

GRADATIM

Heaven is not reached at a single bound;
But we build the ladder by which we rise
From the lowly earth to the vaulted skies,
And we mount to its summit round by round.

I count this thing to be grandly true;
That a noble deed is a step toward God—
Lifting the soul from the common clod
To a purer air and a broader view.

We rise by the things that are under our feet;
By what we have mastered of good and gain;
By the pride deposed and the passion slain,
And the vanquished ills that we hourly meet.

We hope, we aspire, we resolve, we trust,
When the morning calls us to life and light;
But our hearts grow weary and ere the night
Our lives are trailing the sordid dust.

We hope, we resolve, we aspire, we pray,
And think that we mount the air on wings
Beyond the recall of sensual things,
While our feet still cling to the heavy clay.

Wings for the angels, but feet for men!
We may borrow the wings to find the way,
We may hope, and resolve, and aspire, and pray;
But our feet must rise or we fall again.

Only in dreams is a ladder thrown
From the weary earth to the sapphire walls;
But the dreams depart and the vision falls,
And the sleeper wakes on his pillow of stone.

Heaven is not reached at a single bound;
But we build the ladder by which we rise
From the lowly earth to the vaulted skies,
And we mount to its summit round by round.

J. G. Holland.

Penn Yan Buckwheat Flour



JUDSON GROCER CO.

GRAND RAPIDS

MICHIGAN



Blanks for Presenting
LOSS AND DAMAGE
or **OVERCHARGE**
CLAIMS.
and other Transportation Blanks.
BARLOW BROS.
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
Graham and Corn Meal

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

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

**Merchant
Millers**

Owned by Merchants

Products sold by
Merchants

Brand Recommended
by Merchants

New Perfection Flour

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



Our Advertising Creates the Appetite—

By convincing your customers that Fleischmann's Yeast
with its rich supply of vitamins is the food they need

- to build up the body
- to maintain health and
resistance to disease,

All you have to do is keep your supply as fresh and easily
obtainable as our advertising says it is.

The Fleischmann Company

Mark This Pure



Make a pyramid of

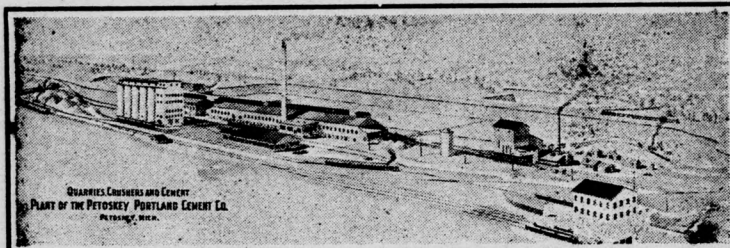
Franklin Golden Syrup

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

The Franklin Sugar Refining Company
PHILADELPHIA

"A Franklin Cane Sugar for every use"

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



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

MICHIGAN TRADESMAN

Thirty-Ninth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 9, 1921

Number 1990

MICHIGAN TRADESMAN

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

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.
Published Weekly By

TRADESMAN COMPANY

Grand Rapids.

E. A. STOWE, Editor.

Subscription Price.

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

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

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

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

HANGING IN THE BALANCE.

From the course of the quotations on cotton the average outsider would be inclined to believe either that the supply will prove larger than has been estimated or else that consumption of the article will amount to less than has been recently indicated. It is not so long ago since 40 cent cotton was predicted on a showing not more bullish than what appearances now call for. But a lot of things have happened in the last eighteen months or so, one of them being the strike of buyers. In the trade there is a reluctance to take as positive the Government estimates of this year's crop. It is even predicted that the census report on ginning up to Nov. 1, which is to be issued to-day will show a larger quantity ginned at that date than the entire yield as estimated by the Agricultural Department. However this may be, the resistance to the upward movement beyond the 20 cent limit is an outstanding fact. During the past week the price went considerably below this. Makers of cotton goods, in getting out their products, have been allowing themselves a fair margin to meet fluctuations in the cost of the raw material. The hardening of prices has somewhat restricted sales in certain lines, but the mills in general are showing considerable activity. In some cases they are sold ahead for the remainder of the year, despite the general tendency against forward commitments. In printed and other finished goods the contracts go to the end of January. This is notable, in view of the increased prices that have been made. Knit goods activity is a little fitful, but business is improving. Hosiery, also, is coming in for a fair share of attention. Spring prices on such goods are to be named within a few days.

EUROPEAN BARTER.

It has long been a favorite saying of inflationists that money is merely a measure of value. If this premise were true there would be no escaping the conclusion that it mattered little

whether the standard currency consisted of the precious metals or of some more accessible material. If money merely acts to measure value as a yardstick does to indicate length, the question of the material that goes into a dollar would be of no more importance than the question whether a yardstick should be made of ebony or pine. All that is necessary is that the stick should be thirty-six inches long, and all that would be necessary in the dollar is that it should represent a certain amount of value. From the viewpoint of social economy, therefore, the circulating medium should be of some cheap material like paper rather than of the precious metals. The fallacy in this argument, as every one familiar with the rudiments of economics knows, is that it overlooks one very important function of money. It serves not only to measure value but also as a medium of exchange. If yardsticks were used not only to measure cloth but also were given in exchange for goods, the recipient of a stick would be interested in knowing of what kind of material it was composed. The increasing resort to barter among traders in Central Europe affords a good illustration of this elementary fact. Austrian, Polish, and Russian traders are swapping goods with one another, and are using the former gold value of their currencies only for calculating the exchange ratios between different kinds of goods. In other words, old money standards, based on gold are still used to measure values mentally, but the debased currency fails to serve either this function or the other one of a medium of exchange.

PROSPERITY BY FIAT.

The dwindling interest of merchants in plans for "Buyers' Weeks" and "Business Revival Weeks" seems to indicate a realization on their part that normalcy cannot be restored by any set formula or programme. If such a consummation were possible it would have been achieved long ago. Baltimore merchants flatly rejected such plans on the ground that business was already getting better and that it was best to let recovery come in its natural way. In Boston also, and for similar reasons, the project of the Mayor for a "Business Revival Week" has been coldly received by the merchants. One branch of a National organization of business and professional men has suggested that the entire country should be plastered with placards announcing that prosperity had returned. The point has been raised that if this announcement is correct it will be superfluous, as business men will already have become aware of the fact. On the other hand, if the statement is not true it will not be conducive to increased confidence to circulate it.

NEW KIND OF SPORT SHOE.

Sport shoes with soles cut from unvulcanized plantation crepe rubber have been introduced in England. A showing of the new type of sole at the rubber exhibition last summer popularized the idea, and boot and shoe manufacturers are now preparing to make sport shoes with the new soles readily available for the trade. Trade Commissioner Hugh D. Butler reports that Englishmen playing tennis on Far Eastern rubber plantations discovered that they got much better wear from crepe rubber soles than they did from that which had been put through the vulcanizing process.

Shoes soled with the raw crepe rubber are said to present a most attractive appearance, as the rubber is of a bright golden color with corrugated surfaces. Only blanket crepe, which is close knit and gristly, is deemed suitable for the raw rubber sole. They are exceptionally resilient since they contain many times as much rubber as the ordinary vulcanized rubber sole. Shoes equipped with the new type of sole have not proved thus far to be as cheap as shoes with the standard vulcanized sole, but it is the opinion of the promoters of the project that, as soon as the new soles are made in quantity, they can be sold at a price not much higher than a good grade of standard shoes.

There is a very large market in England for durable sport shoes. The most popular type is known as "Plimsoll," which is a cheap canvas shoe used for any purpose for which shoes with rubber soles are needed. Their average life is two or three weeks, and the trade would therefore welcome a sole which offers more substantial service.

GOOD HOLIDAY SEASON.

It is a strange circumstance that, even in the worst of times, there is a large expenditure for things which are not necessities. One of the sage observations of Sam Weller to Mr. Pickwick was the calling of attention to the fact of the large number of oyster shops in the poorest of neighborhoods, oysters being a great luxury in those days. So, in hard times when skimping is resorted to in matters as essential as food and clothing, there seems to be a profusion of money for sports and amusements of all kinds. Recent instances of the kind are the pugilistic encounter of Messrs. Dempsey and Carpentier and the world's series of baseball games. It is this spirit which puts holiday buying in a class by itself, not governed by the influences that control other purchases. This year much dependence is placed on that trade, as a visit to the big stores plainly indicates. Gift buying has already begun and a concerted effort is being made to stimulate early purchases. This is better for both

buyers and sellers, to say nothing of the overworked sales people. Indications thus far point to an exceptionally prosperous season. For the children the array of toys and games is larger and more varied than it has been for years, and their appeal is rather compelling. For the elders, although the tendency is fairly strong for useful gifts, there are evidences that the other kind are not to be neglected. A good holiday season will be a great help to many stores in making up a favorable showing for the year's business.

A close friend of Rep. Joseph W. Fordney, in their home city of Saginaw, was saying this week that recently he suggested to Rep. Fordney that he enter for the Republican nomination for United States Senator next year. The Saginaw member replied that there have been a few occasions in his public career when a proposition of the kind appealed to him, but now it does not. Rep. Fordney is 68 years old, and when his present term expires, March 4, 1923, he will have been a representative in Congress 22 years. During the campaign of 1920 he mentioned that if the Republicans won the Presidency and a majority of both Houses of Congress, he would, as chairman of the Ways and Means Committee, have his name linked in the permanent records as joint sponsor, with the chairman of the finance committee of the Senate Finance Committee, of a tariff revision bill. When he attained this honor he would have achieved the crowning ambition of his public career. All of the other twelve Michigan representatives in Congress—the entire twelve are Republicans—will, according to reports, be candidates for re-election next year. Rep. W. Frank James, of the copper country, might have retired had he not entirely recovered his health, which last winter was very poor.

The first year that Woodbridge N. Ferris was Governor, which was in 1913, he concerned himself about having the State build an armory at his home city of Big Rapids. The first step was taken that year. This was the deeding to the State by Big Rapids of a free site for an armory. For three years nothing more was done about it. Then, in 1916, because of the war, the building of armories was indefinitely postponed. Now, with the return to normalcy the building of armories is to be resumed without further delay. A few days ago, and more than eight years after Governor Ferris made the first move to get it, the State Administrative Board authorized the starting of the Big Rapids armory. Several other cities have deeded to the State sites for armories but Big Rapids did so before any of them.

THE MACEDONIAN CRY.

Cheaper Food, Clothing, Building Material and Freights.

Written for the Tradesman.

Now is the time for a business man to bestir himself because of special opportunities which may not come again to him in a lifetime. The hard times which cause so many people to complain furnish the golden opportunities to enterprising men to find out what people want and discover the best means of supplying that want.

Many men find themselves out of business now because they are not manufacturing the necessities of life; and these times have reduced the income of men to such an extent as to reveal the foundation of things, just as when the river is low the rocks and ledges in its bed are seen.

A business is a good business in proportion as it supplies the people with something they must have. In these times the people do without almost every luxury, and consequently the present demand is the very best possible test as to what articles are the safest to manufacture or to purchase for sale.

Those stores and those factories are only prosperous now which are making something that the people cannot very well get along without. It would be a difficult matter in times when everything is flush and money is free, to determine just what the people consider the most necessary to their happiness, but now any person with good judgment or an ordinary exercise of common sense can ascertain at a glance what are the most important items in business life. The fact that the machinery is silent in a man's shop ought to convince him that he has been manufacturing something which is not sufficiently demanded, or he has been carrying on his business under artificial conditions which experience has proven to be unsafe. It seems to be a very simple thing, then, to learn the lesson of the times, and begin a business which shall not be subject to the vicissitudes either of tariff or changing fashions.

A person looking about his own house with his income greatly decreased will see what things he can do without and will learn from his family what articles are the most needed.

If he were to visit the homes of the poor, where the income is reduced to the lowest possible stage consistent with the ordinary comforts of life, he would there see what it was safest to make, or in what it was best to make investments. This is an important opportunity, and while others wait for the hard times to pass by and sit in clouds of disappointments hoping that something or other may possibly turn up for their favor; the man of enterprise may get such a start, and build up such a permanent foundation as to leave them altogether behind when the good times do return again with their flood of prosperity. In times of peace prepare for war. In hard times prepare for prosperity, and the best preparations consist of a very close examination into all the forms and methods of supplying the necessities of mankind.

Let a man now investigate what kind of labor is the cheapest, what material can be purchased at a low price and what new combinations can be made to supply the changing conditions of living. Let him find out what factories have failed in business or desire to sell their machinery, stock, stores, buildings or franchises under the impulse of the present gloom, and with a strong will and decisive hope secure the best bargains for the present and the best opportunities for the future. If a man could make or raise merchandise or produce on which he would be able to secure a profit now, he would be sure of reaping his fortune in after years.

The farmer who has planted only those trees which supply the luxuries of the table or please a passing fancy of people who have plenty of money to spend will now see, if he exercises ordinary wisdom, that he should begin to put in those trees which bear fruit that is salable at all times. The merchant whose shelves are still filled with the old stock left over from last year, because his customers refused to purchase the goods he had on hand, will be very unreasonable if he does not see that hereafter he must more closely study the demands before he invests his money.

He will also be wise enough, it is hoped, to see that when the good times return, as they must return very soon, the style and tastes of the people must have undergone a most radical change. To foresee that change and be prepared to supply the new demand may require considerable investigation, shrewdness and care, but now of all other times is the time to exercise them. The proposed changes in the tariff must bring this country into closer competition with the production of other countries, and will require the manufacturer to produce his goods at a less price, or that he makes something else in a new pattern which will not be so much influenced by the goods brought in from other lands.

It was a man who noticed the clothes lines from his rear window, who saw the necessity of an improved knitting machine, and nearly every valuable invention has arisen directly or indirectly because the inventor saw himself, or was told by other people of a social necessity. These necessities are now laid bare by the special financial conditions, and persons with small inventive genius can easily find places where their work will be appreciated, and their efforts largely rewarded.

The cry is now for cheaper food, cheaper clothing, cheaper building material and cheaper freights. And this very necessity will develop the use of materials which have not before been thought available.

There must come new combinations of cotton, silk, woolen, flax and a use for new fibrous materials which will not only produce goods at a lower price, but which will necessarily develop new material which when times are very prosperous will be used in the manufacture of the most costly apparel. New articles of food will be introduced, and many combinations of previously well known grains and vegetables must be made. So that when these stagnant times have

passed, which people consider so lifeless, we shall all find that the dead worm has passed through the chrysalis, and the business world has taken not only a fresh life, but an altogether new and more beautiful direction. And to the man who has not lost his courage and whose eyes are wide open with a living hope, the opportunities of to-day to make the fortunes of to-morrow, are the best that probably ever crossed his path. The train is going; get aboard. The breeze is coming; get your sails set. Great changes must necessarily appear; adjust yourselves to the different conditions. The man who wins now need fear no competitors when business revives and when Congress adjourns. Ed. M. Lieblein.

Tea Industry in Healthy Condition.

The tea industry, after two full years of miserable conditions has finally worked itself into the healthiest condition it has known in years. In the two years following the war, the good old law of supply and demand, after having been coldly neglected for four years, stepped in and the tea stocks that had been piled up in absolute defiance of that strongest law of business, went tumbling into consumption at the lowest prices ever known, and with the greatest losses ever taken by any tea house at any time.

Of the many old and conservative tea houses in business two years ago only a few survived the "come back" of old Supply and Demand, whose workings more powerful than any regulation or legislation ever enacted, control the tea industry just as irrevocably as the laws of life and death control our own destinies. This one little forgotten law, has exacted its pound of flesh from every house in the trade without exception.

Those that are still in the game are saved simply because they have decided, after a hopeless struggle, to obey the mandates of old Supply and Demand by curtailing production so that the supply of tea would be more in accordance with the demand.

This has been done in every primary market, and the beneficial results are now felt throughout the entire trade. At the present writing every type of tea is moving into distributing channels at a fair profit, and in good volume, due entirely to the wise practice of curtailing production in the primary markets.

Ceylon teas especially are in unusually good shape. Latest cables from Colombo with reference to these teas were that shipments to date are approximately 20,000,000 pounds shorter than the corresponding period of a year ago. As the curtailment has been on common and medium grade teas these types have advanced about 5 cents per pound while the finest types on which there was no curtailment, have not advanced accordingly inasmuch as they always command a good price even when the lower grades were almost being given away.

The markets at Caccutta, India and Batavia, Java, are in the same condition as that of Colombo. Production has been curtailed approximately 15 per cent. with the result that these teas have increased in value proportionately with Ceylon teas.

London which not many months ago held heavy stocks of teas from these markets is now reported to be carrying but very few because at all the public auctions held for the past nine months, there has been a very wide demand with constantly better prices being obtained until at the present time the London market is 5 cents per pound higher than the American spot market. The American spot market to-day is the cheapest market in the world for English breakfast tea.

As for China greens the arrivals in Shanghai and Ping Sueys to Sept. 1 was approximately 115,000 boxes, of which nearly 10,000 boxes were of inferior quality. Not more than 30,000 boxes additional will be produced, mostly of poor quality, as some of them are mixed with last seasons teas.

About 30,000 half chests of country greens have been purchased and there is very little if any stock left over. The 20 per cent. rise in silver up to Oct. 1, coupled with the actual shortage of teas that were picked make China greens an attractive purchase on the present market in America and a satisfactory business is being transacted daily in these teas especially in the Chicago and middle Western markets.

The Oolong trade of Formosa has also been affected by the law of supply and demand. The drop in imports from 14,000,000 pounds in 1920 to approximately 7,000,000 during the fiscal year 1921 has driven the price of standard grades from 12c to 18c, the present price.

The future of Japan teas in this country is the largest problem that tea importers have to solve and the big question in their minds is what will become of Japan teas. The percentage of Japanese controlled teas

From the Treasury Department

"An examination of your income and profits tax return for the taxable year ending December 31, indicates that you are subject to an additional tax of \$_____."

PERHAPS you, too, have received such a communication from the Revenue Department.

This assessment need not be final, since it may have been based on incomplete information. If so, a restatement is permitted. You are also permitted representation by men as well versed in tax matters as are the Government's agents.

Certified Public Accountants especially trained in tax matters may be of material assistance.

SEIDMAN & SEIDMAN

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

New York Washington Rockford
Chicago Newark Jamestown

(this includes Formosa) has decreased since 1916 from over 51 per cent. of all teas used in the United States to approximately 33 per cent. in 1921, while Ceylon and India teas over the same period have increased from 27 per cent. of the total to over 40 per cent. to-day. The importation from Japan itself this year will be less than 10,000,000 pounds against an average importation of over 30,000,000. Last year's price orgy was in some measure responsible for this. But the main reason is the gradual deterioration in quality of the Japan teas for at least the past five years, where the bulk of the exports were machine made, instead of the old hand made teas.

Until Japan can improve the quality of her machine made teas and keep them within the price of the American buyer her exports will continue to decline until they are gradually pushed off the American market by the better made and better cup black teas. Japan until now has been the only tea producer which could dictate to the consumer what price it should pay for this commodity.

The last two years have reversed her position and from now on she must make her teas good enough in quality and cheap enough in price to compete with black teas or suffer the consequences of losing the entire business of her best customer. There is no alternative for Japan teas and unless this is done the next fifteen years will see them in our museums and curiosity shops rather than on our dinner tables. Joseph A. Francis in Chicago Journal of Commerce.

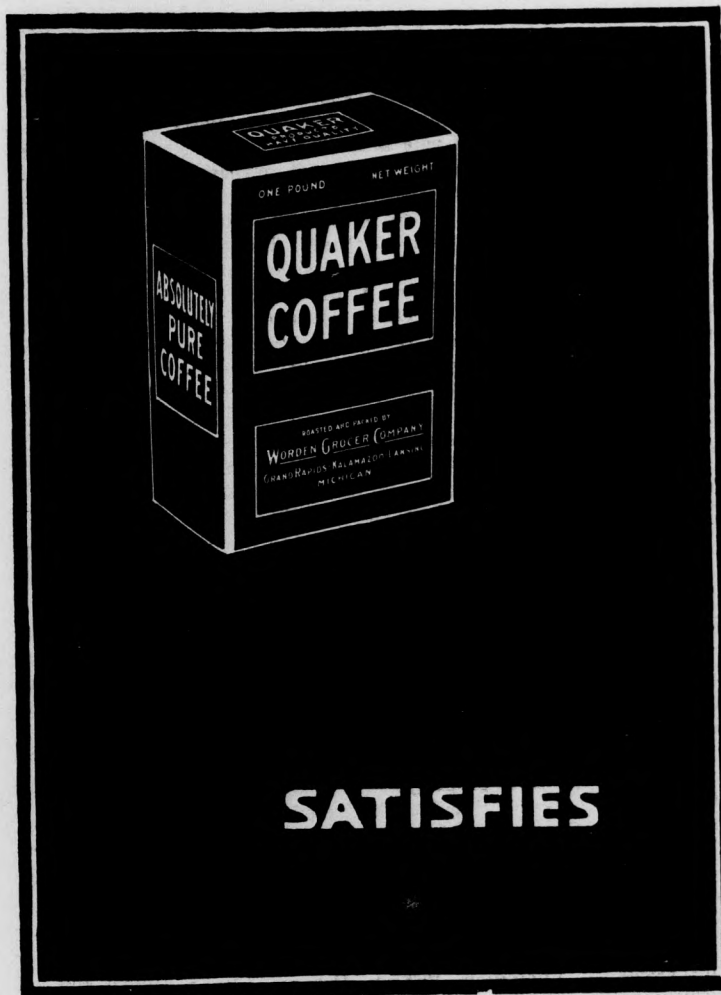
Sellwood Grocery in New Hands.

Ishpeming, Nov. 8—Rudolph Clifton who recently returned to the city after an absence of about three years, has completed a deal whereby he has come into possession of the Sellwood grocery business, which was established here over forty years ago by the late Joseph Sellwood. The Sellwood estate is now disposing of its interests here, the grocery being the first to be sold, and it is likely that the dry goods store will shortly be disposed of.

The grocery has been closed for about a week past and Mr. Clifton and his assistants are now busy preparing for the opening, which will take place at an early date. Considerable of the stock was sold at the recent sale and this will all have to be replaced with new goods, which are arriving daily. Con Harrington, who was with the Sellwood firm for a number of years, will be retained by Mr. Clifton.

Mr. Clifton was for several years employed in the Braastad stores and is familiar with the mercantile business. He is also a first-rate accountant, having worked in offices in Duluth and other places. Three years ago he enlisted in the American Red Cross and went with the Michigan and Wisconsin troops who were sent to Archangel, in Russia, and he remained at that station until the troops were withdrawn after the armistice, when he was transferred to Riga, in the same country. It was not until July of this year that he received his release from service, after about three years of foreign duty.

The kind of an employe to be and the kind to have is the kind that goes ahead with a job in the way the orders provide without having to be checked up every little while.



WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers.

MOVEMENT OF MERCHANTS.

Hart—A. W. Morris succeeds Ray W. Ardis in general trade.

Hart—S. N. Snider succeeds Sayles & Co. in the grocery business.

Argentine—J. D. Locke & Co. succeeds Bert J. Austin in general trade.

Big Rapids—Z. Hughes succeeds D. H. McFarlane in the grocery business.

Detroit—L. Herschfield succeeds Waterstone & Geller in the shoe business.

Amasa—The Hematite Mercantile Co. has increased its capitalization to \$50,000.

