue the business under the same style.

Hubbardston—The general merchandise stock of the J. W. Cowman Est., has been purchased by Joseph Long, formerly of Pewamo, who has taken possession.

Kalamo—C. E. Ball, formerly of Wayland, has purchased the store building on the South side of the corner and is occupying it with a stock of furniture and groceries.

Fremont—Robert Pearson has sold the Central meat market to Elmer Davis and Edward Kennedy, Jr., who have formed a copartnership and taken immediate possession.

Eaton Rapids—Fred Henry has leased the Vaughan building and will occupy the front part of it with a self-serve grocery and the back part with a sanitary meat market, Nov. 5.

Jackson—Royal C. French, secretary-treasurer of the French Drug Co., 1814 East Main street, has had a warrant issued for A. A. Austin, charging him with passing a worthless check for \$25.

Kendall—The Gobleville Co-Operative Association has purchased the coal and produce business of Bachelder Bros. and will continue the business under the management of A. R. Houseknecht.

Saginaw—The Shoe Market of Saginaw has been incorporated to conduct a wholesale and retail business, with an authorized capital stock of \$12,000, all of which has been subscribed and paid in in cash.

Fremont—Iver Nelsen has sold his interest in the heating and plumbing business of Nelsen & McKenzie, to his partner, Herbert H. McKenzie,

who will continue the business under his own name.

Homer—G. W. Court, dealer in poultry, butter and eggs, has purchased a hotel at Walloon Lake which he will conduct during the summer and devote the remainder of the year to his other business.

Traverse City—William Bowman has sold a half interest in his garage and automobile supplies stock to William Gustaf, of Manistee, and the business will be continued under the style of the Two Bills.

Kalamazoo—Michael J. Leo, dealer in cloaks, suits, etc., has opened a shoe store in connection with his other business, which will be under the management of G. J. Meengs, recently of Grand Rapids.

Grand Rapids—The Wilcox-Kuennen Co. has been incorporated to deal in motor cars, parts and accessories, with an authorized capital stock of \$50,000, \$40,000 of which has been subscribed and paid in in cash.

Greenville—M. Kellman has sold the furniture and rug stock of his department store to Louis F. Bertrau, formerly engaged in trade at Big Rapids, who will continue the business in the north side of the Kellman store.

Detroit—The Continental Finance Corporation has been incorporated with an authorized capital stock of \$350,000, of which amount \$1,000 has been subscribed and paid in in cash. The offices of the company are at 1202 Randolph street.

Otsego—The Cook & Benson Co., dealer in picture frames, undertaker, etc., of Allegan, has purchased the furniture and undertaking stock of H. M. Murray and will continue the business at the same location under the management of J. H. Pardee.

Kalamazoo—Miss Helen Boylan, who for the past seven years has been connected with the suit department of Gilmore Bros., has severed her connection with that company and engaged in business at 447 West Main street, under the style of the Gown Shop.

Corunna—Eesley & Newton have sold their flour and feed mill to M. L. Parshall, a banker at Chesaning, who will continue the business under the management of his two sons, who are both practical millers. The mill will be remodeled and made modern in the spring.

Muskegon—The Enterprise Botanical Co. has been incorporated to grow or otherwise produce and deal in crude botanical drugs, with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed, \$240 paid in in cash and \$9,510 in property.

Detroit—J. Feldman's Sons Co. has merged its hides and wool business into a stock company under the style of the Wayne Hide & Fur Co. with an authorized capital stock of \$15,000, all of which has been subscribed and paid in, \$319.61 in cash and \$14,680.39 in property.

Elsie—The State Savings Bank of Elsie, successor of the private banking firm of Campbell, Keys & Steadman, has moved into its modern bank building which has just been completed. It is of shale brick and stone

construction and the interior is finished and furnished in walnut. The lobby is finished in marble with art tile floor.

Niles—Richard Dougan, of Berrien Springs, a former resident of Niles, has been engaged as manager of Niles' new half-million dollar hotel, and is already busy assisting in the plans for the immediate erection of the building. Mr. Dougan was in service in Canada during the war and has spent considerable time in business there since the armistice.

**Manufacturing Matters.**

Jackson—The Jackson Corset Co. has increased its capital stock from \$700,000 to \$800,000.

Grand Rapids—The Thomas Canning Co. has increased its capital stock from \$500,000 to \$1,000,000.

Grand Rapids—The Wolverine Bumper & Specialty Co. has increased its capital stock from \$30,000 to \$50,000.

St. Johns—R. J. Graham, who has been conducting a bakery for the Parr & Ridenour grocery, has opened a bakery in the Steel hotel building under his own name.

Escanaba—The Wolverine Delta Motor Co. has been incorporated with an authorized capital stock of \$75,000, of which amount \$53,000 has been subscribed and \$26,800 paid in in cash.

Allegan—The Allegan Casket Co. has been incorporated with an authorized capital stock of \$25,000, of which amount \$10,000 has been subscribed \$307.13 paid in in cash and \$3,497.90 in property.

Muskegon Heights—The Alaska Refrigerator Co. has filed papers extending its corporate existence thirty years with an authorized capital stock of \$400,000, \$391,300 of which has been paid in in cash.

Lowell—The Lowell Cutter Co. has opened its plant, which has been closed for some months. It has converted a part of the plant to the manufacture of bed room furniture to be run in connection with its present line of buggy bodies.

Grand Rapids—The Wolverine Bumper & Specialty Co. has been incorporated to manufacture and sell auto bumpers and other metal products, with an authorized capital stock of \$30,000, \$18,250 of which has been subscribed and paid in in cash.

Lansing—The Jewel Manufacturing Co. has been incorporated to manufacture and sell soaps and other chemical products at wholesale and retail, with an authorized capital stock of \$30,000, of which amount \$20,000 has been subscribed and paid in, \$389.40 in cash and \$19,610.60 in property.

Traverse City—The Zapf Fruit Package Co. has been organized by local business men to take over factory, machinery, land and all equipment of the local plant, timber lands, saw mill, shingle mill, docks and all equipment on South Fox Island of the Wells-Higman Co. Possession has already been taken.

Chassell—The Michigan Humus & Chemical Co., has been reorganized as the National Humus & Chemical Co., capitalized at \$1,000,000, half of the new stock being offered for sale

at par. The President and general manager is C. F. Hancock, resident of Chassell nearly twenty years. The company has been manufacturing barrel staves, but will enlarge its line to powdered fuel, fertilizer and barrels. The formula for the fertilizer has been approved by the Department of Agricultural Development.

**Protective Association Gives Dinner to Store Detectives.**

Detroit, Nov. 1—The first meeting of store superintendents and detectives from the stores belonging to the Mutual Protective Association was held at the Statler Hotel Thursday evening, Oct. 27. Forty representatives from downtown stores were present.

John B. Downey, manager of the Stores' Mutual Protective Association, explained to those present what the Association hoped to accomplish, and told each one how they could co-operate in making the organization a success. Chris Wagner, a member of the committee having the work of the Stores' Mutual Protective Association in charge, spoke of the development of the Association, how it was first originated, and told of plans for the future. Mr. Wagner urged all stores in the Association to co-operate in every way possible, and showed how, through this Association, very effective work could be done.

At the conclusion of the talks the meeting was thrown open for a general discussion and, from the questions asked Manager Downey, it was shown beyond a doubt, that all present were vitally interested in what the Association was attempting to do, and showed unmistakably their intention to co-operate in every way possible.

**Change in Style—Model Office Rules.**

Muskegon, Nov. 1—Dick Schlitz has changed his name to Dickory Dick, and has opened up another store at 181 West Western. It is called the Dickory Dick Store. He now owns the largest soft drink business in Muskegon.

He is in the garage business selling used cars. He will sell you anything from a darning needle to a load of hay.

The reason he has made good is because he has the best office rules obtainable, and he likes to have everybody sit up and take notice. Here are his rules:

Gentlemen entering this office will leave the door wide open or apologize.

Persons having no business with this office will call often, take a chair and lean against the wall. It will preserve the wall and may prevent it from falling upon us.

Gentlemen are required to smoke.

Tobacco will be furnished. Spit on the floor. Cuspidors are for ornaments.

Talk loud or whistle, especially when we are engaged. If this has not the desired effect, sing.

Profane language is expected at all times, especially if ladies are present.

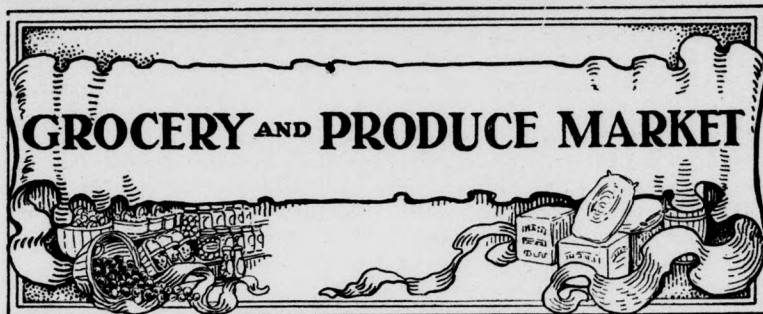
Put your feet on the table or lean on the desk. It will be of great assistance to those who are writing.

Don't wipe your feet, as it soils the mat.

Read all correspondence on the desk. If it does not give the desired information, ask for it.

At the group meeting of the Michigan Retail Dry Goods Association, held at Lowell last evening, thirty-seven dry goods men were in attendance. A feeling of optimism prevailed. At the meeting at Benton Harbor this evening, thirty-seven had sent in their acceptances up to this morning. The next meeting will be held at Manistee Wednesday noon, Nov. 9.





### Essential Features of the Grocery Staples.

The reaction of the canned goods market on account of the calling off of the railroad strike was quick and seemed to change the whole attitude of buyers toward buying and they seem to be of one accord and are buying their needs, but in a conservative way.

Canned corn has not shown the confidence of the market and is unchanged. Publication of the statistics of the 1921 pack had a rather discouraging effect on buyers. When statistics of the tomato pack are collected and published there may be a readjustment of the market prices of tomatoes. Nearly all who are connected with the market look for higher prices, as they believe the output of tomatoes has been small.

Canned pink and chum salmon are coming into wider use than formerly. Both have been scientifically analyzed and found to contain protein content comparatively as follows:

	Protein Content
Pink and Chum salmon	21.46%
Sirlion steak	16.50%
Sugar cured ham	14.20%
Macaroni	13.40%
Eggs	13.10%
Spring chicken	12.00%
Rice	8.00%
Baked beans	6.90%
White potatoes	1.80%

The canning industry is so widely scattered and so far from the great cities and so near the smaller communities, that its value to the farming communities is greater, probably, than that of any other manufacturing business.

No other institution is so highly profitable to the farmers of the community. In addition to the large sums of money distributed among the farmers and growers adjacent to the cannery, the pay roll at the plant is no small item during the canning season. Indeed, the cannery furnishes employment to scores of boys and girls, as well as men and women, and even housewives at odd hours, which afford a tidy sum at the end of each week.

The farmers, however, are the heaviest beneficiaries, for they receive cash for their crops that are grown (with but one or two exceptions) as side lines. The local merchants of the small town reap the benefits, too, for the money distributed among the farmers and through the pay rolls for labor, eventually finds its way over the counter for merchandise. So the local cannery is not only a creator of wealth in its particular community,

but actually keeps the major portion of that wealth at home.

It is an economic organization that sets the wheels of progress in motion and keeps them turning. The farmer utilizes new land or more land for intense cultivation, and receives a revenue he would not otherwise enjoy. This, in turn, is applied very largely for further improvement, the purchase of more tools and machinery, or household necessities.

Thus the money drifts into commercial channels, and merchants are enabled to move stocks that would otherwise lie upon their shelves—and moving stock expands business and keeps it going. The labor pay rolls likewise contribute their portion to the commercial life of the town, or start a savings account at the bank, encouraging thrift among the youth, which is the surest foundation for good citizenship, and receives full value in trade among a prosperous community.

And every one is paid and receives full value in trade for their earnings, the canned foods go out to help feed a hungry world.

Sugar—The market is unchanged, with all refiners quoting the \$5.30 basis except Federal, who is quoting the \$5.20 basis; beets, \$5.10 basis. All refiners are quite heavily oversold, making it impossible to obtain immediate or prompt shipment on new business. Jobbers generally hold beet granulated at 5.80c and cane at 6c.

Tea—The market has been quiet during the week, without any developments whatever. The trade seems to have lost even the slight pep that it had a short time ago. The market is very inactive in everything without any loss in strength. The primary markets are still very firm on account of short crops and our prices on this side are below the foreign parity. Therefore the situation is steady to firm.

Coffee—Brazil coffees, meaning Rios and Santos, show a slight fractional decline for the week. The demand is quiet. Coffee futures are somewhat firmer by reason of increased firmness in primary markets. Milds, if anything, are slightly stronger. The general demand for coffee is just about ordinary.

Canned Fruits—Cling peaches have advanced to \$2.30@2.35 on the Coast, where the market on all fruits is very firm. The raise, however, had little effect on the spot stocks where shading of Coast prices has been usual for the past several weeks in peaches and pineapple. The apple pack is assuredly small, yet the demand is not as strong as packers and brokers would like. Prices, however, are hold-

ing firm. There is a better demand for cherries which are very scarce and for berries which are closely held.

Nuts—The holiday demand is being felt in the nut market and all walnuts are meeting a very active demand. Wholesale grocers have oversold, according to reports, and are anxious to cover. They were unwilling, however, to pay 33½c Coast for fancy budded, and one independent who made that offering found no taker. Little change is reported in Brazils. Almonds are reported quieter, due to liberal deliveries by the independents, while the association reports this nut very active. Mixed nuts are finding a good sale and restocking is on for Thanksgiving.

Canned Vegetables—Tomatoes have strengthened under pressure of buying. Spinach is well cleaned up in spring stock and the new fall pack is being done practically only on actual orders. The demand is firm, as it is in pumpkin, squash and other seasonable items. Asparagus is fairly well cleaned up and is now going into consumption. Corn has not followed tomatoes in strength and may be described as weak with plenty of Southern pack Maine style obtainable at 90c. Buyers have received deliveries on future orders and immediate activity is not anticipated. Peas find a spotty demand and prices hold firm with little activity.

Canned Fish—There has been but little demand during the week for canned salmon and sardines. Lower grades of Alaska salmon, pinks and chums, are still rather weak, with heavy sales of chums, practically the lowest grade, as low as 85 cents a dozen. Sardines are dull, without change. Tuna is firm on account of the scarcity.

Dried Fruit—Trading is wholly of a routine character, but the undertone shows a slightly stronger position. While orders are mostly small, business is being done in prunes. California reports a scarcity in railroad cars and some October shipments were delayed for that reason. Just how serious the shortage may develop is as yet problematical. Spot stocks of prunes are fairly well cleaned up. Apricots and peaches show little or no life, while independents report small interest in raisins. Figs are absorbed almost upon arrival and dates are finding a similarly active market.

Syrup and Molasses—Molasses is the only steady line in sweets. The demand is fair and prices fully maintained. Sugar syrups are very weak and in light demand. Glucose is wanted moderately and so is compound syrup. Prices unchanged.

Cheese—The market is steady and unchanged. While there has been a slight improvement in the consumptive demand, there has not been enough to warrant any advance in the quotations.

Beans and Peas—The demand for dried beans has been quiet during the week. No particular change in price. Some holders of pea beans, if they consider their stock above standard in quality, are disposed to ask higher prices, but it is not easy to get them.

Some of the holders of California limas are a little firmer in their ideas. Generally speaking, the market for all grades of beans and dried peas as well is unchanged from a week ago.

Kraft Paper—For the second time in eight weeks the price of kraft wrapping paper has been advanced. On Sept. 1 there was a rise of \$10 a ton. One of the largest manufacturers now announces it has raised its price another \$10, and that at least one smaller manufacturer has followed suit. Others are waiting, but are expected to fall into line. Kraft wrapping paper now sells at \$140 a ton up as high as one may wish to go. Manufacturers say they have long been making and marketing paper on a very narrow margin, and that the recent low condition of stocks and the increased demand justifies them in asking prices more nearly in line with their costs.

Provisions—The market on lard remains steady and unchanged, there being sufficient lard in the market to meet the current demand. The market on lard substitutes is somewhat easier, prices having declined ½c per pound under previous quotations. The market on smoked meats is steady, there being very little change in this commodity.

Salt Fish—Some new foreign mackerel have arrived in this country, but the lots are very small as yet, and prices are firm. There is not enough to affect the situation. Larger receipts, however, will be in almost any time and the market can then be expected to recede.

### Country Hides Moving Freely.

The packer hide market is very firm and packers are so well sold up that they are not anxious for any more orders except at attractive prices. There are several buyers in the market enquiring for stock, for both foreign and domestic account, and packers are confident of their position. The movement of large parcels of old hides from certain small packers is having a stimulating effect.

Country hides are moving freely and all offerings of good fresh hides are taken at the market price about as fast as offered. The demand for good extremes continues good, and there is ample call for good buffs to take care of all collections. A lot of rather old buffs recently sold at 6¾c selected, which is almost 2c more than such hides would have brought two or three weeks ago. Dealers are firm in their asking prices, and would be asking much higher prices were it not for the fact that packer stock continues so low. The price of all kinds of hides continues to be lower than for twenty years.

The calfskin market shows some signs of weakness and some first salt skins have sold down to 18c, but an export demand has arisen and it is reported that there is sufficient foreign demand to take care of all offerings at 18½c. The demand for kip is not as great as it was although price remain steady.

Horsehides are in better call but there are not many good hides offered, and old stock is not salable.



### HEAVY FARM FIRE LOSSES.

Farm fires in the United States cost about \$20,000,000 a year—\$18,166,710 in 1918. Of the fires that year, 33 per cent. were from causes classed as preventable, 37 per cent. from partly preventable causes, and 30 per cent. unknown, but believed to have been largely preventable. With inadequate fire-fighting equipment on farms, fires are hard to control. Prevention is the best way to deal with them.

Defective chimneys and flues took toll to the extent of \$1,962,031; sparks on roofs, \$1,181,171; careless use of matches by smokers and others, \$1,071,987; petroleum and its products, \$732,067, and stoves, furnaces, boilers and their pipes, \$675,968. The largest item listed as partly preventable is lightning, \$3,933,950.

The Department of Agriculture advises a frequent looking over of the premises to see that the buildings are in the best practicable shape to prevent and resist fire, that inflammable rubbish is cleared away, and that habits of safety be instilled in the handling of matches, lamps, stoves and kerosene and gasoline.

Numerous disastrous fires are caused by threshing machines, both by scattered sparks and embers and by dust explosions in the separators. All smokestacks should have spark arresters, and the ground around the boiler should be kept clear and wet down if necessary. Grain-dust explosions are largely preventable. The Department has made exhaustive studies of the subject, and is prepared to recommend adequate safeguards.

Serious losses are caused by sparks from locomotives, which ignite dry wooden shingle roofs and start many fires in straw, stubble and grass during dry seasons. If a railroad runs through the farm it will pay to plow a few furrows along the right of way as a firebreak.

Ordinary friction matches should be kept in safe receptacles, away from children, and never carried loose. Smoking in barns and garages never should be permitted. Fire Marshals of Western states report greater fire losses in grain and straw the last season from carelessly thrown matches, engine sparks and automobile and tractor backfire than ever before.

Buildings may be made safer by seeing that the chimneys are without cracks and free of soot, which may take fire and scatter sparks on dry roofs. Flues which may become hot should be covered with asbestos, and any near-by walls and ceiling protected. There should be a sheet of metal under every stove.

Out of all the losses by lightning not one was on a building protected by lightning rods. It is now definitely known that lightning rods afford protection. If installed intelligently they reduce the risk from lightning almost to the vanishing point.

### FIRE DRILLS IN THE HOME.

As a result of the safety first and fire prevention movements, fire drills are now the rule instead of the exception in factories and large business houses. As the great majority of the fires occur in the homes, where wo-

men and children are endangered, it is important that similar drills should be established in every household. In case of a sudden fire alarm, it is very desirable that each one should know just what to do and how to do it, and this can be assured only by occasional drills.

Too often a great deal of valuable time is wasted in running around aimlessly, and there is often more truth than humor in the old joke about throwing the china out of the window and carefully carrying the feather bed down stairs.

E. R. Townsend, fire protection engineer for the Western Union, practices what he preaches, and has a regular fire drill in his home in Edgewater, Ill. Whenever he gives the alarm the Townsend youngster runs directly to his father, his mother goes to the telephone to turn in the alarm, and the maid starts for the first alarm box. As soon as the child is in a place of safety and the alarm turned in, each has his precise duties as regards the chemical fire extinguisher, the pail of sand and the ladder, which are the home fire-fighting devices. The alarms have sometimes been given at night after the little boy was in bed, but he responded promptly, and Mr. Townsend believes that in case of a real fire he would be sure of the safety of his family, and would be able to extinguish the fire or get help much more quickly than if there were no organized action.

The suggestion is one which should be followed by every family. A little discipline and training would prevent the confusion and loss of time and effort which frequently follows a fire alarm, while the installation of a few simple fire fighting devices would extinguish most blazes in their incipency. Thousands of lives usually of women and children, are lost each year in dwelling house fires, and a home fire drill would reduce this toll of human life, as well as the property loss.

### STUDENTS OF THE SEASON.

Between amateur and professional weather prophets the quarrel continues unabated, with little hope of a satisfactory ending. There will be a bitter winter, say the leaders of the goosebone and law-of-averages school, because the summer was hot and because last winter was mild. The winter may or may not be severe, say the prophets who sit amid their collection of meteorological instruments and cast weather horoscopes. In the meantime the sun shines blithely on, the park lawns are as green as if they expected never to change their coat to one of gray and brown, and the trees are not quite certain whether or not to let go of their leaves. It is not easy to believe a hard winter is ahead—maybe just around the corner—when a glorious moon rides through nights that might have been June instead of late October.

Nor is winter the only season the prophets and students of the weather are unable to agree about. There is an agreement among the scientific that there is no such thing as Indian summer. But what else is one to call that "season of mists and mellow fruitfulness" that seems to catch up all the loveliness of the harvest time and

weave it into a spell none can deny? And equinoctial storms have no connection with the equinox, the sharps say, but try to get a resident of the Mexican Gulf coast to believe it when lowering skies take on a greenish tinge about September 15 and a rainy hurricane sweeps land and sea.

Man has been interested in the weather for a long time, and his unscientific ideas on the subject have been far too deeply implanted to be removed by a few experts on top of a tall city building.

### SERMON IN A PARAGRAPH.

Aim to render the best service and thereby establish your reputation. Be master in your line. The world will pay the highest price for the best service. You must believe in yourself and in your people. Know yourself. Know what your aim is. Quality should always be considered first, quantity second. Not "Teach me how to get," but "Teach me how to give." It is true that "it is more blessed to give than to receive." You will never achieve unless you look at it in the true light. There is only one kind of success. Success is noth-

ing more than progress. The greatest contentment comes from the progress you have made. At the close of each day on his memorable journey, Columbus wrote on his log, "Today we sailed West."

Don't be a scatter-brain. Your mind is not most efficient when used like a shot-gun. Use it like a rifle.

# Fieglers

## Chocolates

Package Goods of  
Paramount Quality  
and  
Artistic Design

**Queen of the "Contented Cows"**

THIS is the portrait of Segs Pietertje Prospector, Queen of the Holsteins, champion of the world over all breeds and all ages for the production of milk in 365 days. In one year this cow produced 47,381.4 pounds of milk and 1,449.09 pounds of butter. Her milk yield in 365 days would supply a city of 53,000 inhabitants for one whole day. Segs Pietertje Prospector was developed and is owned by the Carnation Stock Farms. Your grocer has Carnation Milk. It is pure, economical, and convenient. Send for the Carnation Cook Book, containing more than 100 tested recipes. Carnation Milk Products Company, 1133 Consumers Building, Chicago, 1233 Stuart Building, Seattle.

**Carnation Milk**  
From Contented Cows

**C**ARNATION Milk advertising appears regularly in The Saturday Evening Post and other national magazines. It is making sales for you constantly, turning your stock quickly and sending new customers into your store. Link your place of business with this advertising. It pays.

**CARNATION MILK PRODUCTS COMPANY**  
1133 Consumers Building, Chicago  
1233 Stuart Building, Seattle





Architects Drawing of the Proposed New

# ALL FIREPROOF HOTEL ROWE

Corner of Monroe and Michigan

## already leased

### The Proposed New Fireproof Hotel Rowe

The proposed new fireproof Hotel Rowe is already leased for 25 years and must be completed and ready for occupancy for the January Furniture Season of 1923. The Holden Hotel Company, a Michigan Corporation, will operate this most up-to-date hotel through the personal direction of C. L. Holden, who, with his brother, Col. C. G. Holden, has successfully operated and managed such fine hotels and clubs as the University Club and the South Shore Country Club of Chicago; the Milwaukee Country Club; the Union Club of Cleveland; the Blackhawk Hotel of Davenport, Iowa; the Russell Lampson Hotel and Ellis Hotel of Waterloo, Iowa; and the Hotel Hildreth of Charles City, Iowa.

### 300 Rooms—Popular Prices—\$2.00 per Day and Up

Modern and well furnished single rooms will be rented at \$2.00 per day—the price for a double room with private bath will be \$3.50—facts which assure the popularity of the Hotel Rowe from the start. The idea of "a dollar's worth of service for every dollar received" will be rigidly maintained and one price will be charged the year around. The dining room motto will be "Good food and served at reasonable prices" and dining service will be especially featured. Hot, cold and circulating ice water in every room. Convention rooms and all the many conveniences of a modern club are provided.

### Centrally Located at Junction of Main Streets

The Hotel Rowe is located on the Famous Mackinaw Trail and the West Michigan Pike. Seven car lines and one interurban railway pass its doors; it is close to all depots, banks, business houses, theaters and stores; a most spacious garage is close at hand; the Hotel Rowe marks the junction of the two widest thoroughfares in the entire city. Location compels its success; growing shortage of year-around hotel accommodations compels its success; attractions, rates and policy of management compels its success. That's why it is leased over a year before it is ready for occupancy, and that's why \$111,000 was subscribed even before a company was incorporated to build it.

### Future Assured \$111,000.00 Subscribed Before Incorporation

Heads of some of the biggest business interests of Grand Rapids and the furniture industry are officers of the company and large investors. It is necessary that they complete the financing of Building Company at once. \$489,000 of this \$600,000 of 7 per cent Cumulative Preferred Stock offering of the Furniture City Realty Company (the building company) is now offered for immediate sale at par value of \$100.00 per share. One share of No Par Value Common Stock with each share of Preferred Stock. All the bonds and preferred stock will be retired within the duration of the lease by a sinking fund set aside from income for that purpose. The value of the common stock automatically increases as bonds and preferred stock are retired and upon complete retirement owns the property. The investor, therefore, gets 7 per cent. interest on his money all the time it is out; all of this money back within the period of the lease; and has left common stock with a value equivalent to his original investment. This is a wonderful investment opportunity; find out all about it; investigate now!

Write for Full Information To Secretary

## Furniture City Realty Company

GRAND RAPIDS, MICHIGAN

President—C. S. Dexter, Secretary-Treasurer Grand Rapids Chair Co.

Vice President—L. D. Eldredge, Hubbard, Eldredge &amp; Miller, Rochester, N. Y.

Secretary-Treasurer—Fred N. Rowe, Secretary Valley City Milling Co.

The Above Officers Will Serve WITHOUT Salary.



### AMERICA'S SPOILED CHILD.

The threatened tieup of transportation lines in the United States has failed to materialize in all its hideous possibilities.

When the state of South Carolina in 1832 threatened to secede from the Union should the Federal Government insist on collecting tariffs on imports at her ports, the President of the Nation, Andrew Jackson, promptly warned said state in a proclamation that secession was treason and that the first move by South Carolina to quit the Union would be met with the strong arm of the United States Government enforcing all laws, among them the one regulating the tariff.

A writer of that day said that on reading President Jackson's ultimatum the state of South Carolina, with becoming promptness and patriotism, receded from her hostile position. Good reason why Jack didn't eat his supper. South Carolina understood that "Old Hickory" meant every word of his fatherly advice, and would have hanged every secession leader had that State undertaken to carry out her threat of quitting the Union.

Somewhat similar was the position occupied by the disloyal hosts of labor unionism. Confronted with the firm stand of the Government the only safe thing for them to do was to withdraw from their hostile position. An act which meant not only the tying up of car traffic, but the taking of our Government by the throat with a view to throttling all the country's business, meant not only country-wide distress, but treason against the United States. The leaders of such a movement risked their necks as well as their liberties and hesitated before making the fatal plunge.

Public sentiment would have defeated the conspirators in the end, although the promoters of mischief could have made a lot of trouble and heartache among all classes throughout the country. It was not patriotism in this case any more than in the other that brought about failure, but a wise discretion with regard to the safety of their own skins.

It is unfortunate, however, that the calling off of the strike may be only a truce and not a settlement. In promising there will be no further cut of wages in a year the Labor Board went too far and only put off a settlement later on. In fact, by making a lame compromise the Board has invited new complications in the future.

There can be no business revival in this country while railway rates are at the present high figure, and there seems to be no chance for a reduction until wage rates are scaled down where they belong. Because of this plain economical fact conditions are scarcely bettered by the recent settlement of strike difficulties.

There is no question that the unions, the railway union in particular is the spoiled child of America. The bit of a scolding administered by the Labor Board may serve to frighten for a while, but nothing short of a good spanking at the hands of organized law and order will ever make decent citizens of those men who seek selfish advancement for themselves at the expense of others fully entitled to the

good things of this world as are those who compose the various labor unions of the country.

Discrimination in favor of unions is unjust, unrighteous and indefensible viewed from whatever standpoint. With millions of their fellow citizens walking the streets and byways of the land in search of employment, finding it not, these selfish monopolists propose to keep their own wages so high as to prevent just rates on railroads, and by doing this throttle all kinds of business, keeping factories closed to those who might work if excess freight charges did not absolutely prohibit the manufacture and shipment of articles the public need and would have under proper business conditions.

"Gompers warns U. S. further wage cuts will mean trouble."

Thus a headline in a morning newspaper. For once we agree with the boss labor leader. It will mean trouble if boss Gompers or any of his ilk undertake to create a panic by striking against the interests of the American people, threatening the stability of the Government itself.

The Government of the country is not a rope of sand. Millions of armed men in the sixties failed to destroy a Government of the people, by the people, for the people, and no coalition of labor unions whose every effort is aimed at the best interests of all the people, labor as well as other factors in the Nation, can succeed in stampeding our great Republic into the quagmire of dissolution.

Armed rebels failed after a four years' struggle to tear one star from the flag; tyrannical labor unionism will meet its Waterloo when it forgets the rights of true Americanism and precipitates a crisis which may threaten the foundations of Government itself.

When the present disturbance arose the men who had so long ruled through a pull with the Washington and of the Government imagined perhaps that the old order still held at Washington headquarters, and that, as in the reign of Woodrow Wilson, union labor organizations still held the reins, dictating how everything pertaining to public affairs should be administered. No doubt some of the leaders of unionism experienced a shock when the discovery was made that there had been a change of administration and that hereafter the meek and lowly citizen who had not the honor (?) of belonging to a labor union stood on an equality with those who were bound by oath to this un-American organization.

A thorough spanking administered to America's spoiled child seems about the only thing that will cure said child of its evil ways.

The Tradesman calls the attention of its readers to the timely suggestions of Grocer Duffield, of Muskegon, published on pages 20 and 21 of this week's edition, regarding the standardization of packages and weights. The Tradesman hopes to see this suggestion thoroughly discussed in these columns, to the end that a decision may be reached which will result to the advantage of all concerned — manufacturers, jobbers, retailers and consumers.

### WHEN BOTTOM WAS REACHED

In the midst of a period of industrial reaction it is impossible to know the very moment when the corner is turned. The various lines of industry and commerce do not begin to improve simultaneously, and each business man is inclined to regard the whole trade situation from the viewpoint of his individual concern. Consequently, some executives begin to grow very cheerful just as other are almost driven to despair. This helps to explain the dissonant notes of optimism and pessimism that have been heard during recent months. There were assertions as early as the beginning of the present year that business had turned the corner, but these were refuted by later developments. It has now become evident to every one, however, that the corner has at last been definitely turned, and from the data now accumulating it is possible to fix with a fair degree of accuracy the date when bottom was reached by business as a whole. It seems that the industrial slackening reached its greatest point in July. Since then a gradual gain in the volume of manufacture in basic industries has been recorded, accompanied with a gain in traffic by the railways and some increase in the number of the unemployed. This gain is especially noticeable in the case of iron and steel, petroleum, paper, cement and textiles. In some of these lines improvement had begun before July, but the average condition, as indicated by output, reached the low point in that month. Business men now have the assurance, based on the concrete facts of production, that the worst lies behind.

In spite of the talk of depression in the building trades, the shipments of Portland cement in the first nine months of 1921 broke all previous records, according to a recent report of the Geological Survey. Production for the third quarter also established a record for that period, as did the September output as well. When this growth in the industry is considered in connection with the slackened output in other lines it makes a remarkable showing. The survey estimates that possibly 20 per cent. of the output is going into the construction of concrete roads, and the use of the material for this purpose has increased enormously. As few large engineering projects are under way, it is concluded that much of the cement used in construction work is going on moderate-sized jobs, and that the revival of building activity must be actually greater than is generally realized. Along with the increased production there has been a steady reduction of the stocks on hand at the factories.

### SLIGHTED AUTUMN.

In one of the most beautiful autumns America has had for long years, some one has risen to reproach American poets for their comparative indifference to the purple-and-gold lord of seasons. English poets have rightly spent their best talents upon April and May. Their autumn is dun and sad compared with our brilliant October. Thompson accurately speaks

of autumn beaming o'er the yellow woods." But every European who visits our shores has commented upon our blazing maples and sumach, our scarlet red oaks, and our purple grasses. In his "Autumnal Tints" in 1862 Thoreau made the complaint now repeated, that "October has hardly tinged our poetry." That same battle autumn Emerson wrote in his journal that October had closed with "the mildest, most poetic of days," and commented upon the "equilibrium of elements," the feeling of pause and stillness, which has long been recognized as an essential characteristic of our autumns; but Emerson's poetry contains little on the season. How much, Whitman once exclaimed, Shakespeare "would have reveled night and day, and beyond stint, in one of our American autumnal corn-fields!" Why have we nothing to compare with Keats's ode to autumn?

The more reason exists for this question in that any poet who celebrates the joy and picturesqueness of American rural life must seize upon autumn as its happiest season. Spring is a time of laborious, anxious preparation, summer of incessant toil, but fall of leisure and fruition. When Irving wished to make his Hudson Valley farm most idyllic, most alluring to the shrewd Yankee eye of Ichabod Crane, what season did he describe? It was natural for Whittier, who has written better verse about the American farm than any other poet, to give especial attention to autumn. He has, in fact, said more for the gorgeous season than any other poet, for Bryant could not keep the mortuary element out of his strain in writing of the declining year. He is less narrowly sectional than might be supposed. His "Corn Song" might have come from a Missouri Valley pen. Bliss Carman is rightly credited with exquisite verse of autumn, and his "Autumn Garden" is in most new anthologies; while from a latitude five degrees further South Madison Cawein did not neglect the season.

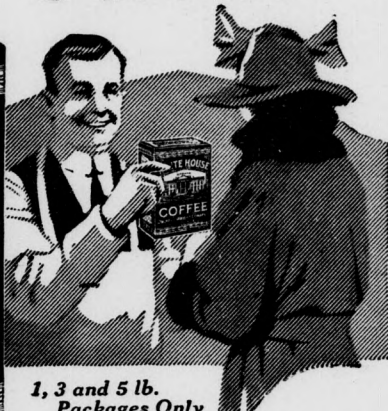
It is a unique possession that the Northern part of the United States holds. Go South, and the pomp is dimmed. California, which boasts of so much, is utterly devoid of the splendor of the days now passing over us. With whole mountain-sides bursting into bloom why have we not made a stanza about them as memorable as that Wordsworth made about a patch of daffodils?

### IMPORTS NOT INCREASING.

The one thing which the trade figures reveal most clearly is that there are no signs as yet of any foreign invasion of our markets. Total imports for September amounted to \$179,000,000, as compared with \$194,000,000 in August, and with \$363,000,000 in September a year ago. In fact, imports from every continent of the globe except Europe were less in September than in August. For Europe there was a gain last month of about \$4,000,000. There were slight gains in imports from France, Great Britain, Canada and Mexico. On the other hand, there was a decline of \$3,000,000 in this period in imports from Japan and a drop of about \$6,000,000 in imports from the countries of South America.



# WHITE HOUSE Coffee



1, 3 and 5 lb.  
Packages Only

"THE FAVORITE BRAND"

Grocers cordially recommend it because it is always  
SATISFACTORY

**SUITS WHEN OTHERS DISAPPOINT**

Distributed at Wholesale by  
**JUDSON GROCER CO.**  
GRAND RAPIDS, MICH.

## "A Can of . . . Royal Baking Powder!"

That's the way the wise woman starts her order for the Baking Bee. No ifs and buts about it! She says ROYAL with an emphasis, determination and finality that leave no room for misunderstanding.

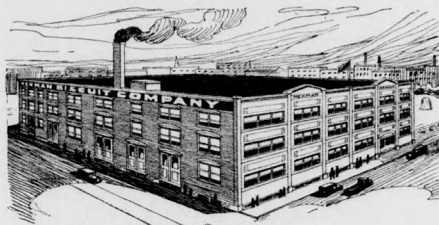
## ROYAL Baking Powder

*Absolutely Pure*

Contains No Alum - -

Leaves No Bitter Taste

"NOT IN THE TRUST"



HEKMAN BISCUIT CO. PLANT, Grand Rapids

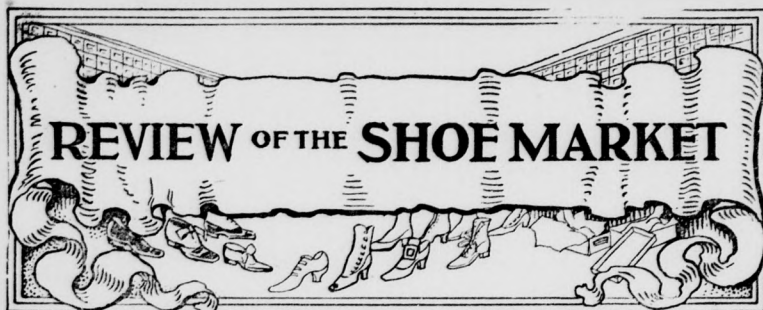
## Compare HEKMAN Grahams and Select Soda Crackers

(Also a full line of Cookie-Cakes and Crackers)

With the Best  
in the store -

HEKMAN BISCUIT COMPANY  
Grand Rapids, Mich.





### The Retail Shoe Dealer's Selling Expense.

The retailer is frequently asked as to whether or not there is any general trend downward in the salaries paid clerks, and what the policy should be in liquidating that portion of the expense of a store. Many of the enquirers also seek knowledge of the proper average selling expense in the average stores.

This is a matter which should be handled carefully, and if any move is made the question should be considered in each individual case so the decision will be based on fairness to the employee, the merchant and the public.

First of all, the pre-war standing of the clerk must be considered. There are many who believe that shoe salesmen generally were underpaid in the sense that the possibility of a fair earning power did not exist. Many good business men believed that this was due to inefficiency of a large number of the clerks themselves, with the result that the inefficient held down the wages of the good because the proprietor was obliged to consider his selling expense as a total, and used the better showing of his best clerks to offset the loss from the poor ones.

Generally, 5 per cent. was considered the correct per cent. for selling, with some few fortunately situated running lower than 5 per cent., but the great majority running higher, in many cases to 7 per cent. and 8 per cent.

If the budget form of expense apportioning is good for governments, why is it not good for business? A budget in dollars and cents, divided by the number of pairs of shoes sold per week, month, or year, is a clearer method of seeing where one stands than is the indefinite percentage system.

There are efficient salesmen and many inefficient ones. We know of a store where on a recent Saturday the sales ran per clerk, from \$75 to \$310. There were twelve clerks, each with an equal chance. The high man at \$310, the average around \$200 per book, and a low man at \$75 in the same store with equal chances show how hopeless it is to lay down a rule that will be fair to all. It proves what is generally known to be true, that individual effort and ability vary tremendously. If the proprietor of this store is paying his clerks a flat weekly wage the high men are not getting a fair deal because they are carrying the inefficient. If the salespeople are paid on a basis of 5 per cent. the poor clerks could starve.

A drawing account for each salesman based on frank understanding between employee and proprietor is an excellent method. The proprietor

should make the salesman understand thoroughly that there is a limit to what he can pay and make a profit over and above his fixed charges and selling cost. The salesman can tell the proprietor about what he believes he can do, and base his drawing account on the results which he believes he is capable of as a minimum, and for average monthly performance.

This out of the way, an agreement should be reached for a recompense for extra performance; in other words, an extra cash reward for real efficiency by which the capable man will get what is coming to him, and the inefficient will be automatically shown up as a losing proposition.

Shoe salesmen are improving just as we always believed they would if better paid, making possible a better living environment, a larger field of educational development, a wider scope of living activities outside business hours, all tending to broaden a man's outlook on life and the perspective of his own job.

The drawing account should not be placed too high, because if held fairly low it automatically forces the incentive to work harder to earn more than the minimum. Too high a drawing lessens the need for extra work, and this will be true until human nature changes. Then we thoroughly approve of an extra payment for results over and above the amount necessary to cover the drawing account.

The accounts must necessarily vary with the local condition in the individual store. We know of cases where in one block the rent is 2 per cent. because the proprietor owns the

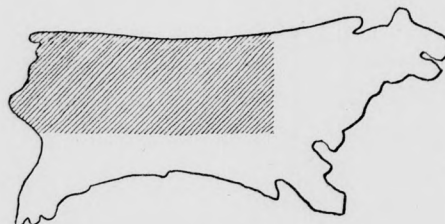
whole building and sub-lets portions of it so advantageously that his own rent is abnormally low. Now, this man can afford to distribute his other expenses, including selling cost, on a far more liberal and easy basis than another shoe-man in the same block who was caught with a renewal of lease at peak prices and finds himself paying a rent of 10 per cent. to sales. This is a bad proposition for the sales people in the latter store for this merchant must fight every other item of expense in order to keep in business.

There are other cases where the proprietor pays his clerks a drawing account based on 5 per cent. to sales, and pays 5 per cent. on all sales over this amount. The clerks have a deduction taken from their pay envelope when they fall below their quota. Some

9 to 11 pound Oak Bends  
55c lb.

**SCHWARTZBERG & GLASER  
LEATHER CO.**

57-59 S. Division Ave. Grand Rapids, Michigan



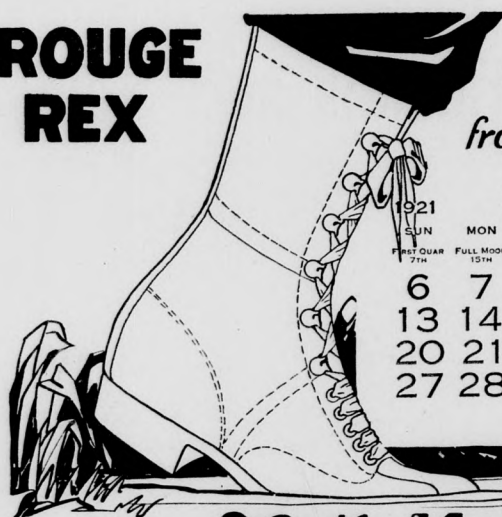
### Only the Best of the Hide in H-B Hard Pans

The shaded part of the hide above is called the "bend". It is the choicest part of the hide for sole leather. This is the only leather that goes into an H-B Hard Pan sole.

For 25 Michigan winters H-B Hard Pans have been keeping dry and comfortable the feet of outdoor men working in snow and slush and mud. Here is the shoe that will satisfy your hardest customer. Send for catalog.

**HEROLD-BERTSCH SHOE CO.**  
Grand Rapids, Mich.

**ROUGE  
REX**



Thru the mud or  
thru the snow  
dry and warm  
from heel to toe.

NOVEMBER 1921						
SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

ELEVENTH MONTH

LAST QUAR 22ND  
NEW MOON 29TH

**Hirth-Krause Co.**

tanners and shoe manufacturers. Grand Rapids Michigan



successful merchants base the pay on 5 per cent. for a drawing account and pay 8 per cent. on all above. They make money on this arrangement because it develops a uniformly efficient force steadily building a trade that comes back because of selling efficiency. This method develops a double-header sale store to a remarkable degree.

Any system of payment must be worked out by the individual. But to endure it must be fair to all, it must be a method that will develop efficiency. Its justice must be so evident to the employe as to develop his ability and make him a contented and willing worker.—Shoe Retailer.

#### Why the Smoot Plan Is Preferred By Many.

Washington, D. C., Nov. 1.—The Smoot plan is the best method yet devised for dealing with the tax situation in the opinion of many business men who have written to members of Congress urging them to support the manufacturers' tax as a substitute for the bill now pending. Present taxes and present methods are injuring trade, it is declared, and a new system is necessary if business is to revive.

That "all manufacturers and competitors are treated alike" is in the opinion of one of the largest manufacturers in the country, in itself sufficient to make the Smoot plan preferable to the present scheme of taxation. "Excise or sales taxes now collect a substantial amount of the revenue," it is pointed out, "but apply only to certain manufactured products. It seems only fair that they should be applied to all manufactured products alike or to none at all."

Other disadvantages of the bill now pending, according to this correspondent, are that "the Treasury experts are the same experts who were employed by the democratic administration and are simply advising re-writing the old law. The democratic tax law has encouraged large investments in non-taxables and money is not seeking investment in manufacturing or productive enterprises. Consequently, manufacturing or productive enterprises cannot give employment; they must have both capital and credit, which are fundamental necessities for employment."

It is unfair and un-American that the Treasury Department which collects the tax should be the final court of its rulings. It is unfair that persons should have to go from Port-

land, Maine, and Portland, Oregon, to Washington instead of having reasonable courts to interpret and decide their tax.

Manufacturers need a simple tax they can figure. At present one lawyer makes one's tax return, another lawyer reviews it and changes it, and a third lawyer in the Treasury Department disputes it, and no two lawyers seem to agree as to what one's taxes are and the Treasury Department has five years to decide. The result is that business in passing on the taxes in cost, must estimate with a wide margin of safety.

#### The Speed Maniac.

A Western paper attributes excessive speed in automobile driving to intoxication; not the inebriation which comes from drinking alcohol, but a mental intoxication which dulls the intellectual sense of caution, paralyzes the natural desire of all human beings for safety, and fills one with reckless disregard for law, the rights of others on the road, and an uncontrollable desire to go faster and yet faster.

This is not intoxication; it is mental aberration, insanity. The Western paper says "very few drivers of automobiles have never been speed-drunk as often as once." That is equivalent to saying that only the minority of those who handle a steering wheel have retained their sense and good judgment at all times when in control of a motor car—a statement far from reassuring.

We all come near the line between sanity and madness at times, we are told. Let us hope when we cross that line in a powerful automobile that we may not have our families with us, that there may be no other cars on our road, and that when the sudden death comes it will greet only the lunatic at the wheel.

The kicker may have something to kick about. He may be excusable, but there is no real excuse for the whiner.

*The Quality School*

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

## BLACK KID AND GUN METAL BALS IN STOCK



No. 475—Black Kid .....\$3.15  
No. 485—Gun Metal .....\$3.00  
Opera Last D Width, Sizes 3 to 8.

OAK  
SOLES



SEND  
YOUR  
ORDER  
TO-DAY



No. 68—Black Kid .....\$2.85  
No. 78—Gun Metal .....\$2.75  
Comfort Last E Width

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DETROIT,

1357 Sherman St.,

MICHIGAN

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We are in the overall business to stay.

We manufacture and sell overalls by the carload.

The leading merchants in 5 states sell our OVERALLS.

Why?

Because we have real overalls and real bargains. Gold Medal-Tailor Made Overalls are famous for being great big roomy bib overalls, two seamed legs with rubber detachable suspenders and made perfect equal to the highest grades made on the market in every shape, form and manner.

Be wise and drop us a postal card and we will be only too glad to mail you our prices. You never had or sold an overall in your store that can beat our overalls in quality and price.

### REAL OVERALLS — REAL BARGAINS

We sell  
direct  
from  
factory to  
dealers at  
factory  
prices.



Unusual  
values  
at  
unusual  
low  
prices.

House of Bargains.

B. ZEVALKINK, Sales Mgr.

## UNITED SALES CO.

59, 61, 63 Market Ave., Campau Bldg.  
GRAND RAPIDS, MICH. BELL PHONE MAIN 899

## Fourth National Bank

Grand Rapids, Mich.  
United States Depository



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on  
Savings Deposits  
Compounded Semi-Annually

3½

Per Cent Interest Paid on  
Certificates of Deposit  
Left One Year

Capital Stock and Surplus  
\$600,000

WM. H. ANDERSON, President  
J. CLINTON BISHOP, Cashier  
HARRY C. LUNDBERG, Ass't Cashier

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





### Impressions of America After Five Years' Absence.

To one who has been absent from his native land for five years—and this is of course especially true coming from a country where most everything is of Latin origin—one experiences a peculiar sensation of mingled pleasure and fear. The mere idea of again seeing one's own people setting foot on native soil cannot help but arouse a thrill of patriotism and the question "Why did I remain away so long?" On the other hand, the many changes which have occurred in the United States, its great achievements in the war, in finance, education, commerce and industry—not only internally but as a world power—make a non-resident feel somewhat out of place with changed conditions and there is a tendency to feel unable to meet the situation. The apprehension soon disappears, however, and in a very short time one automatically falls in the ways of affairs here and everything seems to be quite natural. But a person who has lived abroad over a period of years is in a better position than one who has never left these shores to realize why and how the "melting pot" process of foreign emigration to this country operates and absorbs other peoples in our own ways of private and business life.

It was quite obvious to me that since my last visit in 1916, certain important changes have occurred in this country. One thing that surprised me very much is the way in which the war has apparently been forgotten, with the possible exception of the present day issues to which the United States has fallen heir, namely the huge indebtedness to us by European and other nations and the adverse effect which the present high value of the dollar has in our trade with practically every country all over the world.

Having visited most of the European countries on my return from Brazil, I found the greatest interest here, so far as the European situation is concerned, centered in Germany. There seems to be much apprehension here that Germany is rapidly returning to her former position as a world trader and that our own salvation is almost hopeless. True as it may be that I witnessed much industrial activity in Germany, still I found mostly everybody dissatisfied there, complaining of inability to obtain raw materials for manufacture, distressed with the disappearance of the German merchant marine, unable to command the same machinery for supplying liberal credits as existed before the war, and, among intellectual classes, the feeling of insecurity of the present government. It is quite natural

that having been placed in the position of the principal world's supplier by the war we should feel more acutely than our competitors the sudden falling off of trade with adverse conditions almost everywhere. Germany's present ability to produce at ridiculously low costs cannot continue indefinitely for her war indemnity and reparation obligations have not yet taken full effect. Many of our commercial and banking interests seem to overlook the importance of credits in foreign trade, and that once the turning point in business is reached, we should be in a superior position to other competitive manufacturing countries in financing foreign shipments.

I was amazed to learn of the apparent ineffectiveness of the prohibition legislation, and from the sole viewpoint of principles of Government, to see that these measures are not having a wholesome effect upon the people of the country so far as law-abidance is concerned. One could hardly imagine that a greater percentage of the population than those either deficient mentally or otherwise and with criminal tendencies, would violate Federal laws on this subject any more than they would think of robbing a post office or counterfeiting money. And yet, it seems to be one of the principal topics of conversation everywhere and I imagine more than an insignificant part of the population in all classes do not look upon its violation with the same apprehension as in other Federal penal legislation.

The railroads of the country—and I have traveled over some of the more important roads to the middle west—seem to be in a somewhat deteriorated state, and I observe this even in the best passenger trains, which did not appear to be as well kept as formerly for cleanliness or comfort of the passengers. This, presumably, is a war condition which will eventually rectify itself.

One thing proved particularly gratifying to me, namely the tremendous strides which have been made among such a large part of our population in world affairs. A few years ago, with the exception of those who had traveled abroad or were interested in foreign trade, one cannot deny that our viewpoint was very provincial. The sending of troops to Europe affected every family in the country and our horizon was extended. This interest, however, has gone still further and today one cannot help but feel that there is a much keener understanding of affairs and events in every continent. On my last visit I found that outside of a few cities in the East, where interest was centered on foreign trade, many of the questions asked me demonstrated how little was

## Kent State Bank

Main Office Ottawa Ave.  
Facing Monroe

Grand Rapids, Mich.

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

Resources

13 Million Dollars

3½ Per Cent.

Paid on Certificates of Deposit

Do Your Banking by Mail

The Home for Savings

## CADILLAC STATE BANK

CADILLAC, MICH.

Capital ..... \$ 100,000.00  
Surplus ..... 100,000.00  
Deposits (over) .. 2,000,000.00

We pay 4% on savings

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

RESERVE FOR STATE BANKS

## A New Will for New Conditions

That you "made your Will" some time ago should not deter you from bringing it up-to-date. Time alters every man's plans and obligations.

In the light of present-day conditions you, like other prudent men, may wish to safeguard your wife and children against financial hazards by re-writing your Will, and naming this Company as YOUR TRUSTEE.

Your new Will can provide that the property be held in trust by this Company during the lifetime of your wife, to go to other beneficiaries thereafter.

It can set apart funds to insure your children's support and education, or to insure that your daughter will always have independent means.

It can provide that your son's portion of the estate be managed for him until he reaches years of business discretion.

These are a few of the possibilities. We shall be pleased to discuss with you the business aspects of protecting your family's future.

## GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.

OTTAWA AT FOUNTAIN

BOTH PHONES 4391

## INSURANCE IN FORCE \$85,000,000.00

WILLIAM A. WATTS  
President



RANSOM E. OLDS  
Chairman of Board

## MERCHANTS LIFE INSURANCE COMPANY

Offices: 4th floor Michigan Trust Bldg.—Grand Rapids, Michigan  
GREEN & MORRISON—Michigan State Agents



known of Brazil in this country. To quote the famous "Charlie's Aunt" it was "the place where the nuts come from," there was a vague association of it with coffee or rubber or the Amazon River, but that was all. Today, to the contrary—and this applies to our West and Middlewest as well—there is a much more intelligent understanding and a keen desire for accurate and detailed information concerning Brazil and other South American countries. This may be partly attributed to the intense propaganda which was carried on for the extension of our trade to the Southern hemisphere, the dissemination of valuable news and information by the newspapers, press agencies and trade journals, the exhibition of interesting and instructive travel pictures in the motion picture show houses throughout the country. There is one element, however, which has recently played an important part in this expansion of ideas, and quite naturally so. Most of the South American external securities were formerly held in Europe, particularly in England. Large parts of these issues have been coming to this country where they have found a good market, and new issues have been floated successfully in the United States. We have developed an investing public, which is enquiring enough to consider all of the facts presented when securities are offered, and not only does this enable the investor to study the country which is offering the bonds, but as long as he holds them, he unconsciously reads everything which falls into his hands concerning that particular country. Questions about Brazil have been asked me hundreds of times since my arrival in the United States, and in most instances (excepting where the person was directly trading with Brazil) I learned that they were prompted by the ownership of one or more Brazilian government bonds. Our further participation in financing countries will not only help to adjust the present unusual exchange situation, but, will also stimulate a greater individual interest in other countries, and create a public opinion on foreign policies.

H. J. R.

#### Unemployment Problem Will Soon Be Remedied.

After a National conference, a congressional investigation and an expensive survey, Government officials may understand the unemployment situation as clearly as the common working people do now, and will have arrived at the point where the public have for some time been waiting, namely: What can be done to remedy conditions?

If past experience warrants prediction, measures to relieve the situation will be makeshifts which in reality will only postpone hardship and suffering for those who most need relief. Public improvements which necessitate further burdens of taxation, while affording employment to some who cannot or will not try to solve their own problems, is in reality robbing those who are manfully struggling to hold their own until readjustment comes in a natural manner.

Scarcity of farm help continued for two years after the war closed. At

the same time men in shops and factories admitted that high wages and steady work in the factories would end soon; yet they continued living in crowded quarters, sleeping in tents and autos, while in the country were vacant farm and tenant houses, scores if not hundreds in single counties, and opportunities to secure permanent work at unusually high wages. But most of them held on to their jobs until the crash came and then stayed in the cities until all their money was used up before they would strike out and look for work.

In the year 1921, although farm laborers are beginning to return to the farms, they are still demanding higher wages than the selling price of farm products warrant. To carry on their farms with full equipment of machinery and ample help has resulted in a steady decrease of farmers' bank accounts or in increasing their indebtedness.

City, State or National aid to overcome unemployment should not be general. It should first aid those who own homes in the cities, those who have families to support and let the unmarried men and transient families seek work where it may be had.

The wages demanded by farm laborers, the low prices of farm products and the 'hold-up' prices of farm machinery by manufacturers and dealers has prevented farmers from planning to operate their farms to their highest capacity as they tried to do in the time of war.

By the spring of 1922 matters will have become so readjusted that unemployment problems will be largely self-remedied.

E. E. Whitney.

#### His Only Effect.

"Did the doctor I recommended loosen up your cold?"

"No, only my bank account."

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## Grand Rapids National City Bank CITY TRUST & SAVINGS BANK

ASSOCIATED

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

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

Combined Capital and Surplus ----- \$ 1,724,300.00

Combined Total Deposits ----- 10,168,700.00

Combined Total Resources ----- 13,157,100.00

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ASSOCIATED

## Grand Rapids Merchants Mutual Fire Insurance Company

Economical Management

Careful Underwriting, Selected Risks

Affiliated with the

Michigan Retail Dry Goods Association,

OFFICE 320 HOUSEMAN BLDG.

GRAND RAPIDS, MICH.

## RATES

As low as is consistent with good business and safe underwriting.

Live Agents Wanted.

MICHIGAN AUTOMOBILE INSURANCE CO.

Grand Rapids, Mich.

A Stock Company.

## Special Attention:

Is called to our Federal Tax Department which is highly developed. We have experienced Tax Accountants to assist the business community and to represent you in all Tax matters.

Our Washington connection enables us to keep abreast of all rulings and changes in the Federal Tax laws—in itself a very important feature. Call us up on any point.

On your accounting problems we also consult confidentially without cost or obligation. We have a large force of trained Accountants to draw upon for special investigations or complete audits.

"Oldest Trust Company in Michigan"

THE  
**MICHIGAN TRUST**  
COMPANY

Grand Rapids, Michigan



### The Weekly Half Holiday Closing Scheme.

Grandville, Nov. 1—It depends from which side of the counter you view the matter, but from the outside it seems a little selfish for the dealer to make his summer half holidays a permanent condition.

The widow Hornby, who is suddenly overtaken with unexpected company and finds her larder rather scant in certain articles for the getting together of a good meal, makes a hasty trip of half a mile down town to her favorite store to find the door locked against her.

Right in her face grins the legend, "We close Wednesday afternoon." Why, yes, to be sure, but she had forgotten this. Anything like a midweek half holiday seems awkward enough in the hot season, but to have it a part of every week in the year is different, and it truly is hard to get the hang of it.

The unexpected company, no doubt, will be accomodating and fail to notice any lack of variety and quantity in the menu, yet Mrs. Hornby feels a sort of humiliation all the same and crosses the street to the bake shop, confident of finding this open for customers. She tries the door, the mist in her old eyes blinding them to the fact that a similar notice to the one in the store window across the street leans against the pane.

With a despairing gasp the good woman stands meditating. What shall she do now? She remembers that the last loaf of bread has been reduced to a few slices, and she has not been doing any baking of late, preferring to patronize the bakery while her ill health—of which she has been aware for some weeks now—does not improve.

"Gracious this is awful!"

The widow leans against the edge of the door jamb and feels a strange faintness stealing over her. While she stands thus a happy whistle echoes down the street and a small boy comes loitering along, his bright gray eyes noting the fact that only one door on the business avenue is open to the public and that a newly established delicatessen shop. Candy and peanuts aren't shut off anyhow and Jimmy is about to hie himself over and spend his dime, when his attention is called to the little old woman leaning dejectedly against the front door of the bakery.