Scotts—Fire destroyed the Scotts grain elevator, entailing a loss of about \$20,000.

Muskegon—Chris Albertie succeeds Albertie Bros. in the grocery business at Lake street.

Lake Odessa—William Poff & Son succeed Frank C. Smith in the repair and automobile parts business.

Midland—Mode & Gordon have closed out their stock of boots and shoes and retired from business.

Pottsville—Thieves entered the dry goods store of W. H. Van Auken and carried away considerable stock.

Grand Rapids—The Grand Rapids Silver Black Fox Co. has increased its capital stock from \$30,000 to \$125,000.

Saginaw—Mrs. Frank Jesse has sold her boot and shoe stock to Nick Stancel, who will continue the business.

Grand Rapids—John Kaunz succeeds S. Ybema in the grocery and meat business at 955 Division avenue, South.

Lansing—J. B. Robbins has opened a tire and automobile supplies and accessories store at 215 East Shiawassee street.

Freesoil—C. J. Hagstrom, who recently purchased the Hexton hotel, is refurbishing and decorating it throughout.

Detroit—The Kornmann-Pessink Co., dealer in shoes, hats, furnishings, etc., is reported to have filed a petition in bankruptcy.

Grand Rapids—Allen & Stevens succeeds Pettit Bros. in the grocery and meat business at 841 Division avenue, South.

Ithaca—W. Veeder and William Irish, of Clare, will open a boot and shoe store about Nov. 15, under the style of Veeder & Irish.

Manistique—Fred J. Civigny, recently of Rock, has leased a store in the Ekstrom building and is installing modern machinery, preparatory to opening a bakery.

Jackson—O. C. Edgerton has opened a tea, coffee, spice and flavoring extract store at 110 South Mechanic street, under the style of the Royal Coffee House.

Homer—V. H. McKee has opened a grocery store in the Mayer building. This is the first of a chain of grocery stores he contemplates opening in the smaller towns.

Charlotte—Charles R. Osborn, recently of Jackson, will open a restaurant and cigar stand in the Osborn building, as soon as it can be remodeled and redecorated.

Camden—Ted Walters has purchased the interest of his partner, Ben Zehr, in the bakery and restaurant of Zehr & Walters and will continue the business under his own name.

Detroit—Tiffon's Drug Store, Inc., 3533 Michigan avenue, has been incorporated with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in property.

Fowlerville—E. J. Holt, who has conducted a grocery store here for the past twenty-six years, has sold his store building and stock to Goodman & Snyder, giving immediate possession.

Adrian—The Tri State Oil Co. has been incorporated to deal in refined and crude mineral oils and products, with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Perry—Harry A. Brown, manager of the boot, shoe and men's furnishings store owned by James Cottrell, of Detroit, has purchased the stock and will continue the business under the style of Harry A. Brown & Co.

Cadillac—A chain of twenty-five stores owned by Metropolitan Store Co. in Upper Peninsula was sold to McClellan Stores Co., an organization conducting a string of stores throughout the Middle West and Southwest.

Humboldt—Fire destroyed the store building and stock of general merchandise of Sam Hawke. The store building was partially covered by insurance but the stock was a total loss. Mr. Hawke expects to rebuild in the spring.

Detroit—The Straits Rubber Co. has been incorporated to deal in all manner of rubber products, with an authorized capital stock of \$20,000, of which amount \$2,100 has been subscribed and paid in, \$1,000 in cash and \$1,100 in property.

Grand Rapids—The Saunders Sales Corporation has been organized to deal in hay, grain and other farm products at wholesale and retail, with an authorized capital stock of \$50,000, \$10,400 of which has been subscribed and paid in in cash.

Ludington—Robert Peterson has sold his store building and meat stock to Amuel Baltzer, of Scottville, who will take possession Nov. 15, when he will thoroughly remodel the building and install modern machinery for making sausage, etc.

Ludington—Guy Hawley and Albert Bradshaw have formed a co-partnership and purchased the store building at 410 West Ludington street and the grocery stock of Reis Bros. and will open a modern meat market in connection with their grocery store.

Ishpeming—Rudolph Clifton, who recently returned from Siberia, where he has been serving as a captain in the American Red Cross, has purchased the grocery stock and store fixtures of J. Sellwood & Co. and will continue the business under his own name.

Muskegon—The Twentieth Century Tailors have purchased the stock of men's furnishings of R. F. English and will consolidate it with their own stock. Mr. English will devote his entire attention to his clothing stock which he has removed to the Occidental hotel building.

Alpena—The Lakeside Cranberry Co. has completed the harvesting of 1,200 bushels of berries from its bog in Alpena township. The crop is the largest in the history of the company, which is a local concern, and the entire output has been sold at a substantial price. The bog is the only one in this section of the State.

Manufacturing Matters.

Detroit—The A. J. Reno Millinery Co. has increased its capital stock from \$6,000 to \$10,000.

Muskegon Heights—The Piston Ring Co. has increased its capital stock from \$750,000 to \$1,500,000.

Saginaw—Construction work on the plant of the Modart Corset Co. is progressing rapidly. The company will occupy its new plant early next year.

Allegan—The Jewett Phonograph Co., of Allegan and Detroit, has increased its capitalization from \$250,000 to \$750,000 and 200,000 shares no-par-value.

Menominee—The Menominee Piston Ring Co. has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed and paid in, \$8,000 in cash and \$42,000 in property.

Blissfield—The Rieber-Kolz Manufacturing Co. is removing its plant to this place from Adrian. The company manufactures a spotlight for automobiles and is capitalized at \$40,000. W. G. White is manager of the company and expects to open the plant for business Jan. 1.

Detroit—The Dautrick Johnson Manufacturing Co., 5065 Rohns avenue has been incorporated to manufacture and sell an overhead door to be used on garages and other buildings, with an authorized capital stock of \$10,000, all of which has been subscribed, \$2,100 paid in in cash and \$200 in property.

Eaton Rapids—The new plants of the Brownell Manufacturing Co. and the Davidson Co. emphasize the urgent need of more houses. Horner Bros. have upwards of 500 names on their factory payroll, including 300 women and girls, and twenty-five to fifty more would be added if they could be secured.

Bay City—Plans for the resumption of logging operations have been reported by some operators. The Kneeland-Bigelow Co. began operations in a limited way this week and Ross & Wentworth have received several rafts of logs from the upper peninsula. These mills do not expect to begin sawing before Jan. 1.

Failed To Catch a Glimpse of Gen. Foch.

Battle Creek, Nov. 7—Knowing that the Michigan Tradesman has a very large circulation and is always ready to publish the facts in regard to important events, would say that the people and especially the thousands of children that had collected along the Michigan Railway in East Battle Creek in order that they might see and greet General Foch, as his train moved slowly through the city, were grievously disappointed. Many of the children had been there from early morn, and as the time approached for his coming thousands of men, women and children were in evidence. They were told to gather there by the management and that the distinguished General would be on the rear platform to greet them, but they were doomed to bitter disappointment, for the train came and, in spite of the fact that they cheered and cheered, he never came out to greet them. There was mismanagement somewhere and all East Battle Creek was disappointed.

Boyne City Moving on Apacé.

Boyne City, Nov. 8—The American Legion, assisted by the Chamber of Commerce, will put on an armistice day celebration that will be worth while. A parade in the afternoon and a community supper in the evening will be the outstanding features of the day. Our local speakers will be in evidence on both occasions and the boys will have a football game in the afternoon and a dance in the evening. The proceeds of the dance and supper will be used for the benefit of the soldiers who are under the care of the local corps of the American Legion.

The Boyne City Lumber Co. has been getting its camp into shape and will start the mill soon—a very welcome addition to our income.

The city and county have spent a lot of money this season, but a good share of it is not from income, but from mortgaging the future. If the observation of the writer is very good the future will have all the burdens it can carry. A lot of the work done now will be obsolete and will have to be replaced by the time the next generation has to foot the bill.

The railroad strike is settled. The railroad unions lost out because the public was against them. Now the public will expect that the railroad operators make good their promises of relief from the excessive cost of transportation. If they do not, the next fracas will not be so easily handled. Neither the operators nor the workers have had justice from the governmental agencies. Matters that demanded prompt and decisive action were investigated and investigated and delayed and delayed. To our mind, the same condition will obtain as long as politics control our transportation system. This country's growth and prosperity was not built on Government control and coddling.

Bill says his houses are all full. He says that his tenants are not or they wouldn't pay their rent. Maxy.

Would Compromise on Liver.

"How much are your chops?" asked the little girl.

"Twenty cents," replied the butcher.

"And your steak?"

"Twenty-three cents."

"Chicken?"

"Twenty-five."

"Oh, dear, mother can't afford that," said the perplexed little girl.

"Well, what would you like?" asked the butcher kindly.

"I'd like a limousine, but mother wants five cents worth of liver."

To the Loser.

Never mind the losing—
Think of how you ran;
Smile, and shut your teeth, lad,
Take it like a man!
Not the winning counts, lad,
But the winning fair;
Not the losing shames, lad,
But the weak despair;
So, when failure stuns you,
Don't forget your plan—
Smile, and shut your teeth, lad,
Take it like a man—
C. F. Lester.

Rice—The local demand continues firm due to moderately light receipts. Oriental advices indicates a steady market. Domestic markets in the South shows a deadlock between farmers and mills. California reports an easier market. Cuba reports a slightly easier market, owing to heavy arrivals from the Orient as well as Europe.

C. C. Ford, local representative for Swift & Company, is on a fortnight's vacation, which includes a visit to his mother in Arkansas. L. Lange, of the Chicago office, is in charge of the local branch during the absence of Mr. Ford.

Essential Features of the Grocery Staples.

Sales of California canned fruits of the 1921 pack since October 1 have been much heavier than anticipated, and the export sales have been much heavier than canners had hoped they would be. Canned cherries were the earliest fruit packed. No future orders of consequence had been placed by the wholesale trade, and canners were not inclined to pack speculatively; consequently there was a small output of cherries and stocks remaining in canners' hands are very small.

The pack of apricots in Northern California was very poor indeed on account first of frosts and then of sunburn. The quality of the apricot pack in Southern California was much better, and there still is a very small surplus in first hands.

Yellow cling peaches have been exported in large lots. The demand in the last two months has been large, especially for standards and choice.

Bartlett pears have not sold as readily as other fruits but the output was small and there is really a small holding still in first hands. The pear growers prorated their supply of fruit with the pear canneries.

Yellow free peaches have been a better crop for the growers than the yellow cling variety, but will have to be used before long as a substitute for yellow clings, which will soon be exhausted.

Canned plums were packed only in a small way and there are but few in first hands.

There is a quiet feeling in canned tomatoes in the East, and prices are easier. Scarcely any buying is reported in this article except in a very small way. It is reported on the street that nearly all Indiana canners have entirely sold of the 1921 pack of canned tomatoes, and that the paucity of quotations from that State is attributable to that fact. It would seem that there is a basis for the rumor unless Indiana tomato canners are holding their goods off the market for higher prices. They are certainly not offering them for sale.

Canned corn eased off a little when the statistics of the pack or output for 1921 were published, but for a day or two only, and the reaction was prompt. Standard corn is held at 90¢@1, f. o. b. canneries, depending upon location, freight rates and excellence of quality.

Canned peas are in better request than any other of the vegetable staples, the demand being chiefly for goods of standard quality to retail at 12½¢@15¢ per can; but Wisconsin is about sold out of canned peas of that price, and lots of any importance are not to be found in that State.

Lower grade salmon, pinks and chums seem to be slowly advancing, while red Alaska salmon and medium red seem to be seeking buyers. This is especially the case in Eastern markets, where red Alaska can be bought at \$2.40—only ten cents higher than on the Pacific coast.

The merry war for and against the consent decree of the meat packers, by which they were boosted out of

the distribution of grocery and canned fish, fruit and vegetable products, goes on apace. The National Wholesale Grocers' Association is bombarding brokers, canners and wholesale grocers with bulletins and requests for co-operative influence. The National Food Brokers' Association and the Iowa Canners' Association have succumbed, and have passed resolutions opposing the modification of the consent decree, thereby favoring the exclusion of the meat packers from the handling of groceries.

In the meantime the question is being placed before all the canners' conventions as they are held, and they are being asked to pass resolutions opposing the modification of the "consent decree."

The battle of wholesale grocer versus meat packer seems to have come North, having been instigated by the Southern Wholesale Association, which was chiefly influential in securing the consent decree, and now that there is an effort to annul or modify it the National Wholesale Grocers' Association, the membership of which is chiefly in the North, West and East, is fighting hard to sustain the decree unchanged.

Public taste seems to be changing in relation to canned salmon. There was a time when pink and chum salmon were not well regarded, but during the war period these varieties were enormously consumed because of their comparative cheapness as contrasted with the deep red Alaska variety and fancy Columbia river chinook grade. A scientific salmon canner writes:

"There are several varieties of salmon differing in the color of flesh which is simply a matter of pigment. The pink salmon is the smallest variety, its average weight being about four pounds. It grows to maturity in two years and its flesh is of a delicate pink color. The fishermen and residents on the Pacific coast prefer it to any other variety because of its fine flavor and fine texture. Pinks run or spawn annually in August and September, and are taken and canned all along the Alaskan coast.

"The Chum or white salmon is a larger fish, averaging about eight pounds and matures in three or four years. Its flesh is a creamy white color and is firmer and less oily than that of other varieties. The chum runs or spawns along the North Pacific coast in September and October."

The food value of each of these varieties is high and rich in protein. Dr. Harvey W. Wiley, for thirty years chief of the U. S. Bureau of Chemistry, says:

"The light-meated varieties of salmon are just as palatable as the more highly colored species. For children over six years old it is the cheapest and most nutritious animal food that can be had."

These varieties of salmon are abundant and they are cheap because it costs nothing to raise fish, and it does to raise beef or pork.

Sugar—The situation is unchanged from a week ago, all refiners being on practically the same basis. The

raw situation, however, is very firm on account of great scarcity, and most refiners are unable to ship refined sugar on this account. If there was any particular demand for refined sugar the market would undoubtedly advance, but the demand is quiet. Refiners are anxious to buy raw sugar, but are having some trouble to do it. Jobbers hold cane granulated at 6c and beet granulated at 5.80c.

Tea—The past week, although it hasn't brought any boom in the demand for tea, has brought a disposition to advance, especially on Formosas and Ceylons. These advances and also some movement of the same kind in Javas, were due to cables from the primary markets telling of unfavorable weather, early closing of the season and short crops. Consumptive demand for tea is fair.

Coffee—The market for Rio and Santos grades has been uneasy during the week, with small fluctuations from day to day, principally in futures. The advances in futures have not as yet created any particular advance in spot coffee, except that Rio 7s have shot up a small fraction. Santos grades are unchanged. Mild coffees show no particular change for the week.

Canned Fruits—Tens are particularly scarce in all fruits. Sliced yellow cling peaches are almost cleaned up. For delivery on goods now en route \$2.80 is being asked for choice 2½s. This is no standard of any amount obtainable here.

Canned Vegetables—While the activity in tomatoes has not grown to any extent, packers are holding prices firmer in view of anticipated better business, and 2s are quotable at 95c, 3s at \$1.40 and 10s at \$4.50. Some shading, however, is done in 10s. It is reported here that out-of-town buyers are taking better quantities of tomatoes. Some Maine corn packers who are anxious to clear up tail end stocks have made offers on corn ranging from \$1.40@1.60. These small stocks are being quickly absorbed. Southern pack corn is still held at 90c, factory, with little stirring. Peas are dull except in especially attractive lots. Spinach and asparagus are active, but the demand for pumpkin and squash has eased off.

Canned Fish—The demand for pink salmon is stronger on the spot, and prices have improved here to \$1.15, while Coast prices hold at \$1 for No. 1 talls. The reverse is true of red salmon. The demand here is very limited and the reds can be bought for \$2.40, while Coast prices are stronger, and the lowest quotation is \$2.35. White meat tuna is moving in a routine manner, and while most business is on a basis of \$7.25, New York, there are several concerns willing to shade prices if buying is done in a big way. Blue fin is being held at \$5.50 spot, and the supply is limited. The demand for sardines is quiet and prices, at lower levels, are holding firm.

Dried Fruit—The demand for dried fruit has increased during the last week due in part to the demand for holiday stocks. Prunes have shown a much better tone, both on spot and for prompt delivery from the coast.

Currents have held unchanged during the week, being quotable on spot at 10c and at 43s, cost and freight. This fruit has moved well during the last fortnight. Package raisins show a better tone and figs and dates are being moved as fast as they arrive. There has been a better enquiry for apricots, which have long being quiet.

Molasses—New crop prices have been announced and show a decline. Shipments are arriving.

Sugar Syrup—The syrup market shows little change and trading is routine in character.

Corn Syrup—Little active interest is being shown in corn syrup.

Cheese—The market is steady at unchanged prices, with a light consumptive demand. The make is about normal for the season and the quality average good.

Nuts—More activity is found in this market in the last several days, due to a seasonable demand. Mixed nuts came into activity toward the close of last week and the general market showed a better tone. Stocks generally are not heavy and prices continue on a moderate basis. Taragona almonds are now firmly held at 17c, with hardshells exhausted. Walnuts on spot are exhausted. Grenobles on the La Savoie are due Nov. 13. Further and larger shipments will be arriving on later steamers. The quality of both the Grenobles and Cornes this year is reported as excellent. On Sorrento walnuts, limited quantities will arrive within the next week or ten days. Mountains are held at 21c.

Condensed Milk—The unsatisfactory position of the market on condensed and evaporated milk and milk powder during the past month has been a surprise to a good many operators. The statistical position has in the main been more favorable than last year. Stocks of most descriptions have been lighter and exports have been larger than expected, particularly in the case of evaporated milk and skim milk powder. But the open market movement has been slow and much of the local trading in unadvertised brands has been very close to and in some cases below cost. Domestic consumption is being steadily broadened by low-price drives of some of the large chain stores, and production has been reduced well below the war-time scale. But we have apparently not yet reached a satisfactory balance between supply and demand, and were it not for the European relief buying which has absorbed large quantities of evaporated milk and some skim powder our market would to-day be in very much worse shape than at present. These relief orders must be considered as casual. The industry cannot depend upon their indefinite continuance and it is going to take a lot of effort to open up sufficient commercial domestic and export outlet to maintain the business on its 1921 volume.

Salt Fish—No change has occurred in mackerel during the week. Norway and Irish mackerel are still coming into the country, but not sufficient to depress the market to any extent. The demand is active.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Nov. 8—Hazel Riley is covering the customers of Cornelius Crawford (Hazeltime & Perkins Drug Co.) this week.

A. G. McGill, assistant sales manager of the Kindge, Kalmbach, Logie Co., has returned from Rockland, Mass., bringing his wife to her new home in Grand Rapids.

Harvey A. Gish spent one night last week with his son, Russell, who is now a junior at the Michigan University at Ann Arbor. The young man is pursuing the course of landscape designing.

H. J. Lampen, hardware dealer at Hamilton, sold his stock to the F. D. Travis Co. a year ago. The purchaser recently removed the stock to Plainwell and consolidated it with his hardware stock at that place. This act leaving Hamilton without a hardware store, Mr. Lampen has again engaged in the hardware business, purchasing his stock of the Michigan Hardware Co.

The vacant store at 22 South Ionia street has been leased by four joint tenants, as follows: National Distributing Sales Agency Co., Bright Sunshine Light Co., U. S. Sales Co. (Walter Seidell) and Sam McGee, district agent for the American Cash Register Co., of Saginaw.

John A. Higgins (Watson-Higgins Milling Co.) is planning to leave the city about Dec. 15 for Bradentown, Florida, which he and his family insist is about as salubrious as any place they can find in the Sunny South.

Uncle Louie Winternitz was recently operated on for a bladder difficulty at the Michael Reese hospital, Chicago. He is now convalescent and threatens to pass the winter in Grand Rapids, which would be a source of much joy to the card sharks at the Masonic Temple.

E. F. Porter, formerly on the road for the Michigan Bonding Co., has engaged to cover a territory South and East of Grand Rapids for the Watson-Higgins Milling Co. He will see his trade every 30 days.

The Porter Hydro Sales Co. has opened stores for the sale of automobile accessories at both Kalamazoo and Battle Creek. The Brown & Schler Co. captured the stock order for both stores.

B. S. Peck, who has been clerking for some time for the George McDonald Drug Co., Kalamazoo, will open a drug store on Portage street, Kalamazoo, in the new Lane block. The Hazeltime & Perkins Drug Co. has the order for both stock and fixtures.

Frank Forest, Michigan representative for J. C. New & Co., cigar manufacturers of Cleveland, has removed from Grand Rapids to Detroit, which he will make headquarters hereafter.

It is currently reported that Lee Higgins is cultivating a new character study for an event which will be pulled off Nov. 16. He will assume the role of Pharaoh and expects to win a large measure of applause over the true-to-life manner in which he represents the character in all its historical significance.

Guy Pfander, Michigan representative for the Pictorial Review Co., of New York, is in the city for a few days, locating subscription agents for his publication. Guy is as gay and chipper as ever and insists he likes publication work better than handling candy and nuts to country merchants.

Men who succeed have faith in themselves, and faith in their fellows. Doubt either and you are a haswas-ser.

"She sings and paints in water colors," says a society item. Cheap and modest adornment.

Many a state of affairs is nothing but a state of mind.

The shorn lamb looks—and doubtless feels—like a lorn sham.

In 1867 Rudolph A. Bartley, a 16 year old farmer lad, slid from a load of hay to the main thoroughfare of

Toledo, brushed himself and started to find a job. To-day he is the principal owner of what was, until incorporated last January, the largest individually owned wholesale grocery house in the country. The steps in this "fairy tale" are interesting. After serving his apprenticeship he and a partner engaged in the retail grocery business, delivering their goods in a hand cart. A few years later he bought out his partner and confined himself to the wholesale end. Since then he has expanded five times. He believes in the future, and is forever looking ahead. He believes that every man is honest until proved otherwise, and has successfully granted credit to buyers that others have pronounced worthless. Many of his employees have been with him for over twenty-five years. In 1903 a profit sharing plan was introduced, and amounts paid employees have ranged from \$100 to \$1,200. He incorporated his business in order to provide for his employees, all of whom were made partners receiving shares of stock. In many ways his force is like a big family. At Thanksgiving each receives a turkey and at Christmas a crisp new \$10 bill. In return, every worker is expected to act as if the business belonged to him, for he is a member of the Bartley family in the fullest sense of the word.

The object of salesmanship is to sell and it is proper and normal for the prospect not to want to buy. The reason that men fail as salesmen is that they think of themselves more than they do of those they want to have as customers. The first principle of salesmanship is not persuasion. It is not a division of oratory or hot air. Neither is it a kind of glorified begging. We speak of "selling a man" or "putting over" a deal. A real salesman does not think in those terms, he thinks how what he has to sell can make money for someone else, and when he has that all planned he goes out and tells that someone of the plan. Not infrequently salesmen who are unable to place a satisfactory order with a doubting merchant go right out into the neighborhood and by a house-to-house canvass prove to the merchant that a demand exists for the goods. Sometimes a salesman becomes too accustomed to his territory. At first he will know what he has to sell, and, if he is a good man, he will sell part of the trade so well that he becomes an order-taker as far as they are concerned. He will try for months, and perhaps for years, a certain number of other prospects, until it comes about that they know exactly how to refuse him. His arguments and their argument stalemate; finally he stops calling. It is very difficult to keep a fresh fund of argument over a well-beaten accustomed route, and more especially when a satisfactory portion of the people on the route buy anyway. The salesman loses his resource, and for his good as well as for the good of his employer he ought to be shifted to harder ground. Easy going will spoil any salesman that ever lived. In spite of all the opinions that salesmanship is an art and that sales come through the activity of inspired salesman. Gabby Gleanings clings to the belief that salesmanship is merely an unremitting application of essential, everyday qualities.

The Ku Klux Klan seems to be doing as well as could be suspected. "Down and out!" peeped the tiny chick, as it emerged from the shell.

In these days of short skirts, beauty is only skin deep.

Are dead letters the love-sick ones that die on the road?

Don't worry: Bare knees may some day trot bairnies.

Sawdust is the only breakfast food that isn't put up in attractive packages.

J. T. Percival, who was once Secretary of the Retail Grocers and Gen-

eral Merchants' Association of Michigan, is now engaged in the retail grocery business at Coalhurst, Alberta.

No Attention To Anonymous Communications.

The Tradesman is in receipt of an anonymous letter from Muskegon, with the request that it be given place in this week's edition. There is nothing objectionable in the communication, but the Tradesman cannot consent to deviate from the practice of a lifetime never to publish any-

thing unless the name of the writer is known to the editor. This practice is in keeping with the custom of all well regulated publications everywhere. The Tradesman publishes hundreds of communications every year — frequently under assumed names or without any name whatever — but it must know who the author is under all circumstances for its own protection.

Better show a slightly blotted page than a blank one; blots indicate at least you have made a try.

SERVICE

QUALITY

Fancy Golden Heart Winter Celery

Lot shipments a specialty

Write or wire orders

JOE PATMOS

HUDSONVILLE, MICH.

Insure Your Automobile in the Large Mutual

Now finishing seventh season of successful business. Has efficient adjusters to give you service. Financial statement of November 1, 1921, as follows:

Cash in bank	\$101,296.61
Office building and equipment	42,458.48
Total	143,755.09

Citizens' Mutual Automobile Insurance Co. Howell, Mich.

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

Items From the Cloverland of Michigan.

Sault Ste. Marie, Nov. 8—E. O. Counter, the wholesale paper and stationery dealer, has been forced to move to larger and more commodious quarters in the building formerly occupied by the Northern Electric Co., 212 Ashmun street. The move was made because of increasing business, which speaks well for our enterprising merchant.

The mighty hunters are pitching camp this week. Large and small parties are locating throughout the country and from present indications there will scarcely be a buck left at the end of the season. Our local meat dealers will still have another week to rejoice before the venison competition will be in evidence.

Rokefeller's income is \$19 per minute. He got rich while we figured it out.

It looks now as if the Soo is to have a new hospital, a project has been advocated for the past ten years. The American Legion adopted the resolution last week, and if Chippewa county comes across with about \$30,000, it looks as if the balance could be raised to build a memorial hospital that would be a fitting testimonial to the men of Chippewa county who served in the Worlds War.

Can you remember when raisins were used in fruit cakes and bay rum was the stuff they put on your face in the barber shop?

C. H. Armstrong is the new proprietor of the Square Deal meat market, located at 507 Ashmun street, purchasing it from C. R. McKenzie. Mr. Armstrong, while a new man at the business, aims to handle the best meats, groceries and assortment of farm products. The location is a favorable one and should be a profitable venture for the new proprietor.

There was a rumor which cannot be confirmed circulated last week that the appointment of the postmaster of this city had been made. The several candidates are still on the anxious seat awaiting the verdict.

Every one is criticizing the new tariff. It's the "custom."

The many friends of W. J. Atchison, local manager of the Telegraph Co., will be pleased to learn that he is slightly improving from the serious illness which has confined him to his bed for the past six weeks. Bill, as he is commonly known about the city, is sorely missed by his many friends. He is always cheerful and has a happy greeting for all. Let us hope that he will soon be about his duties again.

D. H. Moloney, the old reliable clothier, is leaving for the South this week. He expects to spend the winter in Dade City, Florida, hunting and fishing, as he has done for the past several years. He will be accompanied by his wife, who will visit her daughter in Detroit en route.

P. L. LaVasser has opened a meat market at 718 Easterday avenue. He expects to carry a full line of meats and light groceries. Mr. LaVasser has formerly been in the lumber business at Eckerman. He has a large acquaintance throughout the city and his new venture bids fair to be a success.

James Troyer, the popular window trimmer and show card writer for the Barish Bros., has resigned his position with that firm and accepted one with the Peoples Store in Manistique. Mr. Troyer has made many friends while in the Soo who wish him every success in his new field.

There are three classes of citizens in most every community—those who are not only in the current but are making the current—those who are carried along by the result of the efforts of those around them—and those who do not even want to be carried, but try to trip those who carry them. It is criminal to belong to the last class and uncomplimentary to belong to the second class and any town should consider itself mighty fortunate

in having no one who does not belong to the first class.

If you have fault to find with the old home town, don't start knocking, but overlook its shortcomings and praise its greatness. You'll actually be surprised how every one will strive to live up to the good opinion you have of your town and fellow townsmen.

William G. Tapert.

Status of Some of the Hardware Staples.

Automobile Accessories—The open weather which has permitted the steady use of cars and trucks has made it possible for a fair demand for automobile accessories.

Builders' Hardware — Great improvement has been noted in builders' hardware during the past ten days. The building of many bungalows and small apartment buildings has stimulated the demand. It is noticeable, however, that the sales of the cheaper grade of hardware predominate. There have been no changes in prices.

Cooking Utensils—Sales on aluminum ware and roasters are all that could be expected. Dealers who did not stock up earlier in the season are new coming into the market for roasters.

Cotton Gloves—Sales on cotton gloves and mittens have been extremely satisfactory, especially on husking mittens. No changes in prices have been recorded.

Galvanized Ware—Two manufacturers of galvanized ware have advanced prices 5 per cent. but local jobbers continue to accept orders at the old prices. The sales have improved.

Hammers—Sales on hammers are extremely satisfactory. With the number of carpenters at work, there is a demand for the high priced hammers.

Hose—There has been no change in the situation since last reported. Orders for future deliveries are coming in slowly. Manufacturers are making up a good supply for next year's requirements.

Lawn Mowers—Manufacturers have issued new prices which show material declines. Orders are being booked for spring delivery.

Lanterns—With the dark months approaching, the sales on lanterns are naturally heavy at this season of the year. Stocks are good and prices remain unchanged.

Paints and Oils—There has been a revision in the price of linseed oil, but as a whole the market is steady. Sales are all that could be expected.

Roller Skates—Good orders are coming in for fall and winter months, and there is always a good demand for these items for the Christmas trade. The recent reductions have stimulated the business considerably.

Spades and Shovels—A satisfactory volume of business has been done on spades, shovels and furnace scoops.

Toys—Sales on toys for Christmas trade are extremely satisfactory. Dealers who did not stock up earlier in the season are coming into the market now for their requirements.

Wire Goods—While new prices on black wire cloth have not been announced they are expected to be out within the next few weeks. Future orders for poultry netting are being

booked, and sales as a whole are quite satisfactory.

The Devil Is Dead.

News, news, news, my gossiping friends! I have wonderful news to tell. A lady, by me, her compliments sends; And this is the news from Hell: The Devil is dead. He died resigned, Though somewhat oppressed by cares; But his wife, my friends, is a woman of mind, And looks after her lord's affairs.

I have just come back from that wonderful place, And kist hands with the Queen down there; But I cannot describe Her Majesty's face, It has filled me so with despair.

The place is not what you might suppose; It is worse in some respects. But all that I heard there I must not disclose, For the lady that told me objects.

The laws of the lands are not Salique, But the King never dies, of course; The new Queen is young, and pretty and chic. There are women, I think, that are worse.

But however that be, one thing I know, And this I am free to tell: The Devil, my friends, is a woman, just now; 'Tis a woman that reigns in Hell, Owen Meredith.

To make an impression, strive to become a heavyweight.



Sponge Cake Recipe

5 eggs. 1 cup sugar. 1 cup water. 1½ cups Lily White Flour. 1 heaping teaspoon baking powder sifted with flour five times. Flavor to taste. Cook sugar with water until it is a thick sirup. Let cool and pour over well beaten yolks of eggs. Fold in flour, then the beaten whites and flavor. Bake quickly in layers or in a sheet.

Lily White

"The Flour the Best Cooks Use"

When flour is milled from the finest wheats grown in America, with such extraordinary care and sanitation that it possesses absolute uniform granulation, proper color, texture and nutritive value, the best baking results are not only possible, but assured. Your success with LILY WHITE will surprise and delight you. The next time you bake try it.

Guaranteed

Look for the ROWENA trade-mark on the sack

If a trial does not convince you your grocer will refund your money, for LILY WHITE must please you better than any flour you ever used. It is backed by a guarantee extending through nearly three generations.

Call up your dealer today.

VALLEY CITY MILLING COMPANY

GRAND RAPIDS, MICHIGAN

"Millers for Sixty Years"

Ads like these are being run regularly and continuously in the principal papers throughout Michigan. You will profit by carrying Lily White Flour in stock at all times, thereby being placed in position to supply the demand we are helping to create for Lily White Flour.

WILL THE DEBT BE PAID?

The national debts of the world are now about ten times as great as they were at the beginning of the war, according to O. P. Austin, statistician of the National City Bank of New York. The total indebtedness has increased from \$43,000,000,000 in 1913 to \$382,000,000,000 in 1921. Interest charges meanwhile have grown from \$1,500,000,000 to \$15,000,000,000 in 1921. The debts have not diminished since the war, but on the contrary, as a result of the inability of many of the countries to balance their budgets, there has been an increase between 1919 and 1921 of \$87,000,000,000 in the principal. The increase in this two-year period is exactly double the sum total of the whole world's national debt in 1913. All these figures have been converted into dollars at the pre-war normal value of their currencies, and hence the recent increase is not so great in terms of actual purchasing power as the figures would indicate. Nevertheless, as the debt is payable in the remote future, there is no other practicable way of stating its full amount. In addition to this bonded indebtedness there is an enormous volume of paper currency outstanding in many of the European countries which is also really a part of the public debt, and the increase in this item is perhaps relatively as great as that in the other obligations.

That the nations of the world will ever pay off the entire amount of this debt is more than doubtful. The sum in question staggers the imagination. Cancellation and repudiation by many countries may eventually be the outcome. In past years it has often been argued that a public debt is not a burden because the people owe it to themselves. The fallacy in this point of view, of course, is that it ignores the effect on individuals or groups of individuals and considers the public only in the aggregate. It is true that if the entire bond issues of the various countries were to be cancelled the world as a whole would be neither richer nor poorer, but the effects would be quite different as between different nations and between individuals in each nation. There would be neither more nor less wealth in the world after such an operation, but there would be a redistribution of existing wealth in such a violent manner that it would require many years for the world to readjust itself to the change. Yet if some nations cannot pay and their creditors cannot collect, the gradual scaling down or cancellation of a portion of this debt will be inevitable. This is most likely in the case of the domestic debts of the European countries, that is, the debts which the Governments owe their own people. The whole question, however, is full of perplexities, and discussion so far has achieved nothing practical in the direction of a solution.

WOOLS AND WOOLENS.

In all the wool markets the upward tendency in prices continues. This has been shown at every auction sale in Great Britain, Australia and this country. While the fine combing merinos have come in for most attention because the supply of them is comparatively limited, interest has also been

shown in the crossbreds and the coarser wools generally. The last mentioned varieties have risen in price because of a greater demand for them for use in cheaper fabrics. It is going to be a question to what extent, if at all, the higher cost of the raw material will be reflected in fabric prices for the next Fall season. Such prices will probably be fixed at the beginning of the year. Meanwhile, the mills are more active on orders than they were at this period last year and are quite scrupulous in meeting sales terms because buyers are holding them strictly to contracts. In clothing, business on overcoats has been better than on suits. The women's garment industry has shown more activity due to the possibility of scarcity in case the strike of workers materializes. The prospects are that the workers will go out and that the manufacturers will stand firm in their position in the matter of piece work. If both sides do as they now say, the fight will be to a finish and the manufacturers are most likely to win out. In such event, the clothiers will be apt to attempt the same thing with a view to cutting down their costs of production which now hamper sales.

WHEN BUSINESS IS HECTIC.

If there is any word which has been overworked and abused by financial writers during the past year it is "hectic," says an editor who is a stickler for the King's English pure and undefiled. Papers speak of a "hectic day on the exchange" or of this or that trade having the "most hectic year of its history, as a Chicago journal did recently in a big headline. According to the dictionary, "hectic" means habitual and is derived from the Greek adjective hektikos, which, in turn is derived from the noun hexis, meaning "habit." When physicians speak of the hectic flush of a consumptive they mean the usual or habitual flush. It is perhaps the use of this word in such a connection that has caused it to be commonly employed as synonymous with feverish. When the financial reporter therefore refers to trade as hectic, he is literally saying that business is as usual, though he means the very opposite.

NOT EXCLUSIVELY.

The Tradesman aims to be a weekly message of hope and courage for business men.

But not exclusively.

For it contains, besides the best business and financial news, all that is worth while of foreign, National, state, and civic news—all that is essential to the well-informed man or woman in any profession or occupation.

The Tradesman aims to interest the well educated man or woman.

But not exclusively.

For it contains special articles which are keenly interesting to all who work at the tasks of the world with muscle or brain or personality.

The Tradesman is a human document, reflecting every day the life of the people in all their accomplishments and triumphs.

Nothing which concerns people anywhere in the world is beyond or above or below the scope or interest of the Michigan Tradesman.

LATENT PURCHASING POWER.

As indications of a considerable amount of latent buying power in the country the attendance at the football games this season and the increased enrolment at practically every college are being cited. These are indeed good signs that may be used to counteract the outgivings of the calamity howlers, though they do not necessarily signify that the country is exceedingly prosperous. A high degree of middle-class well being is implied in a large attendance at colleges and universities, but it has been pointed out that in years of dull business the enrolment at institutions of learning always tends to grow. Young men in such periods find it hard to obtain lucrative positions in business, and they therefore put in the time in preparation for a good place when the demand for trained workers improves. Moreover, numbers of office workers who are temporarily laid off in periods of depression find it advantageous to enter college rather than to remain idle or take up other work for which they are poorly fitted. Attendance at football games likewise is not the best index of community purchasing power as this sport appeals to a class which has not been as much disturbed by hard times as have the small farmers and industrial workers, who together compose the majority of the country's consumers.

WHAT'S ON FARMER'S MIND.

With corn selling at 45 cents in Chicago, the farmers of the Middle West will actually receive between 20 and 25 cents, as the cost of moving the corn from the local selling point to the terminal market is deducted from the price offered in that market. When grain prices are down to prewar levels, therefore, the farmer actually receives much less than the pre-war price, owing to the higher freight rates on his product. But this does not tell the whole story. When the farmer goes to buy his equipment he does not get it at pre-war prices; indeed, he is lucky to get some of his machinery and implements at double the pre-war prices. Even at the present high prices, however, the manufacturers of farming machinery state that they are not making any money and in many cases are actually incurring losses. Farmers meanwhile feel that they are bearing a triple burden—that of low prices on their produce, that of high freight rates on what they sell, and that of other high freight rates on what they buy. A little consideration of what is running through the farmer's minds will serve to throw much light on the attitude of the so-called agricultural "bloc" in the Senate.

ONE WAY TO START TRADE.

In issuing their "Declaration of Rights" the farm women of Nebraska may be aiding effectively in eliminating whatever remains of the buyers' strike and thus contributing to the resumption of trade in normal volume. Their ultimatum to the sterner sex stipulates that for every farm tractor that is bought there must be purchased a power washing machine; for every binder there must be a bath tub; if there is a riding plough, there

must also be running water in the kitchen and so on. This means that there must be a considerable buying movement if peace is to be preserved in Nebraska families, and the chances are good for the spread of the "Declaration of Rights" to other Commonwealths. Then if the male folk respond with a counter-declaration stipulating the purchase of various masculine articles to offset purchases of bracelets, necklaces, and furs, the Middle Western merchants will soon attain the heyday of prosperity. All that is needed is to get the circle started.

CHEAPER MEAT CUTS.

One of the essential steps in a return to normalcy is a deflation of expensive war-time tastes. It is significant, therefore, when Armour & Co. report that there is a growing demand on the part of the public for the less expensive cuts of meat. In the heyday of prosperity the American people acquired the habit of demanding nothing less costly than steaks and ribs; the cheaper cuts of meat were almost ignored. The lack of a market for the latter served further to advance the cost of the higher grades of meat products. The Government lent its aid in conducting a campaign to encourage the use of cheaper cuts, and hotels and restaurants co-operated with the packers by placing these viands conspicuously on their bills of fare. Such efforts, however, were unavailing, and for many months after economy became the watchword in other directions the public continued to demand its porterhouse. Recently, however, there has been a change and the consumers at last are awake to the fact that there is something in a beef besides prime ribs and juicy steaks.

PERFECT PACKAGE MONTH.

The railways steamship lines, and express companies of the United States and Canada have designated November as a "Perfect Package Month" and are urging the various trades and industries of the country to co-operate with them in stimulating the interest of the public in the proper packing of goods for shipment. An element of rivalry between cities has been introduced in order to increase the interest in the movement. In every important community there will be a local committee appointed to co-operate with the railway and express people. Faulty packages will be tabulated, and the record showing the percentage of perfect packages attained by the various cities will be published. The plan, however, involves more than the listing of faulty packages, and an effort will be made through an examination of all shipments to obtain information as to the best modes of packing for each trade and industry.

The average cost of producing a business letter, including stenographic service, office overhead, postage, printing or lithographing letter paper and envelope, and the paper and envelope, total 18.4 cents, according to the careful figures of a paper manufacturer.

Do not talk disarmament and then give your children toy soldiers, guns and tanks.

Don't be a Janitor of an Institution for Helpless Merchandise

We've all made mistakes. To avoid repeating them is the policy of the successful man.

The successful grocer knows that the difference between advertised and unadvertised goods is the difference between the athlete and the cripple.

The uninterrupted and year 'round advertising campaigns, selling the consumer Postum, Grape-Nuts and Post Toasties, is the reason why these three products are the leaders in their line.

Absolute turnover, no loitering on your shelves, and a good, clean profit on every sale eliminates all the risk that usually goes with "helpless merchandise."

The wholesome quality of Postum, Grape-Nuts and Post Toasties, as well as the sale of the goods, is guaranteed by the



Postum Cereal Company, Inc.
Battle Creek, Mich.



Present Conditions Not Indicative of Lower Prices.

Now that the year 1921 has almost spent itself, most of the members of our trade are rubbing their eyes and wondering how they ever lived through it. The shoe, leather, and hide trades were among the first, if not the very first, to be hit by the "Big Bertha" which by this time is popularly identified by the term "deflation." The beginning of the upheaval in our trade was as far back as August, 1919, when hide prices were as high as they have ever been. At that time Chicago packer calfskins were selling at one dollar per pound and heavy Texas hides were selling at fifty-two cents per pound. Along about this time women's boots were selling at from \$10 to \$14.50 per pair wholesale, and some manufacturers making very high grade goods were forced to charge as much as \$16 per pair at wholesale. So it is very easy to see why it was necessary at that time for retailers to charge from \$15 to \$22 per pair to enable them to get out from under with a fair profit. About this time the newspapers began slandering the industry and terming retailers profiteers. This policy kept up for a period of almost six months, but it did not require nearly so long for the public to believe that shoe retailers, or anyone dealing in shoes or leather, were robbers. So the people stayed out of the market and went on a "buying strike." The banks tightened on their credits, prices tumbled even faster than they went up, and calfskins which were selling in August, 1919, for one dollar per pound receded to a record low price of thirteen cents in July of the present year. Country hides, which are not as valuable as packer hides, in some cases did not bring more than three cents in July. In fact they were so cheap that they were often turned into glue stock and not used for shoe manufacturing purposes.

The shoe and leather industry was hammered, maligned, and criticized in full measure, and while all this was going on, depreciation of stocks on hand was so rapid that the existence of many of the largest institutions in the industry was seriously threatened. Surplus profits which had accumulated during the war disappeared. Not only that, but the companies have had to dig down into their reserves. Probably the greatest blow suffered by any particular branch of the industry fell on the tanners who were caught with large stocks of hides bought at peak prices and which suddenly tumbled to nearly nothing.

The present situation in the hide industry shows values of most all descriptions of hides considerably be-

low the levels of a year ago. Heavy native hides which enter into industrial outlets, mainly for belting and harness leather, are 40 per cent. lower than a year ago. The slackness in general business coupled with a surplus of government harness on the market accounts for the low price of what ordinarily is the market leader in raw stock.

Texas steer hides, used for shoe sole leather, are within ten per cent. of last year's rates for the heavy weights. The wide demand for the brogue style of shoe creates an exclusive demand for heavy sole leather. Cattle slaughter runs to lighter average weight hides, so that a relative premium must be paid on the scarce and wanted descriptions of raw stock to produce heavy sole leather. Texas steers in the extreme light weights and branded cows which average about the same are about 25 per cent. lower now than a year ago, thereby displaying the difference in the bottom stock situation as regards weight.

Upper leather packer hides are 30 per cent. lower, and 35 per cent. lower for the country grades from last year. The reason for this does not lie in conditions existing this year, but rather that last year's figures were disproportionate with fundamental conditions. For instance, packer light cows were 18c last year and country extremes 17c while calfskins of the best descriptions were only 20c. Calfskins prices then, being only 5 per cent. higher than the present rates, were the result of undue depression from the leather market, caused by so much leather being tanned on contract by dealers who had held skins on the downward market so long that tanners would not purchase them on their own account.

Tanners are now operating about 50 per cent. on the average and with the general lack of export business it is not possible for them to speed up production very much. The normal production of leather in this country greatly exceeds the domestic demand. It is absolutely necessary for tanners to secure foreign business to operate their tanneries at nearly full capacity

9 to 11 pound Oak Bends
55c lb.

SCHWARTZBERG & GLASER
LEATHER CO.

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

TAKING INVENTORY

Ask about our way

BARLOW BROS. Grand Rapids, Mich.

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

BRANDAU SHOE MFG. CO.

DETROIT,

1357 Sherman St.,

MICHIGAN



\$13 Men's H-B Hard Pan,
1/2 double Sole, standard
Screw, small Hooks and
Eyelets, last No. 7, bel-
lows Tongue, lined tip,
Blucher, 6-12 -----\$3.35

Resists Water—Resists Wear

H-B Hard Pan shoes keeps the foot of the outdoor man dry. A special tanning makes the leather water resistant. Farmers and railroad men who will wear no other shoe grease their H-B Hard Pans regularly and are assured of a practically water-proof shoe.

HEROLD-BERTSCH SHOE CO.

Grand Rapids, Mich.

H-B Hard Pans

**Prudent Investing is the Keystone
of Character and Success**

Buy Consumers Power Company

7% Preferred Stock 7.37%
at \$95 Per Share and Dividends—Yielding
Ask any of our employees for information.