"Everything's closed down, ma'am," he says cheerfully. "Forget something this morning?"

"Oh, dear, yes," heaving a sigh. "Out of bread, mebbe?"

"Just that, my boy, and I have company to dinner this blessed afternoon. I do wish somebody would open a store that wouldn't close every time the boss or one of the clerks wants to go fishing or rabbit hunting. Well, I suppose there's no help for it. I wonder if the cars have a holiday too?"

"I reckon not," says the boy, "although it'll come to that after a while.

My uncle drove in from the farm last week wanting to buy a lot of stuff. Got here jest after noon and found the stores all closed. He hadn't heard of the shutting down of business every Wednesday afternoon so he got left. Mad? Well, I should say he was, and the next time he went for supplies he drove over to Dodds' Corner. There is only one store there, but it is always open week days and the man keeps a good variety."

Mrs. Hornby turned with a sorrowful little sigh to retrace her steps, trusting that by bare chance the little outskirts grocery might deal in bread.

Luckily, the small grocery had bread in plenty. The face of Mrs. Hornby brightened when she crossed the threshold of the modest little store to find it well stocked with groceries, everything new and inviting.

"Mercy me!" exclaimed the widow, "and I never knew there was a store way out here. I hope you won't get the habit of shutting up shop every Wednesday afternoon, as the rest do, Mr. Blank."

The merchant assured her that while he was in business he expected to serve the public every day in the week. Mrs. Hornby purchased several articles of household necessity aside from the bread, and returned homeward, very tired, yet rejoiced over the outcome of her hour's shopping on a Wednesday afternoon. Nor did she forget the little grocery whose doors were never closed against customers.

"No matter how long the custom lasts I shall always forget sometimes," declared the widow. "I make no doubt the store folks do get tired sometimes and feel like taking a rest. We all do that, but what are they in the store business for if not to wait on customers? Suppose the housekeeper stopped short one day at noon each week, where'd the feed come from for the husband and the children? Way I look at it the man in the store owes the public a duty and he isn't any better than anybody else. If he wants to lay off half a day through the summer months that isn't so bad, but to keep it up all the time, winter and all, is a little too much of a good thing, and the merchant who has an eye out for the main chance will think twice before he starts any such performance."

Perhaps the woman is right. Think about it, Mr. Merchant, and figure out what has been gained—or lost—by this half day closing idea being extended throughout the year.

Old Timer.

### Man and Dogs.

A friend may smile and bid you hail,  
Yet wish you with the devil;  
But when a good dog wags his tail  
You know he's on the level.

Time spent watching to see who visits your competitor might better be spent in getting up advertising to bring people to your own store.

## MICHIGAN SHOE DEALERS Mutual Fire Insurance Company

FREMONT, MICHIGAN

### Maintains Its 30% Dividend Record

By careful selection of risks  
By sound and conservative management  
By thorough mutuality

Courteous and prompt attention to all enquiries.

ALBERT MURRAY, Pres.

L. H. BAKER, Sec'y-Treas.

## The Finnish Mutual Fire Insurance Co. ORGANIZED IN 1889

### OUR PLAN OF OPERATION.

To write all policies at established board rate.

To collect the full premium and renew the policy each year at full board rates. The SAVING or DIVIDEND is paid on policies which have been in force FOUR YEARS.

DIVIDENDS paid since organization never less than 50%.

Behind THIS PLAN is 31 years of successful insurance experience.

### RESULTS TELL.

DIVIDENDS SINCE ORGANIZATION	\$ 372,606.51
LOSSES PAID	197,895.23

EXCESS OF DIVIDENDS OVER LOSSES	\$ 274,711.28
SURPLUS TO POLICY HOLDERS	239,072.85
INSURANCE IN FORCE Dec. 31, 1920	4,552,274.15

## 50% Savings

TO POLICY HOLDERS.

ARE YOU ONE? IF NOT, WRITE.

I. W. FRIMODIG,  
General Manager,  
Calumet, Michigan.

C. N. BRISTOL, Gen. Agt.  
For Lower Michigan,  
Fremont, Michigan.

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### SAVING

### SERVICE

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"The Agency of Personal Service"

CLASS MUTUALS ARE LEADING MUTUALS, Because they limit their lines to PARTICULAR CLASSES, Resulting in WIDE DISTRIBUTION of risks, LOW LOSS RATIO, and MINIMUM EXPENSE.

### WE REPRESENT CLASS MUTUALS THAT SAVE

Hardware, Implement and Sheet Metal Dealers 50% to 60%.

Garages, Blacksmith Shops, Harness and Furniture Stores 40%.

Drug Stores, Shoe Stores, General Stores, and Hotels 30% to 50%.

ARE YOU INTERESTED IN THESE SAVINGS? Are your premiums paying you a THIRTY to FIFTY PER CENT DIVIDEND? If not, then it is up to you to see that they do, by placing your insurance with THIS AGENCY.

C. N. BRISTOL  
FREMONT,

A. T. MONSON

H. G. BUNDY  
MICHIGAN

### Preferred Risks! Small Losses! Efficient Management!

enables us to declare a

## 30% Dividend For Year 1921

100% Protection and 30% Dividend, both for same money you are paying to a stock company for a policy that may be haggled over in case of loss.

Michigan Bankers and Merchants Mutual Fire Insurance Co.  
of Fremont, Mich.

WM. N. SENF, Sec'y

## Fenton Davis & Boyle

MICHIGAN TRUST BUILDING

Chicago

GRAND RAPIDS

Detroit

First National Bank Bldg. Telephones { Main 656  
Citizens 4212

Congress Building



## Recent Happenings in the Marquette District.

Marquette, Nov. 1—Construction of the new Queen City garage, corner of Fourth and West Washington streets, is about completed, work on the interior being already far advanced. August Libershal, proprietor, has announced the opening date as Jan. 1. The garage will do all kinds of repairing, will be available for storage and, later, will take over a popular agency. The equipment is modern in every respect.

Percy Kimball, formerly expert mechanic and salesman for the Cloverland Auto Co., has taken over the Franklin agency for the city of Marquette.

Mike Walin, dealer in electrical equipment, has added automobile accessories to his stock, West Washington street. He reports a lively trade.

The city's newest baking establishment recently began business on South Third street under the name of the Superior bakery.

The Thomas Market Co., South Front street, Marquette's latest butcher shop, reports a rushing demand for low-priced meats. The establishment has been in business about two weeks.

The Hi Flyer Cigar Co., recently opened on South Front street has employed the manufactured-in-the-window style of advertising. The cigars are rolled in plain sight of passerby and the feature has considerably stimulated the trade, according to the proprietors.

Although recently "touched up" by midnight wayfarers, the Bowers confectionery, a week-old establishment at Hewitt avenue and Lake street, reports a satisfactory business.

Gray & St. Cyr have entered into a grocery partnership on North Third street, with a line of fancy and staple groceries.

The Morris grocery, opened a month ago at 115 Champion street, caters to the South Marquette trade, and the proprietors declare they are encouraged over the outlook.

The King hardware, formerly situated on West Washington street has moved into one of the modern stores created by the remodeling of the Manhard block, on South Front street.

The Manhard block, formerly owned by M. R. Manhard & Son has been sold to A. L. Huetter, Marquette women's furnishings merchant, and has been remodeled throughout. Two modern store fronts now occupy the site formerly taken up by the Manhard hardware.

Two new millinery establishments, Mrs. Winter's hatshop and Mrs. Hadrich's millinery, have opened for business in the city, the former on North Third street, and the latter on West Washington.

The Kelly hardware, South Front street, has added a complete line of sporting goods to its stock in trade.

Dallas & Fleury, a month-old men's and women's tailoring establishment, located on the second floor of the Mining Journal building, is doing about all the business two tailors can handle at present. The new shop meets a long-felt want for quick and thorough tailoring jobs.

Arthur Meyers, proprietor of the Art shop, North Third street, has completed the remodeling of his establishment and has added wallpaper to his stock. The establishment is one of the most attractive of its kind in the city and reports a lively pre-holiday trade.

Mrs. George Leonard, dealer in infant's wear, and who has built up a considerable trade outside of the city, has moved her workrooms to her home, in the Hargrave Flats, where she is now preparing for the annual holiday rush.

The Cloverland Auto Co., established on Baraga avenue, is remodeling the garage formerly occupied by Asire & Palmer, and will open up the new establishment within a few weeks. The new garage will cater

## NEW ISSUE:

Rarely does an opportunity present itself in an advancing bond market, through a period of declining interest rates where the public may accumulate long term, non-callable, high-interest bearing bonds, such as:

THE

## 20-Year Non-Callable First Mortgage Bonds

of the

## Central Steel Company

The Mortgage amounts to \$5,000,000 and is Closed at That Figure.  
The Coupon is 8%

If paid at 107½, the first year the net return will be 17.42% and if held the full 20 years the return will be approximately 8.15%.

There are \$4,180 of net assets for each \$1,000 bond of this issue so the Mortgage is at the rate of about 25%.

The fixed assets alone (less depreciation) amount to \$3,246 for each \$1,000 bond of the mortgage.

The net quick assets alone slightly exceed this \$5,000,000 First Mortgage Bond issue; in other words, the Company has more than dollar for dollar of net quick assets as compared to the First Mortgage bonds an unusual statement.

Net earnings after depreciation but before Federal Taxes averaged for five years 5.91 times interest requirements. After Federal Taxes, earnings of five years and eight months averaged \$1,721,786 or 4.30 times interest requirements. Net profits available for interest charges for the year 1920 before Federal Taxes were \$2,705,918 or 6.76 times interest charges; after Federal Taxes, net profits were \$2,197,757 or 5.49 times interest charges.

The growth of this Company's business has been phenomenal, their gross having reached the imposing figure of \$34,752,000 in 1920 from \$11,640,000 in 1916, or an increase of over 200% in the short time of 5 years.

The Company manufactures high-grade alloy steels and is equipped to manufacture over fifty different commercial grades under the trade name "Agathon" steels, which they supply hundreds of customers (whose demands are well diversified) all over the United States.

The Company owns 200 acres at Massillon, Ohio, upon which they have 30 modern brick buildings, including 10 open hearth furnaces and 20 different mills, whose combined annual production exceeds 560,000 tons, employing 3,000 people under normal operating conditions.

## SINKING FUND

Sinking Fund provides for purchase of 5% of issue if obtainable up to 107½ first ten years, any unexpended balance reverting to the Company; thereafter, 10% annually if obtainable up to 107½, if not available, funds to be applied to payment at maturity.

## CONCLUSION

From the above it will be readily noted that the Central Steel Company is not dependent upon any particular branch of activity to market its output and taken together with their wide distribution, their unlimited power of production, conservative management, and excellent banking connections places the Company in an enviable position in one of the most fundamental and necessary lines of industrial activity in the world.

Considering the ample security—a four for one closed first mortgage—average net profits for five years of approximately 6 times interest charges, keeping in mind that the steel industry is one of the basic industries of the country, evidence is sufficient that these bonds will command the attention of conservative investors. They carry our highest recommendations.

## Wire Orders

PRICE 98½, YIELDING 8.15%

Howe, Snow, Corrigan & Bertles

INVESTMENT BANKERS

310 FORD BUILDING  
DETROIT, MICH.

GRAND RAPIDS SAVINGS BANK BUILDING  
GRAND RAPIDS, MICH.

Statistics and information contained in this circular while not guaranteed are obtained from sources we believe to be reliable.



to the trade "on the hill," or North of the main business street in the city, while the Baraga avenue establishment will continue on the same basis as formerly.

Miss Mayme McCall, milliner, has moved her establishment from West Washington street to the first floor of the Longyear building, corner of Bluff and Front streets. The shop is the largest millinery establishment in the city and the new quarters have been attractively arranged throughout.

Peterson's cafe, formerly located in the Hogan building, on West Washington street, has moved to one of the new Huetter store buildings in the old Manhard block. "Pete" is a favorite caterer for any and all occasions.

J. L. Walton, exclusive tailor, has moved his shop from West Washington street to a new store building on South Front street, opposite the American Railways Express Co. The interior and exterior have been attractively re-arranged, making one of the most modern establishments of its kind in the city.

The Union National Bank has taken over all of the stock of the old Marquette National Bank, corner Front and Washington streets, in the heart of the business district. Capital \$100,000. Surplus \$100,000. Fully paid. Officers are: J. M. Longyear, President; D. W. Powell, Vice-President; C. H. Schaeffer, Vice-President; F. J. Jennison, Cashier; H. A. Fox, Assistant Cashier; E. A. Brown, Assistant Cashier. The new banking establishment opened for business Oct. 7. "Loyalty to the interests of its patrons and friends will be the governing motive of the officers of this bank," says the motto.

It is expected that work on the new hotel, the Kawbawgam, begun last year with the backing, largely, of local capital, will be resumed in the spring of 1922. The new hotel is located on Front street, between Bluff and Ridge streets. The foundation has already been completed.

The Upper Peninsula Motors Corporation, general auto repair work, storage and distributors for the Hudson and Essex cars are contemplating the construction of a new garage, on West Washington street. The concern has enjoyed a rapidly increasing trade at its garage on Baraga avenue, and feels the immediate need of expansion.

W. L. Katz, clothier, announces the plans for a new store building at Baraga avenue and Front street. Work will not begin until spring.

James Pendill, anticipating the possible needs of the hundreds of students who come annually to attend the Northern State Normal College, has erected a modern cafeteria just opposite the school on North Fourth street. The new establishment is designed to eliminate the noon-day basket-luncheon among the students and also to stave off that omnipresent "hollow feeling" between classes.

Here and There.

Joe Hutchins, druggist for the Pendill Drug Company, corner Front and Washington street, has built up a local reputation for window displays. Joe's favorite stunt is to dig up a "dead" seller from the recesses of the storeroom and arrange it in the window so that the most skeptical will look upon it as the latest in novelties. Carefully chosen backgrounds and attention to arrangement justify his "Keep the stock moving."

With the completion of the new Palestra, huge amusement building recently purchased from the city of Laurium, Marquette will be a welcome haven for the tired drummer over the week-end. Construction is going ahead rapidly, and an up-to-date skating and dancing pavilion is already assured for early winter. Local capital made the feature possible, after its repeated defeat at the hands of the taxpayers. More power to the local boys, say we.

A brisk demand for building ma-

terials, and certain prospects for a material increase in construction throughout the Upper Peninsula of Michigan is reported by N. C. DeHaas, commission construction materials merchant of Marquette. "The past month alone," Mr. De Haas declared, "shows an increase of from 50 to 60 per cent. over the previous month, with an average increase of 50 per cent. over the past four months period, as compared with the same period last year."

"I estimate," Mr. DeHaas continued, "that the city of Marquette alone, including the work to be done on the Northern State Normal College training school and the new Hotel Kaw Baw Gam, will come well over the one million dollar mark."

Referring to Eastern demand, Mr. DeHaas declared that enquiries in his office show the same marked upward trend in the situation there. One order alone, he declares, calls for all of the material to go into the construction of twenty-five houses, including brick, lumber and cement. Orders for 1,000,000 feet of fir are also included among the enquiries, Mr. DeHaas declared, and enquiries for other kinds of lumber total as much, if not more. One order alone calls for over 770,000 feet of lumber, to be shipped by water.

Predicting the immediate future for construction throughout Upper Michigan, Mr. DeHaas declared, "So far as I know, there is plenty of work on hand for the carpenters, and I do not believe many of them are out of work. The outlook for the building trade throughout this region is very good, probably better than it has been in years."

"Furthermore," Mr. DeHaas continued, "there has been a material decrease in the price of almost all construction materials. Lumber, brick, cement, hollow tile and the other materials have, during the past six months, decreased from 15 to 40 per cent. I believe, however, that the extreme low level has been reached, and that whatever change occurs from now on for the next several months at least, will show a slight upward trend. Even during the past two weeks the common grades of lumber have shown an average upward reaction of from \$2 to \$3 per thousand, and the better grades of from \$6 to \$7 per thousand. We are now shipping a quantity of white pine which averages about \$75 per thousand. Lumber has, in my opinion, gone about as low as it will go for some time to come."

As stated, the two biggest construction jobs planned for the city of Marquette are the new training school for the Northern State Normal College and the city's new hotel, Kaw Baw Gam, named after a famous Indian chieftain who once was a familiar character about the city. It is confidently expected that work on both of these structures will begin early in the spring of 1922, the foundation of the hotel having already been completed. It has been reported, too, that plans are in progress for the building up of Marquette's most unsightly spot—the burned-out corner of Front and Washington street, where, six years ago, fire wiped out an entire office and store building. This property has since been purchased from the Peter Frei estate by L. G. Kaufman of New York and Marquette, President of the Chatham and Phoenix National Banks of New York, and of the First National Bank, Marquette.

An energetic and intelligent publicity and advertising campaign, on the part of the manufacturer to offset the persistent comment of those not directly connected and acquainted with the clothing business, is the suggestion of A. E. Archambeau, one of Marquette's veteran clothing retailers. The same principle, he declares, would apply to any other business.

"I believe that much of the apparent dissatisfaction with the cost of living—with the prices asked for the necessary commodities—could be avoided," Mr. Archambeau declared, "if the manufacturers themselves

## FIRE

## TORNADO

# BETTER INSURANCE

AT

# LESS COST

During the year 1920 the companies operating through

## The Mill Mutuals Agency

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

## THE MILL MUTUALS AGENCY

120 W. Ottawa St.

Lansing, Michigan

Free From All Federal Income Taxation.

We own and offer:

\$105,000

Manatee County, Fla.,

6% School District Bonds

(Issued by City of Bradentown Special School District No. 1; including entire city of Bradentown and about 10,000 surrounding acres.)

Dated July 1, 1921. Due in 30 years from date, without option of previous payment. Principal and s. a. interest (Jan. and July 1) payable at Seaboard Nat'l Bank, New York. Den. \$1,000.

Total value of property, est. ----- \$6,000,000

Assessed valuation for taxation 1921 --- 1,872,000

The assessment of the School District is

abnormally low. Assessed valuation of

City of Bradentown, entirely within

School District No. 1 ----- 5,225,000

Bonded debt—this issue only ----- 105,000

Population 4,500.

Manatee is one of the leading Counties in the State as to value of Citrus Fruit and early vegetable crops, officially valued at \$4,500,000 annually.

These bonds are issued for a new School House, and full faith, credit and resources of the District are pledged for payment of bonds and interest.

Validated by the Circuit Court of Manatee County.

Eligible to secure Postal Savings Bank Deposits, in opinion of counsel.

Legality to be approved by our attorneys.

Price Par and Interest, Yielding 6%

The Hanchett Bond Company, Inc.

(Incorporated 1910)

MUNICIPAL BOND HOUSE  
CHICAGO

Dime Bank Bldg., Detroit

W. H. Dunham, Representative.



would assume the burden of informing the public of the factors which enter into the determination of retail prices. There seems to be a deplorable lack of understanding, on the part of the buying public, with regard to manufacturing costs, that, in recent months particularly, the burden has fallen entirely upon the retailer to go into the details and trace the manufactured article from the raw product.

"I know this is particularly true in the clothing business. For instance, the farmer knows full well that raw wool is down; that the price is around 20 cents per pound. He knows, too, that although the price of clothing has decreased somewhat, the drop does not seem proportionate to the decrease in the raw material. Naturally, he cannot understand. What is the result? The retail merchant, upon whom the farmer vents his wrath, must, perforce, go into details and trace the product from the sheep's back to the mill; from the mill to the manufacturer; the manufacturer to the wholesaler and the wholesaler to the retailer. He must show how wage levels affect the retail price of clothing; he must emphasize the hundred and one other factors which bear upon the issue, and I have found that I can very easily spend considerable of my time, if I so choose, attempting to enlighten the public on these phases of the business.

"I do not believe this is entirely fair or just to the retailer," Mr. Archambeau continued. "I am sure that if the manufacturers themselves should avail themselves of the news columns of the daily papers and of the trade journals, this situation would be considerably relieved."

As concerns the outlook for clothing prices during the next six months, Mr. Archambeau does not look for a material decrease of any kind. "The price may drop a dollar or two on men's suitings," he declared, "but the wage scale for the tailors is already established until 1922, and it is not likely that any great changes will occur during that period, unless it be with the higher grades of clothing materials only.

A candy salesman from an inland point appeared at the desk of the Clifton Hotel one morning recently and told "Charlie" Sams, the proprietor, that if he (Charlie) couldn't keep the cows out of the yard at night, he (the salesman) was through with that hotel. When told that the "cow" was none other than Marquette harbor's dismal foghorn, bellowing its warning to "ships that pass in the night," Mr. Salesman muttered something about "oughta label them things," and "snuck" out. For proof and evidence, make Marquette on a foggy day.

L. D. Tucker.

#### War Echoes For Armistice Day.

Written for the Tradesman.

Standing before one of the windows of a bank one winter day not many weeks after the signing of the armistice was a woman dressed in black. She did not recognize me until I said that we were neighbors and gave my name. She grasped my hand and burst into tears saying: "You have lost your boy, too. But you have two sons left. He was all I had in the world."

They took this widow's only son and he died in the training camp. Somewhere, sometime, someone will have to answer for all the heartless, unnecessary and rigorous features of conscription and military training. Some day the American people will demand an answer to the question if it is the deliberate intention of army men to kill off the weaklings by imposing extreme hardships upon recruits in training camps.

A Father.

# United



Official Seal of the City of Grand Rapids

## The City of Grand Rapids Uses UNITED TRUCKS

**FIVE UNITED TRUCKS** are doing the heavy duty hauling for this city.

These trucks were purchased after definite proof of their performance.

The City Government bought them with due regard to first cost, economy of upkeep and operation, and the convenience of the United factory service shop.

*All five are making good.*

So are hundreds of other UNITEDS engaged in the hardest kind of hauling all over Grand Rapids and surrounding territory.

**1½—2½—3½ and 5 Tons.**  
**A size for every requirement.**

**United Motors Company**  
Grand Rapids, Mich.

FACTORY AND SERVICE 675 NORTH STREET

Bell Main 770

Citizens 4472

**Quality—**  
**rather than quantity production**

# trucks





**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.

#### Wool Stocks and Woolen Goods.

The past week has shown a continuance of the strength in the wool markets which has been noted for the last two months. At all the auctions prices have been firm, and some increases were had in the coarser wools. The demand is from British manufacturers of woollens and from European and Japanese buyers. Apparently there is a desire to make up for the deprivation of wool during the war period and since. Last year's clip in Australia seems to have been disposed of and some of this year's will be offered at the sales next month and in December. There are still remaining about 1,500,000 bales of the stock carried by the Bawra, as the British-Australian Wool Realization Association is called. More or less trading continues in domestic wool, but special features are lacking. The mills are still active and report comparatively few cancellations. More openings of dress goods for Spring occurred during the last week. They show little price change. A large business is reported in the cheaper lines, with improving prospects for the finer grades. Fall clothing of medium priced kinds has been moving fairly well, but retailers are somewhat shy in ordering for Spring. Tropical cloth suits, however, are said to have been ordered in large volume. The women's wear trade has been bettered by the cooler weather. Much interest attaches to the coming openings of rugs and carpets. Business in them has been quite brisk and it looks as though it would continue. It is a moot question in the trade whether or not the principal factor will stir up things with another auction sale.

#### Dance Hat Trimmings.

Gold and silver laces, veiled sometimes with maline to dim their brilliance, are the "last word" in materials for dance hats, the coming bulletin of the Retail Millinery Association of America will say. Not a great deal of specializing on chapeaux for that purpose has been done since before the war, but fashion seems to have swung around to them again.

"There are a number of these charming little hats to be had about town," the bulletin will go on, "and one wholesaler has given particular attention to this mode. The cleverest of draped diadem toques, which closely swathe the head with scintillating gold cloth, combine with Oriental bands that sometimes run, with the gold material, into attractive little sashes. In

many cases a brim is added to lend softness to the model.

"There are hats of silver lace, for example, that have tiny upturned brims of royal blue velvet and large transparent crowns. Maline is often swathed about the brim and crown, too, trailing off into a long sash. A Dutch cap of lace of sheer mesh, with a very heavy flower motif of gold braid, is made with a full tam crown and small fitted brim, about which are laid black leaves. If a double side trimming is desired, a rose fashioned of cloth of gold is brought into use."

#### Prices of Cotton and Cotton Goods.

Not only speculators but spinners noted with interest the publication, early last week, of the Census Bureau report on the amount of cotton ginned up to Oct. 18. The total—5,477,397 bales—is little below that at the corresponding date last year, when the crop was about 13,000,000 bales. But the claim is made, and is apparently well founded, that never before was so large a percentage picked and ginned as this year at this period. On the basis of the figure given the estimates for the 1921 crop vary between 6,500,000 and 7,500,000 bales. There is every incentive this year to pick the plants thoroughly and leave no cotton in the field, as was done last year in many places. Demand has continued good from both domestic and foreign spinners. But the quotations of cotton have not risen to anything like the extent which was expected, but they have fluctuated without too wide a range. It is yet a question as to how the consumer will take to higher prices of cotton goods. Those now being sold at retail represent the lower levels of some months ago. In the primary markets there is a feeling of confidence which tends to sustain values as they have been increased, and such increase is greater than the rise in raw cotton seems to warrant. Some contracts go on well through December. Finished cloths are moving in fair quantity, some "at value." Fall knit goods are being gradually absorbed by the trade but there is still halting on the Spring offerings. Hosiery is moving slowly except in the silk varieties.

Don't hide away in the back of the store the goods that make people want them when they see them. See that they are where they can be seen.

**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

## Men's Duck Coats

We have a good stock of Men's Duck Coats.

32 inch Single Breasted.

32 inch Double Breasted.

Also Men's and Boys' Mackinaws. Prices ranging from \$3.75 to \$8.50. Write for samples.

Quality Merchandise — Right Prices — Prompt Service

**PAUL STEKETEE & SONS**

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Fourteen Styles

## "BURSON" Hose

'Full fashioned without a seam'

All grades on the floor

**Daniel T. Patton & Company**

Grand Rapids, Michigan - 59-63 Market Ave. N.W.

The Men's Furnishing Goods House of Michigan

## November Specials

We are sending out this week another pink sheet of **Seasonable Specials** for **November** including all kinds of **wanted merchandise at prices under the market.**

In view of the advancing prices and scarcity of wanted merchandise even at market prices, you should place your order early as these Specials are subject to prior sale and good only as long as each item is in stock.

See our salesman, send in your order by mail, or come in to the House and visit us.

**Grand Rapids Dry Goods Co.**

Wholesale Only

GRAND RAPIDS,

::

MICHIGAN



### The "Boy" Did Not Come Back.

Written for the Tradesman.

"Good morning! I hear your boy is home from the war."

"News to me; I haven't seen him."

"Haven't? Someone was telling me about talking with him."

"That was a mistake. He didn't come back."

"We heard that he was wounded, but that he got well."

"That is news to me, also."

"Say, who is that across the street? Isn't that your son?"

"Certainly."

"And he went to the war, was wounded, recovered and came back?"

"Substantially correct."

"Well, here he comes now."

"The key, Dad."

"The office is unlocked."

"Alright."

"And you were just telling me that your son hadn't got home from the war."

"Think a minute. Did I say that?"

"You said you hadn't seen him and that he didn't come back."

"Correct. I said 'him'; I did not say 'my son'."

"But I asked about your son."

"Did you? Did you not say: 'I hear your boy is home from the war?'"

"Of course I did. Well, I guess I'll move on before we get into a dispute. I don't seem to understand you."

"Wait, it won't take a minute to get out of this muddle."

"Go ahead; I'm listening."

"You began talking about my boy and now you are speaking of my son."

"What's the difference? Boy and son mean the same."

"If they do, why do we have two different words?"

"This is something new, for you to be so particular. What does it mean?"

"It means I am learning exactness or preciseness from the ex-officer who sits at my table and tries to help in my office. But about the boy. My boy went to the war a care-free, happy, fun-loving lad. One who was not afraid to tackle hard jobs—either work or play. Straight as a needle, supple, abounding with life, health, hopes and plans. That boy did not come back. Did you notice my son? The stoop of his shoulders, his sunken eyes, the thinness of him? Why, he lost sixty pounds of weight in the hospital, and he is ten years older than the boy who went away two years ago."

"I noticed he did not stop to say Good-morning to his father's old friend."

"But he saluted you as he came up and as he passed on."

"Yes, I did see his hand go up but I didn't think that was all he should have done—and I noticed his 'alright' was like a pistol shot, not very affectionate."

"Military training you see, brevity, no loitering over formalities or social etiquette. He was on his way to work—his post of duty."

"Well, it seems to me all the returned soldiers would be glad to see their friends; that is, if they realize how proud we are of them and how much we wish to honor them."

"But you—I mean all of us home folks, don't know how to treat the

boys and they sense it. We don't understand them. We cannot begin to realize—no matter how much we read or hear—what they have experienced. We are expecting the impossible when we think they can take up civilian life just as before—that is, immediately. Some are broken in health, their plans all disrupted, they have lost nerve power—especially those who were badly wounded, they have lost their former energy and ambitions. You did not see his crippled hand. That is only one of the several wounds. He tries to do the work he once did—but that hand—he can do a part and then he must ask someone to help finish the task. The asking of others to wait on him is humiliating; and it is more humiliating because he is no longer a boy. We are mighty glad he

got home alive, but we are just a little disappointed because we were looking for the boy who went away. We had not prepared ourselves for the change which must inevitably have taken place. No, the 'boy' did not come back." E. E. Whitney.

We are manufacturers of  
**Trimmed & Untrimmed HATS**  
for Ladies, Misses and Children,  
especially adapted to the general  
store trade. Trial order solicited.  
**CORL-KNOTT COMPANY,**  
Corner Commerce Ave. and  
Island St.  
Grand Rapids, Mich.

### PRICES CURRENT ON STAPLE DRY GOODS.

List prices corrected before going to press, but not guaranteed against changes.

#### Bleached Muslins.

Auto	17½
Fruit of the Loom	19½
Bravo	15
Cabot	16
44 in. Indian Hd. S.F.	25
Big Injun	14½
Lonsdale	18
Hope	16
36 in. Indian Head	20
33 in. Indian Head	18½
54 in. Ind. Head L.F.	32½

#### Unbleached Muslins.

Plaza	09½
96A 36 in.	13½
Black Hawk	13½
Giant	12½
40 in. Exposition	16
40 in. 96A	13½

#### Wide Sheetings.

Pepperell Unblea.	Blea.
10-4	53
9-4	49
8-4	44
7-4	40
Pequot Unblea.	Blea.
10-4	60
9-4	55
8-4	50
7-4	44

#### Pillow Tubing.

42 in. Seneca	32½
45 in. Seneca	34½
42 in. Pepperell	32½
45 in. Pepperell	34½
36 in. Edwards	26½
42 in. Indian Head	30
42 in. Cabot	32½
45 in. Cabot	34½
42 in. Pequot	35
45 in. Pequot	35
40 in. Quinebaug	30

#### Denims, Drills and Ticks.

220 Blue Denim	20
240 Blue Denim	19
260 Blue Denim	18
Steffels Drill	17½
8 oz. Canvas	17½
Armour, ACA Tick	28½
Cordis, ACA Tick	25½
Warren Fancy Tick	35
Thorndyke Fy. Sat.	40
Amoskeag, ACA	28½

#### Cambries and Longcloths.

Berkley, 60 Cambrie	20
Berkley, 60 Nainsook	20
Berkley, 100 Nainsook	20
Old Glory, 60 Camb.	20
Old Glory, 60 Nain.	20
Diamond Hill, Nain.	16½
Diamond Hill, Camb.	16½
77 Longcloth	13½
81 Longcloth	16
84 Longcloth	17½
7001 Longcloth	15
7002 Longcloth	16½
7003 Longcloth	19½
7004 Longcloth	24½

#### Ginghams.

A. F. C.	17
Toile du Nord	18½
Red Rose	16½
Red River	16½
Everett Classics	15
Amoskeag Staples	13
Haynes Staples	13
Lowe Cheviots	16
Bates 32 in.	22½
Treffein 32 in.	27½
B. M. C. Seersucker	18½
Kalburnie 32 in.	19½
Jacquelin, 32 in.	45
Gilbrae, 32 in.	47½
32 in. Tissue	42½
Manville Chambray	16½

#### Prints and Percalines.

Columbia, Lights	14½
Columbia, Darks	16
Columbia, Lt. Shorts	13½

Columbia, Dk. Shorts	15
Am. Prints, Greys	10
Am. Prints, Indigo	10½
Manchester 80x80 Lt.	18
Manchester 80x80 Dk.	19½
Scout, 64x60, Lights	12½
Scout, 64x60, Darks	14½
Shirtings	09
Reds	11

#### Outings and Cantons.

Cashmere Twill	15
27 in. Unble. Canton	15
100 Planellette	12½
1931 Outing Lights	13
Dublinap Lights	13½
N. S. Light Outings	11½
1921 Light Outings	13½
Applefleece Shaker	14½
Scotchdown Shaker	16
Appledown Shaker	16
24 in. White Shaker	11½
26 in. White Shaker	12½
Daisy Cloth	15
1921 Dark Outings	14½

#### Draperies and Cretonnes.

Hamilton Twill	16
Dresden Fy. Drapery	18
Tudor Fy. Drapery	20
Nu Drape	16
Westmoreland Cret.	16½
Fancy Silkoline	16
Stratford Cretonne	16
3544 D. B. Scrim	12½
8177 Curtain Net	35
8342 Curtain Net	62½
4039 Marquisette	20
Dragon Drapery	32½
36 in. Art Cretonne	25
36 in. Elco Tapestry	30

#### Linings and Cambrics.

Tico D Satine	30
No. 40 Blk. Satine	20
No. 1 White Satine	17½
No. 50 Percaline	22½
DD Black Satine	25
Satin Finished Satine	37½
Raidant Bloomer Sat.	50
36 in. Printed Satine	42½
Windsor Cambric	10
Parkwood Wash Sat.	60

#### Meritas Oil Cloth.

5-4 White	3 15
5-4 Mossaics	3 00
5-4 Blue Figure	3 15
5-4 White	4 15
All oil cloth sold net cash,	
no discount.	

#### Flags.

16x24 in. Spearheads	1 32½
18x30 in. Spearheads	1 90
24x36 in. Spearheads	2 95
Each	
3x5 ft. Reliance Prt.	70
4x6 ft. Reliance Prt.	1 30
5x8 ft. Reliance Prt.	1 90
6x9 ft. Reliance Prt.	2 90
8x12 ft. Reliance Prt.	4 25
4x6 ft. Defiance Swd.	2 00
5x8 ft. Defiance Swd.	2 75
6x9 ft. Defiance Swd.	5 20
10x15 ft. Defiance Swd	8 00
6x9 ft. Sterling Wool	7 50
8x12 ft. Sterling Wool	11 50
Gross	
No. 7 Muslin Flags	7 20

#### Sheets and Pillow Cases.

63x90 Pequot Blea.	15 85
63x99 Pequot Blea.	17 35
72x90 Pequot Blea.	17 35
72x99 Pequot Blea.	19 00
81x90 Pequot Blea.	18 85
Less 5%	
81x90 Standard	15 00
42x38½ Utica Cases	4 15
42x36 Pequot Plain	4 32
45x36 Pequot Plain	4 56
42x36 Pequot S. S.	5 32
45x36 Pequot S. S.	5 56
Less 5%	

42x36 Meadowbrook	2 75
42x36 Lenox	3 00
42x36 Standard	3 15

#### Wool Goods.

36 in. Hamilton, All	
Wool Storm Serge	57½
No. 75, 50 in. Storm	
Serge	1 00
No. 4040, 50 in. Storm	
Serge	1 15
40 in. Julliards Pla.	1 67½
50 in. Julliards Pla.	2 15
6120, 50 in. French	
Serge	2 00
K. S. 36 in. Storm	
Serge	37½
2215, 50 in. Storm	
Serge	1 37½
56 in. Silvertone	
Coating	2 50
D R N Tricotine	2 00

#### Carpet Warp.

Peerless, White	46
Peerless, Colors	50

#### Diaper Cloth.

18 in.	1 15
20 in.	1 25
22 in.	1 35
24 in.	1 45
26 in.	1 60
30 in.	1 75

#### Blankets.

Nashua Cotton Felted.	
54x74, G. W. T.	1 50
60x76, G. W. T.	1 55
64x76, G. W. T.	1 60
66x80, G. W. T.	2 00
72x80, G. W. T.	2 15
72x84, G. W. T.	2 30

#### Catlin Cotton Felted.

54x74, G. W. T.	1 32½
60x76, G. W. T.	1 47½
60x80, G. W. T.	1 55
64x76, G. W. T.	1 57½
64x80, G. W. T.	1 67½
70x80, G. W. T.	1 92½

#### Notions.

1225-F Boston Garters	Doz.
Rubber Fly Swatters	90
Per M	
Roberts Needles	2 50
Stork Needles	1 00
Per Box	
Steel Pins, S. C. 300	42½
Steel Pins, M. C. 300	45
Brass Pins, S. C. 300	75
Brass Pins, M. C. 300	85
Doz.	
Coats Thread	59
Clarks Mile-End Td.	59
J. J. Clarks Thread	56
Gainsborough Hairnets	
D. Mesh	1 00
Gainsborough Hairnets	
S. Mesh	80
Per Box	
R. M. C. Crochet Cot.	75
B-4 Clarks Crochet C.	90
Silkline Crochet Cotton	90
Sansilk Crochet Cot.	55
Dexters' Knitting	
Cotton, White	1 50
Dexters' Knitting	
Cotton, Blk., col'd.	1 75
Allies' Yarn, bundle	6 50
Gross	
Fleishers Knitted	
Worsted, skeins	2 00
Fleishers Spanish	
Worsted, balls	2 25
Fleishers Germantown	
Zephyr, balls	3 30
Fleishers Saxony, ba.	2 25
Fleishers Knitted	
Worsted, balls	2 25
Fleishers Scotch &	
Heather, balls	2 25
Doz.	
Ironweave Handkfs.	85
Rit Dye Soap	80
Bixby Jet Oil Paste	1 35
Bixby Brown Paste	1 35

#### Ladies' Underwear.

Vellastic Fleece union suits,	
HN-LS or DN-ES, Reg. sizes	14 50
Ex. sizes	16 00
Fleece vests and pants, Vests	
HN-LS, DN-ES, LN-NS, Reg. Siz.	8 25
Ex. Sizes	9 00
Pants, AL open or closed Reg. Si.	8 25
Ex. Sizes	9 00
Union suits, 11 pound rib,	
DN-ES or LN-NS, Reg. Sizes	10 00
Ex. Sizes	11 00

#### Men's Underwear.

Hanes shirts and drawers	7 50
Hanes union suits	14 00
Black Label High Rock shirts and	
drawers	8 50
Red Label High Rock shirts and	
drawers	9 00
Black Label High Rock union suits	15 00
Red Label High Rock union suits	16 50
14 pound combed union suit with	
Cooper collarette	15 00
Heavy all wool union suit	35 00
18 pound part wool union suit	18 00

#### Hosiery—Misses and Ladies.

Misses 300 needle combed hose,	
bxd. 1 doz. \$2.25 on 7 rise 10 fall	05
Boys' 3 lbs. on 9, extra clean yarn	
on 8 (R10F5)	2 25
Ladies' 220 needle combed yarn	
hose, seamed back	2 25
Ladies' 220 needle merc. hose with	
440 needle rib. top fashion seam	
in back	5 50
Ladies' fleeced hose, hem top	2 35
Ladies' fleeced hose, rib. top	3 00
Ladies' fleeced hose, rib. top	3 25

#### Hosiery—Men's.

Men's 200 needle full combed yarn	
hose	2 15
Men's 220 needle full merc. hose	3 00
Men's 240 needle fiber silk hose	4 50
Men's pure silk hose	6 25
Nelson's Rockford socks, bdis.	1 20
Nelson's Rockford socks, bdis.	1 30
Nelson's Rockford socks, bdis.	1 50

#### Men's Sweaters.

Heavy all wool rope or shaker knit	
for men	4 00
Wool slip overs for men (respun)	2 50
Men's fashioned all wool shakers	5 00
Men's ½ Cardigan stitch, according	
to quality, each	3 00 to 4 50

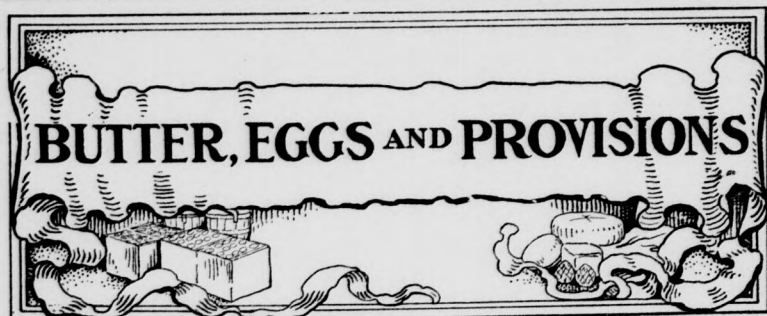
#### Ladies' Sweaters.

Style entering into price, it is impossible to give specific quotations, but sweaters that may readily be sold can be had in a variety of styles and combinations from \$3.00 to \$5.00 each.

#### Bathing Suits for Spring Delivery.

Men's all pure worsted, plain	22 50
Men's all pure worsted with chest	
stripes	27 00 to 33 00
Ladies' all pure worsted, plain	25 00
Ladies' all pure worsted striped and	





#### 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.

#### SENSIBLE SUGGESTIONS.

##### Grocer Urges Standardization of Packages and Weights.

Muskegon, Nov. 1—I have been reading the Tradesman for about ten years and recently noticed a large number of very flattering letters appearing in each issue. Of course, I wondered why this was so until I received a letter of enquiry from you. There seemed to be a sort of rubber stamp appearance in these letters; therefore I neglected answering, thinking that you were getting enough without mine. After thinking it over and reading several more issues, I decided you were not getting what you went after. You wanted suggestions, and most of your correspondents were more inclined to give you praise than the suggestions you craved. A live wire grocer is always receiving suggestions, from the delivery boy up. No matter how trivial, they may be the nucleus of something that would tend to an improvement in his business. In writing to you I feel very much like the delivery boy. Nevertheless, I am going to unload something that has been smoldering in my system for some time. I have often read in many trade journals regarding plans to better the grocery business, destroy mail order and chain store competition and put the business on a more substantial foundation. They all seemed to be more or less theories or propositions that never could work out because of that ever-present soreness or jealousy among merchants, often times fanned to hatred by over zealous traveling men endeavoring to work one against the other for a large order. I would like to see your paper stand sponsor to a Nation-wide standardization of packages and weights which I firmly believe would be of great value to all merchants. It would avoid confusion, misrepresentation and protect the consumer as well as the merchant. The purpose would be to put all merchants on an equal footing, dependent for an increase in business on their own initiative. It would gain the confidence of the consumer and tend to do away with this everlasting punch that all newspaper editors take at the grocer whenever any agitation is on foot regarding the high cost of living and profiteering.

May I offer a few suggestions to illustrate my idea:

1. Have all alimentary pastes, such as vermicelli, spaghetti, noodles, macaroni packed 8 and 16 oz. net only; 25 or 50 to a case.
2. All soap powders and flakes, 4, 16 and 32 oz. only; 25, 50 and 100 to case.
3. Baking powders, 4 oz., 8 oz., 16 oz., 2½ and 5 lb. only; 25 and 50 to a case.
4. Soaps laundry, 10 oz.; toilet, 6 oz., excepting milled toilet soaps, 4 oz.; 25, 50 and 100 bars to the case.
5. All liquids, such as vinegar, cider, grape juice and beverages in 8, 16, 32, 64 and 128 oz. containers and 15, 30 and 50 gallon barrels.

6. Evaporated milk, 6 and 16 oz. and full gallons (eliminate the 12 oz. can).

7. Breakfast foods in 4, 8, 16, 32 and 48 oz. packages; 12, 14 and 36 package containers.

8. Table salt, in bags, in 2½, 5, 10 and 25 lb. bags; 100, 50, 25 and 10 bags respectively to case or bale.

9. Matches, in 100 and 500 count boxes only; 100 boxes in case.

10. Toothpicks, in 500 and 1,000 count only; 25 or 50 boxes to case.

11. Cleansers, lye, chloride of lime, etc., in 16 oz. cans; 25 and 50 cans to case.

12. Dry beans, peas, barley, rice, lima beans, split peas, lentils coffee, bulk soap chips or powders, sal soda, pop corn, cracked wheat, etc., in 1, 25, 50, 100 and 200 lb. containers only.

13. All measures, such as bushels, pecks, quarts, etc., to be eliminated as regards potatoes, onions, apples, bagas, beets, carrots, etc., and items in section 12 included. These items to be quoted on the basis of 100 lbs. or the decimal system.

14. All berries, fruits, etc., put up in berry boxes to remain pint and quart, but to be packed in 10, 20 or 40 to the case.

15. All starches to be packed 16 oz., 2½ and 5 lbs.; 24 or 48, 12 or 24 or 6 and 12 packages to a case respectively.

16. All loaves of bread to weigh 17 or 26 ounces when scaled before baking.

17. All spices, ground or whole in 1, 2, 4, 8, 16 and 32 oz. only.

18. Raisins in 16 oz. packages, excepting those sold as confections.

Prunes, peaches and other evaporated fruits in 16 oz., 80 oz., 25 lb. and 50 lb. containers only.

20. Melons in standard crates similar to the citrus fruits plan) containing a run of sizes for example 54's, 45's, 36's, 30's, 24's, 20's, 16's, 12's and 10's. Keep crates all the same dimensions.

21. Lettuce, cabbage, spinach, rhubarb, cauliflower, etc., to be quoted by 100 lbs. and packed in approximately 1 box 10 lbs. net, 2 boxes 25 net, 3 boxes 50 net or 4 boxes 100 lb. net.

22. Potatoes, rutabagas, carrots, beets, parsnips, etc., quoted by 100 lbs. and packed in 50 lb. net hampers and 100 and 150 lb. net bags only, or 150 lb. net barrels.

23. Celery in 50 and 100 stalk containers, graded as to weight of containers.

24. The grades of all canned fruits and vegetables to be marked on label as standard, extra standard, choice, fancy and extra fancy. Peas the number of sieve or garden run.

25. Toilet paper in 500, 800 and 1,000 sheet rolls only, standard size sheet; 50 and 100 to the case.

26. Syrups, molasses, etc., in 1½, 5 and 10 lb.; 25 and 50 lb. cans only or barrels of definite weight.

I could go on—perhaps indefinitely—offering suggestions, but the purpose is to regain the lost confidence of the buying public, enable the merchant to buy wisely and compare values, and put all manufacturers, producers, wholesalers and retailers on strictly honest competitive basis.

The manufacturers and packers should have about two years to enable them to adjust machinery, change labels and containers.

This is purely a suggestion and I would like to hear from many other

## Blue Grass Butter Blue Grass Evaporated Milk Country Club Line of Groceries **QUALITY SUPREME**

Also PROCTER & GAMBLE Full Line of  
SOAPS, CHIPS, ETC.

**KENT STORAGE CO.**  
DISTRIBUTORS

GRAND RAPIDS

MICHIGAN

## 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

We Are Exclusive Selling Agents  
For

# BREDNUT

## THE NEW NUT BUTTER

Specify BREDNUT in your next order.

## PIOWATY

## M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

## Seasonable Fruits and Vegetables

merchants through your esteemed paper, pro and con recording their opinions as to how we can conduct a campaign that will enable us to regain the confidence of the consumer, eliminate the continual harassing of the profiteering grocer and put all on an equal competitive basis.

Without standardized packages, you may buy a 12 oz. can of baking powder, thinking you are buying a pound, and it is just these methods in the past that has caused the consuming public to look with questioning eyes on all purveyors of foods.

I would also suggest that you publish continuously a column showing all advertised brands sold by the Atlantic & Pacific Tea Co., the Grand Union Tea Co., Sears, Roebuck & Co., the National Tea Co., Kreugger, Montgomery Ward, etc., that the grocers throughout the country may act understandingly in refusing to handle all brands placed in the hands of cut-throat competitors; also prices sold at if possible.

The house-to-house canvass by promoters of food products should be eliminated by the grocers refusing to accept orders, thereby preventing the leverage they have to force a merchant to stock their goods.

I would also like to see South Water street merchants standardize their packages. At present you order a crate of cabbage and it weighs 60 lbs. net. This may last a couple of days. Next time you order you think you want 300 lbs. and you order five cases, but they ship you five cases weighing 100 or 110 lbs. instead. Then you are overstocked.

I sincerely hope you will pardon this long letter and if there is any "meat" in it, you will pick it out and pass it along.

By the way, let's hear from the Cream of Wheat Co. and many others. Why? Because I do not think it is fair for the manufacturer to still price Cream of Wheat at \$9 per case when wheat has dropped from \$3 to \$1 per bushel. Chas. J. Duffield, Manager Economy Cash Grocery.

Of all the letters the Tradesman has received from its hundreds of subscription patrons during the past two months—many of them so friendly and sympathetic that they will never be forgotten as long as time lasts—the Tradesman regards the above letter as the most suggestive of benefit to the retail merchant, because it deals very plainly and intelligently with a reform which has long been debated by thoughtful merchants and which can well be given the best thought and the most careful consideration of the trade. The Tradesman takes pleasure in inviting further correspondence on this subject—by retail grocers, wholesale grocers and manufacturers—and will cheerfully give place to any contribution which tends to throw new light on the topic, either pro or con. Let us make this subject the special order for the next month and see if we can reach a conclusion that will be a happy solution of the problem!

#### New Counterfeits Out.

Two new counterfeits of reserve notes have been announced by the local Reserve bank, one on the San Francisco Reserve Bank for \$20 and the other on the Chicago Reserve Bank for \$10. The former is a crude attempt in the form of a straight photographic reproduction on two pieces of poor-quality paper, no effort being made to color its seal or its numbers. The latter is printed from zinc-etched plates on two pieces of poor-quality paper, between which a few silk threads have been distributed,

#### Food As Safe In Tins As In a Bowl.

Canned meats are packed all the year round and are not subject to sudden variation in values, as canners of meats put up large quantities at certain times of the year when supplies are abundant, and they adhere to their list prices except in case of heavy changes in the price of fresh meats. The packing of canned meats is done under such sanitary conditions that their wholesomeness and flavor are unquestionable.

The convenience of canned meats for city people, especially those who live in kitchenette apartments, is admitted; and they can be served hot or cold. If wanted hot, the can immersed in hot water for a few minutes supplies the need. Canned meats do not have to be cooked, they are sufficiently cooked and have only to be warmed if desired. Chicago is the largest producing market for canned meats in the world, and they are produced under Federal Government inspection and are good, safe, wholesome, economical and tasty.

A fallacy common to the kitchen is that as soon as a tin of food is open the contents should be poured into some other receptacle.

There are some prejudices, like planting early potatoes in the dark of the moon, wearing asafetida bags to avert measles and emptying tins of food as soon as open which must be corrected. Plain common sense should tell the housewife that if it is safe to use tin dishes to bake pies, tin pans for milk, tin spoons to use in the kitchen, tin in a hundred forms for all sorts of purposes in the kitchen, that tin must be harmless. There is no more reason for pouring out the contents of a tin of tomatoes into another tin or enamel dish or china bowl, than there would be in emptying a glass package.

Canned foods will not keep any longer after opening than fresh foods under similar conditions, but they will keep just as well in the tin can after opening as in a dish. They will, of course, in time grow sour and mouldy when opened and exposed to the atmosphere, just as milk will sour and fresh foods spoil and mould; but no quicker in the tin can than in a dish or jar. John A. Lee.

To say that a merchant who lays up money is a profiteer is unwarranted. But because such intimations pass from customer to customer, it is best that a merchant should never become a money lender. That is, to loan money to customers on notes or mortgages. It will always hurt business. Better invest in real estate, municipal bonds or other safe securities.

#### Are You Stocked with Van Duzer's?

Thousands of thrifty housewives come in your store who know this seal. Our advertising constantly reminds them to ask for



Van Duzer's  
**CERTIFIED**  
Flavoring Extracts  
They've been leaders for 70 years, attract the best trade and give 100% satisfaction.

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

## STORAGE

DRY and COOL for VEGETABLES, FRUIT and all kind of storage. Located on N. Y. C. R. R. and transit tracks. Free connections with all railroads. Pool car distributors.

LANSING WAREHOUSE COMPANY.  
403-5-7 E. Shiawassee St. Lansing, Mich.

## 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.



We Specialize on

**Sunkist**  
Oranges and Lemons

They Are  
Uniformly Good

**The Vinkemulder Company**

GRAND RAPIDS

:::

MICHIGAN



The  
**Best Coffee**  
In The  
**Best Package**  
For The  
**Best Trade**

High grade merchandise, to justify the name, must possess something more than intrinsic worth. IT MUST REACH THE CONSUMER WITH QUALITY INTACT.

The whole value of coffee, its strength, fragrance and flavor lies in its aromatic oils. These require air-proof, moisture-proof protection. That is why SEAL BRAND COFFEE is packed in an ALL TIN CAN. And that is why (until a better package is devised) it will continue to be packed—AND PROTECTED—in an all tin can.

Only in tin does coffee reach the consumer at its best. In the absolute protection afforded to freshness, flavor and aroma, it is a larger factor than is generally supposed, in contributing to the prestige and reputation of SEAL BRAND COFFEE.

The coffee cannot be too good or the container too perfect to satisfy those lovers of the beverage who, in all communities, are seeking and demanding THE BEST. There is great satisfaction and commensurate profit in commanding such trade. The essential thing is to supply "the best coffee in the best package" which, plainly speaking, means featuring and promoting the sale of

**CHASE & SANBORN'S**  
**SEAL BRAND COFFEE**

Trade supplied by CHASE & SANBORN

76 East Lake Street, Chicago, Illinois





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.

#### An Early Start For the Christmas Campaign.

Written for the Tradesman.

October is none too early for merchants to consider the matter of their holiday trade.

In the first place, the sooner the orders for the stock are given, the better the chance of getting the best lines shown on the market. Novelty exerts a large influence in the Christmas demand. A customer is naturally attracted by something entirely new. Now, a novelty is often first placed on the market only in a tentative way, in limited supply.

Again, lines get more or less broken as other merchants make their selections, and the dealer who leaves his buying until the last minute may not be able to make the sort of selection he desires.

The merchant must not be guided solely by price and stock up with articles merely because they are cheap. He must study the probable demand. Will these goods sell readily? Unless there is a ready, assured demand for them, he should buy very carefully. Here is where it pays for a merchant to study his customers and to learn to approximate their probable demands with a fair degree of accuracy.

Having attended to the stock, the merchant, even this long before Christmas season, will do well to make some other advance preparations.

One of the first considerations in preparing for the Christmas trade is to educate the public to the necessity of shopping early. Every dealer knows that the average shopper leaves everything to the last moment. Some even neglect to make their Christmas purchases until the very last day. Every dealer likewise knows that the customer is likely to get only half satisfaction and that the store is going to be crowded to the doors the last few days before the holiday. Thus both customer and merchant suffer.

On the other hand, a longer period of holiday activity means that the trade can be handled more satisfactorily. People will have time to look the stock over and make unhurried selections. This, too, will be fairer to the merchant and his staff.

In one town, in my experience, the merchants, by concerted effort, were able to appreciably extend the Christmas buying season. Originally it covered largely the last week or ten days. They were able to get Christmas buying nicely started by the first week in December, and spread it more evenly over the interval between then and

Christmas Eve. More than that, they did more business.

How was this done?

As I recollect, one of the first essentials was to start selling somewhat earlier.

That may sound trite and impracticable. But, immediately following the Thanksgiving holiday, they began to show their Christmas goods and to hint at the Christmas season in their interior and window decorations.

It is a pretty well established fact that the response of the public to any form of advertising, and particularly to seasonable advertising, is rarely immediate. You have to advertise, to show your goods, to talk them up, for, say, a week before you can look for any definite results.

Thus, to start the Christmas buying early in December, the selling—the advertising and display, that is—should commence the last week in November. Start to show your holiday goods then. Work the Christmas accessories into your displays. Introduce Santa Claus into your advertisements, and begin to suggest the advisability of early purchases of Christmas gifts.

Years ago, the time-honored method of stimulating early Christmas buying was to get the editor of the local newspaper to run a squib—a sort of sob-story—about the poor, overworked clerks tottering beneath the burden of the last awful week.

That sort of thing, if it is not overdone, or is done in a new way, will help, of course. But humanity is selfish; and what will interest the average customer is the results he is going to get by doing his Christmas shopping early.

Along this line, one dealer gets out every year a personal letter to his regular mailing list of customers and prospects. He points out why it pays to shop early—that the customer can take time to look around, can make a better selection from goods that have not been picked over, can get better attention from the salespeople, and can save himself or herself 90 per cent. of the worry that always accompanies Christmas shopping. And, finally, as clincher—all goods purchased in advance will, if desired, be held for delivery on Christmas Eve.

A talk by personal or mimeographed letter along these lines, or a series of such arguments in your newspaper advertising, reiterated by means of show cards in your windows, will do a lot to induce some quiet and resultful thinking on the part of holiday shoppers.

In your regular advertising, run a series of these suggestions: "The early shopper saves worry," and so forth. Also, from day to day, revise the popular line: "Only 15 shopping days before Christmas."

## 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 Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

**Exclusive Jobbers of Shelf Hardware,  
Sporting Goods and  
FISHING TACKLE**

## Foster, Stevens & Co.

Wholesale Hardware



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

Grand Rapids, Mich.

## MCCRAY REFRIGERATORS for ALL PURPOSES

Send for Catalogue

No. 95 for Residences  
No. 53 for Hotels, Clubs,  
Hospitals, Etc.  
No. 72 for Grocery Stores  
No. 64 for Meat Markets  
No. 75 for Florist Shops

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

When You Need Any of the  
Following Items  
And

Want the **BEST POSSIBLE  
SERVICE**

Write

**The Dudley Paper Co.**  
LANSING, MICH.

Wrapping Paper—Twine  
Congoleum—Shingles—Roofing  
Wood Dishes—Milk Bottles

This constant reiteration in a small way is more effective than a single advertisement on the same topic that occupies a great deal of space.

Thus, I recall the instance of a hardware dealer who stared as early as November 1 to insert in a corner of his advertising space a daily reminder of the approach of the holiday season. It read: "Remember that there are only 54 more days, before Christmas." This was left in the same corner of the advertisement right up to the last day, the number, of course, being changed daily. People were faced each evening with this reminder of the fast dwindling time for Christmas shopping. It had a good effect.

Although the best publicity mediums are the show window and the daily newspaper, some dealers have secured good results by using small catalogs and booklets, distributed through the mails. One small town dealer in November got out a neat little Christmas catalog and sent a copy before the end of November to every householder in his district. Besides listing timely goods, he embodied a few pointed suggestions regarding early shopping, such as:

"The shopper who puts everything off until the last day finds that the best of the stock has been selected.

"The customer gets more attention between Dec. 1 and Dec. 20 than in the few days after that date."

It should always be borne in mind, of course, that if the hardware dealer desires his customers to buy early, he must set a good example by being ready to sell early. Goods should be ordered and arranged in plenty of time. The dealer last referred to made a point of this also, saying: "Our stock is all ready right now, and we want you to come early and see everything." The catalog campaign in that instance at least proved very successful.

It is a good idea to have compiled beforehand a printed or mimeographed list of gift suggestions. The list should include suggested gifts for all members of the family, preferably with a few brief words of description and the price for at least the feature articles. Most people find the problem of selecting Christmas gifts a very perplexing one, and appreciate assistance of this sort.

Also, coach your salespeople and especially your extra or emergency salespeople, so that they can make intelligent suggestions to customers. The store which is in a position to give dependable advice is pretty sure to win a response in the shape of a largely increased trade.

Victor Lauriston.

#### Some Colors.

They were talking of their absent sons, and the fact that each of the fathers had a boy in a different college did not prevent them from amicably discussing their prospects.

"It won't be long," said one of the fathers, before the football season opens, and then I think we'll hear something from the Orange and Blue."

"Yes," said another, "and there'll be some shouting done by the Blue and Gray."

"Of course," said the third father, "and as my boy has gone to Princeton, I'll have to put in a word for the Black and Orange; but it doesn't make such a great deal of difference. The boys are bound to come under the same colors in the end."

"No," said one.

"Can't be arranged," said the other.