The situation among the shoe factories of the country is considerably improved as compared with that of the tanners. Until very recently rather lopsided conditions existed, because factories making women's shoes were very busy, whereas factories making men's shoes were comparatively slack. The big reason for this was that women became intensely interested in pretty shoes and in new styles. Factories, therefore, did their best to keep up with the demand. As a consequence, women have bought more pairs of shoes per individual during the last year or fourteen months than they ever bought before. High style novelties have been particularly useful for the shoe manufacturing trade and to the retail trade as a whole. This condition continues in a fair measure even to-day, although there has been noticed a considerable depression during the past 60 days or so among factories making women's shoes, and also among retailers specializing in high style novelties for women. This falling off in business has been largely caused by the mild weather this fall and also partly by unemployment. Factories making men's shoes have recently experienced a considerable spurt in the trade, although in no way equal to that which has been enjoyed by factories making women's shoes. A great effort has been made to inject more style into men's shoes in the way of fancy patterns, new lasts, etc. This has been fairly successful, so much so that the men's business this fall is much larger than it was last spring.

Most retailers have taken their losses and those that have not are losing their business. Competition in the retailing of shoes is unusually keen and it is absolutely impossible for any merchant to hold to high prices because of the competition that exists in his immediate neighborhood. The shoe retailer is now on a firm footing. He has his stock well in hand, he is getting a greater turnover, he is selling on a closer margin, he is buying oftener, and withal is a better merchant. He has suffered more in

the way of slander than probably any other merchant in the retail field. Even now the general public does not really know that prices are down. It is possible to get very excellent women's shoes for \$7.50 to \$8 a pair at the present time and these are the shoes which sold at \$12 and \$14 a year ago. The shoes which sold at \$18 and \$20 a pair some time ago are now to be had at prices ranging from \$10 to \$13.50. In women's shoes there is more of a style hazard, in fact, styles in women's shoes sometimes die over night, and in such cases the retailer is left to hold the bag. In common sense shoes however, those of the staple variety, such as walking oxfords and women's boots, it is possible to obtain such shoes at very fair prices indeed. A very substantial walking oxford can be purchased at present at \$7 to \$9 a pair, which is about the same type and quality of shoe which last year was sold at \$10 to \$15 a pair. In high style novelties it is necessary for the retailer to attach a slight premium because of the style hazard, so it sometimes happens that these very stylish shoes are priced at \$15 to \$16.50 a pair, but these are the exceptions rather than the rule. It is to be noted that there are two classes of shoppers these days, one class which is thinking in terms of price only and which buys shoes regardless of quality providing the price is way down, and another class, decidedly in the majority, which realizes that it is necessary to pay a fair price to get a good substantial well made, and good looking shoe. In other words this latter class is buying shoes by the year instead of by the pair. The big effort of the retail trade at present is to provide a thoroughly substantial shoe for men at \$7 to \$10, and for women, \$6 to \$9 a pair. This is quite a job because labor in shoe factories has not decreased to any extent, and present market conditions are not indicative of lower prices.

James H. Stone.

There may be a greater thing in the world than loyalty, but just now we don't know what it is.

Store in One Family Sixty-Eight Years.

One of the oldest business houses in Michigan is located at Plainfield (R. F. D. from Gregory), Livingston county. In 1853 M. Topping engaged in general trade there. The founder subsequently admitted his son, S. G. Topping, to partnership under the style of M. Topping & Son. Mr. Topping was appointed postmaster of Plainfield by President Franklin Pierce, continuing in that capacity until he died, forty-eight years later. The son, S. G. Topping, succeeded his father as postmaster and continued in that capacity until the office was discontinued. On the death of the senior Topping, the general store was conducted under the style of S. G. Topping & Son. The business is now con-

ducted by E. Lawrence Topping, grandson of the founder, under the style of E. L. Topping. The establishment has always enjoyed the respect of its creditors and the good will of its customers, having served the community in which it is located well and faithfully for three generations. Few retail stores in the country can duplicate this record of steadfastness to an ideal for so long a period.

All Fixed.

"Have you made up your mind to stay in this evening?" he asked a bit wistfully.

Just then he got a good look at his wife's face and added: "But no. I see you have made up your face to go out."

Here Are the Prize Winners in the big HIRTH-KRAUSE Title Contest

1ST PRIZE: Victor Bush, Millington.

Title—One feels happy, the other feels, The one that's happy wears a Hirth-Krause shoe.

2ND PRIZE: Mrs. C. E. Browning, Traverse City.

Title—Cheer up old man, just read that advertisement—I did.

3RD PRIZE: George H. Wilson, Hillsdale.

Title—Cheer up my friend, Don't get the blues!
Just get a pair of Hirth-Krause Shoes.

- 4th Prize: Miss Hilda Hayes, Grand Rapids.
5th Prize: Mrs. Anna G. Norwood, Plainwell.
6th Prize: Cornelius Ezinga, Grand Rapids.
7th Prize: H. L. Palmer, Allegan.
8th Prize: Miss Evelene Wahmhoff, Bradley.
9th Prize: Mrs. Harry Currier, Rhodes.
10th Prize: Charles E. Blakeslee, St. Johns.
11th Prize: Mrs. F. C. Wade, White Pigeon.
12th Prize: Cal A. Quackenboss, Muliken.
13th Prize: W. R. Siddall, Hillsdale.
14th Prize: Mrs. William H. Mason, Paw Paw.
15th Prize: Mrs. Fred G. Cook, Mendon.
16th Prize: Wm. A. Brown, Kent City.
17th Prize: Mrs. Owen Pond, Clarksdale.
18th Prize: Mrs. Gerrit W. Drenth, Charlevoix.
19th Prize: George H. Marshall, Owosso.
20th Prize: Mrs. Lillie Harwood, Honor.
21st Prize: Mrs. John C. Taylor, East Lansing.
22nd Prize: Mrs. D. M. Gilchrist, Gobleville.
23rd Prize: James Risk, Jr., Central Lake.
24th Prize: Mrs. Ralph Rise, Beaverton.
25th Prize: Roy Birmele, Watervliet.
26th Prize: Glenn Frantz, Weidman.
27th Prize: John A. Brennan, Paw Paw.
28th Prize: Mrs. Pink Brown, Rhodes.

We have had other prize contests—successful ones. There was never one that equaled this. We have received a bushel basket of replies—literally thousands—so great has been the competition and interest. We have sifted them down to these twenty-eight, which represent the opinion of the judges as the best. Many were clever and unique. We wish we could have given a prize to all, but we thank, heartily, all who made the try. Cash prizes go forward at once. Winners should ask their dealers for their prizes of a pair of shoes at once.

HIRTH-KRAUSE

Tanners—Manufacturers of the
MORE MILEAGE SHOE

GRAND RAPIDS

MICHIGAN

Fourth National Bank

Grand Rapids, Mich.
United States Depository



Savings 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, Asst Cashier

LAVANT Z. CAUKIN, Vice President
ALVA T. EDISON, Asst Cashier



Fundamental Importance of Stability At This Time.

If one were asked to write in a single word a prescription which might serve as a corrective for all the world's present ills, he would write Stability. In both a social and economic sense, Europe is regarded as the seat of the world's present troubles, and American business men who lately traveled abroad have for the most part returned home depressed by what they learned. They have had spread before them all the evils that are the outcome of the war and that have been intensified by the faultiness of the peace treaty. They have seen Europe, so to speak, in eclipse, and it is no wonder that so many have given voice to their depression, and occasionally gone to the extreme of prophecy. "Europe's civilization is slowly disintegrating," was the statement attributed to one returning traveler, and widely published in the newspapers a few days ago, "it is headed straight for a smash."

History has no counterpart for the economic conditions now prevailing and there is no one who does not realize that the world stands to-day at one of the great turning points of its career. Stability is to a notable degree being restored in the United States, but in Europe it is lacking in finance, production and distribution, and the worst of all, it is lacking in the minds of the people.

The picture is not a bright one, yet any normal being with a spark of confidence in mankind and an insight into the forces which make for progress, cannot truly believe that those disintegrating forces now in operation will be permitted to continue to the limit predicted by those who despair for civilization. He must feel that what is being suffered is after all but a phase—a tragic phase, it is true, but one to be followed sooner or later by a new and better one. Every student of history knows that devastating wars of the past have been succeeded by periods of black despondency, by prophecy of universal bankruptcy, and by announcement of the collapse of civilization. At the same time, every student of history knows that wars of the past have been surmounted, that even beggared nations have risen from their war ashes to new glories, and that civilization has gone forward.

In every season of confusion and doubt it is well to search the past for parallels, and he will renew his confidence who goes back to his forgotten boyhood books and reads the story of the American states after the revolution, the story of England after the wars with Napoleon, the story of our own South after the Civil War,

the story of France after the German invasion of 1871. Necessity to regain a grievous loss faces the world, and though the extent of the damage wrought by the war outranks any like thing the world has ever known, and though the difficulties of after-war reconstruction are tremendously complicated because they are international, where formerly they were for the most part simply National, every calm thinker has an abiding assurance that in the long run a way will be found out of the world's difficulties.

We have signs even now that point toward a better day: Russia casting the hulk of communism adrift and returning to capitalism; Germany seeking to hold together while she assumes her war penalties; France restoring her ruins and striving to take her old place in the world of trade; Belgium and Italy re-establishing their industries; Britain extending herself again to the furthestmost corners of the earth. These are tangible things, not to be ignored; were they marked by a spirit of mutual sympathy and help, there is no question regarding the speed with which they would start the process of recovery.

However, the corrective that is signified by the word Stability is still to be applied. Stability involves first a rebuilding of destroyed confidence, and second a willingness of the people of every leading country to trade with one another again on the basis of credit. Put thus, the corrective sounds like a simple one. It is not simple; it is the most complex that has ever been faced. It would be complex even without the persistent interference of political action in the economic field of Europe; it would be complex even were finance to gain an immediate mastery over the existing suspicions and hatreds which keep open the wounds left by the war and which hold Europe prostrate.

It would appear, then, that what is

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

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

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

starkly essential is some sort of economic unity that will operate in every civilized country sufficiently to restore the basis of faith and credit. A prerequisite to this economic unity is a statesmanship which will set out to give Europe

1. A restored peace of mind which will conciliate hostile purposes and provide a natural understanding of the tasks that are ahead.

2. A clear-cut accounting of the assets and liabilities of every nation, which will enable a definite adjustment of the obligations of each to an amount it really can meet.

3. A balancing of government expenses by taxes, and an ending of the progressive and reckless debasement of the currencies.

4. An establishment of mutual relations so that loans can be made with safety, and so that credit will re-start the wheels of peace-time industry.

Is it too much to hope that a step toward the kind of statesmanship referred to will come out of the disarmament conference that is to be held in Washington this month? Business men and bankers hesitate to encroach upon a field they feel to be political, but fundamentally economic forces were responsible for the call for the conference, and hence it does not seem improper to ask that the conference review those difficulties abroad which cast a deepening shadow over the world, and which handicap the business of production and distribution to such a degree that millions of people are at the present moment deprived of the opportunity to work.

The original objection to bringing financial problems into the Washington conference was based on the feeling that the program already outlined was so complex that those in attendance must of necessity limit themselves to a few questions, and not seek to open for debate an entire series, which, failing of settlement, would make it appear that the conference had failed. We hear it said over and over that a failure of the conference would be a disaster to the democracy of the world. The conference will no doubt be dealing with strange and fragile material, but it would not necessarily fail because it took up for consideration those financial conditions which have been left as a legacy of the war. Even if it did no more than set forth the terms on which progress must be based, so that others might take up the details and follow the instructions of those terms, a beginning of the huge task of world reconstruction would be made, and the example of constructive statesmanship thus supplied would give heart to business men and bankers everywhere.

More than at any time before, the world's financial barometer is the movement of international rates of exchange, especially with respect to Germany. It had been expected that the depreciation of the European exchanges would begin to correct itself long ago, but to date we have had no single recovery to the old parities. Instead we have witnessed extraordinary and perplexing fluctuations in the rates for the pound, franc, lire, crown and mark.

As for the German mark, fluctua-

tions here have carried it lately to little better than one-fiftieth of its former exchange value. Political considerations had something to do with this; the separation from Germany of a part of Silesia, followed by the downfall of the Wirth government, intensified pessimistic views regarding German political affairs. But so far as the rates of exchange are concerned, these circumstances only complicated a situation already made acute by the steady and ruinous debasement of the German currency through the printing of billions of unsecured paper money.

Ostensibly because of the inability of the German people to pay taxes equal to more than one-third of the government's ordinary expenses, and in order to meet the initial gold payments required by the reparations agreement, the German government has turned out paper marks from its printing presses in defiance of all accepted monetary principles. Paper marks have been literally sold in bulk to the countries of the outside world, in order that gold might be provided, and the weight of this new paper money has driven the rate of German exchange to a level so low that one American dollar, having a gold base, was exchangeable at one time in October for 192 German marks which have no gold base.

Wholly apart from the question of the ultimate effect of Germany's indemnity payments on the finances and trade of the world, there is the question now to be considered of the effect on exchange rates of further gold transfers, if such transfers are arranged as were those earlier in the present year. A payment of 500,000,000 gold marks to the Reparations Commission is scheduled for January 15; if secured in exchange for paper at the lowest level recently quoted, this would involve the printing of something like 22,000,000,000 paper

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.

CLAIM DEPARTMENT

Second to none for prompt and fair settlements.

Live Agents Wanted.

MICHIGAN AUTOMOBILE INSURANCE CO.

Grand Rapids, Mich.

A Stock Company.

Your Place in History

Will be perhaps lost, if you leave it to others. Without a WILL, which expresses them, your cherished plans are not enforceable. Indeed, they are quite apt to be ignored.

Your written wish will establish your ineffaceable record. Your WILL can go into detail on the very subjects that would otherwise be overlooked or treated lightly.

If you would have your plans go through without change, it is advisable to decide upon a corporate Executor and Trustee. We are a better and a safer Executor for you than a personal friend might be. Our Trust Officers will be pleased to meet you and discuss your problems.

Call at our office for the new booklet,
"What you should know about Wills."

"Oldest Trust Company in Michigan."

THE
MICHIGAN TRUST
COMPANY

GRAND RAPIDS, MICHIGAN

IMPORTERS AND EXPORTERS



ESTABLISHED 1853

OUR FOREIGN DEPARTMENT

is well equipped and always glad to assist any customer in the financing and development of Foreign Trade.

STEAMSHIP TICKETS

to and from all foreign lands may be secured of the agent at our Foreign Department.

CLAY H. HOLLISTER
PRESIDENT

CARROLL F. SWEET
VICE-PRESIDENT

GEORGE F. MACKENZIE
V.-PRES. AND CASHIER

Grand Rapids National City Bank CITY TRUST & SAVINGS BANK

ASSOCIATED

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

GRAND RAPIDS NATIONAL CITY BANK
CITY TRUST & SAVINGS BANK

ASSOCIATED

marks. The impending payment against the claim of the 26 per cent. export tax imposed upon Germany, secured in the same way, would mean a still further output from the presses.

Despatches from abroad suggest that instead of further gold payments, Germany will be permitted to deliver materials to the countries in whose debt she stands, up to a value dictated by the Reparations Commission. Such an arrangement would remove a weight from the exchange market, and while it would not necessarily bring about a recovery of the mark, it at least would take away one element that has contributed to its debasement thus far. A compromise in the matter of gold payments would not be a compromise in the larger matter of the indemnity itself—such a compromise, to be considered at all, would require most earnest attention, for into that subject enters the financial condition of France and the other countries which are basing their budgets on the expectation of Germany's discharge of her liabilities. Into it, too, enters the whole question not only of the future of international finance, but of all political relationships. The question of the indemnity is for the future to settle; for the present, in the matter of payments by Germany in metal as distinct from commodities, the test to be applied is whether the 60,000,000 people of that country, with their currency and credit collapsing, could go on producing values out of which ultimately the great bulk of the indemnity represented in the reparation bonds, is to be met.

John Galster Elected Mayor of Petoskey.

Petoskey, Nov. 8—The first snow of the season fell in Petoskey Saturday, Nov. 5, giving joy to the deer hunters Northward bound for their annual outing.

Henry Boehm, period chairman of the local Trade Extension Committee of merchants, is hard at work preparing a publicity campaign and special attractions for early Christmas shopping. Probably no city in America is more alive than Petoskey in the matter of trade events and success invariably follows.

At no time in history have the various communities of Northern Michigan been so neighborly as at present. Interchange of visits, marked by the finest of fellowship, is frequent, and the new Northern Michigan Chamber of Commerce will make the relationship still closer.

Fifteen representative business and professional men from Traverse City came to Petoskey Nov. 4 to assist in inaugurating a Rotary Club here. It is assumed that this new body will take an active part in civic affairs. Homer Sly is the President, George McCabe Vice-President, Norman Wells Secretary and Chalmers Curtis Treasurer of the new organization.

At the first session of the newly-elected Petoskey City Council, Nov. 7, John L. A. Galster, dynamic booster for Northern Michigan, generally, and Petoskey, particularly, was elected

Mayor of his fellow commissioners. This means activity in all city departments under the leadership of a man of great vision and unlimited capacity for accomplishment.

J. Frank Quinn.

Not Necessary To Discount Canadian Money Orders.

American business men having dealings with Canadians in the course of which they receive Canadian money orders no longer will be forced to discount such orders when cashing them at post offices in this country, according to an announcement by the Post Office Department, arrangements having been made with the Canadian Post Office Department whereby purchasers of orders will be required to pay a sum sufficient to cover the difference in exchange.

Depositors Not Responsible.

Banks, and not depositors, are responsible for losses sustained by depositor upon check drawn by depositors' agents in excess of the amount fixed by depositors, as a result of the refusal of the United States Supreme Court to review a decision of the Pennsylvania courts to this effect.



JOIN THE
GRAND RAPIDS
SAVINGS BANK
FAMILY!

44,000

Satisfied Customers

know that we
specialize in

accommodation
and service.

BRANCH OFFICES

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

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

WE OFFER FOR SALE United States and Foreign Government Bonds

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

HOWE, SNOW, CORRIGAN & BERTLES

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

SAFETY

SAVING

SERVICE

Class Mutual Insurance Agency

"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

A. T. MONSON

H. G. BUNDY

FREMONT,

MICHIGAN

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.

Fenton Davis & Boyle

MICHIGAN TRUST BUILDING

Chicago

GRAND RAPIDS

Detroit

First National Bank Bldg. Telephone Main 656

Citizens 4212

Congress Building

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.

In the building—

¶ Of a great structure the wise builder looks first to the firmness of his foundation.

¶ In our business foundation there can be but one main element—the type of service we render our customers.

¶ To us a sale in your store means more than the agreement between us. We to furnish the man and the selling plan—and you to provide the compensation for that man's services.

¶ To be exact—it is the means whereby we are to build our business and to provide the proofs of our merchandising knowledge and ability.

¶ We have no service to offer you that is not proved by such examples as—

¶ The W. D. Bailey sale in Tampa, Florida, where we raised \$50,000.00 in thirty days and the David Cracowaner campaign in the same city where a \$28,000.00 business was done.

¶ Again in Trenton, N. J., we did a \$10,300.00 volume on the fifteen thousand dollar stock of the Capitol Women's Shop after we had been told it was impossible.

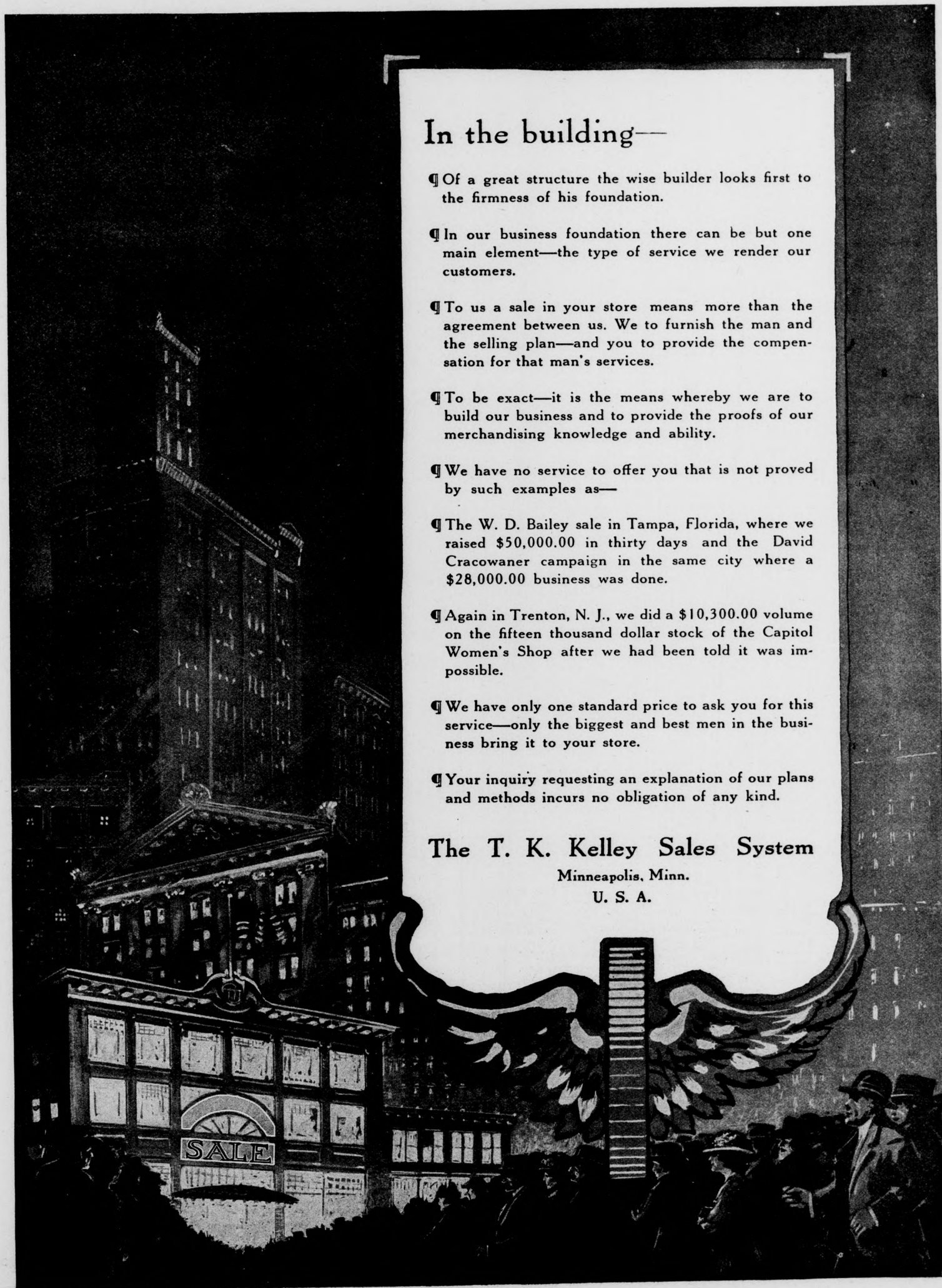
¶ We have only one standard price to ask you for this service—only the biggest and best men in the business bring it to your store.

¶ Your inquiry requesting an explanation of our plans and methods incurs no obligation of any kind.

The T. K. Kelley Sales System

Minneapolis, Minn.

U. S. A.



Bankruptcy Proceedings in Grand Rapids District.

Grand Rapids, Oct. 26—In the matter of Fred E. Miller, Bankrupt No. 1973, an offer has been received by the court for the assets of the estate. The offer has been received from S. B. Newcomb, of Pierson, and is in the sum of \$300. The stock in trade and fixtures of the estate are the usual type for a small hardware store and inventoried in the sum of \$1,203.50. An order was made by the court requiring the creditors to show cause why such offer should not be accepted Nov. 7. Those interested in the purchase of stocks should be present at that time. The sale will be conducted in the office of the referee at 315 Houseman building, Grand Rapids.