"Oh, yes it can!"

"To which colors do you refer?"

"Black and Blue."

You would be surprised to know how far the influence of a pleasant speaking voice goes. See whether you can improve the tone of your own voice and so please customers more.

Telling the public that yours is the best store in town to trade in does not make it so, and it does not often make people think it is so.

# 8%

**Cumulative-Participating  
Preferred-Investment  
OF THE**

**PALACE THEATRE  
CORPORATION  
AND OLIVER THEATRE**

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

Note—The Editor of the Tradesman recently visited South Bend and was so well impressed with our proposition that he handed us his subscription.

**PALACE THEATRE  
CORPORATION**

**Oliver Theatre Bldg.**

**South Bend**

**Indiana**

**Wise Investing is a  
"Declaration of  
Independence"**

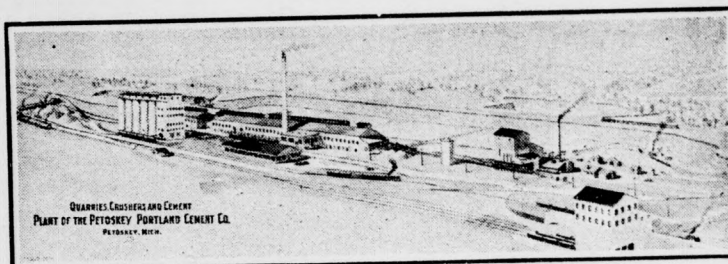
**Buy Consumers  
Power Company  
7% Preferred  
Stock**

**at \$95 Per Share and Dividends**  
Ask any of our employees for information.

32

—Yielding

# 7.37%



## Petoskey Portland Cement

### A Light Color Cement

Manufactured on wet process from Petoskey limestone and shale in the most modern cement plant in the world. The best of raw materials and extreme fine grinding insure highest quality cement. The process insures absolute uniformity.

ASK YOUR DEALER FOR IT.

**Petoskey Portland Cement Co.**  
General Office, Petoskey, Michigan

We are making a special offer on  
**Agricultural Hydrated Lime**  
in less than car lots.  
**A. B. KNOWLSON CO.**  
Grand Rapids Michigan

### 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

#### 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.

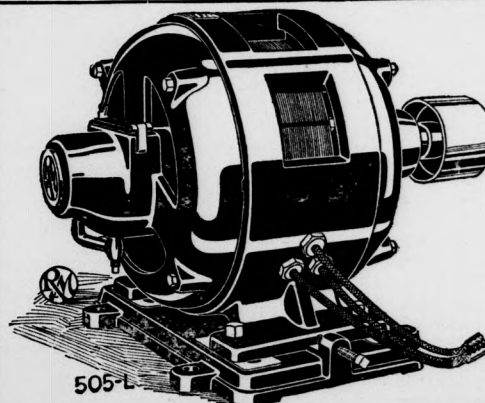
Sidney Elevator Mfg. Co., Sidney, Ohio

### 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., River Junction



### 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





### Future Wars Should Be Made More Humane.

Grandville, Nov. 1—November 11 this year will possess greater interest than ever before, not even excepting that day three years ago when the world war came to a sudden termination with the Allies within shooting distance of the German Rhine.

It may well be regarded as a mistake that at the first yellow streak displayed by the Hun the Allies halted and accepted the abject surrender of the unlicked foe. That is past and gone now, however, and we have to deal with the present. Three years of peace has scarcely healed the wounds of that struggle for world democracy, the old wounds still bleeding in places, while smaller countries are still rattling the muskets and fighting at odd times in an evident desire to keep their hands in.

As an anniversary of the ending of the great world war, the 11th of this month is one of significance. As the date for the meeting of the great powers of the world at Washington, called together in the interest of world peace through a partial disarmament, it is still of greater moment. The past, with all its sorrows incident upon a state of war, lies buried. It is to the future that all efforts for cessation of war is aimed.

Much of good to this old world may come of this Washington meeting. At the same time it is not best to be too sanguine over the prospects. Disarmament in its full meaning is an impossibility. France, bordering on treacherous and hostile Germany, dare not agree to disarm. Japan, with an eye to future expansion, cannot be expected to cut too deeply into her naval resources. Britain, long boasting the super navy of the world, may well hesitate to disband her naval armament with such wide territory to defend.

Hope springs eternal in the human breast and we all indulge the hope that good may come of he getting together of the great powers of the world. So many questions are in the offing to be settled it may be that disarmament may prove the least of the problems thrust to the fore at that august table.

With all our hopes for reduction of armament, that all nations may not enter upon new wars at the drop of the hat, is another great question; how shall future wars be carried on, if we are to have them. The complete extirpation of war isn't to be seriously considered, although pretexts for such last resort may be lessened.

Nearly all the wars America ever engaged in were carried on in a manner supposedly civilized and enlightened. Making war upon women and children was strictly forbidden as between civilized nations. During our Civil War no town or city was bombarded without time being given for the removal of non-combatants. It was a part of the code of war that it should be carried on in a civilized manner, and women and children were always exempt from injury at the hands of enemy soldiery.

It remained for the kaiser to out-Nero ancient Rome with his devilish contrivances for the taking of human life. It remained for the ingenuity of the kaiser and his German fiends, to invent cruelties which would bring the

blush of shame to the naked savages of our Western frontiers. The merciless slaying of women and babes, in horrible torture at times, was countenanced by the brutal leaders of the Central Empire. None of these miserable doings had ever been heretofore known in all the annals of civilized warfare.

Since the close of the world struggle new machinery is being invented for the sole purpose of exterminating human life. All the ingenuity of our inventors is at work seeking new weapons of destruction, none of which were permitted in former wars. The German onslaught against humanity bred devilish methods never before imagined possible, and now that peace has come we are still concocting schemes for murder on a scale that it is frightful to contemplate.

Knowing as we do the propensities of the human animal how wickedly insane is this idea of using the human imagination for purposes of magnifying body destroying instruments of war.

November 11 may well usher in a new era in methods of warfare. Let the several nations assembled around the council board at Washington designate that which is proper to use in time of war. Cut out the frightfulness which characterized the kaiser's war. Let it be known that he who invents new modes of torture and destructiveness, new machines, new gases for the disfigurement and blinding of soldiers shall be held to a strict accountability, and when war shall terminate that nation, that general, crowned head or otherwise, who has resorted to uncivilized methods shall be adjudged a felon and suffer death for his temerity.

One may say that war cannot be civilized.

This is not true in the sense that its hideousness may not be in a measure ameliorated by manly and humane methods, even though the killing of one another is not forbidden. The blinding gas used first by the Germans was certainly unjustified, uncivilized and in no sense defensible. Let those who refuse to be guided by lawful warfare as directed by the nations of earth in council assembled feel the weight of condign punishment immediately on capture.

Although the abolishment of war in its entirety is impossible, that it may be less heathenishly carried on is attainable, and this much at least we have a right to expect of the representatives of the great nations when they shall have come together on this anniversary of the close of the world war—to formulate humane rules for the future guidance of all nations of the earth. Old Timer.

The season for flipping cigar stubs on the awning downstairs has been closed, but the season for storing hot ashes in a wooden box in the back end of the store will soon be open.

### CUSHMAN HOTEL PETOSKEY, MICHIGAN

The best is none too good for a tired Commercial Traveler. Try the CUSHMAN on your next trip and you will feel right at home."

### 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.

### 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.

### HOTEL WHITCOMB

St. Joseph, Mich.

European Plan

Headquarters for Commercial Men making the Twin Cities of

ST. JOSEPH AND BENTON HARBOR

Remodeled, refurnished and redecored 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.

### HOTEL RICKMAN KALAMAZOO

One block from Michigan Central Station. Headquarters U. C. T.  
Barnes & Pfeiffer, Proprs.

### OCCIDENTAL HOTEL

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

### PARK-AMERICAN HOTEL

Near G. R. & I. Depot

Kalamazoo

European Plan \$1.50 and Up

ERNEST McLEAN, Manager

### Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

The Newest In Grand Rapids Well Known for Comfort and Courtesy

HOTEL BROWNING

Three Short Blocks From Union Depot  
Grand Rapids, Mich.

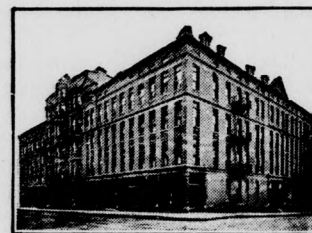
150 FIRE PROOF ROOMS—All With Private Bath, \$2.50 and \$3.00  
A. E. HAGER, Managing-Director

## CODY HOTEL

IN THE HEART OF THE CITY  
Division and Fulton

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

CODY CAFETERIA IN CONNECTION



### New Hotel Mertens

GRAND RAPIDS

Rooms without bath, \$1.50-\$2.00; with shower or tub, \$2.50.  
Meals, 75 cents or a la carte.  
Wire for Reservation.

Union Station



Fire Proof



### Gabby Gleanings From Grand Rapids.

Grand Rapids, Nov. 1.—The Grand Rapids Trust Co. has sold the last remaining mercantile stock of the Universal Stores Corporation, at Cassopolis, to F. H. Butler, who formerly owned the grocery stock which was the nucleus of the Universal store at that place. All of the mercantile properties of the defunct corporation have now been disposed of. The estate still has an unsold equity in a grist mill at Adrian and a large amount of notes and accounts, some of which are collectible and some of which are worthless. The trustee now has upwards of \$40,000 in cash on hand. The claims thus far received aggregate \$106,000. Judge Sessions, of the United States Court, has extended the time for filing claims to Nov. 3, after which the Master in Chancery will take up the work of passing on the validity and invalidity of the various claims filed by creditors and alleged creditors.

Percy H. Lewis is installing new fixtures in his drug store at Water-vliet. They were furnished by the Hazeltine & Perkins Drug Co.

R. L. Farnum, the Ashley druggist whose store building was recently destroyed by fire, has purchased a new outfit of fixtures of the Hazeltine & Perkins Drug Co. to install in the new building he is now erecting.

The Hazeltine & Perkins Drug Co. has sold a new fixture outfit to the Karsten Drug Co., Bangor.

C. C. Byers has purchased the grocery stock of George E. Ryder, 1654 Monroe avenue, and will continue the business at the same location.

Ed. Martin, who has been employed as prescription clerk nine years by Benj. Schrouder, will shortly engage in the drug business on his own account on Burton street, West of Division. The Hazeltine & Perkins Drug Co. has the order for the stock.

The management of Post Tavern (Battle Creek) has greatly improved the outside appearance of the house by brightening the brick walls. The inside wood work is to be given attention next and receive a much-needed coat of paint. As usual, the house-keeping is superb, the table and table service excellent and the atmosphere of the hotel very restful and alluring.

Under existing rules and practices of the Michigan Inspection Bureau, it is small satisfaction for any country merchant to erect a practically fire proof store building, so far as getting any concession in rates is concerned. A merchant in a near-by town erected such a building some years ago, only to find that he must pay a higher rate than that charged the ramshackle wooden structures on both sides of him, because his building "has exposure on both sides." He called at the local office of the Inspection Bureau one day this week to protest against such injustice, without result. He learned, however, that he could reduce his rate 5 cents per \$100 by installing 2½ gallon chemical fire extinguishers and secure a similar reduction by using a gasoline can with a spring top, instead of a plain cork stopper.

Major Harry Rindge, who was formerly credit man for Rindøe, Kalm-bach & Logie Co., but who has been in the employ of the Red Cross in Esthonia, Finland and other European countries for the past three years, has returned to Grand Rapids to secure employment in keeping with his experience and ability.

Jay Cowing, the honey producer of Jenison, has returned from the Upper Peninsula with his 400 hives of bees and 30,000 pounds of white honey made from the honey weed so common the other side of the Straits. Mr. Cowing takes his bees to the Upper Peninsula every spring and brings them back to his home near Jenison every fall. It requires two box cars to transport the bees to and from their summer location and a third car in the fall to convey the product of

the summer's work to headquarters, where it is boxed and shipped to market. Mr. Cowing's bees are not the common black variety, but are yellow Italian bees. He goes to the expense of taking his bees to the Upper Peninsula because he finds that access to the honey flower—sometimes erroneously referred to as fire weed—enables the bees to produce finer honey than any other flower of which he has any knowledge. The product is beautifully white and clear and commands a premium among discriminating buyers because of its superior quality.

The girls once sent their younger brothers into the store to buy cigarettes. Nowadays the fellows send their younger sisters into buy cakes of yeast.

The flower of the family may turn out to be a wallflower.

The profiteer's favorite confection is all-day suckers.

The fellow who has a poor opinion of himself may be a good judge of human nature.

There are four so-appellated devils that have in the past haunted salesmen a great deal. They still worry the mediocre and indifferent, but not the good. They are good to know and good to avoid. 1. "No use trying to see your first man before nine-thirty—got to give him time to open his mail." And if a salesman as much as waver for a moment, this one straightway eats into the beginning of the morning. 2. The next evil spirit gives this reason for a non-working on the part of the salesman "It is now a quarter to twelve. If you see a man now, he's likely to go to lunch any minute, and he'll hustle you through to get rid of you and get out." If the salesman "falls for" that suggestion, the second demon waits until he gets the former comfortably seated at luncheon, or in a hotel lobby and then says: "You can't see him before two o'clock now—he won't be back from lunch." Before the field representative is aware of the fact two and one-quarter perfectly good hours have been wasted. 3. When the shadows begin to conceal the sun in the autumn, a third mischief-maker greets the salesman. "It is getting dark," he mournfully sings; "you can't start a new talk now. Your man won't be in a good mood to listen." And, heeded this hint takes away the last part of the afternoon. 4. The fourth little devil usually comes at intervals, generally on Saturdays. "It is a short day, you can't do anything on Saturday. They're too busy to listen." And the salesman is swallowed in his entirety. These little devils are plausible, and if caution is not practiced, they will be unconsciously adopted.

Since so many activities are so closely bound up with salesmanship it is but natural that salesmen occasionally become a bit unsold on their own proposition, and to think that the other man has a little better thing than his. The thing to remember is that while engaged in one activity that activity should receive first call, and every effort should be put forth to do justice to that activity. When a salesman finds that he cannot conscientiously render the best service, he by all means ought not stay in that service, but should look around for another line in which he can become more interested. Look up all possible arguments in behalf of your proposition that you can. Write down answers to objections. Talk favorably about your proposition at all times. "Wirte out new sales talks and talk with men in kindred lines. It is important that you should know your proposition from Alpha to Omega and no phase of it should escape your notice. Keep plugging on the positive side and do not allow your opponent to unsell you. The chances are that just as soon as he unsells you, he has nothing whatever to offer you. Even if he did have, it would be nothing worth while, since it was secured by unworthy

methods. Keep plugging at the old game of calling at the people and keep continually sold on your fine proposition."

The best salesmen are invariably careless when it comes to establishing the credit rating of a customer. Their main idea is booking orders and they seem to have no idea how the credit department is run. Any concern that is in a prosperous looking condition is to them a good credit risk. Always there is a certain class of houses that are awaiting the green salesman, who has no conception of credit matters, to place a large order and see if they can get away with the game. Any good house that has a rating to be proud of does not object to being asked about its financial affairs and what arrangements it can make to pay for its order. Oftentimes the mercantile agencies that publish a book of credit ratings have for some reason neglected to bring their ratings up to date. It is essential, therefore, that the salesman get all the information that he can obtain about the financial standing of the concerns he sells. Banks are a reliable source of information and a quick resume of the status of a new house may be obtained from them. If a concern is not rated there is really some good reason and it should be looked upon with suspicion. If no rating is given the salesman should find out the reason. He is on the ground and can make a close-up survey of the matter.

A queer quirk in the philosophy of business is the fact that contracts for merchandise are easily broken while other contracts that are no more binding ethically are sacred in the tenets of the parties. Frequently the motto of the buyer has been, "Let the seller beware." In times of stress buyers were clamoring for goods and would go to almost any end to obtain them. Now the times have changed. Many buyers were caught with orders in the process of being filled. Many of them in times of stress would send out orders in duplicate or triplicate and let all of them stand for fulfillment. These blanketed orders the buyer did not hesitate to cancel leaving the goods in process of manufacture or on the makers' shelves. It would be well to study the European slant of mind on the ethics of commercial contracts. In France and England in particular no responsible house would think of repudiating this kind of an agreement any more than they would of putting in a false claim for undershipment. Most American houses follow the same school of ethics, but there are some who think the commercial contract is merely a formal procedure and that there is no reason why it can not be conscientiously broken. There is here an opportunity for a bit of ethical education for the American business man.

The importance of a good opening in a sale is, of course, not to be slighted. But frequently a good beginning and a good talk are entirely spoiled by a bad attempt to get the dotted line signed. The Todd Proctograph Co. salesmen are advised to lay their order book alongside of their machine, where the prospect cannot help but seeing it. This little action puts the prospect in the "to buy or not buy frame of mind." He is made to think of signing, whereas he would not have entertained such a thought had the order book been left in the salesmen's case and brought out suddenly. It is natural for one to accept what is intended. When the actual demonstration is complete, the salesman is advised to hand the prospect a pencil or pen. He will follow the natural impulse to take it. Unskilled salesmanship at this point is liable to make the prospect shy at the signing. Any display of timidity on the part of the salesman will certainly cause the prospect to reconsider, and perhaps result in the salesman being turned down flat. If the salesman is enthusiastic, sincere and positive in his request, but without any display of

abruptness, the signature will doubtless be forthcoming.

There's no credit in being an optimist when life flows along like a song. Show your mettle by being one just now.

"Women's Dress Shields," announces an advertisement. Not much, however.

Nate Rosenbaum has engaged in the shoe business at Belding under the style of the Belding Bootery. The Hirth-Krause Co. sold the stock.

Hirth-Krause Co. have sold two shoe stocks to go to Muskegon Heights during the past week—one to Ben Jonker and one to Paul Antal.

Oliver W. Clements has engaged in the grocery business at Six Lakes. The Worden Grocer Company furnished the stock.

The C. W. Barnhard Co. has engaged in the dry goods business at Mt. Pleasant. The Grand Rapids Dry Goods Co. furnished the stock.

Schuyler M. Raber, who was bookkeeper for the Hirth-Krause Co. for eleven years, but who has been credit man, sales manager and house salesman for the Marietta Stanley Co. for the past four and a half years, has returned to Hirth-Krause Co. as credit man.

### Eleven Additions To Saginaw Council.

Saginaw, Nov. 1.—The regular meeting of Saginaw Council, No. 43, was held under very auspicious circumstances. The Council was honored by the presence of Councilor D. P. McCarty, of the Supreme Executive Committee, Grand Counselor A. W. Stevenson, of Muskegon, Past Grand Counselor John Hach, of Coldwater, Past Counselor H. D. Ranney, of No. 43, and Grand Treasurer B. N. Mercer, also of No. 43. Eleven good men and true were ushered into the mysteries of the order.

The guests were entertained by the officers of No. 43 at an informal dinner at the East Saginaw Club and from there went to the lodge rooms. The ritualistic work was given in approved style. After the work was completed the meeting was addressed by Councilor McCarty, who gave a very complete and concise resume of the objects and benefits of the order.

Brother McCarthy was followed by Grand Counselor Stevenson, who discussed present day problems confronting the organization.

Brother Hach gave a short and inspiring talk on salesmanship.

The class of candidates should be an impetus to all those members who did not have a candidate to go out and dig up some candidates. Remember one thousand by June is our goal.

The writer recently had occasion to travel into the Southern part of the State and this old Saginaw Valley sure looks good to a fellow. Business conditions may not be at a topnotch point but they are a great deal better than in many other localities.

Councilors Brown and Rutherford will leave this week for the North country and we all wish them the best of luck. Past experience has taught us that when Rutherford and Brown buy horse meat they choose nothing but the best and tenderest morsels. We also know that when a certain number of councilors read this article they will start dieting until the time the two hunters return.

Directly after the close of the business session of the next regular Council meeting, the ladies will entertain the men at a card party. This will be a good opportunity for all the red horse and poker artists to try out the new card tables.

We want everybody possible to be present. The proceeds will be donated to the flower fund of the Ladies Auxiliary. The meeting will be started early enough so have your wife meet you at the Elks temple after the meeting and try your luck at our card sharks, and don't forget to bring a candidate.

O. M. Leidlein.



### Surtaxes on Earned and Unearned Incomes.

With the House fixing the maximum rate of the surtax on incomes at 32 per cent., and the Senate voting in favor of a maximum rate of 50 per cent., it is probable that the rate in the law as finally enacted will be a compromise between these two points. The only thing that is certain is that there will be a reduction from the present maximum of 65 per cent. This reduction will not have any appreciable effect on the Federal revenues, as the productivity of the surtaxes is steadily diminishing with the flow of capital into tax-exempt securities. The disappointing feature of the new revenue law is that the lowering of the rate of the surtaxes will not be sufficient to check this tendency of the larger incomes to seek such an avenue of escape. What business interests have been clamoring for is a sufficient easing of the burden to tempt this capital back into the field of productive enterprise. It is argued that whether the maximum rate of the surtax is 32 per cent or 50 per cent. such a high levy will continue to force active business to shoulder an undue share of the tax burden, while the fixed income of the wealthy investor, derived from Federal, State or municipal securities, will be exempt.

Some authorities on taxation take the view that when it is practicable "earned" income—that is, income derived from active participation in business—should not be taxed so heavily as income which is "unearned," or derived merely from invested funds. It is pointed out by critics of the present revenue system that the chief burden of the income tax falls upon the earned incomes, while those that are classed as unearned are evading taxation to an increasing extent every year. If taxes are to be imposed in accordance with ability to pay it is argued that an income from securities may conceivably bear a somewhat heavier rate than an income due to individual effort. Indeed, before the war the State of Prussia endeavored to make such a distinction when it taxed the income of its subjects. This was done by the ingenious device of taxing all incomes whether earned or unearned, at a progressive rate and then imposing an additional tax at a very low rate on income-yielding property. In this way a taxpayer deriving his income from, say, real estate would pay more tax than the individual receiving the same amount of income as a salary. The merits of such a scheme are debatable, but at any rate there are constitutional difficulties in the way of its adoption by our Federal Government.

Without arguing for such a radical innovation as the taxing of unearned incomes at a higher rate than the others, the point may be made that with earned incomes now bearing a proportionately heavier burden in actual practice, something should be done that will more nearly equalize the taxes on the two classes of incomes. With the repeal of the excess profit taxes on corporations and the retention of high surtaxes on individual incomes, it is evident that partnerships and other non-corporate forms of business organization will be

taxed more heavily than corporations whenever the total income goes into the so-called "higher brackets." The raising of the tax on corporate earnings from 10 to 15 per cent. will not overcome this discrimination when the total net income goes above \$32,000. The Taxation Committee of the Investment Bankers' Association of America has therefore presented a plan to the Senate which is designed to equalize tax burdens by allowing the taxpayer a credit of 30 per cent. of his income derived from a trade, business, or profession, or from salaries or other compensation for personal services. This is claimed to have the advantage of eliminating the discrimination in favor of large corporations, as compared with non-incorporated organizations, and of more nearly equalizing the surtaxes on earned and unearned incomes.

### Biggest Single-Day Trade Event in Petoskey.

Petoskey, Nov. 1—The confidence reposed in local merchants by the people of this region was again demonstrated on the occasion of Fall Dollar Day here, Saturday, Oct. 29. Trains, wagons and automobiles filled the city with visitors long before business hours and they remained for shopping and for the entertainment features until midnight. This was the biggest single-day trade event ever experienced here.

Frank French, of the Eckel Drug store, has returned from an outing trip to Grand Rapids and other points bringing with him greetings to Petoskey people from friends in the Furniture City.

George McCabe, hardware merchant and long time city official, retires from the City Commission, much to the regret of a host of friends; but much pleasure is expressed in the fact that he will continue to serve the community on the Public School Board.

Nov. 8 will see an exodus of Petoskey business and professional men who, after the strenuous work of the summer months, seek elusive Bucks

and Birds in Ontonagon and other Northern counties.

The Galster-Davis Hunting Club, one of the oldest bands of deer slayers in Emmet county, about thirty in number, will make their annual trip in special Pullmans provided by the Pennsylvania System officials. Friends are even now preparing to hear the adventures and accomplishments to be related on their return. "Then let the stricken deer go weep—the hart ungalled play—for some must work while some must weep—thus runs the world away." J. Frank Quinn.

To get, give.

### Mutual Benefit Association To Meet at Middleville.

Middleville, Oct. 28—Kindly insert in the next issue of your paper the following notice:

The Merchants Mutual Benefit Association will hold its annual meeting and election of officers at Middleville, Thursday evening, Nov. 10. Supper will be served at 6:30 in the K. P. hall. All members of the Association are urged to be present to make this a lively meeting.

Verne Congdon,  
Sec'y Business Men's Association.

Self-esteem is wasted steam.

## Citizens Telephone

7%

BONDS NET

720%

annual returns. With 24 years' continuous dividend record behind them can you ask for anything better. Inquiries cheerfully answered.

Citizens Telephone Company



rich coconut milk—  
that's the secret

Mother Nature made no secret of the fact that she put milk into the coconut shell.

But it was left for Baker to discover that the natural coconut milk when CANNED with the meat made it possible to retain indefinitely the fine rich flavor of the freshly picked nut!

THAT is why Baker's Fresh Grated Coconut—the canned-in-its-own-milk coconut—is the choice of discriminating housewives everywhere.

THE FRANKLIN BAKER COMPANY  
Philadelphia, Pa.

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





### Herbert Hoffman's New Duties at Lansing.

Herbert H. Hoffman, for several years president of the State Board of Pharmacy, has, in the reorganization of the work of enforcing the laws relative to the purity, misbranding and fake advertising of drugs and drug preparations, taken on duties as the director of drugs and drug stores.

For many years two forces were, in some essential details, enforcing these laws, one the Food and Drug Department, the other the State Board of Pharmacy. The Department of Agriculture, created this year, took over the work of the Food and Drug Department. Commissioner Halladay, of the new department, disapproved these duplications. So all the work of the bureau of the old Food and Drug Department charged with the enforcement of every drug law was, by the Administrative Board, transferred to the Board of Pharmacy, together with the force of inspectors.

Director Hoffman now is in charge of them all, and there is no longer duplication of work. Mr. Hoffman was for many years a druggist at Sandusky, Sanilac county, and represented that county in the Legislature at the session of 1915. He moved last week from Sandusky to Lansing. His new duties will occupy all his time.

#### Palatable Castor Oil.

The following methods for administering castor oil are not altogether new—they appeared in the Annales de Pharmacie several years ago—but what is good cannot be repeated too often.

1. Press into a glass the juice of half an orange. Upon this pour the prescribed quantity of the oil, and then add the juice of the remaining half of the orange. The oil, thus taken "between two juices," excites little repugnance.

2. Put the castor oil into a cup

with hot milk, sweetened with sugar, and add orange-flower flavor. Beat the mixture as when making a mayonnaise, and let the patient swallow it hot, before giving the oil time to separate. The taste of the castor oil is said to be completely masked.

3. The following is Liebreich's method: The oil is mixed, in a cup, with a fruit syrup, or syrup of chocolate; seltzer water is added in a strong stream. The mixture is shaken and is to be swallowed by the patient before the carbon dioxide has escaped.

4. A glass is half filled with beer. The oil is now carefully added so as to float thereon. A small quantity of beer is beaten to a thick foam and poured on the oil, and the mixture is ready to be taken.

5. Professor Bondet, of Lyons, gives the oil as follows, with the assurance that patients "find pleasure" in taking it

Castor oil ----- 20 grams  
Orgeat syrup ----- 20 grams  
Peppermint water ----- 20 grams

6. A method which has been found satisfactory is to make an emulsion by beating up 2 to 10 grams of castor oil with the yolk of an egg, and adding to this, in small quantities at a time, a mixture consisting of 80 cubic centimeters of warm water and 20 cubic centimeters of orange-flower water. The emulsion may be taken in one or two doses, and is especially adapted where the oil is to be given to children.

Other formulas are:

For Children.

Castor oil ----- 4 to 10 grams  
Glycerine ----- 10 grams  
Peppermint water ----- 5 grams  
Oil of peppermint ----- 11 drops

For Adults.

Castor oil ----- 30 grams  
Cognac ----- 7 grams  
Saccharin ----- 0.25 gram  
Oil of anise ----- 30 drops

## Holiday Goods and Druggists Sundries

We are pleased to announce that our complete line of Holiday Goods and Druggists Staple Sundries is on display in our Sample Room here in Grand Rapids. We cordially invite our customers and friends to visit us at their earliest opportunity. The line is intact to date and offers a generous selection from which to choose.