On this day also was received an offer for the stock in trade and fixtures in the matter of William A. McFarland, Bankrupt No. 1992. The offer was received from Baxter & Reide, of Detroit, and in the sum of \$500. The stock consists of a general supply of drugs, drug sundries and fixtures for the conduct of such business. The property is located at White Cloud. The inventory of the stock and fixtures may be seen at the office of the referee in bankruptcy. The sale will be held Nov. 7, and those interested are requested to be present at that time. The sale will be held at the office of the referee.

Oct. 26. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Kassak S. Jones, Bankrupt No. 1997. The bankrupt is a jeweler and photographer, and resides in Park township, Ottawa county. The matter has been referred to Benn M. Corwin, as referee in bankruptcy. The schedules of the bankrupt list assets in the sum of \$182 and of that \$170 is claimed as exempt. The liabilities aggregate \$759.85. This being a no-asset case, the date of the first meeting cannot at this time be given, as funds were written for and have not yet been forwarded. As soon as the same are furnished the first meeting of creditors will be held and the writer will make note of the same. A list of the creditors of the bankrupt is as follows:

Superior Ice & Mach. Co., Holland	\$ 18.00
Dr. L. N. Tuttle, Holland	30.00
Steffens Bros., Holland	59.15
Jacon Kuite & Son, Holland	7.75
Henry R. Brink, Holland	462.27
The Camera Shop, Inc., Grand R.	23.72
The Franklin Paint Co., Cleveland	24.96
Scott Lagers, Lumber Co., Holland	65.00
Nienhuis & Knoll, Holland	8.00
Heneveld & Tien, Holland	29.00
Paul Coster, Holland	23.00

Oct. 27. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Earl G. Nash, Bankrupt No. 1998. The bankrupt is an implement salesman and resides in Lowell. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The schedules of the bankrupt list assets in the sum of \$21,488.64, and liabilities in the sum of \$22,953.03, of which the sum of \$1,864 is claimed as exempt to the bankrupt. A list of the creditors of the bankrupt is as follows:

Village of Lowell	\$ 27.39
City State Bank of Lowell	1,596.25
Edgar A. Maher, Grand Rapids	500.00
Incurred by bankrupt while conducting business as administrator of estate of Harmon Nash, deceased.	
Aspinwall-Drew Co., Waterloo, Wis.	\$845.96
E. B. Adams & Son, Racine, Wis.	123.56
Babbitt, Rigler & Co., Freeport	80.00
Barclay, Ayres & Bertsch, Grand Rapids	22.56
Bean Spray Co., Lansing	360.00
A. E. Cartier & Sons, Ludington	144.00
Cargill, Cleveland Co., Westfield, Mass.	26.00
Coleman Lamp Co., Toledo	46.52
Alfred J. Brown Seed Co., Grand Rapids	76.08
John Deere Plow Co., Lansing	3,667.16
Dale Steel Products Co., Lansing	8.16
Emerson-Brantingham Co., Indianapolis	1.04
Empire Cream Separator Co., Chicago	633.95
Globe Mfg. Co., Perry, Ia.	484.00
Hunt-Helm-Ferris Co., Harvard, Ill.	1.93
Hall Mfg. Co., Cedar Rapids, Ia.	32.04
Le Roy Plow Co., Leroy, N. Y.	45.81
The Mocha Co., Mt. Vernon, Ill.	49.20
F. E. Meyer & Son, Ashland, Ohio	1.26
Moore Plow & Implement Co., Greenville	128.13
Michigan Moline Plow Co., Jackson	162.30
McMullen Machinery Co., Grand R.	64.00
Milwaukee Seed Co., Milwaukee	947.01
National Refining Co., Kalamazoo	14.34
J. E. Porter Co., Ottawa, Ill.	617.68
Ottawa Tire Shop, Grand Rapids	20.00
Portage Tire & Rubber Co., Akron	874.91
C. H. Runciman, Lowell	2.43
Racine Tire & Rubber Co., Chicago	600.21
Standard Oil Co., Grand Rapids	43.53
Stoughton & Wagon Co., Stoughton	63.00
United Engine Co., Lansing	216.79
F. Botruba Harness Co., Traverse City	128.02
M. I. Wilcox Co., Toledo	100.82
White Lake Machine Co., Whitehall	15.00
Walter A. Wood Mfg. Co., Hoosick Falls, N. Y.	41.81
Young-Randolph Seed Co., Owosso	183.87
Wiard Plow Co., Batavia, N. Y.	213.19
R. Herschel Mfg. Co., Peoria	192.06
Albert Dickinson Seed Co., Chicago	199.16
Osborne Co., Newark	217.40
Heller-Allen Co., Napoleon, Ohio	2.95
Massey-Harris Harvester Co., Lansing	10.24

Knight Commander Lighting Co., Jackson	2.50
Rude Mfg. Co., Liberty, Ind.	8.03
Merchants Publishing Co., Kalamazoo	36.37
Saginaw Ladder Co., Saginaw	101.88
Vermont Farm Machinery Co., Bellows Falls, Vt.	13.54
Van Duesen Whip Co., Westfield, Mass.	3.28
Robert Lean Mfg. Co., (address unknown)	6.75
Burch Plow Wks., Jackson	224.00
F. M. Johnson, Lowell	15.77
Grant Warner, Lowell	1,073.16
John F. Rittenfer, Lowell	86.75

The following accounts are personal to the bankrupt:

Westfield & Fall Lumber Co., Lowell	25.87
P. S. Krum, Lowell	108.80
W. F. Murphy, Lowell	62.85
C. H. Runciman, Lowell	83.40
A. H. Stormzand, Lowell	30.06
Lashby & Son, Lowell	4.50
Dr. B. H. Shepard, Lowell	5.50
Dr. L. E. Matthews, Lowell	10.00
John Lally, Lowell	31.25
Light, Water Power Co., Lowell	22.37
Harry Holland, Lowell	17.00
Grant Warner, Lowell	135.00
Rude Mfg. Co., Liberty, Ind.	362.03
Fidelity & Deposit Co., Maryland	5,500.00

Oct. 26. On this day were received the schedules in the matter of the Kent Fuel Co., Bankrupt No. 1994. A list of the creditors of the bankrupt is as follows:

Akron Tire Co., Grand Rapids	139.88
Am. Coal & Coke Co., Detroit	44.15
Builders & Traders Exchange, Grand Rapids	7.50
H. E. Barclay, Grand Rapids	7.70
Baldwin Tuthill & Bolton, Grand Rapids	150.00
Becker Mills, Grand Rapids	35.17
Bixby Office Supply Co., Grand R.	6.20
Board of Assessors, Grand Rapids	836.78
Browning Hotel, Grand Rapids	18.55
Coal Information Bureau, Pittsburg	8.00
Commercial Liquidation Co., St. Louis	6.89
Chas. A. Coye, Inc., Grand Rapids	2.10
B. D. Coats, Grand Rapids	5.50
Cote Churchman Coal Co., Detroit	44.98
Christenson Ice & Coal Co., Grand Rapids	140.00
Citizens Tel. Co., Grand Rapids	4.95
Cluchey Bros. Radiator Co., Grand Rapids	22.00
Commercial Coal Co., Grand Rap.	69.00
Consolidated Mining Co., Columbus	310.56
Consumers Power Co., Grand Rap.	3.64
Corwin & Norcross, Grand Rapids	404.37
Cosgrove & Co., Chicago	37.44
Cover-Durham Co., Chicago	200.00
J. S. Crosby & Co., Grand Rapids	262.49
De Soto Coal Co., Grand Rapids	1,880.16
A. E. Driscoll, Grand Rapids	227.19
East End Advocate, Grand Rapids	9.00
L. Ebeling, Grand Rapids	20.25
A. W. Ehrman & Co., Grand Rap.	1,067.34
Foster, Stevens & Co., Grand R.	3.50
Ellis Bank, Grand Rapids	21,600.00
Engle Lumber Co., Grand Rapids	800.00
Fidelity Coal & Coke Co., Pittsburgh	515.52
Faith Coal Co., Union Town, Pa.	230.88
Credit Man's Association, Grand Rapids	10.00

Association of Commerce, Grand Rapids	25.00
Gas Light Co., Grand Rapids	340.00
Grain & Milling Co., Grand Rapids	18.50
Overland Co., Grand Rapids	16.35
Water Works, Grand Rapids	11.95
G. T. R. R. Co., Grand Rapids	664.59
Harlan Coal Co., Louisville	284.68
Harrison Land Co., Grand Rapids	84.00
F. G. Hartwell, Chicago	279.60
Henderson Milling Co., Grand R.	107.08
William Harner, Reed City	755.17
H. Hugenholtz, Grand Rapids	125.10
J. A. Kleis, Grand Rapids	17.37
J. H. Krutzenga, Grand Rapids	78.78
Kutche's Hdwe. Co., Grand Rapids	163.35
Lewis Electric Co., Grand Rapids	17.17
Lafayette Coal Co., Chicago	3.12
Lake & Export Co., Grand Rap.	25,623.91
Lee Coal Co., Wilksbarre, Pa.	2.38
Moon Lake Ice Co., Grand Rapids	1.20
Marquette Lumber Co., Grand R.	4.20
Mancort-Winter Coal Co., Detroit	563.85
Marquette Coal & Mining Co., Chicago	47.90
Michigan Central, R. R. Grand R.	76.52
Michigan Gypsum Co., Grand Rap.	10.42
Moore & Hetzel, Charleston, W. Va.	43.73
Thos. Mardue Coal Co., Chicago	1,239.37
A. W. Morgan, Grand Rapids	65.70
McGurrian Sales Agency, Grand R.	20.85
John McNabb & Son, Grand Rap.	25.00
Pantlind Hotel Co., Grand Rapids	88.50
Pennsylvania System, Grand Rap.	6.39
Pere Marquette, Grand Rapids	56.36
S. Perschbacher, Grand Rapids	13.00
Philadelphia & Cleveland Coal Co., Cleveland	12.36
Postal Telegraph & Cable Co., Grand Rapids	7.79
Prestolite Co., Grand Rapids	7.18
Pulte Plumbing Co., Grand Rapids	18.45
Riverside Lumber Co., Grand Rap.	1.35
Retail Coal Man, Grand Rapids	1.50
Rawleigh Smokeless Fuel Co., Cincinnati	1.30
C. B. Rose, Grand Rapids	13,364.06
Roseberry-Henry Electric Co., Grand Rapids	37.45
Rutledge & Taylor Coal Co., Chicago	321.75
Semet Solvay, Detroit	2.01
L. H. Semeyn, Grand Rapids	1.50
Siedman & Siedman, Grand Rapids	500.00
Standard Brick Co., Grand Rapids	292.20
Standard Oil Co., Grand Rapids	960.05
Sun Co., Grand Rapids	645.08
Sunday Creek Coal Co., Columbus	17.82
Tish Auto Supply Co., Grand Rap.	3.38
Taylor Strom Co., Grand Rapids	8.00

Tish-Hine Co., Grand Rapids	41.19
Unionite, Grand Rapids	12.00
Voigt Milling Co., Grand Rapids	39.50
Wealthy Heights Printing Co., Grand Rapids	7.75
Watson-Higgins Milling Co., Grand Rapids	167.75
Wentz Co., Philadelphia	1,794.77
Western Union Telegraph Co., Grand Rapids	44.61
Woolatt & Sons, Detroit	128.83
Worden Grocer Co., Grand Rapids	12.00
Holdin, Hardy & Boyland, Grand Rapids	95.36
F. A. Robertson, Grand Rapids	164.50
Michigan State Telephone Co., Grand Rapids	20.07
Ed. F. Hilgendorf, Grand Rapids	23.85
Louis Ebling, Grand Rapids	31.50
East End Advocate, Grand Rapids	4.00
Citizens Tel. Co., Grand Rapids	1.95
G. R. & I., Grand Rapids	6.18
Pennsylvania, Grand Rapids	.21

The assets of the bankrupt are listed at the sum of \$48,500, and the liabilities in the sum of \$83,680.98.

Oct. 28. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of John Tinholt, Bankrupt No. 1999. The proceedings have been referred to Benn M. Corwin, referee in bankruptcy. The bankrupt is a salesman and horse dealer and resides at the city of Zeeland. The schedules of the bankrupt list assets in the sum of \$800 and liabilities in the sum of \$3,516.30. The bankrupt claims exemptions in the sum of \$550 from the amount of the assets listed above, leaving a net asset of \$250. From the fact that the bankrupt schedules little of value as assets which are not claimed as exempt, the court has written for funds to defray the expense of the first meeting of creditors. A list of the creditors of the bankrupt is as follows:

Lake City State Bank, Lake City	\$ 141.49
Burt F. Tinholt, Holland	1,611.35
Cadillac Steam Laundry, Cadillac	6.76
G. R. Dry Goods Co., Grand Rap.	207.95
E. L. Wellman Co., Grand Rapids	1,548.75

Oct. 29. On this day was held the first meeting of creditors in the matter of Hans E. Glaeser, Bankrupt No. 1995. The bankrupt was present in person and by attorney, Jos. Gillard, Smedley, Linsey & Shivel, Clapperton & Owen and Geo. B. Kingston were present for various creditors. Several claims were proved against the estate. W. C. Robertson, of Grand Rapids, was chosen trustee and the amount of his bond fixed in the sum of \$1,000. The bankrupt was sworn and examined. The bankrupt and wife agreed to turn over approximately \$2,000 in money derived from the sale of certain joint real estate and allow claims against personal property to be released. Dividend sheet of 20 per cent. filed. The first

meeting of creditors was then adjourned no date.

On this day also was held the sale in the matter of Tracey E. Laubscher, Bankrupt No. 1987. An offer in the sum of \$2,100 had been received by the court from Frank Burt, of Comstock Park, and the order to show cause made in pursuance of such offer. There was but one bidder present other than Mr. Burt, and the original bid was not raised, therefore the stock in trade and fixtures of the bankrupt were sold to Mr. Burt for \$2,100. The meeting was then adjourned without date.

Oct. 31. In the matter of Kassak S. Jones, Bankrupt No. 1997, funds have been received by the court and the first meeting of creditors will be held at the office of the referee in bankruptcy Nov. 14.

Too Many Laws.

Detroit, Nov. 9—Every time one picks up a newspaper one is struck by the overwhelming matter pertaining to laws and law making. It seems that everybody wants a law—mostly a fool law. People seem to think that a law is a certain "cure-all" for every ailment known to man.

Mr. Smith sees his neighbor, Mrs. Jones, wearing short skirts; Johnny Jones leading his son, Jimmy Smith, astray, or Mr. Jones concocting a deadly poison of malt and hops, and immediately he rears up and yells lustily: "I'm agin it. I want a law. I want a law." Then he runs around passing petitions or writing letters to his Congressman and generally stirring up a lot of dust until he gets his particular law. After a while he gets the increased taxes. Then he wants a law agin them.

Why not give our lawmakers a chance to work out the really big problems of the Nation by not pestering them with the things it is our duty to do ourselves? The American father and mother need to get back on to the job, not the job of making laws for other people, but the job of governing their own home and family.

M. N. Hopkins.

Nuts grow on family trees.

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



Hallmark Athletic Underwear is so Attractively priced that it means volume sales

Every Hallmark garment is built according to Hall, Hartwell & Co. Quality standards. Each garment cut extra large—exceptionally well made—packed in individual envelope.

Hallmark Athletic Underwear is offered in a variety of fabrics, including Madras, Silk, Silk and Cotton, Zephyr-cool, Aero and Crepe Weaves.

No. 150—the popular Nainsook check is a favored seller at a favored price.

Descriptive booklet and name of Hallmark wholesalers in your vicinity furnished on request.

HALL, HARTWELL & CO., Troy, N. Y., Makers of HALLMARK SHIRTS and SLIDEWELL COLLARS



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.

The Cloak and Suit Strike in New York.

New York, Nov. 8.—With the prospects of a general railway strike out of the way, there now comes the probability of a strike in the cloak and suit trade. Merchants, doubtless, are wondering whether the strike will take place, if so, whether it will be of long duration, how it will affect the garment trade and whether its net result will mean lower or higher prices.

All indications are that the garment workers will call a strike on or about Nov. 14, when the manufacturers are determined to put their employees on a piece work basis in place of the present unsatisfactory and costly week work arrangement.

We are not interested in discussing the merits of the case, although these seem to be on the side of the manufacturer. Apparently the strike if it comes, will come at a time when it will least inconvenience manufacturers and retailers. The fall and winter trade has been practically completed. Most deliveries have been made and we are informed that manufacturers have sufficient stock in a good many instances to take care of re-orders.

It is not the intention of the manufacturers to declare a lockout against the workers and because of the general unemployment situation, it is apparently believed that there will be sufficient desertions from the ranks of the unions, which, coupled with labor that will be made available by unemployment in other trades, will make it possible to carry on business with little, if any, interruption.

The writer has called upon and interviewed a number of men, prominent in the New York garment trade, manufacturers, retailers and resident buyers, as well as bankers, and from the opinions expressed by these men we quote the following:

1. All are agreed that there will be a strike.
2. All are agreed that the consequences to manufacturer and retailer at this time are not likely to be serious.
3. It is suggested that there are enough small contractors who can produce goods to satisfy immediate demands.
4. All agree that a strike at this time in the garment trade will have a good moral effect.

One resident buyer points out: "This strike will affect coats and suits, it will not affect dresses. Retailers need not worry; suits are no good any way this season, and as far as coats are concerned, the average woman will wear her old one and will use what she expected to spend on the coat for a new dress. What retailers lose in coats they will make up in dresses."

The general impression seems to be that the strike will not last a long time, although here and there one encounters the opinion that it may last two or three months.

Our own idea is that the strike will not go very long. The general unemployment situation is unsatisfactory

enough to make it seem likely that strong steps will be taken to bring about a settlement before the strike goes very far.

Be Consistent in Use of Price Tags.

If your store is of the popular or bargain type go the limit in featuring prices; if you never mention prices in your advertising don't placard the price on the gown. If you are exhibiting new Directoire fashions forget the prices, or give a price range on a window card as a matter of passing information. But "put over" the Directoire idea. If, on the other hand, you are selling fishermen's supplies, adapt your policy to your purpose. Show plenty of rods and reels and plenty of good clear price tags. If you are trying to show what a splendid line of shirts you have, put in as many different styles as you can with a plentiful sprinkling of prices, and perhaps a group of your feature line at \$5 in the foreground. If you want to enhance the "comment value" put their names on the shirts—"Wall Street," "Piccadilly," etc.

Cards and tags should be used to drive home good selling points that a view of the shirts does not disclose. Don't waste your card by listing the colors of shades you carry when the shades are there on display. Use it to drive home the name, the quantity on sale, or any other information not conveyed by the display. And when the price tag question comes along ask yourself: "Is the price the basic idea, a secondary consideration or a minor consideration?" And feature or omit price tags accordingly.

One-Hour Sales Lure Shoppers.

The Baker-Flick Co., of Camden, N. J., feeling the need of something to put a kick into their business, decided to offer a lot of merchandise approximately at cost, and accordingly announced a clearance sale of \$25,000 worth of goods during fifty hours of selling, or at the rate of \$500 an hour. For each hour from three to ten articles were advertised. Advance advertising started a week before the sale opened. A type of teaser campaign was adopted, starting with "Fifty hours—," followed by "Fifty hours—one week," etc. On the Friday preceding the sale the advertisements told what it was all about. On Monday the store was closed to prepare for the event, and the male employees were sent out in squads, armed with circulars, to tell the story of the sale personally to every housekeeper in town. The circulars showed the goods on sale, in sections according to the hours when the special sale price would obtain, and each section was headed with a clock dial showing the hour for that lot. So successful was

the sale that at the end of the fifty-hour period it was advertised for another week. For the first few days police protection was needed to handle the crowd.

If you use cuts in your advertising, choose the kind that illustrate the goods, not those that are merely pictures.

Some women won't be happy in heaven unless they can scrub it out twice a year.

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.

Holiday Suggestions

The liveliest retailers are getting the business. Wherever slackness or undue conservatism—on account of conditions or otherwise—characterizes the buying policy, those stores lose business.

There will be lots of holiday business this year and the stores will get it who have the merchandise to sell. We are prepared to take care of your wants and suggest that you buy now while the merchandise is available.

MEN'S FURNISHINGS.

Holiday Boxed Neckwear.
 Collars and Mufflers.
 Fancy Madras, Poplin, Printed Repp.
 Woven Jersey, Satin Stripe, Crepe
 Madras and Silk Dress Shirts.
 Holiday Boxed Suspenders.
 Caps.
 Umbrellas.

LADIES' READY-TO-WEAR.

Serge and Wool Flannel Middy
 Blouses.
 Voile, Georgette, Crepe de Chine, Tri-
 colette, Canton Crepe, etc., Blouses
 and Waists.
 Percale and Gingham Bungalow
 Aprons and House Dresses.
 Sateen Petticoats and Pettibockers.
 Envelope Chemise, Camisoles, Corset
 Covers, Bandeaux, Brassieres, etc.
 W. T. Corsets and Corsetlettes.
 Children's Gingham Dress, etc.
 Bath Robes.

HOSIERY, UNDERWEAR AND KNIT GOODS.

All kinds of Hosiery, especially Silk
 Hosiery. We can also sell you Hol-
 iday Boxes.
 All kinds of Underwear, Holiday
 Boxes to match.
 Infants Knit Headgear.
 Hockey Caps, Tams, Cap and Scarf
 Combinations and all kinds of
 Sweaters.

PIECE GOODS.

Nashua Flaid and Fancy Blankets.
 Palmers Staple and Fancy Comforters.
 Indian Blankets.
 Novelty Nursery Crib Blankets.
 Bath Robe Blankets with cords.
 Two in one Comfortable Blankets.
 Sheets and Pillow Cases.
 Crochet and Satin Bedspreads, Hem-
 med and Scalloped.
 36 in. Radiant Bloomer Satin, Pink,
 Lt. Blue, Lavender, Maise, White,
 Nile, Peach, Rose.
 No. 200 36 in. Imported Parkwood
 Wash Satin, White and Flesh for
 Underwear.
 No. 65 36 in. White Wamsutta Nain-
 sook, 12 yd. pcs.
 No. 4500 36 in. Pink Wamsutta Nain-

sook, 12 yd. pcs.
 No. 7004 36 in. Fine Longcloth, 10
 yd. pcs.
 54 in. Linen Finished Indian Head
 No. 108 36 in. Opera Silk Chiffon,
 Maise, Brown, Navy, White, Nile,
 Pink, Sky, Lilac, Primrose.
 32 in. Art Silk Shirting.
 18 in., 20 in., 22 in. Brown Art Crash
 for fancy work.
 No. 349 20x42 Plain White Turkish
 Towels.
 No. 580 22x43 Plain White Turkish
 Towels.
 No. 2000 20x40 Plain White Turkish
 Towels.
 No. 6965 20x35 Part Linen Huck Tow-
 els.
 No. 9824 18x34 Part Linen Huck Tow-
 els.
 36 in. Old Glory Cambric & Nainsook.
 36 in. Berkley 100 Cambric to em-
 broider for infants dresses and
 under muslins.
 Plain and fancy Wash Cloths.
 Pattern Table Cloths & Table Damask.
 Pillow Tubings and Wide Sheetings
 to embroider for Xmas.
 Plain Dress Gingham for Holiday
 aprons and dresses.
 56 in. Velour and Silvertone Coatings,
 all colors.
 Storm & French Serges, all colors.
 Lingerie Plisse Crepe for underwear.
 Fancy Serpentine Crepe for Kimonas.
 Bleached Turkish Toweling for fancy
 work.
 40 in. White Flaxon for Infants gar-
 ments.