**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 1/4 @ 25	imitation	60 @ 1 00	Aconite	21 85
Boric (Xtal)	17 1/4 @ 25	Amber, crude	2 25 @ 2 25	Aloes	21 65
Carbonic	25 @ 35	Amber, rectified	1 25 @ 1 50	Arnica	21 50
Citric	65 @ 70	Anise	8 00 @ 8 25	Asafoetida	23 90
Muriatic	4 @ 6	Bergamont	1 50 @ 1 75	Belladonna	21 35
Nitric	10 @ 15	Cajupat	2 25 @ 2 50	Benzoin	22 40
Oxalic	25 @ 30	Castor	1 32 @ 1 56	Benzoin Comp'd	23 15
Sulphuric	4 @ 6	Cedar Leaf	1 50 @ 1 75	Buchu	23 15
Tartaric	58 @ 65	Citronella	65 @ 1 00	Cantharides	23 00
Ammonia		Cloves	2 75 @ 3 00	Capsicum	22 30
Water, 26 deg.	10 1/2 @ 20	Cocunut	30 @ 40	Catechu	21 50
Water, 18 deg.	9 @ 15	Cod Liver	85 @ 1 00	Cinchona	22 10
Water, 14 deg.	8 @ 13	Croton	2 25 @ 2 50	Colchicum	22 00
Carbonate	22 @ 26	Cotton Seed	1 15 @ 1 25	Cubeb	23 00
Chloride (Gran)	10 @ 20	Cubebs	9 00 @ 9 25	Digitalis	21 80
Balsams		Eigerson	5 00 @ 5 25	Gentian	21 40
Copaiba	60 @ 1 00	Eucalyptus	1 00 @ 1 25	Ginger, D. S.	22 00
Fir (Canada)	2 50 @ 2 75	Hemlock, pure	1 50 @ 1 75	Guaiaac	23 80
Fir (Oregon)	60 @ 80	Juniper Berries	3 25 @ 3 50	Guaiaac, Ammon.	22 50
Peru	2 50 @ 3 00	Juniper Wood	1 50 @ 1 75	Iodine	21 20
Tolu	1 00 @ 1 20	Lard, extra	1 25 @ 1 45	Iodine, Colorless	22 00
Barks		Lard, No. 1	1 19 @ 1 20	Iron, clo.	21 50
Cassia (ordinary)	25 @ 30	Lavender Flow	8 00 @ 8 25	Kino	21 40
Cassia (Saigon)	50 @ 60	Lavender Garn	1 75 @ 2 00	Myrrh	22 50
Sassafras (pw. 55c)	4 @ 50	Leimon	1 50 @ 1 75	Nux Vomica	21 50
Soap Cut (powd.)	20 @ 25	Linseed Boiled bbl.	80 @ 80	Opium	23 50
Berries		Linseed bld less	87 @ 95	Opium, Camp.	21 20
Cubeb	1 50 @ 1 75	Linseed, raw, bbl.	78 @ 78	Opium, Deodor'd	23 50
Fish	40 @ 50	Linseed, raw, less	85 @ 93	Rhubarb	22 00
Juniper	7 @ 15	Mustard, true oz.	2 @ 75	Paints	
Prickly Ash	3 @ 35	Mustard, artill. oz.	2 @ 50	Lead, red dry	12 1/4 @ 12 1/4
Extracts		Neatsfoot	1 10 @ 1 30	Lead, white dry	12 1/4 @ 12 1/4
Licorice	60 @ 65	Olive, pure	4 75 @ 5 50	Lead, white oil	12 1/4 @ 12 1/4
Licorice powd.	70 @ 80	Olive, Malaga,	2 75 @ 3 00	Ochre, yellow bbl.	2 @ 2
Flowers		green	2 75 @ 3 00	Ochre, yellow less	2 1/4 @ 6
Arnica	75 @ 80	Orange, Sweet	5 00 @ 5 25	Putty	5 @ 8
Chamomile (Ger.)	50 @ 60	Origanum, pure	2 @ 50	Red Venet'n Am.	3 1/4 @ 7
Chamomile Rom	40 @ 45	Origanum, com'l	1 25 @ 1 50	Red Venet'n Eng.	4 @ 8
Gums		Pennyroyal	2 50 @ 2 75	Whiting, bbl.	4 @ 4 1/2
Acacia, 1st	50 @ 55	Peppermint	3 75 @ 4 00	Whiting	5 1/2 @ 10
Acacia, 2nd	45 @ 50	Rose, pure	12 00 @ 16 00	L. H. P. Prep.	2 50 @ 2 75
Acacia, Sorts	20 @ 25	Rosemary Flows	1 50 @ 1 75	Rogers Prep.	2 50 @ 2 75
Acacia, powdered	30 @ 35	Sandalwood, E.	10 50 @ 10 75	Miscellaneous	
Aloes (Barb Pow)	25 @ 35	Sassafras, true	2 00 @ 2 25	Acetanallid	55 @ 75
Aloes (Cape Pow)	30 @ 35	Sassafras, art'l	1 00 @ 1 25	Alum	10 @ 18
Aloes (Soc Pow)	90 @ 1 00	Spearment	6 00 @ 6 25	Alum, powd. and	11 @ 20
Asafoetida	75 @ 1 00	Sperm	2 75 @ 3 00	Bismuth, Subl-	2 76 @ 2 93
Pow.	1 25 @ 1 50	Tansy	10 50 @ 10 75	Borax	30 @ 40
Camphor	1 07 @ 1 10	Tar, USP	60 @ 65	powdered	7 1/4 @ 12
Guaiaac	1 @ 10	Turpentine, bbl.	85 @ 85	Cantharides, po	1 50 @ 4 00
Guaiaac, powd.	1 @ 10	Turpentine, less.	92 @ 1 00	Calomel	1 36 @ 1 45
Kino	75 @ 80	Wintergreen,	8 00 @ 8 25	Capsicum	40 @ 45
Kino, powdered	75 @ 80	leaf	8 00 @ 8 25	Carmine	6 00 @ 6 60
Myrrh	70 @ 75	Wintergreen, sweet	4 00 @ 4 25	Cassia Buds	30 @ 40
Myrrh, powdered	75 @ 80	birch	4 00 @ 4 25	Cloves	40 @ 50
Opium	9 00 @ 9 40	Wintergreen art	70 @ 70	Chalk Prepared	16 @ 18
Opium, powd.	10 25 @ 10 60	Wormseed	5 00 @ 5 25	Chloroform	66 @ 77
Opium, gran.	10 25 @ 10 60	Wormwood	18 00 @ 18 25	Chloral Hydrate	1 35 @ 1 85
Shellac	85 @ 1 00	Potassium		Cocaine	9 25 @ 10 25
Shellac Bleached	90 @ 1 05	Bicarbonate	35 @ 40	Cocoa Butter	50 @ 75
Tragacanth	4 00 @ 5 00	Bichromate	20 @ 30	Corks, list, less	35 @ 45
Tragacanth, pw.	3 50 @ 4 00	Bromide	35 @ 45	Copperas	30 @ 10
Turpentine	25 @ 30	Carbonate	35 @ 40	Copperas, Powd.	40 @ 10
Insecticides		Chlorate, gran'r	18 @ 25	Corrosive Sublim	1 70 @ 25
Arsenic	12 @ 25	or xtal	13 @ 20	Cream Tartar	50 @ 55
Blue Vitriol, bbl.	07 1/2 @ 15	Chlorate, powd.	13 @ 20	Cuttle bone	40 @ 50
Blue Vitriol, less	8 @ 15	Cyanide	35 @ 50	Dextrine	55 @ 65
Bordeaux Mix Dry	17 @ 30	Iodide	3 45 @ 3 60	Dover's Powder	5 75 @ 6 00
powdered	25 @ 35	Permanganate	35 @ 55	Emery, All Nos.	10 @ 15
Insect Powder	40 @ 65	Prussate, yellow	80 @ 90	Emery, Powdered	8 @ 10
Lead Arsenate Po.	22 @ 42	Prussate, red	80 @ 90	Epsom Salts, bbls.	3 @ 3 1/2
Lime and Sulphur	11 @ 23	Sulphate	40 @ 50	Epsom Salts, less	4 1/4 @ 09
Dry	11 @ 23	Roots		Ergot, powdered	1 75 @ 2 00
Paris Green	31 @ 43	Alkanet	75 @ 85	Flake White	15 @ 20
Ice Cream		Blood, powdered	40 @ 50	Formaldehyde, lb.	16 @ 20
Piper Ice Cream Co.		Calamus	35 @ 75	Gelatine	1 70 @ 2 00
Bulk, Vanilla	1 10	Elecampane, pwd	30 @ 35	Glassware, less 55%	
Bulk, Vanilla Special	1 20	Gentian, powd.	20 @ 25	Glassware, full case 60%	
Bulk, Chocolate	1 20	Ginger, African,	23 @ 30	Glauber Salts, bbl.	00 1/4
Bulk, Caramel	1 20	powdered	45 @ 55	Glauber Salts less	04 @ 10
Bulk, Grape-Nut	1 20	Golden Seal, pow.	6 50 @ 6 80	Glue, Brown	21 @ 30
Bulk, Strawberry	1 25	Ipecac, powd.	3 00 @ 3 25	Glue, Brown Grd.	17 @ 25
Brick, Vanilla	1 40	Licorice	40 @ 45	Glue, White	35 @ 40
Brick, Fancy	1 60	Licorice, powd.	25 @ 30	Glue, White Grd.	30 @ 35
Ices	1 10	Orris, powdered	30 @ 40	Glycerine	20 @ 35
Sherbets	1 10	Poke, powdered	40 @ 45	Hops	65 @ 75
Leaves		Rhubarb	40 @ 60	Iodine	5 25 @ 5 75
Buchu	1 @ 40	Rhubarb, powd.	60 @ 75	Iodoform	6 69 @ 7 00
Buchu, powdered	1 @ 50	Rosinwood, powd.	30 @ 35	Lead Acetate	15 @ 25
Sage, bulk	67 @ 70	Sarsaparilla, Hond.	1 25 @ 1 40	Lycopodium	3 50 @ 4 00
Sage, 1/4 loose	72 @ 73	ground	25 @ 30	Mace	75 @ 80
Sage, powdered	55 @ 60	Sarsaparilla Mexican	25 @ 30	Mace, powdered	95 @ 1 00
Senna, Alex.	1 40 @ 1 50	ground	35 @ 40	Menthol	6 00 @ 6 50
Senna, Tinn.	30 @ 35	Squills	60 @ 70	Morphine	7 75 @ 8 80
Senna, Tinn. pow	35 @ 40	Squills, powdered	60 @ 70	Nux Vomica	2 @ 30
Uva Ursi	30 @ 35	Tumeric, powd.	15 @ 20	Nux Vomica, pow.	30 @ 40
Oils		Valerian, powd.	50 @ 60	Pepper black pow.	32 @ 35
Almonds, Bitter,		Seeds		Pepper, white	40 @ 45
true	10 50 @ 10 75	Anise	23 @ 25	Pitch, Burgundy	10 @ 15
Almonds, Bitter,		Anise, powdered	23 @ 25	Quassia	12 @ 15
artificial	2 50 @ 2 75	Bird, is	13 @ 15	Quinine	96 @ 1 69
Almonds, Sweet,		Canary	8 @ 15	Rochelle Salts	35 @ 40
true	1 00 @ 1 25	Caraway, Po.	25 @ 30	Saccharine	2 @ 30
Almonds, Sweet,		Cardamon	1 50 @ 1 75	Salt Peter	11 @ 22
true		Celery, powd.	35 @ 40	Seidlitz Mixture	30 @ 40
		Coriander pow.	25 @ 30	Soap, green	15 @ 30
		Dill	10 @ 20	Soap mott castle	22 1/2 @ 25
		Fennel	35 @ 40	Soap, white castle	@ 11 50
		Flax	06 1/4 @ 12	case	
		Flax, ground	06 1/4 @ 12	Soap, white castle	@ 1 30
		Foenugreek pow.	8 @ 15	less, per bar	@ 1 30
		Hemp	8 @ 15	Soda Ash	05 @ 10
		Lobelia, Powd.	1 @ 15	Soda Bicarbonate	3 1/4 @ 10
		Mustard, yellow	10 @ 15	Soda, Sal	2 1/4 @ 5
		Mustard, black	30 @ 40	Spirits Camphor	@ 1 25
		Poppy	1 25 @ 1 50	Sulphur, roll	04 @ 10
		Quince	15 @ 20	Sulphur, Subl.	4 1/4 @ 10
		Rape	30 @ 40	Tamarinds	25 @ 30
		Sabadilla	7 1/4 @ 15	Tartar Emetic	1 03 @ 1 10
		Sunflower	30 @ 40	Turpentine, Ven.	50 @ 2 25
		Worm American	2 00 @ 2 25	Vanilla Ex. pure	1 50 @ 2 00
		Worm Levant	2 00 @ 2 25	Witch Hazel	1 47 @ 2 00
				Zinc Sulphate	06 @ 15



# GROCERY PRICE CURRENT

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

## ADVANCED

Cheese  
Oats  
Corn  
Perfection Kerosene  
Veal  
Lard

## DECLINED

Tiger Starch  
Galv. Tubs  
Fishing Tackle  
Hard Candy  
Wickling—No. 0 and 2  
Flour  
Feed

## AMMONIA

Arctic Brand  
16 oz., 2 doz. in carton,  
per doz. 1 75  
I X L, 3 doz., 12 oz. 3 75  
Parsons, 3 doz. small 6 30  
Parsons, 2 doz., lge. 6 70

## AXLE GREASE



25 lb. pails, per doz. 19 20  
48, 1 lb. 4 90  
24, 3 lb. 7 50

## BAKING POWDERS

Calumet, 4 oz., doz. 97 1/2  
Calumet, 8 oz., doz. 1 95  
Calumet, 16 oz., doz. 3 35  
Calumet, 5 lb., doz. 12 75  
Calumet, 10 lb., doz. 19 00  
K. C., 10c, doz. 95  
K. C., 20c, doz. 1 85  
K. C., 25c, doz. 2 35  
K. C., 5 lb., doz. 7 00  
Queen Flake, 6 oz. 1 35  
Queen Flake, 50s, kegs 13  
Queen Flake, 100s, keg 12  
Royal, 10c, doz. 95  
Royal, 6 oz., doz. 2 70  
Royal, 12 oz., doz. 5 20  
Royal, 5 lb. 31 20  
Rumford, 10c, doz. 95  
Rumford, 8 oz., doz. 1 85  
Rumford, 12 oz., doz. 2 40  
Rumford, 5 lb., doz. 12 50  
Ryson, 4 oz., doz. 1 35  
Ryson, 8 oz., doz. 2 25  
Ryson, 16 oz., doz. 4 05  
Superior, 16 oz., doz. 1 25

## 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 Cer'l 2 70  
Quaker Puffed Rice 5 60  
Quaker Brfst Biscuit 4 30  
Quaker Corn Flakes 2 80  
Ralston Purina 2 70  
Ralston Branos 3 60  
Ralston Food, large 2 90  
Ralston Food, small 2 90  
Saxon Wheat Food 4 80  
Shred. Wheat Biscuit 4 90

## 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. Fcy. Parlor 26 lb 9 00  
Toy 2 00  
Whisk, No. 3 2 25  
Whisk, No. 1 3 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 85  
Perfection, per doz. 1 75

## CANDLES

Electric Light, 40 lbs. 12.1  
Plumber, 40 lbs. 12.3  
Paraffine, 6s 14 1/2  
Paraffine, 12s 14 1/2  
Wickling 40

## CANNED FRUIT.

Apples, 3 lb. Standard 1 75  
Apples, No. 10 6 00@6 69  
Apple Sauce, No. 2 2 65  
Apple Sauce, No. 10 9 00  
Apricots, No. 1 1 90@2 00  
Apricots, No. 2 2 25  
Apricots, No. 2 1/2 2 25@3 50  
Apricots, No. 10 9 00@13 50  
Blueberries, No. 2 3 00  
Blueberries, No. 10 13 00  
Cherries, No. 2 3 00@3 50  
Cherries, No. 2 1/2 4 00@4 95  
Cherries, No. 10 18 00  
Loganberries, No. 2 3 00  
Peaches, No. 1 1 85  
Peaches, No. 1, Sliced 1 40  
Peaches, No. 2 2 75  
Peaches, No. 2 1/2, Mich 2 60  
Peaches, 2 1/2 Cal. 3 00@3 75  
Peaches, No. 10, Mich 7 75  
Peaches, No. 10, Cal. 10 50  
Pineapple, 1, slic. 1 60@1 75  
Pineapple, No. 2, slic. 2 75  
Pineapple, 2, Brk slic. 2 25  
Pineapple, 2 1/2, slic. 3 25  
Pineapple, No. 2, crus. 2 25  
Pineap., 10, crus. 7 00@9 00  
Pears, No. 2 3 25  
Pears, No. 2 1/2 4 25  
Plums, No. 2 2 25  
Plums, No. 2 1/2 3 00  
Plums, No. 10, Water 2 50  
Raspberries No. 2, blk. 3 25  
Rhubarb, No. 10 5 25

## CANNED FISH.

Clam Ch'der, 10 1/2 3 35  
Clam Ch., No. 3 3 00@3 40  
Clams, Steamed, No. 1 1 75  
Clams, Minced, No. 1 1 60  
Pinnan Haddie, 10 oz. 3 30  
Clam Bouillon, 7 oz. 2 50  
Chicken Haddie, No. 1 2 75  
Fish Flakes, small 1 35  
Cod Fish Cake, 10 oz. 1 85  
Cove Oysters, 5 oz. 1 35  
Lobsters, No. 1, Star 7 50  
Lobsters, No. 1/2, Star 4 00  
Lobsters, No. 1/4, Star 2 60  
Shrimp, No. 1, wet 2 40  
Shrimp, No. 1, dry 2 60  
Shrimp, No. 1 1/2, dry 4 50  
Sardines, 1/4 Oil, k. 4 25@4 75  
Sardines, 1/4 Oil, kless 7 00  
Sardines, 3/4 Mus. 3 75@4 75  
Salmon, Warrens, 1/2 2 75  
Salmon, Red Alaska 2 85  
Salmon, Med. Alaska 2 50  
Salmon, Pink Alaska 1 45  
Sardines, Im. 1/4, ea. 10@28  
Sardines, Cal. 1 75@2 10  
Tuna, 1/2, Albocore 90  
Tuna, 1/2, Nekco 1 65  
Tuna, 1/2, Regent 2 35

## CANNED MEAT.

Bacon, Med. Beechnut 2 70  
Bacon, Lge. Beechnut 4 95  
Bacon, Large, Erie 3 00  
Beef, No. 1, Corned 2 60  
Beef, No. 1, Roast 2 60  
Beef, No. 1/2 Eagle Sli. 1 35  
Beef, No. 1/2, Qua. sli. 2 00  
Beef, No. 1, Q. sli. 3 25  
Beef, No. 1, B'nut, sli. 5 70  
Beef, No. 1/2, B'nut sli. 3 15  
Beefsteak & Onions, 1s 3 35  
Chili Con Ca., 1s 1 35@2 20  
Deviled Ham, 1/4s 2 20  
Deviled Ham, 1/2s 3 60  
Hamburg Steak & Onions, No. 1 3 15  
Potted Beef, 4 oz. 1 40  
Potted Meat, 1/4 Libby 5 1/2  
Potted Meat, 1/2 Libby 9 1/2  
Potted Meat, 1/2 Rose 90  
Potted Ham, Gen. 1/4 2 15  
Vienna Saus., No. 1 1 35  
Veal Loaf, Medium 2 30

## Derby Brands in Glass.

Ox Tongue, 2 lb. 19 50  
Sliced Ox Tongue, 1/2 4 60  
Calf Tongue, No. 1 6 45  
Lamb Tongue, Wh. 1s 6 00  
Lamb Tongue, sm. sli. 2 25  
Lunch Tongue, No. 1 6 00  
Lunch Tongue, No. 1/2 3 65  
Deviled Ham, 1/2 3 00  
Vienna Sausage, sm. 1 80  
Vienna Sausage, Lge. 2 90  
Sliced Beef, small 1 85  
Boneless Pigs Feet, pt. 3 15  
Boneless Pigs Feet, qt. 5 50  
Sandwich Spread, 1/2 2 25

## Baked Beans.

Beechnut, 16 oz. 1 35  
Campbells 1 15  
Climatic Gem, 18 oz. 95  
Fremond, No. 2 1 15  
Snider, No. 1 1 10  
Snider, No. 2 1 15  
Van Camp, Small 1 00  
Van Camp, Med. 1 30

## CANNED VEGETABLES.

Asparagus.  
No. 1, White tips 4 00  
No. 1, Green tips 3 85  
No. 2 1/2, Lge. Gr. 3 75@4 50  
Wax Beans, 2s 1 35@3 75  
Green Beans, No. 10 6 00  
Green Beans, No. 2 Gr. 2 00  
Lima Beans, 2s, Soaked 95  
Red Kid., No. 2 1 30@1 55  
Beets, No. 2, wh. 1 60@2 40  
Beets, No. 2, cut 1 25@1 75  
Beets, No. 3, cut 1 40@2 10  
Corn, No. 2, St. 1 10@1 35  
Corn, No. 2, Ex-Stan. 1 55  
Corn, No. 2, Fan 1 60@2 25  
Corn, No. 2, Fy. glass 3 25  
Corn, No. 10 7 25  
Hominy, No. 3 1 25@1 35  
Okra, No. 2, whole 1 90  
Okra, No. 2, cut 1 60  
Dehydrated Veg Soup 90  
Dehydrated Potatoes, lb 45  
Mushrooms, Hotels 33  
Mushrooms, Choice 40  
Mushrooms, Str Extra 62  
Peas, No. 2, E.J. 1 25@1 80  
Peas, No. 2, Sift. 1 60@2 10  
Peas, No. 2, Ex. Sift. 1 90@2 10  
Pumpkin, No. 3 32  
Pumpkin, No. 10 18  
Pimentos, 1/2, each 15@18  
Sw't Potatoes, No. 2 1 15  
Saurkraut, No. 3 1 60  
Succotash, No. 2 21 60@2 35  
Succotash, No. 2, glass 3 45  
Spinach, No. 1 1 40  
Spinach, No. 2 1 45@1 75  
Spinach, No. 3 2 10@2 85  
Spinach, No. 10 6 75  
Tomatoes, No. 2 1 35@1 65  
Tomatoes, No. 3 1 70@2 25  
Tomatoes, No. 2, glass 2 85  
Tomatoes, No. 10 6 00

## CATSUP.

B-nut, Large 2 75  
B-nut, Small 1 80  
Fraziers, 14 oz. 2 25  
Libby, 14 oz. 3 25  
Libby, 8 oz. 2 00  
Van Camp, 8 oz. 1 90  
Van Camp, 16 oz. 3 15  
Lilly Valley, Pint 3 10  
Lilly Valley, 1/2 Pint 1 80

## CHILI SAUCE.

Snider, 16 oz. 3 50  
Snider, 8 oz. 2 35  
Lilly Valley, 1/2 Pint 2 40

## OYSTER COCKTAIL.

Sniders, 16 oz. 3 50  
Sniders, 8 oz. 2 35

## CHEESE.

Roquefort 95  
Kraft Small tins 1 40  
Kraft American 2 75  
Chili, small tins 1 40  
Pimento, small tins 1 25  
Roquefort, small tins 2 25  
Camembert, small tins 2 25  
Brie 27  
Wisconsin Flats 24  
Wisconsin Daisy 25  
Longhorn 25  
New York 26  
Michigan Full Cream 24  
Sap Sago 60

## 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  
Sapota Gum 1 25

## CHOCOLATE.

Baker, Caracas, 1/4s 35  
Baker, Caracas, 1/4s 33  
Baker, Premium, 1/4s 39  
Baker, Premium, 1/4s 36  
Baker, Premium, 1/4s 36  
Hersheys, Premium, 1/4s 35  
Hersheys, Premium, 1/4s 36  
Runkle, Premium, 1/4s 42  
Runkle, Premium, 1/4s 44  
Vienna Sweet, 24s 2 00

## COCOA

Baker's 1/4s 46  
Baker's 1/4s 42  
Bunte, 15c size 55  
Bunte, 1/2 lb. 50  
Bunte, 1 lb. 48  
Droste's Dutch, 1 lb. 9 00  
Droste's Dutch, 1/2 lb. 4 75  
Droste's Dutch, 1/4 lb. 2 00  
Hersheys, 1/4s 40  
Hersheys, 1/4s 38  
Huyler 36  
Lowney, 1/4s 48  
Lowney, 1/4s 47  
Lowney, 1/4s 44  
Lowney, 5 lb. cans 31  
Van Houten, 1/4s 12  
Van Houten, 1/4s 18  
Van Houten, 1s 36  
Van Houten, 1s 65

## COCOANUT

1/4s, 5 lb. case Dunham 58  
1/4s, 5 lb. case 40  
1/4s & 1/2s, 15 lb. case 49  
6 and 12c pkg. in pails 4 75  
Bulk, barrels 24  
48 2 oz. pkgs., per case 4 15  
48 4 oz. pkgs., per case 7 00

## CLOTHES LINE

Hemp, 50 ft. 1 60  
Twisted Cotton, 50 ft. 2 00  
Braided, 50 ft. 2 90  
Sash Cord 4 00

## COFFEE ROASTED

Bulk  
Rio 14  
Santos 18@23  
Maracaibo 24  
Mexican 26  
Guatemala 25  
Java and Mocha 39  
Bogota 26  
Peaberry 24  
Package  
Liberty 16  
Reno 20  
Nedrow 27  
Quaker 29  
Royal Club 29  
Morton House 36  
White House 35

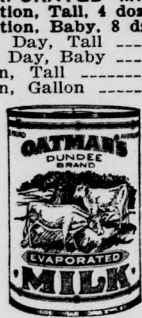
McLaughlin's XXXX  
McLaughlin's XXXX pack-  
age coffee is sold to retail-  
ers only. Mail all orders  
direct to W. F. McLaugh-  
lin & Co., Chicago.

Coffee Extracts  
N. Y., per 100 10 1/2  
Frank's 250 packages 14 50  
Hummel's 50 1 lb. 09 1/2

CONDENSED MILK  
Eagle, 4 doz. 6 50  
Leader, 4 doz. 6 50

MILK COMPOUND  
Hebe, Tall, 4 doz. 4 50  
Hebe, Baby, 8 doz. 4 40  
Caroline, Tall, 4 doz. 4 25

EVAPORATED MILK  
Carnation, Tall, 4 doz. 5 80  
Carnation, Baby, 8 doz. 5 80  
Every Day, Tall 6 00  
Every Day, Baby 4 00  
Goshen, Tall 4 75  
Goshen, Gallon 4 50



Oatman's, tall 5 60  
Oatman's, baby 5 30  
Pet, Tall 5 30  
Pet, Baby 4 00  
Silver Cow, Tall 5 60  
Silver Cow, Baby 5 30  
Van Camp, Tall 5 60  
Van Camp, Baby 4 50  
White House, Tall 5 00  
White House, Baby 4 75

## CIGARS

Worden Grocer Co. Brands  
Harvester Line.  
Kiddies, 100s 37 50  
Harvester Line  
Record Breakers, 50s 75 00  
Delmonico, 50s 75 00  
Pacemaker, 50s 75 00  
Panatella, 50s 75 00  
Favorita 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 Tins 115 00  
National, 50s 130 00  
Original Queens, 50s 150 00  
Worden Special,  
(Exceptionals) 50s 185 00

Webster Cigar Co.  
Plaza, 50s, Wood 95 00  
Coronado, 50s, Tin 95 00  
Belmont, 50s, Wood 110 00  
Tiffany, 50s, Wood 125 00  
St. Reges, 50s, Wood 125 00  
Vanderbilt, 25s, Wd 140 00  
Ambassador, 25s, W 170 00

Garcia & Vega—Clear  
Havana  
New Panatella, 100s 57 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

Starlight Bros.  
La Rose De Paris Line  
Coquettes, 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

Manilla 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

Cheroots  
Old Virginia, 100s 23 50  
Stogies  
Home Run, 50, Tin 13 50  
Havana Gem, 100 wd 27 50

CIGARETTES.  
One Eleven, 20, Plain 6 00  
Beechnut, 20, Plain 6 00  
Home Run, 20, Plain 6 00  
Yankee Girl, 20, Plain 6 00  
Sunshine, 20, Plain 6 00  
Nebo, 20, Plain 7 00  
Camels, 20, Plain 8 00  
Relu, 20, Plain 7 80  
Lucky Strike, 10 & 20 8 00  
Sweet Caporal, 20, Pl. 8 00  
Windsor Castle, 20, Pl. 8 00  
Chedsterfield, 10 & 20, 8 00  
Spur, 20, Plain 8 00  
Sweet Tips, 20, Plain 8 00  
Idle Hour, 20, Plain 8 00  
Omar, 20, Plain 10 00  
Falke Havana, 20, Pl. 9 75  
Richm'd S Cut, 20, pl. 10 00  
Richm'd 1 Cut, 20, cl. 10 00  
Fatima, 20, Plain 10 00  
Helmar, 20, Plain 10 50  
English Ovals, 20 Pl. 10 50  
Turkish Trop., 10 cl. 11 50  
London Life, 10, cork 11 50  
Helmar, 10, Plain 11 50  
Herbert Tarryton, 20 12 25  
Egyptian Str., 10 cl. 12 00  
Murad, 20, Plain 15 00  
Murad, 10, Plain 16 00  
Murad, 10, cork or pl. 16 00  
Murad, 20, cork or pl. 16 00  
Luxury, 10, cork 16 00  
Melachirino, No. 9, 10,  
cork or plain 16 00  
Melachirino, No. 9, 20,  
cork or plain 16 00  
Melach'o, No. 9, 10, St 16 50  
Melach'o, No. 9, 20, St 16 50  
Natural, 10 and 20 16 00  
Markaroff, No. 15, 10,  
cork 16 00  
Pall Mall Rd., 20, pl. 19 50  
Benson & Hedges, 10 20 00  
Rameses, 10, Plain 17 50  
Milo Violet 10, Gold 20 00  
Deities, 10 21 00  
Condex, 10 22 00  
Philip Morris, 10 22 50  
Pet, Tall 25 00  
Brening Own, 10, Pl. 25 00  
Ambassador, 10, 35 00  
Old 76, 10 or 50 37 50  
Benson & Hedges 55 00  
Tuberettes 55 00

CIGARETTE PAPERS.  
Riz La Croix, Wh., dz. 90  
Riz La Wheat Br., 100 7 50  
Riz Tam Tam, per 100 6 80  
Zig Zag, per 100 7 25

TOBACCO—FINE CUT.  
Liggett & Myers Brands  
Hiawatha, 10c, doz. 96  
Hiawatha, 16 oz., dz. 12 00  
Red Bell, 10c, doz. 96  
Red Bell, 35c, doz. 3 40  
Red Bell, 75c Pails dz. 7 40  
Dan Patch, 16 oz., dz. 96  
Sterling, 10c, doz. 96  
Sweet Burley, 45c foil 4 25  
Swt. Burley, 95c Dru. 9 45  
Sweet Cuba, 10c, dz. 96  
Sweet Cuba, 45c, doz. 4 25  
Sweet Cuba, 95c Pail 9 45  
Sweet Orange, 10c, dz. 96

Scotten Dillon & Co. Brand  
Dan Patch, 10c, doz. 96  
Dan Patch, 16 oz., dz. 7 70  
Ojibwa, 10c, doz. 96  
Ojibwa, 8 oz., doz. 4 25  
Ojibwa, 95c, doz. 9 45  
Ojibwa, 90c, doz. 9 00  
Sweet Mist, 10c, doz. 96  
Uncle Daniel, 10c, dz. 96  
Uncle Daniel, 16 oz. 10 20