SUNDRIES.

All kinds of Ladies' and Men's Hand-
 kerchiefs, Holiday boxed, etc.
 Arm Band and Garter Sets, Holiday
 boxed, etc.
 Women's and Children's Hand Bags.
 Men's Purses and Bill-folds.
 Dresser Scarfs.
 Tapestry Table Covers.
 Men's Belts, individually boxed.
 Fancy Ribbons.
 Gold Crochet Hooks.
 Children's fur top mittens.
 Men's Dress and Auto Gloves.
 Ladies' White Celluloid Combs.
 Baby and Jointed Dolls.
 Perfume.

CHRISTMAS BOXES

Grand Rapids Dry Goods Co
 Wholesale Only Grand Rapids, Michigan

HOLIDAY GOODS

Do you know th's is the place to buy your holiday goods includ-
 ing such items as

Ribbons, Tinsel Cords, Handkerchiefs, Leather Goods, Jewelry, Toys,
 Dolls, Novelties, Games, Perfumes, Men's & Ladies' Scarfs, Boston
 & Paris Garters and Combination Sets in Holly Boxes, Suspenders
 in Individual Boxes, Fancy Towels.

We make special mention of our men's neckwear. Better goods
 than you have seen in many years at the prices.

Quality Merchandise — Right Prices — Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Retail Store Plans Wool Week Drive.

"A wool drive" is the latest idea to be developed to promote more business. In the last few years there have been gingham, silk, umbrella and blanket weeks.

Such a drive, featuring woolen dress goods and coatings, is distinctly new and may offer many ideas for the smaller merchant who is looking for new ways to stimulate business.

Opinion for it is as strong as opinion against it. Those who are doing it feel it will bring in desired results, and is only the beginning of good business. The reverse is true in other quarters. "These drives may have their place in the scheme of merchandising," said a manager of piece goods, "but from my observations it merely forces business and after the drive it falls back into a slower pace than before."

"This forcing business may be all right, under certain conditions, but I always have worked from the angle that to keep the store dressed up, the merchandise well displayed, the pattern section convenient and link it up with good, attractive advertising is much more effective than these drives."

A similar opinion was expressed by a woolen piece goods buyer who opined that it was rather late to stage such a drive. "If a woolen piece goods drive is to be made, September or the first of October at the latest is the time."

The store originating the idea, and which is now completing its campaign, stands high in the ranks of retailers. Throughout the country advertising men and retailers will watch with interest the effect such a drive will have at this time of year.

"The drive will be successful, because it is seasonable," it was said. Warm weather has delayed buying—delayed it far beyond a point we like to realize. Not until cold weather comes and women having studied all the styles in the ready to wear department, decide what they want do they then come into the piece goods department and buy to carry out these ideas.

"This drive will, we hope, present to them the idea of buying now. Home dressmaking has taken on a most important phase in the business and we must nurse it along for a time. We consider such a drive, now, just the right time and it undoubtedly will be productive of results."

Rats are being successfully destroyed in Europe by using the following method: Powdered squills, plaster of paris and lard, made into a paste. This paste is used as a greasing material for the holes the rats use. As they pass through the hole the fur takes up some of the mixture. The rat licks its fur and dies as the result. Rats being carnivorous still eat their dead. Another endless chain for the destruction of rats. Do not laugh, this is the way rats will be successfully exterminated at some future date.

Cutting off profits to develop a big volume of business is not going to put money in your pocket. Sales without profits mean wasted time and energy.

Men's Heavy Wool Pants

Two good numbers

L305 Grey, 1/2 inch stripe \$27.00 dozen
L311 Grey, 1/4 inch stripe 30.00 dozen

A good stock of quick selling Winter Caps.

Daniel T. Patton & Company
Grand Rapids, Michigan - 59-63 Market Ave. N.W.
The Men's Furnishing Goods House of Michigan

PRICES CURRENT ON STAPLE DRY GOODS.

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

Bleached Muslins.					
Auto	17 1/2				
Fruit of the Loom	19 1/2				
Bravo	15				
Cabot	16				
44 in. Indian Hd. S.F.	25				
Big Injun	14 1/2				
Lonsdale	18				
Hope	16				
36 in. Indian Head	20				
33 in. Indian Head	18 1/2				
54 in. Ind. Head L.F.	32 1/2				
Unbleached Muslins.					
Plaza	09 1/2				
96A 36 in.	13 1/2				
Black Hawk	13 1/2				
Giant	12 1/2				
40 in. Exposition	16				
40 in. 96A	13 1/2				
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	32 1/2				
45 in. Seneca	34 1/2				
42 in. Pepperell	32 1/2				
45 in. Pepperell	34 1/2				
42 in. Edwards	26 1/2				
45 in. Edwards	28 1/2				
42 in. Indian Head	30				
45 in. Indian Head	32 1/2				
42 in. Cabot	34 1/2				
45 in. Cabot	36 1/2				
42 in. Pequot	33				
45 in. Pequot	35				
40 in. Quinebaug	30				
Denims, Drills and Ticks.					
220 Blue Denim	20				
240 Blue Denim	19				
260 Blue Denim	18				
Steifels Drill	17 1/2				
8 oz. Canvas	17 1/2				
Armour, ACA Tick	23 1/2				
Cordis, ACA Tick	25 1/2				
Warren Fancy Tick	40				
Thorndyke Fy. Sat.	28 1/2				
Amoskeag, ACA	28 1/2				
Cambrics and Longcloths.					
Berkley, 60 Cambric	20				
Berkley, 60 Nainsook	20				
Berkley, 100 Nainsook	29				
Old Glory, 60 Camb.	20				
Diamond Hill, Nain.	16 1/2				
Diamond Hill, Camb.	16 1/2				
77 Longcloth	13 1/2				
81 Longcloth	16				
84 Longcloth	17 1/2				
7001 Longcloth	15				
7002 Longcloth	16 1/2				
7003 Longcloth	19 1/2				
7004 Longcloth	24 1/2				
Ginghams.					
A. F. C.	17				
Toile du Nord	18 1/2				
Red Rose	16 1/2				
Dan River	16 1/2				
Everett Classics	15				
Amoskeag Staples	13				
Haynes Staples	13				
Lowe Chevliots	16				
Bates 32 in.	22 1/2				
Treffeau 32 in.	27 1/2				
B. M. C. Seersucker	18 1/2				
Kalburnie 32 in.	19 1/2				
Jacquelin, 32 in.	45				
Gilbrae, 32 in.	47 1/2				
32 in. Tissue	42 1/2				
Manville Chambray	16 1/2				
Prints and Percalines.					
Columbia, Lights	14 1/2				
Columbia, Darks	16				
Columbia, Lt. Shorts	13 1/2				
Columbia, Dk. Shorts	15				
Am. Prints, Greys	10				
Am. Prints, Indigo	10 1/2				
Manchester 80x80 Lt.	18				
Manchester 80x80 Dk.	19 1/2				
Scout, 64x60, Lights	12 1/2				
Scout, 64x60, Darks	14 1/2				
Shirtings	09				
Reds	11				
Outings and Cantons.					
Cashmere Twill	15				
27 in. Unble. Canton	15				
100 Flannelette	12 1/2				
1931 Outing Lights	13 1/2				
Dubblenap Lights	13				
N. S. Light Outings	11 1/2				
1921 Light Outings	13 1/2				
Applefleece Shaker	14 1/2				
Scotchdown Shaker	16				
Appledown Shaker	16				
24 in. White Shaker	11 1/2				
26 in. White Shaker	12 1/2				
Daisy Cloth	15				
1921 Dark Outings	14 1/2				
Draperies and Cretonnes.					
Hamilton Twill	16				
Dresden Fy. Drapery	18				
Tudor Fy. Drapery	20				
Nu Drape	35				
Westmoreland Creto.	16				
Fancy Silkoline	16 1/2				
Stratford Cretonne	16				
3544 D. B. Scrim	12 1/2				
8177 Curtain Net	35				
8342 Curtain Net	62 1/2				
4039 Marquisette	32 1/2				
Dragon Drapery	25				
36 in. Art Cretonne	25				
36 in. Elco Tapestry	30				
Linings and Cambrics.					
Tico D Satine	30				
No. 40 Bk. Satine	20				
No. 1 White Satine	17 1/2				
No. 50 Percaline	22 1/2				
DD Black Satine	25				
Satin Finished Satine	37 1/2				
Raidant Bloomer Sat.	50				
36 in. Printed Satine	42 1/2				
Windsor Cambric	10				
Parkwood Wash Sat.	60				
Meritas Oil Cloth.					
5-4 White	3 1/2				
5-4 Mossaics	3 1/2				
5-4 Blue Figure	3 1/2				
5-4 White	4 1/2				
All oil cloth sold net cash, no discount.					
Flags.					
16x24 in. Spearheads	1 32 1/2				
18x30 in. Spearheads	1 90				
24x36 in. Spearheads	2 95				
Each					
3x5 ft. Reliance Prt.	1 30				
4x6 ft. Reliance Prt.	1 90				
5x8 ft. Reliance Prt.	2 90				
6x9 ft. Reliance Prt.	4 25				
8x12 ft. Reliance Prt.	4 25				
4x6 ft. Defiance Swd.	2 75				
5x8 ft. Defiance Swd.	3 60				
8x12 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				
42x38 1/2 Utica Cases	4 15				
42x36 Pequot Plain	4 32				
42x36 Pequot Plain	4 56				
42x36 Pequot S. S.	5 32				
45x36 Pequot S. S.	5 56				
Less 5%					

Ladies' Underwear.
Vellastic Fleece union suits, Reg. sizes 14 50
HN-LS or DN-ES 16 00
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, bdl. 1 20
Nelson's Rockford socks, bdl. 1 30
Nelson's Rockford socks, bdl. 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 1/2 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 color combinations 27 00 up

Athletic Underwear for Spring.
B. V. D.'s, Men's union suits 12 62 1/2
Seal Pax, No. 10, union suits 10 50
Men's 72x80 Nainsooks, may be had at 7 25 to 8 50
Men's Soisettes, highly mercerized at 13 50

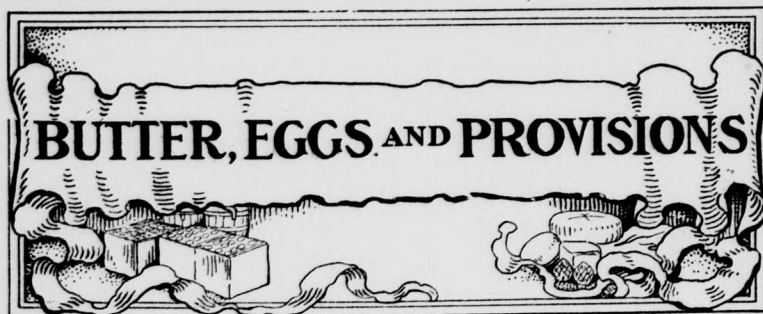
Men's Dress Furnishings.
Slidewell collars, linen or soft 1 60
Neckwear 4 50, 6 00, 7 50 9 00
Flannel night shirts 10 00
Dress pants 33 00 to 42 00
Mufflers 12 00 to 19 50
Laundered stiff cuff shirts, 80 sq. percale 16 50
President and Shirley suspenders 4 50

Men's Work Furnishings.
Mackinaws 7 00 to 15 00
Duck coats 3 00
Sheep coats 7 00 to 12 50
No. 220 overalls or jackets 12 00
No. 240 overalls or jackets 10 00
No. 260 overalls or jackets 8 87 1/2
Stiefel rope stripe, Wabash stripe Club or Spade overall or jacket, 2 seam, triple stitched 15 00
Coverall kahki 24 00
Winter pants 21 00 to 39 00
Black sateen work shirts 8 37 1/2
Nugget blue chambray work shirts 7 50
Golden Rule work shirts 6 50
Piece dyed work shirts 13 50
Best Quality work shirts 9 00 to 13 50
Cherry Valley flannel shirts 39 00
Buffalo flannel shirts 10 50 to 12 00
Domet flannel shirts 22 00
Standard flannel shirts 22 50
Harding flannel shirts 22 50
Work suspenders 2 25
Shirley Police or X Back work Sus. 4 50

Boys' Furnishings.
Knickerbockers 9 50 to 15 00
Mackinaws 4 25 to 8 50
Overalls, Brownies, etc. 6 50 to 9 00
Youths' Wabash stripe overall 10 25
Coverall 16 50
Standard flannel shirts 16 50
18x72 dress shirts 8 50

Caps and Umbrellas.
Black sateen shop cap, doz. 1 00
Dress caps, men's, doz. 7 50 to 19 50
Dress caps, boys', doz. 7 25 to 10 25
Men's & Ladies' Umbrellas 10 50 to 48 00

Ladies' Furnishings.
Middy Blouses, red, green, or navy wool flannel, each 4 00
Serge middy blouses, each 3 50
Voile waists, doz. 9 00 to 15 00
Georgette waists, each 4 00
Creme De Chine waists, each 3 25
Tricotelette waists, each 3 25
Bungalow percale aprons, dz. 7 50 to 8 00
Bungalow Gingham aprons, doz. 13 50
Gingham house dresses, dz. 24 00 to 48 00
Bathrobes, ladies' or men's, each 5 50
Best sateen petticoats, doz. 9 00 to 13 50
Pettibockers, doz. 8 00
Bandeaux, doz. 2 25 to 12 00
Brassiers, doz. 4 00 to 19 50
Silk and cot. Env. Chem, dz. 6 00 to 13 50
Outing gowns 8 50 to 13 50



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.

Came Through In Good Condition This Time.

El Cajon, Calif., Oct. 28—I am making another parcel post shipment of avocados. This time I send three varieties, two new ones, from seedling trees nine years old, bearing a few fruits for the first time. The size, color and quality are all good for the Mexican type. If they have good shipping and keeping qualities there might be some hopes for a profit from them through Eastern lovers of this sub-tropical fruit, which is a good staple in the tropics. But from my experiments in the shipping line, so far, I doubt if the Mexican types can become a factor in the fruit markets of the East, even if the price is as reasonable as oranges. If they are picked before they are mature, as most other fruit is, they are not very good to eat when soft. If picked at maturity, they soften, before they can reach our Eastern markets, six days away by express, and they will not keep in nice condition long enough to make them a safe proposition for the retail fruit dealer. These handicaps seem to me to be so effectual as to block any chance of making a profit on the Mexican types of avocados grown in California or Florida or on fruit grown in the tropics in excess of the local demand.

The Guatemalan types have a thick, tough skin and some of the varieties have proved good shippers and long keepers, but they are large and as a rule lack the flavor of the thin skinned varieties. The trees are tender. They fruit in the spring, when fruit is plentiful, and so far have not proved prolific. The West Indian types grown in Southern Florida are of the same family, but still more tender. The Florida territory in which they can be grown is limited and practically all in bearing now. I cannot see much future for this unshippable fruit. Its demand must be local and a limited supply will care for it. The price will come down even lower than now, because of an over supply. Fruits like the largest I am sending you sold readily on the trees last year for \$3 per dozen; this year, \$2 is the limit, and I am not asking more than \$1.50. Fruits like the three small ones (about 4 oz.) bring a dollar a dozen as fruit and half that as seed. This fruit is undersized this year, but the trees are carrying five times the number they carried last. At even \$1 per dozen a tree will yield over \$25 income, but a few trees will glut a local market. This fruit is the famous Northrup. Five years ago the leader, and much in favor, to-day it is in the discard because it will not ship well. Orchards which have been planted to it are now being worked over to the more tender type of Guatemalans, which have good shipping records. Growers in California and Florida are spending fortunes in the aggregate in an effort to get Guatemalan fruit grafted into the Mexican type of trees, in hopes of getting a hardy tree that will bear a

good shipping and keeping quality of fruit. This is the reason Mexican seeds are worth more than our best oranges. Under present conditions, an acre of the approved types of avocados will cost a planter about \$2,700 when it begins to bear eight years hence. Will it pay? Maybe it will pay the California real estate promoter, but in my opinion no rancher can realize a profit from this fruit ten years hence which will reimburse him for such an initial outlay, and if he buys a bearing orchard at any such prices as he will be likely to have to pay, it won't yield 2 per cent. on his investment. J. Elmer Pratt.

Grocer's Wife Disagrees With Old Timer.

Kalamazoo, Nov. 5—I have just been reading an article on page 14 of the Tradesman of Nov. 2 signed Old Timer. You would not have to read the name to know that an Old Timer had written it. He writes as though it was from the front side of the counter or the customer's viewpoint. He seems to think it is all right to close in the summer, but stay open that half holiday in the winter. If it is a good thing in the summer, it is better in the winter. We asked our customers if our closing Thursday afternoons really inconvenienced them and one lady said, "Not any more, since you are closed the year round, but when you were open in the winter and closed in summer, it was always confusion, but now I am used to it. I feel you are entitled to it." That is the sentiment of 90 per cent. of our customers. So far as the few who would forget the "loaf of bread" and have unexpected company, there are some who would forget something if you were open nights and Sundays; but those people have to come to the store at least three times to get a meal. So far as they go, they never try to remember. Very few people have not enough flour on hand at one time to stir up a batch of biscuits. Then Old Timer speaks as though the half holiday is merely for pleasure. In the summer we collect eggs from our old neighborhood in the country for our trade on Thursday afternoon; and in between times there is always something to attend to. We have been forced to open up our store lately because some of our neighbors were misguided enough to do it. So now I have to keep the store while my husband goes to the bank, to the dentist and the coal yard and the boy who helps us won't be here until after school. Of course, if we could afford to hire all our work done and go and come as we please it would be

COLEMAN (Brand)

Terpeneless

LEMON

and Pure High Grade
VANILLA EXTRACTS

Made only by

FOOTE & JENKS
Jackson, Mich.

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

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

all right, but the majority of small outlying stores cannot do that. We need the time to set up a stove and clean a rug and lots of other odd jobs, but the only time there is to do it is Sundays and when we put in twelve hours every day and fifteen hours Saturday, we don't care to work all day Sunday. You might think from this letter that we have a one-horse business that did not make any difference, but we have as good a business or better than any store of the same size and territory. Our people got to a point where they would plan every day as well as Thursday, instead of running to the store for each separate article. If they cannot plan for Thursday night supper, how can they manage to plan their Sunday meals? The banks close Saturday afternoons and most factories close Saturday noon. If others are entitled to a half holiday, why not the grocer? Then there is no chance to take a trip down town to buy a pair of shoes or a new cap, as the store is open whenever the down-town stores are, and if I have to be over here during the busy hours I need the remainder of the day to take care of my house and family. Well, I guess this is enough to show that I do not agree with Old Timer and there are lots of others that feel the same.

Mrs. Grocer.

Standards of Practice For Government of Merchants.

What does the average progressive retail store stand for? The members of the Advertising Group of the National Retail Dry Goods Association felt that as a first step in the development of better merchandising and better advertising, it was desirable that retailers put down in black and white a code of standards of practice. The Advertising Group, therefore, with the co-operation of F. W. Aldred, of the Gladding Dry Goods Co., Providence, R. I., developed a set of "Standards of Practice." These standards have been adopted by the Advertising Group and have been submitted to and approved by the Executive Committee of the National Retail Dry Goods Association. With this bulletin we are enclosing a copy of these "Standards of Practice." We suggest that you think about them and that you set them up as a code in conformity with which you intend to conduct your store. If you choose to feature these standards in your advertising, that will be a helpful way of getting over to the public the fact that the merchants as a class feel a sincere obligation to do business honestly, economically and efficiently for the benefit of the public, the producers, the employees and the owners. This really is a first step in the campaign for the rehabilitation of the retailer in the public mind.

The retail store recognizes its obligation to establish, maintain and promote through its publicity these standards of practice as governing its distribution of goods:

1. The duty to serve goes hand in hand with the privilege of profit.
2. Efficient service requires the

substitution of the modern scientific point of view and methods of management for traditional "hit or miss" ways.

3. Organized service involves the selection, training, management and compensation of employees in the spirit of co-operative leadership, and the development and inspiration of each and every individual.

4. Economical service necessitates economy in expense and speed in turnover and consequent study, analysis and planning of both demand and supply—existing and potential.

5. Honest service puts quality, style value and satisfaction in goods before price—with truth in advertising goods and service a necessary corollary.

6. Continued service can only be with due and proper consideration for all interests—for owner, fair profits; for employee, continuous, healthful, well-paid employment; for producer, steady, remunerative outlet; for consumer, enduring satisfaction; for community, fullest possible equitable distribution of the products of industry.

Michigan's Dried Bean Crop Short.

While but little threshing of the late crop has been done, reports indicate a fair yield from all sections, and considerably better than the returns from the early planted crop. The crop averages 7 per cent. of normal, or 10.8 bushels per acre. The average last year was 13 bushels per acre. The total crop is placed at 1,000,000 bushels less than last year, there having been a considerable falling off in acreage in part of the state, as well as yield. Owing to a second setting of blooms in many sections, there are mixed green beans with the mature crop, which are causing a very heavy pick.

The shortness of the yield will be increased on account of the heavy pickage, and that will perhaps influence the market more than anything else is the fact that the elevators cannot prepare the beans, or, in other words, handpick them, at anywhere near the usual rate, which means a higher cost of handling the crop. That the elevator output will be seriously reduced on this account is acknowledged—State Crop Report.

A Good Business Creed.

To do the right thing at the right time, in the right way; to do some things better than they were ever done before; to eliminate errors; to know both sides of the question, to be courteous; to be an example; to work for love of the work; to anticipate requirements; to develop resources; to recognize no impediments; to master circumstances; to act from reason rather than from rule; to be satisfied with nothing short of perfection.

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.



We Specialize on

Sunkist Oranges and Lemons

They Are
Uniformly Good

The Vinkemulder Company
GRAND RAPIDS MICHIGAN

"NOT IN THE TRUST"



HEKMAN BISCUIT CO. PLANT, Grand Rapids

Find Out Why—

HEKMAN Grahams and Select Soda Crackers

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

Sell Better

"The Taste Tells"

HEKMAN BISCUIT COMPANY
Grand Rapids, Mich.



**SPECIAL
for 30 Days**

We are closing out our
Sample Line of American
Cash Registers at very
special prices.

We also have some good
used National Registers.

Grand Rapids Store Fixture Co.

7 Ionia Ave. N. W.

GRAND RAPIDS, MICHIGAN



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.

Methods For Pushing the Sale of Fall Goods.

Written for the Tradesman.

The fall presents excellent opportunities for profitable trade in special lines. A succession of articles can be sold at this time of year that are in practically no demand at any other. The first need for a snow-shovel is felt; the ash-sifter is in demand; weather strip is needed to keep out the cold blasts of winter.

Goods of this nature should be kept well to the front of the store; and a word of suggestion to customers would assist materially in making sales.

The fall seems a particularly good time for the disposal of new goods and novelties. People seem more inclined to buy articles which promise to increase the comfort of the home during winter or to add a touch of attractiveness. Odd lines can often be pushed to good advantage.

Thus one hardware dealer picked up at a low price a dozen expensive brass gongs. He showed them in a prominent place in the store, put them in the window for a week, and had only three of them left. "I made more on those gongs," he told me, "than I would in a whole year on some staple lines."