J. J. Bagley & Co. Brands.  
Mayflower, 16 oz., dz. 15 00

P. Lorillard Brands.  
Pioneer, 10c, doz. 96  
Tiger, 10c, doz. 96  
Tiger, 50c, doz. 4 80

Weyman Bruton Co. Brand  
Right Cut, 10c, doz. 95  
W-B Cut, 10c, doz. 95

PLUG TOBACCO.  
American Tobacco Co.  
Brands.  
Amer. Navy, 10c, doz. 96  
Amer. Navy, per plug 64  
Jolly Tar, 24, per plug 16  
Gold Rope, 10c, doz. 96  
Boot Jack, 15c, doz. 1 44  
Piper Heidsieck, 10c 96  
Piper Heidsieck, 20c 1 92  
Spear Head, 10c cuts 96  
Spear Head, per plug 64  
Square Deal, per plug 64  
Standard Navy, 8, plg 64  
Town Talk, per plug 56

Liggett & Myers Brands.  
Clipper, per plug 40  
Chops, 10c, doz. 96  
Drummond Nat. L. 15c 1 44  
Honey Dip Twist, 10c 96  
Granger Twist, 10c, dz. 96  
Horse Shoe, per plug 74  
J. T. Bright, per plug 64  
J. T. Smooth, plug. 32  
J. T. R. and R., plug 24  
King Pin, per plug 32  
King Pin, 10c cuts, ea. 08  
Masterpiece, per plug 41  
Picnic Twist, 10c, doz. 96  
Pure Grape, 10c, doz. 96  
Star, per plug 74  
Uncle Sam, 32 10c cut 2 56  
Burley Tobacco Co. Brand  
Kismet, per lb. 1 28  
Bracer, per plug 38

Scotten, Dillon & Co.  
Brands.  
Cream De Menthe, 10c 96  
Peachey, per plug 96  
Stronghold, per plug. 64  
Yankee Girl, per plug 56

P. Lorillard Brands.  
Climax, 10c tins, doz. 96  
Climax Smooth, plug 72  
Climax Thick, per plug 72  
Red Cross, 10c cuts. 96  
Red Cross, per plug 48

R. J. Reynolds Tobacco Co.  
Brands.  
Apple, 5 lb. Butt, lb. 80  
Caramel Twist, per lb. 88  
Gravelly Superior, 10c 96  
Humburg, per lb. 1 40  
Liberty Bell, per lb. 73  
Maritana, 15c Foil, dz. 1 44  
Mickey Twist, per lb. 87

John J. Bagley & Co.  
Brands.  
Maple Dip, per plug 57

SMOKING TOBACCO.  
American Tobacco Co.  
Brands.  
Banner, L. C., 10c, dz. 96  
Banner, L. C., 40c, dz. 3 84  
Blue Boar, 25c Foil 2 28  
Blue Boar, 30c Vac tin 2 76  
Bob White, gran., 10c 96  
Bull Durham, 10c, dz. 96  
Drum, Gran., 5c, dz. 48  
Drum, Gran., 10c, dz. 96  
Five Bros. 10c,



Summertime, 65c Pails 6 50  
Sweet Tip Top, 10c, dz 96  
Velvet, Cut Plug, 10c 96  
Velvet, Cut Plug, tins 1 63  
Velvet, Cut Plug, 8 oz. 7 25  
Velvet, Cut Pl., 16 oz. 14 50  
Velvet, C. Pl., 16 oz. 16 00  
Yum Yum, 10c, doz. 96  
Yum Yum, 70c pails 6 80

**P. Lorillard's Brands.**  
Beechnut Scrap, doz. 96  
Buzz, L. C., 10c, doz. 96  
Buzz, L. C., 35c, doz. 3 30  
Buzz, L. C., 80c, doz. 7 90  
Chips, P. C., 10c, doz. 96  
Honest Scrap, doz. 96  
Stag, Cut P., 10c, doz. 96  
Union Leader, 10c tin 96  
Union Leader, 50c tin 4 80  
Union Leader, \$1 tin 9 60  
Union Leader, 10c, doz. 96  
Union Leader, 15c, doz. 1 44  
War Path, 35c, doz. 3 35

**Scotten Dillon Co. Brands**  
Dan Patch, 10c, doz. 96  
Dillon's Mixture, 10c 96  
G. O. P., 35c, doz. 3 35  
G. O. P., 10c, doz. 96  
Loredo, 10c, doz. 96  
Peachy, Do. Cut, 10c 96  
Peachy Scrap, 10c, doz. 96  
Peninsular, 10c, doz. 96  
Peninsular, 8 oz., doz. 3 35  
Reel Cut Plug, 10c, doz. 96  
Union Workman Scrap, 10c, doz. 96  
Way Up, 10c, doz. 96  
Way Up, 8 oz. doz. 3 35  
Way Up, 16 oz., doz. 7 10  
Way Up, 16 oz. pails 7 60  
Yankee Girl Scrap, 10c 96

**Pinkerton Tobacco Co. Brands.**  
American Star, 10c, dz 96  
Big 9, Clip, 10c, doz. 96  
Buck Shoe Scrap, 10c 96  
Pinkerton, 30c, doz. 2 40  
Pay Car Scrap, 10c, dz 96  
Pinch Hit Scrap, 10c 96  
Red Man Scrap, doz. 96  
Red Horse Scrap, doz. 96

**J. J. Bagley & Co. Brands.**  
Broadleaf, 10c 96  
Buckingham, 10c, doz. 96  
Buckingham, 15c tins 1 44  
Gold Shore, 15c, doz. 1 44  
Hazel Nut, 10c, doz. 96  
Kleeko, 25c, doz. 2 40  
Old Colony, Pl. C. 17c 1 62  
Old Crop, 55c, doz. 5 40  
Red Band, Scrap, 10c 96  
Sweet Tips, 15c, doz. 1 44  
Wild Fruit, 10c, doz. 96  
Wild Fruit, 15c, doz. 1 44

**Independent Snuff Co. Brands.**  
New Factory, 5c, doz. 48  
New Factory Pails, dz 7 60

**Schmidt Bros. Brands**  
Eight Bros., 10c, doz. 96  
Eight Bros., Pails, dz 9 60

**R. J. Reynolds Tobacco Co. Brands.**  
George Washington, 10c, doz. 96  
Old Rover, 10c, doz. 96  
Our Advertiser, 10c, 96  
Prince Albert, 10c, doz. 96  
Prince Albert, 17c, dz. 1 63  
Prince Albert, 8 oz. tins, without pipes - 7 20  
Prince Albert, 8 oz. and Pipes, doz. 9 36  
Prince Albert, 16 oz. 13 92  
Stud, Gran. 5c, doz. 48  
Whale, 16 oz., doz. 4 80

**Block Bros. Tobacco Co.**  
Mail Pouch, 10c, doz. 96

**Falk Tobacco Co., Brands.**  
American Mixture, 35c 3 30  
Arcadia Mixture, 25c 2 40  
Champagne Sparklets, 30c, doz. 2 70  
Champagne Sparklets, 90c, doz. 8 10  
Personal Mixture, 6c 60  
Perique, 25c, per doz. 2 25  
Serene Mixture, 16c dz 1 60  
Serene Mixture, 8 oz. 7 60  
Serene Mixture, 16 oz. 14 70  
Tareyton London Mixture, 50c, doz. 4 00  
Vintage Blend, 25c dz. 2 30  
Vintage Blend, 80 tins 7 50  
Vintage Blend, \$1.55 tins, doz. 14 70

**Superba Tobacco Co. Brands.**  
Sammy Boy Scrap, dz 96  
Cigar Clippings  
Havana Blossom, 10c 96  
Havana Blossom, 40c 3 95  
Knickerbocker, 6 oz. 3 00  
Lieberman, 10c, doz. 96  
W. O. W., 6 oz., doz. 3 00  
Royal Major, 10c, doz. 96  
Royal Major, 6 oz., dz. 3 00  
Royal Major, 14 oz. dz 7 20

**Larus & Bro. Co.'s Brands.**  
Edgeworth Ready Rubbed, 17c Tins 1 62  
Edgeworth Ready Rubbed, 8 oz. tins, doz. 7 00  
Edgeworth Ready Rubbed, 16 oz. tins, dz. 14 50  
Edgeworth Sliced Plug, 17c tins, doz. 1 62  
Edgeworth Sliced Plug, 35c tins, doz. 3 55

**Weyman Bruton Co.'s Brands.**  
Central Union, 15c, dz. 1 44  
Shag, 15c Tins, doz. 1 44  
Shag, 15c Papers, doz. 1 44  
Dill's Best, 16c, doz. 1 54  
Dill's Best Gran., 16c 1 54  
Dill's Best, 17c Tins 1 62

**Snuff.**  
Copenhagen, 10c, roll 64  
Seal Blandening, 10c 64  
Seal Göteborg, 10c, roll 64  
Seal Swe. Rapee, 10c 64  
Seal Norkopping, 10c 64  
Seal Norkopping, 1 lb. 35

**CONFECTIONERY Stick Candy**  
Standard 16  
Jumbo Wrapped 18  
Pure Sugar Stick, 600's 4 20

**Mixed Candy**  
Kindergarten 21  
Leader 16  
Century Creams 20  
X. L. O. 14  
French Creams 19  
Cameo 21  
Fancy Mix 20  
Favorite 22

**Fancy Chocolates.**  
5 lb. Boxes  
Bittersweets, Ass'd 1 30  
Choc. Marshmallow Dp 1 30  
Milk Chocolate A A 2 00  
Nibble Sticks 2 00  
Primrose Choc. 1 45  
No. 12 Choc. 1 75  
Chocolate Nut Rolls 2 00

**Gum Drops.**  
Anise 20  
Raspberry 20  
Groceries 12  
Orange Jellies 20  
Butterscotch Jellies 21

**Lozenges.**  
A. A. Pep. Lozenges 13  
A. A. Pink Lozenges 13  
A. A. Choc. Lozenges 13  
Motto Hearts 22  
Malted Milk Lozenges 22

**Hard Goods.**  
Lemon Drops 19  
O. F. Horehound Dps 19  
Anise Squares 19  
Peanut Squares 18  
Horehound Tablets 20

**Pop Corn Goods.**  
Cracker Jack, Prize 7 00  
Checkers Prize 7 00  
Ballon Pop Corn, 50s 1 90

**Cough Drops**  
Menthol Horehound 1 30  
Smith Bros. 1 50

**CRISCO**  
36s, 24s and 12s.  
Less than 5 cases 19  
Five cases 18 1/4  
Ten cases 18  
Twenty-five cases 17 1/2  
6s and 4s.  
Less than 5 cases 18 1/4  
Five cases 17 1/2  
Ten cases 17 1/2  
25 cases 17

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

**CREAM OF TARTAR**  
6 lb. boxes 55  
3 lb. boxes 40

**DRIED FRUITS**  
Apples  
Evap'd Choice, blk. 14  
Apricots  
Evaporated, Choice 38  
Evaporated, Fancy 28  
Evaporated, Slab 21

**Citron**  
10 lb. box 38  
**Currants**  
Package, 14 oz. 18  
Boxes, Bulk, per lb. 18

**Peaches**  
Evap. Choice, Unpeeled 16  
Evap. Fancy, Unpeeled 18  
Evap. Fancy, Peeled 20

**Peel**  
Lemon, American 26  
Orange, American 27

**Raisins**  
Fancy S'ded, 1 lb. pkg. 20  
Thompson Seedless, 1 lb. pkg. 17  
Fancy Seedless, bulk 29  
Thompson Seedless, bulk 22

**California Prunes**  
80-90 25 lb. boxes @99  
70-80 25 lb. boxes @94  
60-70 25 lb. boxes @102  
50-60 25 lb. boxes @12  
40-50 25 lb. boxes @15  
30-40 25 lb. boxes @18

## FARINACEOUS GOODS

**Beans**  
Med. Hand Picked 05 1/2  
Cal. Limas 09  
Brown, Holland 06  
**Farina**  
25 1 lb. packages 3 20  
Bulk, per 100 lbs. 2 00

**Hominy**  
Pearl, 100 lb. sack 5 25  
**Macaroni**  
Domestic, 10 lb. box 1 00  
Domestic, brkn bbls. 08  
Golden Age, 2 doz. 1 90  
Fould's, 2 doz., 8 oz. 2 00

**Pearl Barley**  
Chester 4 75  
**Peas**  
Scotch, lb. 06 1/2  
Split, lb. 09

**Sago**  
East India 06 1/2  
**Tapoca**  
Pearl 100 lb. sacks 7  
Minute, 8 oz., 3 doz. 4 05  
Dromedary Instant 2 70

**FISHING TACKLE**  
**Cotton Lines**  
No. 2, 15 feet 1 15  
No. 3, 15 feet 1 60  
No. 4, 15 feet 1 80  
No. 5, 15 feet 1 95  
No. 6, 15 feet 2 10

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

**Floats**  
No. 1 1/2, per gross wd. 5 00  
No. 2, per gross, wood 5 50  
No. 2 1/2, per gro. wood 7 50

**Hooks-Kirby**  
Size 1-12, per 1,000 1 05  
Size 1-0, per 1,000 1 20  
Size 2-0, per 1,000 1 45  
Size 3-0, per 1,000 1 65  
Size 4-0, per 1,000 2 10  
Size 5-0, per 1,000 2 45

**Sinkers**  
No. 1, per gross 65  
No. 2, per gross 80  
No. 3, per gross 90  
No. 4, per gross 1 20  
No. 5, per gross 1 60  
No. 6, per gross 2 00  
No. 7, per gross 2 60  
No. 8, per gross 3 75  
No. 9, per gross 5 20  
No. 10, per gross 6 75

**FLAVORING EXTRACTS**  
Jennings  
Pure Vanilla  
Turpeneless  
Pure Lemon

**Per Doz**  
7 Dram 1 35  
1 1/4 Ounce 1 90  
2 Ounce 2 75  
2 1/2 Ounce 3 00  
3 Ounce 3 25  
4 Ounce 5 00  
8 Ounce 8 50  
7 Dram, Assorted 1 35  
1 1/4 Ounce, Assorted 1 90

**Van Duzer**  
Vanilla, Lemon, Almond, Strawberry, Raspberry, Pineapple, Peach, Orange, Peppermint & Wintergreen  
1 ounce in cartons 2 00  
2 ounce in cartons 3 50  
4 ounce in cartons 6 75  
8 ounce 13 26  
Pints 26 46  
Quarts 51 06  
Gallons, each 16 00

**FLOUR AND FEED**  
Valley City Milling Co.  
Lily White, 1/4 Paper sack 8 60  
Harvest Queen 2 1/2 8 50  
Light Loaf Spring 8 90  
Snow Flake, 2 1/2 7 80  
Graham 25 lb. per cwt 3 50  
Golden Granulated Meal, 25 lbs. per cwt., N 2 40  
Rowena Pancake Compound, 5 lb. sack 4 20  
Buckwheat Compound, 5 lb. sack 4 20

**Watson Higgins Milling Co.**  
New Perfection, 1/8s. 7 80

**Meal**  
Gr. Grain M. Co.  
Bolted 2 25  
Golden Granulated 2 45

**Wheat**  
No. 1 Red 1 08  
No. 1 White 1 05

**Oats**  
Carlots 40  
Less than Carlots 46

**Corn**  
Carlots 56  
Less than Carlots 60

**Hay**  
Carlots 20 00  
Less than Carlots 23 00

**Feed**  
Street Car Feed 24 00  
No. 1 Corn & Oat Fd 24 00  
Cracked Corn 24 00  
Coarse Corn Meal 24 00

## FRUIT JARS

Mason, pts., per gross 8 80  
Mason, qts., pr gross 10 10  
Mason, 1/2 gal., gross 14 25  
Ideal Glass Top, pts. 10 10  
Ideal Glass Top, qts. 11 80  
Ideal Glass Top, 1/2 gallon 15 90

**GELATINE**  
Cox's 1 doz. large 1 45  
Cox's 1 doz. small 90  
Jello-O, 3 doz. 3 45  
Knox's Sparkling, doz. 2 25  
Knox's Acidu'd, doz. 2 25  
Minute, 3 doz. 4 95  
Nelson's 1 50  
Oxford 75  
Plymouth Rock, Phos. 1 55  
Plymouth Rock, Plain 1 35  
Waukesha 1 60

**GRANULATED LYE.**  
Wanders.  
Single cases 5 15  
2 1/2 cases 5 04  
5 1/2 cases 4 95  
10 cases 4 87  
1/2 cases, 24 to case. 2 60

**CHLORINATED LIME.**  
Single cases, case 4 60  
2 1/2 cases, case 4 48  
5 1/2 cases, case 4 40  
10 cases, case 4 32  
1/2 case, 25 cans to case, case 2 35

**HIDES AND PELTS**  
**Hides**  
Green, No. 1 07  
Green, No. 2 06  
Cured, No. 1 08  
Cured, No. 2 07  
Calfskin, green, No. 1 12  
Calfskin, green No. 2 10 1/2  
Calfskin, cured, No. 1 13  
Calfskin, cured, No. 2 11 1/2  
Horse, No. 1 2 00  
Horse, No. 2 1 00

**Pelts**  
Old Wool 25@ 50  
Lambs 10@ 25  
Shearings 10@ 25

**Tallow**  
Prime @4  
No. 1 @3 1/2  
No. 2 @3

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

**HORSE RADISH**  
Per doz., 7 oz. 1 40

**JELLY AND PRESERVES**  
Pure, 30 lb. pails 3 50  
Pure, 7 oz. Asst., doz. 1 35  
Pure, 15 oz. Asst., doz. 2 00  
Buckeye, 22 oz., 2 doz. 4 25  
O. B., 15 oz., per doz. 2 75

**JELLY GLASSES**  
8 oz., per doz. 44

**MATCHES.**  
Blue Ribbon, 144 box. 7 55  
Searchlight, 144 box. 8 00  
Safe Home, 100 boxes 5 50  
Old Pal, 144 boxes 8 00  
Domino, 720, 1c boxes 5 50

**Safety Matches.**  
Red Top, 5 gro. case 5 75  
Red Cross, 1 gro. cart 1 10

**MINCE MEAT.**  
None Such, 3 doz. 5 35  
Quaker, 3 doz. case 4 00  
Guthies, 3 doz. case 4 00  
Libby Kegs, Wet, lb. 28

**MOLASSES.**  
New Orleans  
Fancy Open Kettle 60  
Choice 48  
Good 36  
Fair 30  
Stock 28  
Half barrels 5c extra

**Molasses in Cans.**  
Red Hen, 24, 2 lb. 2 60  
Red Hen, 24, 2 1/2 lb. 3 25  
Red Hen, 12, 5 lb. 3 00  
Red Hen, 6, 10 lb. 3 00  
Ginger Cake, 24, 2 lb. 3 00  
Ginger Cake, 24, 2 1/2 lb. 3 75  
Ginger Cake, 12, 5 lb. 4 00  
Ginger Cake, 6, 10 lb. 3 75  
O. & L. Spec., 24, 2 1/2 5 50  
O. & L. Spec., 12, 5 lb. 5 25  
O. & L. Spec., 6, 10 lb. 5 00  
Duffs, 24, 2 1/2 Screw C. 6 50  
Duffs, 6, 10, Screw C. 5 25  
Dove, 36, 2 lb. Wh. L. 6 30  
Dove, 24, 2 1/2 lb. Wh. L. 4 70  
Dove, 12, 5 lb. Blue L. 4 45  
Dove, 6, 10 lb. Blue L. 4 45  
Palmetto, 24, 2 1/2 lb. 4 50

**NUTS.**  
Whole  
Almonds, Drakes 21  
Brazil, large washed 16  
Fancy Mixed 20  
Filberts, Barcelona 16  
Peanuts, Virginia raw 13  
Peanuts, Vir. roasted 33  
Walnuts, California 33  
Walnuts, Naples 26

**Salted Peanuts**  
Fancy, No. 1 12  
Jumbo 17

**Shelled**  
Almonds 55  
Peanuts, Spanish, 125 lb. bags 08 1/2  
Filberts 50  
Pecans 1 25  
Walnuts 82

## OLIVES.

Bulk, 2 gal. keg 2 50  
Bulk, 3 gal. keg 5 00  
Bulk, 5 gal. keg 7 00  
Quart Jars, doz. 3 00  
Pint Jars, doz. 3 00  
4 1/2 oz. Jar, plain, dz. 1 40  
5 1/2 oz. Jar, pl., doz. 1 60  
10 oz. Jar, plain, doz. 2 35  
16 1/2 oz. Jar, Pl. doz. 3 50  
3 1/2 oz. Jar., stuffed. 1 45  
6 1/2 oz. Jar. Stu., doz. 2 40  
9 oz. Jar. Stuffed, doz. 4 00

**PEANUT BUTTER.**



**Bel Car-Mo Brand**  
8 oz., 2 doz. in case 2 70  
24 1 lb. pails 4 35  
12 2 lb. pails 4 10  
5 lb. pails, 6 in crate 4 55  
25 lb. pails 13  
50 lb. tins 12 1/4

**PETROLEUM PRODUCTS**  
Iron Barrels  
Perfection Kerosene 11.7  
Red Crown Gasoline 19.9  
Gas Machine Gasoline 30  
V. M. & P. Naphtha 22  
Capitol Cylinder 42.5  
Atlantic Red Engine 23.5  
Winter Black 14  
Polarine, Iron Bbls. 50.5

**Polarine**  
Polarine, Iron Bbls. 50.5  
Finol, 4 oz. cans, doz. 1.95  
Finol, 8 oz. cans, doz. 2.70  
Parowax, 100, 1 lb. 6.4  
Parowax, 40, 1 lb. 6.6  
Parowax, 20, 1 lb. 6.8

**SEMDAC LIQUID GLOSS**  
Semdac, 12 pt. cans 3 20  
Semdac, 12 qt. cans 4 60

**PICKLES**  
Medium Sour  
Barrel, 1,200 count 17 50  
Half bbls., 1,300 count 17 50  
5 gallon kegs 3 00@5 50

**Sweet Small**  
Barrels 22 50@32 00  
Half barrels 11 25  
5 gallon kegs 5 50

**Dill Pickles.**  
1200 Size, bbls. 14 50  
1800 Size, bbls. 17 50  
2400 Size, bbls. 19 50

**PIPES**  
Cob, 3 doz. in bx 1 00@1 20

**PLAYING CARDS**  
No. 90 Steamboat 2 75  
No. 808, Bicycle 4 50  
Pickett 3 50  
Congress 6 00

**POTASH**  
Babbitt's, 2 doz. 2 75

**FRESH MEATS.**  
**Beef.**  
Top Steers and Heifers 13  
Good Steers and Heifers 12  
Med. Steers & Heifers 10  
Common Steers & Heifers 08

**Cows.**  
Top 10  
Good 09  
Medium 08  
Common 05

**Veal.**  
Top 13  
Good 11  
Medium 09

**Lamb.**  
Good 16  
Medium 12  
Poor 13

**Mutton.**  
Good 10  
Medium 09  
Poor 07

**Heavy hogs** 09  
**Medium hogs** 11  
**Light hogs** 11  
**Sows and stags** 8  
**Loins** 22  
**Butts** 13 1/2  
**Shoulders** 13 1/2  
**Hams** 17  
**Spareribs** 12  
**Neck bones** 05

**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 1/2 advance 1/4  
Pure in tierces 12@12 1/2  
Compound Lard 11 @11 1/2  
69 lb. tubs 1/2 advance 1/4  
50 lb. tubs 1/2 advance 1/4  
20 lb. pails 1/2 advance 1/4  
10 lb. pails 1/2 advance 1/4  
5 lb. pails 1/2 advance 1/4  
3 lb. pails 1/2 advance 1/4  
**Sausages**  
Bologna 12  
Liver 12  
Frankfort 16  
Pork 18@20  
Veal 11  
Tongue 11  
Headcheese 14  
**Smoked Meats**  
Hams, 14-16 lb. 23 @27  
Hams, 16-18 lb. 23 @27  
Ham, dried beef sets 38 @39  
California Hams 12 1/2@14  
Picnic Boiled Hams 30 @32  
Boiled Hams 34 @36  
Minced Hams 14 @15  
Bacon 20 @42  
**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 bbl. 7 00  
14 lbs. 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 skin 1 75@2 00  
**Uncolored Oleomargarine**  
Solid Dairy 24@26  
Country Rolls 24@26  
**RICE**  
Fancy Head 08  
Blue Rose 06 1/2  
Broken 04  
**ROLLED OATS**  
Monarch, bbls. 6 50  
Rolled Avena, bbls. 7 50  
Steel Cut, 100 lb. sks. 4 00  
Monarch, 90 lb. sacks 3 00  
Quaker, 18 Regular 2 05  
Quaker, 20 Family 4 80  
Mothers, 20s, family 6 10  
Silver Flake, 18 Reg. 1 50  
Silver Flake, 10 family 1 90  
**SALAD DRESSING**  
Columbia, 1/2 pints 2 25  
Columbia, 1 pint 4 00  
Durkee's large, 1 doz. 6 60  
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**  
Arm and Hammer 3 75  
**SAL SODA**  
Granulated, bbls. 2 25  
Granulated, 100 lbs cs 2 50  
Granulated, 36 2 1/2 lb. packages 2 75  
**COD FISH.**  
Middles 17  
Tablets, 1 lb. 24  
Tablets, 1/2 lb., doz. 1 50  
Wood boxes 28  
Whole Cod 12  
**Holland Herring**  
Standard, bbls. 12 50  
Y. M., bbls. 14 50  
Standard, kegs 80  
Y. M., kegs 87  
**Herring**  
K K K K, Norway 20 00  
8 lb. pails 1 40  
Cut Lunch 1 25  
Scaled, per box 17  
Boned, 10 lb. boxes 13  
**Lake Herring**  
1/2 bbl., 100 lbs. 7 50  
**Mackerel**  
Tubs, 60 count 4 75  
Pails, 8 lb., No. 1 1 50  
**Trout.**  
No. 1, 100 lbs. 10 00



SALT	
Med. No. 1, Bbls.	2 70
Med. No. 1, 100 lb. bg	90
Farmer Spec., 70 lb.	92
Packers, 56 lb.	60
Blocks, 50 lb.	52
Butter Salt, 280 lb bbl.	4 50
Baker Salt, 280 lb bbl.	4 25
100, 3 lb. Table	6 30
60, 5 lb. Table	5 80
30, 10 lb. Table	5 55
28 lb. bags, butter	50



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

## SEEDS.

Anise	25
Caraway	15
Canary, Smyrna	09
Cardamon, Malabar	1 20
Celery	24
Hemp, Russian	08 1/2
Mixed Bird	13 1/2
Mustard, yellow	12
Poppy	18
Rape	14
Durkee's Bird, doz.	1 20
French's Bird, per dz.	1 40

## SHOE BLACKENING.

2 in 1, Paste, doz.	1 35
E. Z. Combination, dz.	1 35
Dri-Foot, doz.	2 00
Bixbys, Doz.	1 35
Shinola, doz.	85

## STOVE POLISH.

Blackine, per doz.	1 35
Black Silk Liquid, dz.	1 40
Black Silk Paste, doz.	1 25
Enamaline Paste, doz.	1 35
Enamaline Liquid, dz.	1 35
E Z Liquid, per doz.	1 40
Radium, per doz.	1 85
Rising Sun, per doz.	1 35
654 Stove Enamel, dz.	2 85
Vulcanol, No. 5, doz.	95
Vulcanol, No. 10, doz.	1 35
Stovoll, per doz.	3 00

## SOAP.

Am. Family, 100 box	6 00
Export, 100 box	4 95
Flake White, 100 box	5 70
Fels Naptha, 100 box	6 15
Grdina White Nap, 100s	5 80
Kirk White Nap, 100s	5 80
Rub No More White	
Naptha, 100 box	6 00
Sunny Monday, 100 bx	5 35
Swift Classic, 100 box	5 70
Swift Pride, 100 box	5 40
20 Mule Borax, 100 bx	7 55
Wool, 100 box	7 50
Fairy, 100 box	6 75
Jap Rose, 100 box	8 10
Palm Olive, 144 box	11 25
Lava, 100 box	5 65
Pummo, 100 box	5 80
Sweetheart, 100 box	5 70
Grandpa Tar, 50 sm.	2 40
Grand Pa Tar, 50 Lge	4 10
Fairbank Tar	4 45
Trilby, 100, 12c	8 50
Williams Barber Bar, 9s	50
Williams Mug, per doz.	48

Proctor & Gamble.	
5 box lots, assorted	
Ivory, 100 6 oz.	7 00
Ivory Soap Flks., 100s	8 50
Ivory Soap Flks., 50s	4 35
Lenox, 140 cakes	5 50
P. & G. White Naptha	5 75
Star, 100 No. 11 cakes	5 75
Star Nap. Pwdr., 100s	3 90
Star Nap. Pwdr., 24s	5 75
Tradesman Brand.	
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.