A small town firm secured an agency for letter carriers. By energetic pushing, they disposed of six carriers almost immediately; and continued to do a good business right through the fall.

At the present time considerable attention should be paid to the builders' hardware trade. Although the season is getting on and the first real touch of cold weather has been felt in many places, there is still some work to be done in the building trade. It is considerably short of a normal year, perhaps, but that is all the more reason why the hardware dealer who wants a share of this trade should hustle for it.

A great many hardware dealers resort to outside salesmanship to secure trade in builders' hardware. One of the staff, as a rule, does outside canvassing, calling on builders, architects and owners, and keeping in touch generally with building operations. By this means, the firm are enabled to figure on practically every contract and are, therefore reasonably sure to get a good-sized share.

One firm in particular believe so implicitly in outside salesmanship that they start a man canvassing early in the summer. He keeps it up until the

last house has been finished. In this case, experience has proven that the system more than pays for itself; that the extra margin of business more than pays the salary of the salesman engaged in the work.

A good connection with the contractors leads to a steady and profitable business in other lines. The men employed by the contractor are continually in need of tools or supplies. A file is needed or a new saw. What more natural than that they should send to the same hardware firm? Several firms which specialize on builders' hardware run retail stores purely and simply to provide accommodation for their contractor customers.

Attractive window displays can be arranged with tools and builders' hardware. It is not too late for a good display of lock sets, tools, etc., to pull some trade. In fact, one big city firm runs displays of this sort all the year round and claims it gets good results. Even in the depth of winter a certain amount of business can be secured. "I put a display of lock sets in the window the second week of February," said a trimmer for this firm. "We sold seven sets inside of two days, all of first quality."

The fall is a good season of the year for roofing. One hardware dealer who had worked up a good builders' hardware trade in the course of 10 years decided that there should be a good chance to get some roofing trade from contractor customers. He went to them and found that all had been using a gerat deal of prepared roofing, and had been buying from other sources. He secured orders from most of them.

The trade in prepared roofing is a growing one; and, local conditions being favorable, a good deal of business can be done by a wide-awake and aggressive hardware dealer.

To the average hardware dealer, doing business in a town or city with

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.

W. M. Ackerman Electric Co.

Electrical Contractors

All Kinds of Electrical Work.

Complete Line of Fixtures.

Will show evenings by appointment.

540 Pine Avenue, Grand Rapids, Michigan

Citizens 4294

Bell Main 288

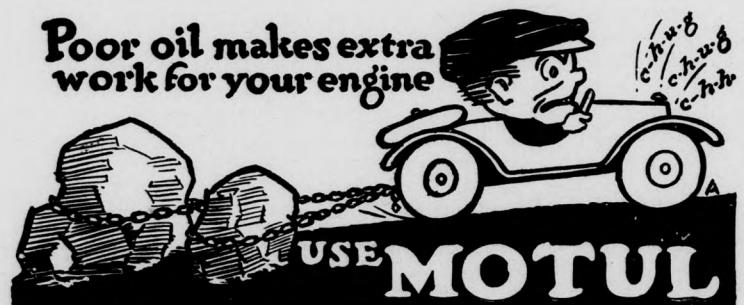
MCCRAY REFRIGERATORS for ALL PURPOSES

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.

Poor oil makes extra
 work for your engine



We have an excellent proposition for the Dealer. Let us tell you about it.

BROWN & SEHLER CO.,
 Distributors for Michigan

Grand Rapids

Michigan

a good surrounding country district, the farming trade represents a very important share of the business. The farmer is a big customer, and the hardware dealer who knows how to go after and retain the farm trade is on a fair way to substantial success.

The fall is one of the seasons of the year when the hardware dealer should give particular attention to the needs of his rural customers. With the crop sold or in the barn, the farmer starts about this time of year to turn his hand to the many things he has been compelled to neglect as a result of the rush of work in seeding and harvesting. He makes repairs about the barn or house, tends to his fences and, perhaps, gives a new coat of paint to his farm implements or vehicles. In addition to this, he draws and cuts wood to last him through the winter.

All these occupations mean that he will require supplies from the hardware store. Hammers, nails, screws, wire, saws, all such goods will be much in demand.

One small town firm with a good country trade last fall put on a window display designed to appeal especially to farmers. A saw-horse with a substantial block of wood was placed in the center of the window, and above this a saw was suspended by a couple of fine wires. A crank was arranged to give the saw a 24 inch stroke, and it was driven back and forth by an electric motor, concealed from view by rolls of building paper at one side of the window. The wires did not show from the outside, with the result that the saw appeared to be worked by invisible power.

The display attracted large crowds during the ten days it was left in the window. The firm did a good business in saws, in addition to lanterns and other accessories that were shown to "fill in" the display.

The success of this window showed, not only that it paid to feature goods in season by a novelty display, but also that any thing in motion had a seemingly irresistible attraction for the public.

The same firm put on another motion display that was also pretty good. A card, 24 x 30 inches in size, was suspended in the center of the window by means of twine running through four screw pulleys. By attaching the twine to the crank, it was possible to raise and lower the card with a regular movement. The card bore the inscription:

"This card goes up and down but these prices are down for Saturday, November 19, only."

By the use of packing cases the back of the window was built up. The cases were then covered with building paper and on the background thus afforded a selection of granite ware, mostly of the cheaper grades, was shown. The price of every article in the window was indicated by a price card, printed in large, neat type in two colors. Popular prices ranging from 10c up prevailed.

Although the display was left in the window four days, the goods were on sale the one day only. During the three days preceding the sale the ascending and descending card attracted the attention of every passer-by; and

their attention was in turn directed to the articles on display. The price cards did the rest.

On the one day of the sale upwards of 500 pieces of granite ware were sold. This is a pretty good showing for a small community.

The hardware dealer should devote considerable thought and time at this season to the problem of improving his farm trade. The spring is the big buying season of the year with the farmer, but there is no reason why the late fall cannot be made almost equally good. In reaching out for this trade, the hardware dealer should not lose sight of the fact that the newspaper is one of his best weapons. The average farmer reads his newspaper carefully, and an advertisement will have a wide and telling effect.

A good line to push is implement paint. There is profit in educating the farmer customer to take care of his implements. One dealer aims to get an early line on all approaching farm sales. If a farmer intends to hold an auction sale, the dealer gets in touch with him over the rural telephone.

"Why not give your implements a touch of paint before you sell them?" he suggests. "It won't cost much, and it will pay for itself many times over in the better prices you'll get."

That brings in a good deal of business from time to time.

In the fall and winter the farmer has time for this work; and once he is educated to the fact that paint for the implements is a real money-saver, a good trade can be developed that will continue from year to year.

Victor Lauriston.

When you find a store where all the clerks seem to be careless and inefficient, you find one where the manager himself is likely to be careless and inefficient.

8%

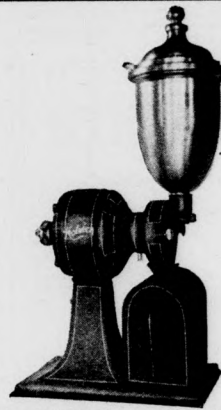
**Cumulative-Participating
Preferred-Investment
OF THE**

**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**



Keeping Abreast the Times

is a part of your duty to the business you conduct. In these days the conserving of every ounce of energy—every atom of time—the plugging of every leak—is the duty of every merchant.

The system of ten years ago is not good enough. You can't overlook with a shrug the judgment of the best men in the merchandising field. Thousands of them have placed their unanimous stamp of approval on Holwick Mills and Choppers.

Granulate or Pulverize your coffee on a ball bearing Holwick double or single mill, with steel cutting burrs and double automatic nail release.

Send for Catalog, prices and easy terms.

Dept. F
B. C. Holwick, Maker, Canton, Ohio.
BOOT & CO., 5 Ionia St.
Grand Rapids
Distributors for Western Michigan.

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

A. B. KNOWLSON CO.
Grand Rapids Michigan

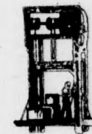
Signs of the Times Are Electric Signs

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., Rives Junction

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.



Will We Ever Secure Immunity From Tipping?

The incomparable Oscar of the Waldorf-Astoria, unruffled by the crowding, exacting and impatient multitudes, who throng that New York hostelry, has dreams of an ideal hotel, and "would love to start it" right in the midst of Gotham, and work out the theories of the proper attentions to be given guests.

At present the American hotel, generally speaking, is animated by but one definite purpose—that of extracting the last possible dime from the patron. Met by a bellhop at the door, he gives largess to have his bag carried to his room. He pays for having his hat hung up on a peg while he eats. He tips his waiter generously when he eats—if he expects attention at the following meal. He tips the barber, the checkroom man, the elevator boy—every cringing Uriah Heap creature who gives him the slightest attention. Meanwhile his wife, if she expects service, tips the floor manager and the maid. Everywhere the rule is "cash for comfort, convenience and a pleasant sojourn," or complete indifference down the entire line of servants, who are presumed to be paid for their services by the hotel.

Oscar's great idea, if we may believe a writer, is a revival of the human interest in patrons which brings success in all other occupations. He would meet his guests and enquire their wishes—welcome their arrival and speed their departure, with those friendly and unselfish attentions which are at the root of human friendship. He would make them guests in the sense that guests are entitled to kindly interest by every hotel employe, instead of annoying intruders to be frigidly ignored unless they shower dollars, quarters and dimes upon all the servants.

It is a worthy ambition Oscar has, one which would make any hotel famous in a single season by its abolition of crafty avarice, sordid meanness and piratical exploitation. A slight approach in the direction of genuine service has been made by some hotels which supply to their room guests a lot of little conveniences—needle and thread, buttons, scissors, twine, safety pins, and other little personal conveniences. A man far from home feels gratitude in his heart when he finds them in his room. This idea originated in an Ohio county seat, in a hotel owned and managed by a colored man, with great success. It made this house noted among men from a dozen states.

Nobody will deny the need of a change of mental attitude on the part

of the employes of the great majority of hotels in all large cities, but few will have faith in even the possibility of a return to the old-time cordiality when guests of a hotel were really guests in the sense of being under the solicitous care of their hosts. In too many places they are merely tolerated and given service by menials only when they cross itching palms with silver.

Your Uncle Dudley Says—

Very few buyers know what they want until they have talked to a good salesman.

Don't argue a man down and then expect to sell him a bill of goods.

You may know more about the buyer's business than he does—but be modest and keep it to yourself.

Some men are born to take orders; some achieve orders; but few have orders thrust upon them.

Beware of the buyer who agrees too readily; he may be too indifferent to disagree.

Why sell a man something he does not want, when by the right presentation he can be made to want it?

Radiate confidence and see it reflected in your listener.

A smile that comes up from the solar plexus is a skeleton key that will unlock doors and hearts.

While you are complaining of hard times the other fellow is getting the orders.

Forget your discouragement and go after business! If you, with your knowledge and personality, were a machine that could be wound up to go the rounds, steadily, day in and day out, you'd soon be independent.

Don't let a man's mahogany desk and Persian rugs rattle you—he who owns them is only a man like yourself.

Smile, man, smile! Good cheer is the best little business-getter man's known since the morning stars laughed together.

The business of selling is principally a matter of head work and leg work.

He Succeeded.

It was a very hot day, and the fat salesman who wanted the twelve-twenty train got through the gate at just twelve-twenty-one. The ensuing handicap was watched with absorbed interest from both the train and the station platform. At its conclusion the breathless and perspiring knight of the road wearily took the back trail, and a vacant-faced "redcap" came out to relieve him of his grip.

"Mister," he enquired, "was you tryin' ter ketch dat Chicago train?" "No, my son," replied the patient man. "No, I was merely chasing it out of the yard."

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 redecorated throughout.

Cafe and Cafeteria in connection where the best of food is obtained at moderate prices.
Rooms with running water \$1.50, with private toilet \$1.75 and \$2.00, with private bath \$2.50 and \$3.00.
J. T. TOWNSEND, Manager.

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."

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

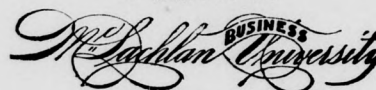
HOTEL RICKMAN

KALAMAZOO

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

Salesmanship and Advertising

Is taught at the



"The Quality School"

A. E. HOWELL, Manager

110-118 Pearl St. Grand Rapids, Mich.

This class of help is in big demand. Join the class starting Nov. 14 and prepare for a steady, well-paying position. Ask for full particulars.

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 Well Known for
in Grand Rapids 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

GRAND RAPIDS

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

CAFETERIA IN CONNECTION



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.



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

WILMARTH SHOW CASE COMPANY

1542 Jefferson Avenue

Grand Rapids, Michigan

Made In Grand Rapids

Gabby Gleanings From Grand Rapids.

Grand Rapids, Nov. 8—The recent death of Mrs. Cornelius Crawford was due, indirectly, to a sprained ankle the deceased sustained in her own home about seven years ago. From the date of the injury up to the time of death Mrs. Crawford did not experience a well day. Three years ago a stroke of apoplexy foreshadowed the fatal termination. All these years Mr. Crawford has conducted himself with heroic patience and steadfastness. He has done everything that a fond husband could do to soothe the bed of anguish and contribute to the comfort of his wife. There has never been a waking moment when his thoughts did not center on the home on Paris avenue and its suffering occupant. Despite this condition, which would have dismayed a less resolute soul, he has kept up an appearance of cheerfulness and pursued his daily tasks with the restless energy and indomitable purpose which have been the distinguishing characteristics of his career. No man has ever been more faithful to himself, his family and his home than Cornelius Crawford.

F. E. Holland, for the last six years connected with the W. R. Pickering Lumber Co., of Kansas City, Mo., as manager of its branch offices at Houston, Tex., and Detroit, has resigned that position to go with the Nichols & Cox Lumber Co., manufacturer and wholesaler of Michigan and Southern hardwoods, of this city, as manager of its hardwood flooring sales. He has been succeeded in Detroit by N. W. Marshall, who will continue the office of the W. R. Pickering Lumber Co. at 704 Ford building. Mr. Holland is Secretary and Treasurer of the Michigan Association of Traveling Lumber & Sash & Door Salesmen and Vicegerent for Hoo-Hoo in the Detroit district. He has announced the removal of the office of the Michigan Association from Detroit to 1465 Genesee street, S. E., Grand Rapids, and that Fred A. McCaul, of Royal Oak, will look after Hoo-Hoo affairs as Vicegerent for Michigan. Mr. Holland is well and favorably known among lumbermen in Michigan and his experience in the selling of Southern pine and hardwoods for all uses will enable him more efficiently to serve the needs of the customers of Nichols & Cox Lumber Co. for hardwood flooring.

Rindge-Kalmbach-Logie Co., shoe manufacturers, placed in the hands of the Michigan Trust Co. as receiver for purposes of liquidation on directors' petition to the Kent Circuit Court, is one of the industrial and commercial landmarks of Western Michigan. The business was founded about a half century ago by Lester J. Rindge and associates and in early days the specialty was boots for the lumber trade. In 1902 the partners were Lester J. Rindge, J. George Kalmbach, William Logie and Frederick Krekel, and the six-story factory building at the intersection of Ionia avenue, Fulton and Louis streets, was built. In 1913 the business was incorporated as the Rindge-Kalmbach-Logie Co. One by one the old partners passed away. The business was continued for a time by heirs and about four years ago was taken over by other interests. In recent years, with changed trade conditions and keen competition, the business, it is said, was not as successful as in the early days. Liabilities of the company as shown by the petition for receivership are listed at \$198,193.15 and the assets at \$214,299.38. The principal creditors are: Grand Rapids National City Bank, \$108,500; Old National Bank, \$29,500; U. S. Rubber Co., \$15,000; William Logie estate, \$16,579; Maude, Kittie and A. B. Kalmbach, each \$2,964; Anna Carstens and H. G. Krekel, each \$1,000, and accounts and bills payable \$23,710. The assets are: Manufactured goods, \$60,203; raw materials, \$69,301; accounts receivable, \$59,891, and machinery and equipment

\$22,737. The six-story brick factory building is occupied under lease expiring next July and is owned by the heirs of the old partnership. As soon as he is relieved of his old connections, Howard F. Johnson, Vice-President and general manager of the company, will organize a new company to manufacture a shoe which he has perfected with a chrome sole, for which great wearing qualities are claimed. The shoe was produced by the old house with most satisfactory results, so far as wearing quality is concerned.

What has become of the old-fashioned gent who scratched his matches on his trousers?

The turkey is beginning to hear faint tootings of the Angel Gabriel's horn in the distance.

There are exceptions to all rules—except to the rule that there are exceptions to all rules.

A wife isn't always her husband's better half. Frequently she's the whole thing.

The politician who gets the spoils gets spoiled.

Boys swim whenever opportunities offer; they bathe whenever forced to do so.

It's one thing to be clear-headed; it's another thing to be cleanminded.

It's better to be on one's way—than to be in other people's way.

The whale that swallowed Jonah learned that a good man can't be kept down.

Never say dye; gray hair is natural.

Standard Package Law Before Congress.

Washington, Nov. 8—Legislation standardizing certain sizes of hampers and baskets used in the marketing of fruits and vegetables was considered by the House of Representatives last Thursday, but, due to insufficient time for consideration, it failed of passage. It will probably be up again late this week and there is little doubt of its enactment.

The measure provides that the standard hampers for fruits and vegetables shall be the one-peck hamper, one-half bushel hamper, one-bushel hamper, and one and one-half bushel hamper.

The standard one-peck hamper will contain 537.6 cubic inches; the standard one-half bushel hamper 1075.21 cubic inches; five-eighths bushel hamper 1,344 cubic inches; standard one-bushel hamper, 2,150.42 cubic inches, and the one and one-half bushel size, 3,225.63 cubic inches.

The standard round stave baskets will be the one-half bushel, the five-eighths bushel, one bushel, one and one-half bushel and two bushels sizes.

Standard splint baskets will be the four-quart, eight-quart, twelve-quart, sixteen-quart, and twenty-four quart sizes, dry measure.

The measure also provides that each of these standard containers shall be marked by the manufacturer with its true capacity in legible letters.

In urging the adoption of the measure, Congressman Vestal, of Indiana, chairman of the Committee on Coinage, Weights and Measures, said: "This law will at once benefit the grower, the consumer and the manufacturer. The grower will get paid for all the produce he raises for sale, the buyer will get honest measure, and the manufacturer will be able to greatly reduce the number of styles of containers he is forced to manufacture and, because of the standardization, can sell his product in one section of the country as well as another. This is not the case now, as different sections are using different sizes in most cases. The principle is not new. Already barrels, grape and berry baskets have been standardized, with the best possible results. The lack of such a law gives rise to the abuse of making odd sized baskets, etc., which are often used by unscrupulous dealers to deceive the pub-

lic into thinking that the basket contains more than it actually does."

If enacted, the measure will not go into effect until Nov. 1, 1923, which will give manufacturers and dealers ample time to dispose of their present stocks.

Look Out For Imposters.

The butter and egg trade of New York and other markets is warned to look out for a smooth gentleman, giving the name of Williams, and claiming to be a representative of the well known egg house of Wescott & Winks, of New York. It is stated that he has taken in several firms in Michigan for loans for various amounts and the firm also understands that he has given some bad checks. Wescott & Winks want the trade to know that this man does not represent them and is an imposter. Any information concerning him will be welcomed by Wescott & Winks.

Rooster Worth as Much as Sheep.

Nashua, Ia., Nov. 8—H. Barber, a farmer of this vicinity, recently brought fifteen roosters to the poultry house of J. W. Pierce & Sons. The fifteen birds netted him \$15, an average of a dollar apiece. On his way home Mr. Barber stopped at a neighbor's farm and bought six head of sheep to take home with him. He paid a dollar apiece for a sheep. It is the first time in the history of this locality that a scrub rooster has been worth as much as a sheep and is an example of the queer marketing situation the farmer is up against right now. A pound of butter and a dozen eggs are each worth considerably more than a bushel of corn.

Neither fortune nor fame comes from lying long abed.

Wipe Out Gangs of Commercial Crooks.

No amount of effort will be spared by members of the National Association of Credit Men in suppressing what is currently termed "the greatest wave of commercial dishonesty ever known in the country." This fact was brought out by the board of directors of the association at the closing session of the annual convention, when \$100,000 was appropriated, in addition to the regular budget, for the investigation and prosecution of organized gangs of crooks.

C. D. West, manager of the National Investigation and Prosecution Department, declared that commercial crooks have reached the stage where they now have a highly protected organization. Of the \$92,000,000 written off annually as bad debts by manufacturers, wholesalers and retailers, approximately \$37,000,000, or more than 40 per cent., is due to craftsmanship of crooks.

It was disclosed that the association had just been instrumental in the apprehension and arrest of ten men in New York engaged in an alleged fraudulent mail order business in which they had stolen goods amounting to \$50,000.

The recent increase in commercial crime is attributed by members of the board to the period of depression through which the country is now passing and the eagerness of manufacturers to distribute their products.

The man who takes an umbrella to church and leaves it out in the vestibule has true Christian faith.



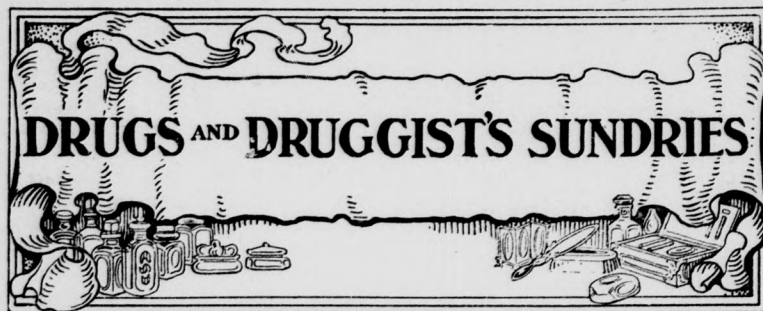
THE reason the foremost stores in nearly every city sell "Hold-Tight" hair nets is because thorough investigation by them has demonstrated they are the best hair nets on the market—and their judgment has been vindicated by a tremendously increased hair net business.

Besides the advantage to the dealer of selling superior quality hair nets, we assist with selling co-operation and create an increased demand through newspaper advertising.

Every Hold-Tight hair net guaranteed to be perfect.

A. Krolik & Company
Wholesale Distributors

DETROIT MICHIGAN



DRUGS AND DRUGGIST'S SUNDRIES

Michigan Board of Pharmacy.
President—James E. Way, Jackson.
Sec'y and Treas.—Charles S. Koon, Muskegon.
Director of Drugs and Drug Stores—H. H. Hoffman, Sandusky; Oscar W. Gorenflo, Detroit; Jacob C. Dykema, Grand Rapids.
November Examination Session—Grand Rapids, Nov. 15, 16 and 17.
January Examination Session—Detroit, Jan. 17, 18 and 19.

The Power of Certain Side Lines.

We have certain affections in this life of ours. Love of family comes first, of course. Then we have love of books, love of music, love of art, and so on. With some individuals books fill a large place in the affections and play a prominent part in life. A great many men, women, and children are bookish to a high degree. These people are fond of books and to them books are like friends. We all are familiar with the picture of the old book lover who browses among volumes on sale, dipping into a chapter here and a chapter there, forgetting his dinner and the world at large. Take books away from such a man and he would be lost. With him the love of books is almost an obsession. Naturally to him a place where books are sold is more than a shop. He is irresistibly drawn to it day after day. We must admit that quinine pills could never play such a part in his life.