## WASHING POWDERS.

Bon Ami Pd, 3 dz. bx	3 75
Bon Ami Cake, 3 dz.	3 25
Climaline, 4 doz.	4 20
Grandma, 100, 5c	3 90
Grandma, 24 Large	4 00
Gold Dust, 100s	4 00
Gold Dust, 12 Large	3 20
Golden Rod, 24	4 25
Jinx, 3 doz.	4 50
La France Laun, 4 dz.	3 70
Luster Box, 54	3 75
Miracle Cm, 4 oz. 3 dz.	4 00
Miracle C, 16 oz., 1 dz.	4 00
Old Dutch Clean, 4 dz.	4 75
Queen Ann, 60 oz.	2 10
Rinso, 100 oz.	6 40
Rub No More, 100, 10 oz.	4 00
Rub No More, 100, 14 oz.	5 75
Rub No More, 18 Lg.	4 50
Spotless Cleanser, 48,	
20 oz.	4 00
Sani Flush, 1 doz.	2 25

Sapallo, 3 doz.	3 15
Soapine, 100, 12 oz.	6 40
Snowboy, 100, 10 oz.	3 90
Snowboy, 24 Large	5 50
Snowboy Large 1 free	5
Speedee, 3 doz.	7 20
Sunbrite, 72 doz.	4 00
Wyandotte, 48	5 50

## CLEANSERS.

## KITCHEN KLENZER



80 can cases, \$4.80 per case

## SPICES.

Whole Spices.	
Allspice, Jamaica	@12
Cloves, Zanzibar	@35
Cassia, Canton	@16
Cassia, 5c pkg., doz.	@40
Ginger, African	@15
Ginger, Cochon	@22
Mace, Penang	@70
Mixed, No. 1	@24
Mixed, 5c pkgs., doz.	@45
Nutmegs, 70-8	@33
Nutmegs, 105-110	@31
Pepper, Black	@17

Pure Ground in Bulk	
Allspice, Jamaica	@17
Cloves, Zanzibar	@39
Cassia, Canton	@25
Ginger, African	@22
Mustard	@34
Mace, Penang	@75
Nutmegs	@31
Pepper, Black	@20
Pepper, White	@32
Pepper, Cayenne	@32
Paprika, Spanish	@42

Seasoning	
Chili Powder, 15c	1 35
Celery Salt, 3 oz.	95
Sage, 2 oz.	90
Onion Salt	1 35
Garlic	1 35
Ponette, 3 1/2 oz.	3 25
Kitchen Bouquet	3 25
Laurel Leaves	20
Marjoram, 1 oz.	90
Savory, 1 oz.	90
Thyme, 1 oz.	90
Tumeric, 2 1/2 oz.	90

## STARCH

Kingsford, 40 lbs.	11 1/2
Powdered, bags	02 1/2
Argo, 48 1 lb. pkgs.	3 75
Cream, 48-1	4 80
Quaker, 40 1	7

## Gloss

Argo, 48 1 lb. pkgs.	3 75
Argo, 12 3 lb. pkgs.	2 74
Argo, 8 5 lb. pkgs.	3 10
Silver Gloss, 16 3 lbs.	11 1/2
Silver Gloss, 12 6 lbs.	11 1/2
Elastic, 64 pkgs.	5 35
Tiger, 48-1	7
Tiger, Bulk, 50 lb.	05 1/2

## SYRUPS

Corn	
Barrels	70
Half Barrels	76
Blue Karo, No. 1 1/2,	
2 doz.	1 93
Blue Karo, No. 5, 1 dz	2 70
Blue Karo, No. 10,	
1/2 doz.	2 50
Red Karo, No. 1 1/2, 2	
doz.	2 23
Red Karo, No. 5, 1 dz	3 10
Red Karo, No. 10, 1/2	
doz.	2 90

Maple Flavor.	
Karo, 1 1/2 lb., 2 doz.	3 95
Karo, 5 lb., 1 doz.	6 15

Maple and Cane	
Kanuck, per gal.	1 50
Sugar Bird, 2 1/2 lb.,	
2 doz.	12 00
Sugar Bird, 8 oz., 4	
doz.	13 00

Maple.	
Johnson Purity, Gal.	2 50
Johnson Purity, 2	
doz., 2 1/2 lb.	17 50
Johnson Purity, 4	
doz., 18 oz.	18 50

Sugar.	
Domino, 24, 2 lb.	6 50
Bbls., bulk, per gal.	50

TABLE SAUCES.	
Lea & Perrin, large.	6 60
Lea & Perrin, small.	3 75
Pepper	1 60
Royal Mint	2 40
Tobasco	3 75

England's Pride	1 40
A-1, large	5 75
A-1, small	3 60
Capers	1 80

## TEA.

Japan.	
Medium	30@35
Choice	39@43
Fancy	54@57
No. 1 Nibbs	58
1 lb. pkg. Siftings	16

Gunpowder	
Choice	28
Fancy	38@40

Ceylon	
Pekoe, medium	33
Melrose, fancy	56

English Breakfast	
Congou, Medium	28
Congou, Choice	35@36
Congou, Fancy	42@43

Oolong	
Medium	36
Choice	45
Fancy	55

TWINE	
Cotton, 3 ply cone	35
Cotton, 3 ply balls	35
Wool, 6 ply	22

VINEGAR	
Cider, Benton Harbor	25
White Wine, 40 grain	17
White Wine, 80 grain	22
White Wine, 100 grain	25

Oakland Vinegar & Pickle	
Co.'s Brands.	
Oakland Apple Cider	30
Blue Ribbon Corn	22
Oakland White Pickling	20
Packages no charge.	

WICKING	
No. 0, per gross	60
No. 1, per gross	85
No. 2, per gross	1 00
No. 3, per gross	1 90
Peerless Rolls, per doz.	45
Rochester, No. 2, doz.	50
Rochester, No. 3, doz.	2 00
Rayo, per doz.	90

WOODENWARE	
Baskets	

Bushels, narrow band,	
wire handles	1 75
Bushels, narrow band,	
wood handles	1 85
Bushels, wide band	1 90
Market, drop handle	70
Market, single handle	80
Market, extra	1 35
Splint, large	9 00
Splint, medium	8 50
Splint, small	7 00

Churns	
Barrel, 5 gal., each	2 40
Barrel, 10 gal., each	2 55
3 to 6 gal., per gal.	16

Egg Cases	
No. 1, Star Carrier	5 00
No. 2, Star Carrier	10 00
No. 1, Star Egg Trays	4 50
No. 2, Star Egg Tray	9 00

Mop Sticks	
Trojan spring	2 25
Eclipse patent spring	2 25
No. 2, pat. brush hold	2 25
Ideal, No. 7	2 00
20 oz cotton mop heads	3 60
10 oz cotton mop heads	2 25
9 oz. cotton mop heads	1 75

Pails	
10 qt. Galvanized	2 40
1 qt. Galvanized	2 60
14 qt. Galvanized	3 00
Pibre	6 75
12 qt. Flaring Gal. Ir.	6 00
10 qt. Tin Dairy	5 00
12 qt. Tin Dairy	5 50

Traps	
Mouse, wood, 4 holes	60
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	1 00
Rat, spring	1 00
Mouse, spring	30

Tubs	
Large Galvanized	8 50
Medium Galvanized	7 00
Small Galvanized	6 50

Washboards	
Banner Globe	5 75
Brass, Single	7 00
Glass, Single	8 25
Double Peerless	7 50
Single Peerless	6 25
Northern Queen	7 50
Universal	7 50

Window Cleaners	
12 in.	1 65
14 in.	1 85
16 in.	2 30

Wood Bowls	
13 in. Butter	5 00
15 in. Butter	9 00
17 in. Butter	18 00
19 in. Butter	25 00

WRAPPING PAPER	
Fibre, Manila, white	05 1/2
No. 1 Fibre	07 1/2
Butchers Manila	06
Kraft	08 1/2

YEAST CAKE	
Magic, 3 doz.	2 70
Sunlight, 3 doz.	2 70
Sunlight, 1 1/2 doz.	1 35
Yeast Foam, 3 doz.	2 70
Yeast Foam, 1 1/2 doz.	1 35

YEAST-COMPRESSED	
Fleischman, per doz.	28



## Indulgence Is Not a Kindness To the Children.

Written for the Tradesman.

I have been trying to comfort a broken-hearted mother and father whose only son has missed public disgrace by a very narrow margin. Only the intervention of old friends who fortunately were in a position to help has kept the young man and his family from suffering a good deal more definitely than mere publicity. We have managed among us to help him to a new footing, and all of us are hoping that the experience will awaken the boy to a sense of what he has escaped and, what is more important, will awaken in him the latent character and powers of self-control which ought to be down there somewhere in him.

It was a bank affair. This young man came out of college as so many boys do—"just got by," as he said to me—and after a trip around the world and a few months more to "rest up," one of his father's old friends gave him a place in the bank of which he is president, and his mother waited impatiently to see him swim right up to the top, so as to be ready to take the presidency when that place became vacant by the well-earned retirement of father's friend.

It didn't work that way. The young man was not used to any sort of effort except as it suited his convenience. He bought a lot of new good clothes, watched stock quotations and did other things of that kind that he imagined belonged to the activities of bank officials; but he didn't work very hard when he got there. He did—what all his life he has done—just what he pleased.

At last, and it wasn't very long, after he had been warned and reprimanded and threatened with discharge because of indolence and irresponsibility, he thought he saw a chance to get some money he needed, and he helped himself. To his great surprise he was caught instantly, and the business of getting him out of trouble so far as jail was concerned was both difficult and distressing.

I am not sure that even now he realizes where the blame lies, so far as he is concerned. I am sure that his mother and father do not understand, and never will understand, how far back in his life or how much at their own doors lie the causes that have brought their natural results now when he is well advanced in manhood. It would be only harrowing to them to talk about that, because it is too late for them to do anything about it.

The boy was only about three years old when I first saw him; a strikingly beautiful child, with big, trustful eyes

that looked up at you in most winning fashion and disarmed every sort of rebuke or instruction. People turned round in the street to look after him.

He had his own way from littlest babyhood. Whatever he wanted he got. If there was any delay about it, he went into a tantrum which frightened his mother. He bullied his nurses.

His father was his slave. Indeed, his father regarded his uproars as rather a good joke and a sign of dominating character which would bring him success in after life.

At table it was his custom to demand the largest piece of cake, or anything else. He got it. Everything about the house was conducted with reference to him, and he knew it and took it as the nature of things. The fact that he wanted anything was the reason why he should have it.

At school he behaved in just the same way. He was always in trouble with his teachers; his parents always blamed the teachers and several times took him to other schools where he would have "more considerate and appreciative treatment."

Although his parents are of very moderate means, he had almost unlimited money to spend. Many times I have known his mother to give him money that she could not afford; when he came out of college his father was seriously embarrassed by his bills and debts he had accumulated. He never had the slightest opportunity to learn the value of money, or to deny himself any sort of gratification because he could not afford it.

In the bank he recognized no opportunity to win his way forward by hard work; he never had done any hard work. And the money that surrounded him was like all the money he ever had seen at home—merely a means for him to have things that he wanted. All his life had taught him that anything that he wanted was his own.

Any day of babyhood is the day—perhaps even the decisive day—to settle the question of what kind of man or woman your child will be long, long afterwards!

Prudence Bradish.

[Copyrighted 1921.]

## Shelby Going To Muskegon One Hundred Strong.

Shelby, Oct. 29—Our Commercial Club, one hundred strong, is going to be



### How the Housewife Should Order Canned Foods.

Every housewife at this season of the year should have stored away in her kitchen or pantry a goodly stock of canned foods. What an ideal assortment is, depends upon the size of the family, and its individual preferences.

It is not wise to lay in a stock to last longer than one season. Some grocers might buy surplus stocks when goods are cheap, but it is no part of housekeeping to play the market, not even in canned foods. Buy at the end of each canning season, as soon as the new pack is ready for distribution, as many cases of each variety as you can reasonably expect to use before fresh fruit and vegetables are again at hand. Buy by the case of two dozen tins and save several cents a can. The grocer prefers to sell by the case, for it lessens his delivery charges and is much less labor at the store.

Of course the leading item in the order will be tomatoes. A family of five should have at least three cases. That is not a can and a half a week for the year. The order should include two cases of peas, divided up into three grades, the cheap but good early Junes, the sifted early Junes and the fancy extra sifted Junes of sweet early Junes.

Sweet corn should be purchased in two or three-case lots, and at least of two grades, one a good standard and the other the fancy Maine, or fancy Country Gentleman, or fancy Minnesota Crosby.

Th soup order should be large and

diversified, as you can obtain many kinds. Then there is evaporated milk—it is always advisable to have at least a dozen or two cans of that item.

Then there is hominy, kraut, pumpkin, squash, green and wax beans, green lima beans, red kidney beans, spinach and sweet potatoes.

In fish, two dozen tins of salmon are always a good asset. Purchase any grade of red, either Alaska red or Puget Sound, or Columbia river.

In fruit, the line is so diversified that it is hardly necessary to mention blackberries, blueberries, red and black raspberries, cherries, Royal Anne, red and black; peaches, pears and plums. There are many other items that would well and easily enable you to make assortments.

The convenience of having a stock of canned foods at hand is apparent. The housewife is then always prepared to furnish a meal in an emergency, should the butcher or the grocer or the milkman fail to arrive in time or forget to come at all. This is the most favorable time to select a supply, as the new 1921 pack is now available.

John A. Lee.

Don't bank on the verbal promises of the traveling salesman. If you want those promises made good see that they are down in writing on the order blank before you sign it.

When you learn about some new display fixture that will sell more goods than the devices you are using, sell the old and buy new, and do it right away.

## Petoskey Transportation Company

Have you had the latest information regarding this Company?

Do you know that this Company is not in the common carrier business, but has all of its business guaranteed in advance?

Do you know what earnings the Company is already making?

Do you know what dividends this Company has paid, and the date on which the next dividend will be paid?

Let us give you this information. Simply mail us the coupon.

**F. A. SAWALL  
COMPANY**

313-314-315  
Murray Building  
GRAND RAPIDS, MICH.

Gentlemen:

Without any obligation on my part, send me full particulars regarding an investment in the Petoskey Transportation Company.

Name \_\_\_\_\_

Address \_\_\_\_\_

## 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.

A GOOD OPENING for a BAKERY in a HUSTLING town. Address No. 532, Care Michigan Tradesman. 532

EXPERIENCED SALESMAN—Familiar with grocery and confectionery trade in Michigan, Ohio and Indiana. Good connection for right man, with fast growing concern. Address No. 533, Care Michigan Tradesman. 533

MEN'S FOUR BUCKLE ALL RUBBER ARCTICS \$2.00. Sizes six to twelve, perfect goods. Hoods, Wales first grade only. Davis Bros., Lansing, Mich. 534

Wanted—A set of second-hand revolving doors complete. J. W. Aldrich, Falmouth, Mich. 535

Wanted—I have an improved farm, three miles from good town, gravel road, strong soil and all under cultivation, that I will exchange at cash value for established general merchandise store in Indiana or Michigan. Box 252, Pierceton, Indiana. 536

WANTED—Salesmen now traveling to sell pipe cleaners, pipe cases and tobacco pouches. Liberal commissions. E. T. GILBERT MFG. Co., 230 South Avenue, Rochester, N. Y. 537

Want To Buy—Store building, small town. William Sweet, Bendon, Mich. 538

Wanted—An experienced dry goods, clothing and shoe clerk. Ardis Brothers, Lake City, Mich. 539

For Sale—Cash register and store fixtures. Dickory Dick, Muskegon. 520

WANTED—Distributor for the Sterling Improved battery. Good proposition. Address Sterling Storage Battery Co., Inc., Schenectady, N. Y. 521

DOUBLE STORE with general house-furnishing stock for sale. Fine location, and well-established trade. An unrivalled opportunity to locate in Kalamazoo. Price, terms, and information regarding stock can be ascertained by writing Allen & Marks, 606 Hanselman Bldg., Kalamazoo, Mich. 522

For Sale, or Trade for General Store—Good eighty-acre farm, good buildings. Near Lansing, on paved road, near inter-urban line. Address No. 523, Care Michigan Tradesman. 523

Exchange—280 acres, eight-room house, barns, silos, orchards, etc. Want stock of goods or business property. De Cou-dres, Bloomingdale, Mich. 524

FOR SALE—Stock of groceries and fixtures. Inquire H. T. Stanton, Care Judson Grocer Co., Grand Rapids, Mich. 525

For Sale—Real estate and insurance business. Fine office. Might trade. Address No. 526, Care Michigan Tradesman. 526

WANTED—Stock of merchandise for 390-acre improved farm Kalkaska county, Mich. Write me details of stock. J. P. Phillips, South Boardman, Mich. 527

Wanted—Reminton pump, 16 or 20 gauge. Must be a good one at right price. Ithaca Oil and Gas Co., Ithaca, Mich. 528

FOR RENT—Fully equipped vulcanizing shop, with established trade, \$20 month. Ithaca Oil and Gas Co., Ithaca, Mich. 529

Want To Buy—An eight-foot silent salesman showcase. Must be in A-1 condition. E. B. Fuller, Montrose, Mich. 530

For Sale—Well established grocery and general merchandise in Mason county. Best building and location in the city. Address No. 531, Care Michigan Tradesman. 531

For Sale—Well established grocery business in a thriving town of 2,000. Will sell or rent store building. Address Strong Bros., Vicksburg, Mich. 514

For Sale—Best grocery store in Ionia county. Address No. 515, Care Michigan Tradesman. 515

For Sale—Good established grocery business. Reason for selling, death of owner. Address No. 516, Care Michigan Tradesman. 516

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.

Corset Salesmen—Sideline, new article. No trouble to handle, liberal commission. Write for territory. E. W. Ives & Co., Coopersville, Mich. 517

FERRETS FOR SALE. PRICE LIST FREE—Book on ferrets, 10c. Ferret muzzles, 25c each. BERT EWELL, Wellington, Ohio. 518

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GRAND RAPIDS, MICH.



### Refuses To Return—Then She Returns.

Chicago, Oct. 29—Mrs. Edith Stubbs Parker, who is said to hold the key to the financial situation of the Co-operative Society of America, of which her husband, Harrison Parker, is founder and head, will not return to Chicago to testify in the bankruptcy hearings until the matter comes into court and the future of the society is threatened.

In a telegram from Toronto to her attorney, former Senator James Hamilton Lewis, she lays stress on the fact that she is in poor health and that the sensationalism connected with her appearance before a referee might cost her her life. Should the matter come up in court, however, she would willingly return, at the risk of death, to benefit the society, the message states.

"Mr. Parker has been over here asking me to return to Chicago to testify," Mrs. Parker says in her telegram. "I have referred him to you and told him that I would not consent to do so until there was a law suit to which I was a party, where I would have the protection of the court and of the established rules of evidence."

"Since his departure I have had another thought which I am communicating to you. The ordeal which I would have to undergo with photographers, reporters, detectives and lawyers might mean my very life. If I were convinced that my presence would help either Mr. Parker or the society, I would go to Chicago no matter what the consequence to myself, notwithstanding the duty which I owe three minor children, but my presence in Chicago cannot change the legal situation or the facts."

"It would merely add to the sensationalism which is injuring a valuable business created by sixteen years of night, day and Sunday toil and self-denial and perseverance and the overcoming by my husband of what to others might appear to be insurmountable difficulties."

"I have no property of either the Great Western Securities Corporation or the Co-operative Society in my possession or in my vault. The auditors for the Central Trust Company, I am told, can account for every penny taken in."

Mrs. Parker further states that the two concerns really owe her large sums of money which she has advanced. She offers attorneys in the case permission to open her safety deposit boxes in order that they may see that she has no securities belonging to the two companies, and tells Mr. Lewis that he is at liberty to pledge himself to the court or the attorneys that she will return to Chicago the day after it is decided in court that the society may be thrown into bankruptcy.

Mrs. Parker is head of the Great Western Securities Corporation, fiscal agent for the Co-operative Society.

Chicago, Nov. 1—Somewhere in or near Chicago Mrs. Edith Stubbs Parker, the woman who holds the key to the financial status of the Co-operative Society of America, of which her husband, Harrison Parker, is founder and head, is "resting."

Late Saturday night, less than twenty-four hours after she had sent a lengthy telegram to her attorney, former Senator James Hamilton Lewis, in which she said she would not return to Chicago unless the matter was taken into court, she came back unexpectedly.

What prompted her to return, however, could not be learned, as neither her husband's attorneys, nor the attorneys for the Society had taken with her. Some said they understood she was back—others were equally positive she was not; but Mr. Parker, after telling one group of reporters that she had not returned, admitted that she was near Chicago.

"She came back last Saturday night and is now resting at the home of

friends," he said, "recuperating from the shocks she experienced when the train she was on was wrecked. Naturally I can't tell you where she is, as interviews would unsettle her and unnecessarily delay the settlement of this matter. I feel sure that she will be able to take the stand Wednesday or Thursday."

And in the meantime nearly a score of attorneys are patiently waiting for Mrs. Parker's appearance. She is secretary of the Great Western Securities Corporation, fiscal agent for the Co-operative Society, and had the handling of millions of dollars.

"There is nothing that we can do except to wait," said Attorney Julius Moses, who, as attorney for the Central Trust Company, receiver, is conducting the enquiry. "But until Mrs. Parker and the mysterious Mr. Higgins are produced and we are given an opportunity to examine them no report will be made to the court and the receiver will remain in charge of the Society."

### Items From Cloverland of Michigan.

Sault Ste. Marie, Nov. 1—H. Ermatinger, who for the last sixteen years has been proprietor of the Grand, one of the Soo's refreshment parlors, has sold his business to John Skourouho and George Kekesis, who will continue the business as heretofore. Mr. Ermatinger has given his reasons for selling out as poor health. He says that he may go into some other kind of business next spring, but is not going to do anything this winter.

Large flocks of gold and black evening grosbeaks have been seen in this vicinity lately. They are thought to be the same variety as those described by Henry Schoolcraft, seen here 100 years ago.

A pessimist argues that every silver lining has a cloud.

Many friends throughout Michigan of George Jeffry, a retired traveling man who has lived a retired life for the past few years in his commodious summer home on Sugar Island, known as West Neebish, will be pleased to know that he expects to spend the winter between here and Louisiana and his wife expects to remain in Detroit. George says that the life of plenty and not much to do occasionally gets his goat, but not enough to wish he was carrying around those heavy sample cases which have a tendency to make a young man look old.

H. D. Wyman, the well-known soap salesman for Swift & Co., is calling on the trade this week. Harry had all arrangements made to accompany a party of hunters on Sunday to assist in cleaning up the partridge and rabbits, but owing to the fact that he came in with wet feet late Saturday night, he was obliged to lay in on Sunday. He has postponed his hunting trip until the deer season is on. He seems to prefer deer to rabbit.

Another of the Square Stories, published by McGuire & Garfield the enterprising DeTour merchants, is out and is getting better with each issue. It would not be surprising to hear that Mr. Garfield will start a daily newspaper in his home town, as there seems to be enough news of various kinds that, would be interesting to the outside world after leaving the editor's office. Mr. Garfield is what they call an all round man, supplying the pulpit when the preacher is enjoying himself elsewhere. He is also leader of the DeTour orchestra and band, playing any instrument in either organization. He is at present studying high finance, in addition to being chief operator of the only wireless at DeTour. He thinks that the time will soon arrive when he will have connection by wireless with Boston and New York, so that the DeTourites may enjoy those elaborate concerts which are being spread throughout the country at the present time. These are only a few of Mr. McGuire's achievements. One

would think from the poetry he writes that he made a specialty of that art.

Wallace Lundlay, President and manager of the Raymond Furniture Co., will resign about Nov. 1. Mr. Lundy, in severing his connections with the business gave his reasons as a desire for outside work. The close confinement of office work is not the life for him.

John Sayers, the well-known clothing salesman, has accepted a position with the Boston Store.

Ex-Governor Osborn, our well-known townsman, has been secured as the principal speaker of the Armistice day program on Nov. 11. Many of his friends here will enjoy the treat in store for them.

The many friends of A. M. Sharpe, for many years conductor on the Soo Line, mention of whose serious illness was made in the last issue of this paper, will be sorry to know that he has passed into the great beyond. Death took place last Wednesday.

Rev. T. R. Easterday celebrated his 84th birthday last Thursday and is still hale and hearty. He is on record here for being the Soo's marrying parson. He called upon us to-day, incidentally mentioning that he was only ten shy of his three thousandth marriage. His last marriage was to-day at 11 o'clock that he married a couple on the steamer Elva before the latter left for DeTour. He also had a couple waiting to be tied as soon as the arrangements were complete. Mr. Easterday still rides his bicycle, the same as a young man of 18. He is still the Soo's grand old man, having been on our educational board for the past fifty years.

If there is anything that makes a farmer mad, it is to sell a cowhide and then buy a pair of shoes.

William G. Tapert.

### Review of the Produce Market.

Apples—Wagner, Wealthy, Spys, Baldwins and Alexanders command \$7@8 per bbl.; cooking apples, \$6 per bbl. Box apples from the Coast command, \$3.75 for Jonathans and Spitzenbergs.

Bananas—7c per lb.

Beets—\$1 per bu.

Butter—The market shows a somewhat firmer feeling the last day or so. Quotations, however, remain unchanged. Receipts of strictly fine butter are somewhat lighter and the average quality is still showing up very well. Under-grade creamery is in slightly better demand at prices ranging about the same as they have been for a short while past. Local jobbers hold extra creamery at 43c in 63 lb. tubs and 44c in 40 lb. tubs. Prints 45c per lb. Jobbers pay 20c for packing stock.

Cabbage—\$1.25 per bu.

Carrots—\$1 per bu.

Celery—40c for ordinary and 60c for Jumbo.

Cranberries—Late Howes command \$19 per bbl. and \$9.50 per ½ bbl.

Cucumbers—\$2 per doz. for Illinois hot house.

Eggs—The market is very firm, particularly on fancy stock. Fresh eggs have advanced 5c per dozen during the last week and the demand has been heavy, with a very light supply. Medium eggs and storage eggs remain barely steady at unchanged quotations. Local dealers pay 50c for strictly fresh, candled. Cold storage are now moving out on the following basis:

Firsts	38c
Firsts in cartons	41c
Seconds	32c

Checks ----- 31c

Egg Plant—\$2.50 per doz.

Grape Fruit—Florida fruit is now in market, selling at \$5.50 per box for all sizes.

Grapes—California Emperors command \$3 per 24 lb. crate.

Green Onions—Silverskin, 20c per doz.

Honey—40c for white clover in about 20 lb. boxes.

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

Lemons—Sunkissed are selling on the following basis:

300 size, per box	\$7.50
270 size, per box	7.50
240 size, per box	7.00

Choice are held as follows:

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

Lettuce—Hot house leaf, 14c per lb.; New York head, \$3.25 per crate.

Onions—California, \$6 per 100 lb. sack; home grown, \$5 per 100 lb. sack; Spanish, \$2.50 per crate.

Oranges—Fancy California Valencias now sell as follows:

90 and 100	\$7.25
150, 176 and 200	8.00
216	8.00
252	7.50
288	6.50
324	6.00

Parsley—75c per doz. bunches.

Pears—Kieffers, \$2.

Peppers—Home grown, \$1.25 per bu. for green; 30c per doz. for red.

Pine Apples—\$9@10 per crate for Florida.

Potatoes — \$1.10@1.15 for home grown. Buyers all over Michigan are paying \$1.50 per 100 lbs., which is equivalent to 90c per bu.

Poultry—Local buyers pay as follows for live:

Turkeys	28c
Geese	13c
Choice Ducks	20c
Light fowls	14c
Heavy fowls	18c
Light Chickens	14c
Heavy Chickens	16c

Pumpkin—\$2.25 per doz.

Quinces—\$3 per bu.

Radishes—75c per doz. bunches for home grown.

Squash—\$2.75 per 100 lbs. for Hubbard.

Sweet Potatoes—Virginia command \$1.60 per hamper and \$4.25 per bbl.

Tomatoes—\$1 for 6 lb. basket from California.

Harrison Parker's proneness to commit perjury on the least provocation appears to be shared by nearly all the witnesses summoned in his defense. They positively swear to one thing one day and go on the stand later and recant their testimony. No more ghastly spectacle of breach of faith and betrayal of trust has ever been presented than that brought out by Parker and his co-conspirators in the disclosures they are forced to make in the bankruptcy court in Chicago.

There is nothing to be said in favor of having an overstock of goods unless in an advancing market, but on the other hand, if you do not have the goods you cannot sell them.



# What about the GASOLINE you use?

**E**VERY motorist knows that all gasoline is not alike: You have reasonable assurance that the quality of most gasoline sold under a well known trade name will remain constant, but trouble creeps in where you form the habit of just buying "gas."

It is not the idea of this company to claim that when you notice a difference in the quality of your favorite gasoline, that the manufacturer has deliberately tampered with his product. What we do mean to say is that gasoline varies according to the methods used in its manufacture, and the raw material from which it is made.

This company on account of its immense resources can truthfully say the Red Crown Gasoline never varies, except as seasonable changes call for variation.

It is also well to consider that the gasoline to which you have your carburetor adjusted may not even be on sale in the next town or state, that too is a source of annoyance.

So we say, what about your gasoline? Is it always the same, and can you buy it everywhere?

Red Crown Gasoline can be bought everywhere. Once your carburetor is adjusted to Red Crown there need never be any necessity for changing, because Red Crown can be bought every few blocks in the city and every few miles in the country, wherever you go, and its quality never changes.

It is a universal fuel.

**STANDARD OIL COMPANY**  
(INDIANA)  
CHICAGO U. S. A.





## The Finest Towels of the Greatest Towel Manufacturer

**T**HE complete Cannon line includes every kind of cotton huck and turkish towel. Cannon Towels always represent the finest values that you can buy.

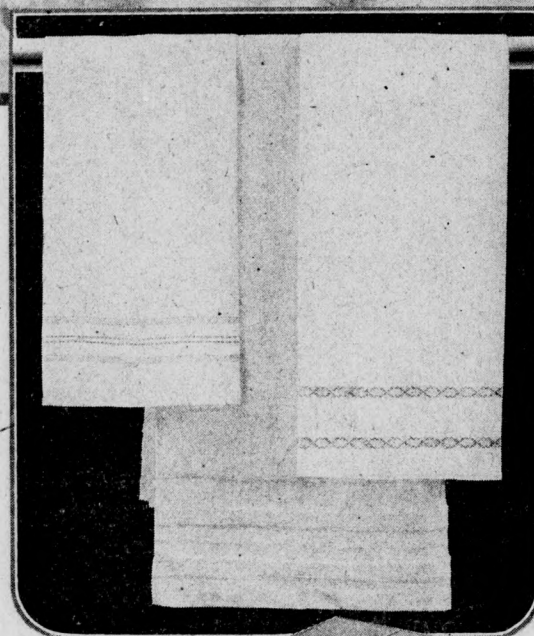
For Cannon Towels are made of high-quality cotton. They are bleached and finished by a Cannon process that gives each towel an exceptionally fine appearance. Cannon Towels are unusually absorbent.

Cannon huck and turkish towels are suited to the most carefully appointed homes—yet you can sell them at prices that will appeal to *every* woman. Cannon Towels will increase your towel sales with generous profit to you.

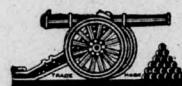
Cannon Towels are made by the Cannon Manufacturing Company, the largest producer of towels in the world. They come packed one dozen turkish and two dozen huck towels to a bundle, with the blue Cannon trade-mark label on every package—look for it.

Cannon Towels are distributed only through jobbers. Write your jobber for prices and complete information.

CANNON MILLS, Inc., 55 Worth Street, New York City



*Each package of genuine Cannon Towels has the blue trade-mark on the wrapper. Look for it.*



# CANNON TOWELS