There are other people who do not care much for books. They seldom buy one from year to year and know little of the affection that a genuine book lover feels for his precious volumes. Men are not all alike, nor is this to be expected. We can respect the feelings of a book lover without necessarily sharing them. There are plenty of people who are fonder of sports, games, athletics. This is not a bad fad by any means. It helps us to pass time in a healthful manner and adds not a little to our bodily well-being. So a druggist who sells golf supplies or tennis accessories may be said to be selling health, and certainly selling health fits in well with his general line of business. The love of music is almost universal. It goes in to nearly every home. Nearly every family has a piano or a graphophone and buys records or sheet music. Many families have both piano and graphophone.

There are families more than usually musical. These families buy various instruments, such as the banjo, the guitar, the violin, the saxophone. They are also constant purchasers of strings, music and supplies. It is not at all uncommon to find a family with members sufficiently gifted to play on all sorts of instruments, in fact, forming a small orchestra or band. Now and then a comparatively strange instrument appears in the musical world and a current craze ensues. Wit-

ness the recent popularity of the ukulele. The love of music is very strong in some cases, almost an obsession. Soap is very useful and makes a good drug store seller, but we cannot expect people to manifest for it the affection they feel for music. This is a good point to remember in stocking side lines. People who love music like to visit a store where musical instruments are sold. They are continuously buying musical supplies, and the place where they are sold is more to them than a shop. Such a store affords them a delightful gathering place, a spot where they are apt to meet others of similar tastes, a store where the proprietor and the clerks soon become regarded as personal friends.

Books and music play a great part in human life. A good third is art. Most of us love pictures, sculpture, objects of art.

Some philosopher has said that the inclination to make pictures is common to all mankind. The savage grinds up clay pigments and daubs crude works of art on a deer skin. He paints primitive pottery. He does considerable carving on rocks and on the walls of caves. Nearly every family has some member with more or less artistic tendencies. These find an outlet in the fruit and flower pieces we see on the walls of so many homes, and not infrequently these works show considerable merit. Many of them are done without instruction. Now and then the amateur does take instruction, improves in his work, and becomes an artist of some consequence. Occasionally he goes on and becomes a real professional.

Whether he takes instruction or not, he requires canvas, brushes, paints, and the various accessories used in working in oils, or he wants cardboard, drawing paper, crayons, pencils water colors, all the numerous supplies required for doing water color work. In every large city we find two or three stores devoted entirely to the handling of paints, oils, and artist's supplies. This does not include those establishments which supply house painters, for they are more numerous. It takes a very large population to support a store carrying only the supplies which artists use. Even a city of the first rank will have only a few of these establishments. A small town could hardly support one. In every town, however, there are plenty of people who draw, paint, and dabble in art. Each new generation supplies its quota.

When the talented daughter of a family shows ability as an artist, the proud parents are quick to furnish her with brushes, paints, art studies, mounted canvases, everything needed, in fact.

Soon landscapes begin to appear on the parlor walls and fruit pieces in the dining room. A great many supplies are bought in the course of years. Who gets this business in your section? Some store in every town can make the business a profitable side line. Many stores in the larger cities can do the same. The line will pay a profit in itself and will also attract these amateur artists to the store.

Again we find that the store supplying these goods is more than a shop. Your true artist loves his work and all that pertains to it. He has an affection for the place where art supplies are sold. He likes to go there to inspect stock, to talk art, and if he finds a sympathetic listener, his friendship is easily gained. We can hardly expect such a man to display the same yearning for toothbrushes, although toothbrushes are invaluable and occupy an honorable place in drug store stock.

As a matter of fact, art supplies are not carried in many places, and students desiring to purchase the same must frequently go for long distances before finding what they want. There is no substitute for a brush or a tube of colors. Certain things the artist must have. He knows exactly what he wants, and in his own world these things are definitely standardized, so to speak, and have definite classifications. That is, the art dealer understands what he wants and also understands the technical terms he uses. These are not difficult to pick up. For many druggists there are opportunities in handling art supplies.

Children have their little fads, too. Nearly every boy has the postage stamp craze at one time or another. As a boy you probably had it. And, if you remember, the place where postage stamps were sold stood high in your affections. You thought of it frequently. Perhaps you remember it yet. Children will not troop to a store to view an assortment of porous plasters, although the porous plaster is useful and in constant demand. These steady, reliable sellers take care of themselves. A little display of postage stamps in the corner of a showcase will attract many a youngster. So the line has pulling power and reaches a following all its own. Sometimes a young clerk becomes an authority and, if so, he is an oracle to those who come to buy.

Take toys. All children are interested in them. Toys would be useful

for exhibition purposes if none were ever sold. The kid sent after a pound of borax hustles to a drug store where he can flatten his nose against a case filled with toys while the borax is being wrapped up. To him that store is a wonderful establishment. You can readily see why such an establishment captivates his imagination and draws him as a magnet attracts iron. Certain toys and games come to the front at certain seasons. We have tops, marbles, kites, baseballs, and so on. The kids consume these toys, as it were, in large quantities. Year after year we have "top time," "marble time," kite time," with "baseball time," of course, looming up as the most popular of all.

Young men are strong for fishing, tennis, golf, baseball, various other sports and amusements. Young women go in for many of these games. Bridge has its devotees, and the dealer can sell cards, punches, score pads, tally cards, favors, and the like. Now and then a big craze will come along. The ouija board has been a great favorite for several years. We can remember many reigning sensations of the past. The druggist is as much entitled to get this business as anybody. He need not stock up too extensively. A few well-chosen leaders may attract considerable custom. Cameras and photographic supplies sell well. Some of these lines you are already carrying; others may fit in well with conditions in your neighborhood. The power of certain lines is quite in evidence. They pay a direct profit and yield an indirect profit by bringing people to the store. Happily chosen, they make an establishment attractive and advertise it among the people of a neighborhood and even throughout an entire town.

New Note in Association Rights.

The Federal Trade Commission has recently said that it does not claim that when a grocer protests to a manufacturer against what he claims is unfair competition in that manufacturer's treatment of a competing grocer it is illegal. It does hold, however, that when several grocers combine in such a protest it is conspiracy.

That is the common doctrine of the courts, and grocers' organizations have long complained that it deprived them of a perfectly plain right to unite in common defense against unfair discrimination. However, in a recent decree in California, twenty-eight whole-

NOW IS THE TIME FOR

Putnam's Menthol - Horehound
COUGH DROPS

A High Class Drop in an Attractive Package and Packed in a Catchy Display Carton

Order Direct of us or Through Your Jobber

PUTNAM FACTORY, Manufacturers
GRAND RAPIDS, MICH.

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

Roquefort Cheese
Whole Cloves
Ground Cloves
Whole Nutmegs
Ground Nutmegs
Hides—Horse

DECLINED

Whole Pepper
Ground Mustard
Flour
Wheat
Corn
Hay

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. med. 5 00
Parsons, 2 doz., lge. 6 70

AXLE GREASE



45 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. 2 70
Royal, 6 oz., doz. 5 20
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. 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 Cerl 2 70
Quaker Puffed Wheat 4 30
Quaker Brst Biscuit 1 90
Quaker Corn Flakes 2 80
Ralston Purina 4 00
Ralston Branzen 2 70
Ralston Food, large 3 60
Ralston Food, small 2 90
Saxon Wheat Food 4 80
Shred. Wheat Biscuit 4 90

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. Fancy Parlor 26 lb 9 00
Toy 2 00
Whisk, No. 3 2 25
Whisk, No. 1 3 00

BRUSHES

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
Wicking 40

CANNED FRUIT.

Apples, 3 lb. Standard 1 75
Apples, No. 10 6 00
Apple Sauce, No. 2 2 65
Apple Sauce, No. 10 9 00
Apricots, No. 1 1 90
Apricots, No. 2 2 25
Apricots, No. 10 9 00
Apricots, No. 2 2 25
Blueberries, No. 2 3 00
Blueberries, No. 10 13 00
Cherries, No. 2 3 00
Cherries, No. 10 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
Peaches, No. 10, Mich 10 50
Pineapple, 1, slic. 1 60
Pineapple, 2, Brk slic. 2 25
Pineapple, 2 1/2, sliced 3 25
Pineapple, No. 2, crus. 2 25
Pineapple, 10, crus. 7 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 1 35
Clam Ch., No. 3 3 00
Clams, Steamed, No. 1 1 75
Clams, Minced, No. 1 2 35
Finnan Haddie, 10 oz. 3 30
Clam Bouillon, 7 oz. 2 50
Chicken Haddie, No. 1 2 75
Fish Flakes, small 1 85
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 10
Shrimp, No. 1, dry 4 60
Shrimp, No. 1 1/2, dry 4 75
Sardines, 1/4 Oil, kless 7 00
Sardines, 1/4 Oil, Smoked 7 00
Sardines, 1/4 Mus. 3 75
Salmon, Warrens, 1/2 2 75
Salmon, Warrens, 1 lb. 4 00
Salmon, Red Alaska 2 85
Salmon, Med. Alaska 2 50
Salmon, Pink Alaska 1 45
Sardines, Im., 1/2, ea. 10 28
Sardines Im., 1/2, ea. 25
Sardines, Cal. 1 75
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 1/2, Eagle Sli. 1 35
Beef, No. 1 1/2, Qua. sli. 2 00
Beef, No. 1, B'nut, sli. 5 70
Beef, No. 1 1/2, B'nut, sli. 3 15
Beefsteak & Onions, 1s 3 45
Chili Con Ca., 1s 1 35
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 50
Potted Meat, 1/2 Libby 90
Potted Meat, 1/2 Rose 85
Potted Ham, Gen. 1/2 2 15
Vienna Saus., No. 1 1 35
Veal Loaf, Medium 2 30

Derby Brands in Glass.

Ox Tongue, 2 lb. 19 60
Sliced Ox Tongue, 1/2 1 50
Calf Tongue, No. 1 6 45
Lamb Tongue, Wh. 1s 6 00
Lamb Tongue, sm. sli. 1 60
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
Fremont, No. 2 1 15
Snider, No. 1 1 10
Snider, No. 2 1 55
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
Wax Beans, 2s 1 35
Wax Beans, No. 10 6 00
Green Beans, 2s 1 60
Green Beans, No. 10 6 00
Lima Beans, No. 2 Gr. 2 00
Lima Beans, 2s, Soaked 95
Red Kid., No. 2 1 30
Beets, No. 2, wh. 1 60
Beets, No. 2, cut 1 25
Beets, No. 3, cut 1 40
Corn, No. 2, St. 1 10
Corn, No. 2, Ex-Stan. 1 55
Corn, No. 2, Fan 1 60
Corn, No. 2, Fy. glass 3 25
Corn, No. 10 7 25
Hominy, No. 3 1 25
Okra, No. 2, whole 1 60
Okra, No. 2, cut 1 90
Dehydrated Veg. Soup 90
Mushrooms, Hotels 33
Mushrooms, Choice 40
Mushrooms, Sur Extra 62
Peas, No. 2, E.J. 1 25
Peas, No. 2, Sift. 1 60
Peas, No. 2, Ex. Sift. 1 90
Pumpkin, No. 3 3 45
Pumpkin, No. 10 27
Pimentos, 1/4, each 15
Pimentos, 1/2, each 27
Sw't Potatoes, No. 2 1 25
Saurkraut, No. 3 1 60
Succotash, No. 21 60
Succotash, No. 2, glass 3 45
Spinach, No. 2 1 45
Spinach, No. 3 2 10
Spinach, No. 10 6 75
Tomatoes, No. 2 1 35
Tomatoes, No. 3 1 70
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. 2 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 1 00
Kraft Small tins 1 40
Kraft American 2 75
Chili, small tins 1 40
Pimento, small tins 1 40
Roquefort, small tins 2 25
Camembert, small tins 2 25
Brick 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
Beaman's Pepsin 65
Beechnut 75
Doublemint 65
Juicy Fruit 65
Spearmint, Wrigleys 65
Wrigley's P-K 65
Sapota Gum 1 25

CHOCOLATE.

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

COCOA

Baker's 1/4s 46
Baker's 1/2s 42
Bunte, 1/2c size 55
Bunte, 1/2 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, 1/2s 38
Huyler 36
Lowney, 1/4s 43
Lowney, 1/2s 47
Lowney, 1/4s 44
Lowney, 5 lb. cans 31
Van Houten, 1/4s 12
Van Houten, 1/2s 18
Van Houten, 1/4s 36
Van Houten, 1s 65

COCOANUT

1/4s, 5 lb. case Dunham 50
1/4s, 5 lb. case 48
1/4s & 1/2s, 15 lb. case 49
6 and 12c pkg. in pails 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
Maracabo 24
Mexican 24
Guatemala 26
Java and Mocha 39
Bogota 26
Peaberry 24

Package

Liberty 16
Reno 20
Nedrow 27
Quaker 29
Royal Club 28
Morton House 36
White House 35

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

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

CONDENSED MILK

Eagle, 4 doz. 9 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 60
Carnation, Baby, 8 doz. 5 80
Every Day, Tall 5 00
Every Day, Baby 4 00
Goshen, Tall 5 00
Goshen, Gallon 4 50



Oatman's, tall 5 60
Oatman's, baby 5 30
Pet, Tall 5 25
Pet, Baby 3 85
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 95 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 57 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
Ojibwa, 8 oz., doz. 9 45
Ojibwa, 90c, doz. 9 00
Sweet Mist, 10c, doz. 96
Uncle Daniel, 10c, doz. 96
Uncle Daniel, 16 oz. 10 20

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

Union Made Brands

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

Manila 10c

La Yebana, 25s 70 00

Our Nickel Brands

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

Cheroots

Old Virginia, 100s 23 50

Stogies

Home Run, 50, Tin 18 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
Chesterfield, 10 & 20, 8 00
Piedmont, 10 & 20, Pl. 8 00
Spur, 20, Plain 8 00
Sweet Tips, 20, Plain 8 00
Idle Hour, 20, Plain 8 00
Omar, 20, Plain 8 00
Felix Havana, 20, Pl. 9 75
Rich'm'd S Cut, 20, pl. 10 00
Rich'm'd 1 Cut, 20, pl. 10 00
Fatima, 20, Plain 10 00
Helmur, 20, Plain 10 50
English Ovals, 20, Pl. 10 50
Turkish Trop., 10 ck 11 50
London Life, 10, cork 11 50
Helmur, 10, Plain 11 50
Herbert Tarryton, 20 12 25
Egyptian Str., 10 ck. 12 00
Murad, 20, Plain 15 50
Murad, 10, Plain 16 00
Murad, 10, cork or pl. 16 00
Murad, 20, cork or pl. 16 00
Luxury, 10, cork 16 00
Melachino, No. 9, 10 16 00
cork or plain 16 00
Melachino, No. 9, 20 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 16 00
cork 16 00
Pall Mall Rd., 20, pl. 17 00
Benson & Hedges, 10 20 00
Rameses, 10, Plain 17 50
Milo Violet 10, Gold 20 00
Deities, 10 21 00
Condex, 10 22 00
Phillips Morris, 10 20 00
Brening Own, 10, Pl. 28 00
Ambassador, 10 28 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., doz. 12 00
Red Bell, 10c, doz. 96
Red Bell, 16c, doz. 96
Red Bell, 75c Pails dz. 7 40
Dan Patch, 15 oz., doz. 96
Sterling, 10c, doz. 96
Sweet Burley, 10c, doz. 96
Sweet Burley, 45c foil 4 25
Swt. Burley, 95c Dru. 9 45
Sweet Cuba, 10c, doz. 96
Sweet Cuba, 45c, doz. 4 25
Sweet Cuba, 95c Pail 9 45
Sweet Orange, 10c, doz. 96

Scotten Dillon & Co. Brand

Dan Patch, 10c, doz. 96
Dan Patch, 16 oz., doz. 7 70
Ojibwa, 10c, doz. 96
Ojibwa, 8 oz., doz. 9 45
Ojibwa, 95c, doz. 9 45
Ojibwa, 90c, doz. 9 00
Sweet Mist, 10c, doz. 96
Uncle Daniel, 10c, doz. 96
Uncle Daniel, 16 oz. 10 20

Liggett & Myers Brands.

Briar Pipe, doz. 96
Cuban Star, L. C., 10c 96
Cuban Star, Pails, dz. 6 90
Corn Cake, Gran. 5c 48
Corn Cake, Gran., 10c 96
Corn Cake, Gran., 25c 2 40
Corn Cake, Gran., 50c 4 80
Duke's Mixture, 10c. 96
Glad Hand, L. C., 10c 96
Growler, L. C., 10c. 96
Growler, L. C., 25c. 2 50
Growler, L. C., 50c. 5 00
La Turka, Plug C. 15c 1 44
Noon Hour, L. C., 10c 96
O. U., Gr. Cut P., 10c 96
O. U., C. P., 90c Jars 9 00
Pilot, Long Cut, 25c 2 50
Pilot, Long Cut, 50c. 96
Pilot, Long Cut, 75c. 96
Summertime, 10c, dz. 96
Summertime, 30c, dz. 2 90

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

Summertime, 65c Pails 6 50
Sweet Tip Top, 10c, dz 96
Velvet, Cut Plug, 10c 96
Velvet, Cut Plug, 8 oz. 7 25
Velvet, Cut Plug, 16 oz. 14 50
Velvet, C. Pl., 16 oz. 16 00
Yum Yum, 10c, doz. 96
Yum Yum, 70c pails 8 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, dz. 96
Union Leader, 15c, dz. 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., dz. 3 35
Real Cut Plug, 10c, dz. 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
Klecko, 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, dz. 96
Prince Albert, 17c, dz. 1 63
Prince Albert, 8 oz. tins, without pipes 7 20
Prince Albert, 8 oz. and Pines, 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 6 60
Perique, 25c, per doz. 2 25
Serene Mixture, 16c dz 1 60
Serene Mixture, 8 oz. 7 60
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. 85

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

Fancy Chocolates.
5 lb. Boxes
Bittersweets, Ass'ted 1 90
Choc Marshmallow Dp 1 80
Milk Chocolate A D. 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
Gooey 12
Orange Jellies 20
Butterscotch Jellies 21
Favorite 22

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

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

Pop Corn Goods.
Cracker Jack, Prize 7 00
Checkers Prize 7 00
Balloon 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 1/4
Ten cases 17 1/4
25 cases 17

COUPON BOOKS
50 Economic grade 2 00
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 60

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

Citron
10 lb. box 38

Currents
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. 27
Fancy Seedless, bulk 19
Thompson Seedless, bulk 22

FARINACEOUS GOODS
Beans
Med. Hand Picked 05 1/2
Cal. Limas 09
Brown, Holland 08
Farina
25 1 lb. packages 3 20
Bulk, per 100 lbs. 18

Hominy
Pearl, 100 lb. sack 5 25
Macaroni
Domestic, 10 lb. box 1 00
Domestic, brkn bbls. 08
Golden Age, 2 doz. 1 80
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
Tapioca
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
7 Dram 1 35
1 1/2 Ounce 1 90
2 Ounce 2 75
2 1/2 Ounce 3 00
4 Ounce 5 00
8 Ounce 8 50
7 Dram, Assorted 1 35
1 1/2 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 in cartons 13 20
Pints 26 40
Quarts 51 00
Gallons, each 16 00

FLOUR AND FEED
Valley City Milling Co.
Lily White, 1/2 Paper sack 8 50
Harvest Queen 2 1/2 8 40
Light Leaf Spring
Wheat, 24 1/2s 9 00
Snow Flake, 24 1/2s 7 70
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, 1/2s 7 80

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

Wheat
No. 1 Red 1 05
No. 1 White 1 02

Oats
Carlots 40
Less than Carlots 46

Corn
Carlots 55
Less than Carlots 60

Hay
Carlots 19 00
Less than Carlots 22 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 Acid'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 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 50
Horse, No. 2 1 50

Pelts
Old Wool 25 00 50
Lamb 10 00 25
Shearlings 10 00 25

Tallow
Prime 04
No. 1 03 1/2
No. 2 03

Wool
Unwashed, medium 15 00 16
Unwashed, rejects 10 00
Fine 16 00
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

IFELLY GLASSES
8 oz., per doz. 44

MATCHES.
Blue Ribbon, 144 box. 7 55
Searchlight, 144 box. 8 00
Safe Home, 100 boxes 5 80
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. 23

MOLASSES.
New Orleans
Fancy Open Kettle 60
Choice 48
Good 36
Fair 30
Stock 23

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. 4 00
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 35
Dove, 36, 2 lb. Wh. L. 6 60
Dove, 24, 2 1/2 lb. Wh. L. 6 30
Dove, 12, 5 lb. Blue L. 4 70
Dove, 6, 10 lb. Blue L. 4 45
Palmetto, 24, 2 1/2 lb. 4 50

NUTS.
Whole
Almonds, Drakes 21
Brazilis, large washed 16
Fancy Mixed 20
Filberts, Barcelona 16
Peanuts, Virginia raw 10
Peanuts, Vir. roasted 13
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 85

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 1/2

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, 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, 12 pt. cans 3 20
Semdac, 12 qt. cans 4 60

PICKLES
Medium Sour
Barrel, 1,200 count
Half bbls., 1300 count 17 50
5 gallon kegs 3 00 5 50

Sweet Small
Barrels 22 50 32 00
Half barrels 17 50
5 gallon kegs 19 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 76

FRESH MEATS.
Beef.
Top Steers and Heifers 13
Good Steers and Heifers 12
Med. Steers & Heifers 10
Com. 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

Pork.
Heavy hogs 09
Medium hogs 11
Light hogs 11
Sows and stags 8
Loins 22
Butts 18 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 advance 1/4
Pure in tierces 12 1/2 12 1/2
Compound Lard 11 1/2 11 1/2
69 lb. tubs advance 1/4
50 lb. tubs advance 1/4
20 lb. pails advance 1/4
10 lb. pails advance 1/4
5 lb. pails advance 1/4
3 lb. pails advance 1/4

Sausages
Bologna 12
Liver 12
Frankfort 16
Pork 18 1/2 19
Veal 11
Tongue 11
Headcheese 14

Smoked Meats
Hams, 14-16 lb. 23 00 27
Hams, 16-18 lb. 23 00 27
Ham, dried beef sets 38 00 39
California Hams 12 1/2 14
Picnic Boiled Hams 30 00 32
Boiled Hams 34 00 36
Minced Hams 14 00 15
Bacon 20 00 22

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. 3 75
3/4 bbls. 7 00
1 bbl. 14 15

Tripe
Kits, 15 lbs. 90
1/4 bbls., 40 lbs. 1 60
1/2 bbls., 80 lbs. 2 00

Casings
Hogs, per lb. 055
Beef, round set 22 00 24
Beef, middles, set. 50 60
Sheep, a skeln 1 75 2 00

Uncolored Oleomargarine
Solid Dairy 24 00 26
Country Rolls 24 00 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 5

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.	4 50
Butter Salt, 280 lb bbl.	4 25
Baker Salt, 280 lb. bbl	4 30
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.	
Blackline, 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
Stovoil, 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
Grdma White Nap. 100s	580
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. Pwd., 100s 3	90
Star Nap. Pwd., 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.	
Rub No More, 100, 14 oz.	
Rub No More, 18 Lg.	
Spotless Cleanser, 48, 20 oz.	
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 60
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
Cassia, African	@22
Ginger, African	@34
Mustard	@75
Mace, Penang	@31
Nutmegs	@20
Pepper, Black	@32
Pepper, White	@32
Pepper, Cayenne	@32
Paprika, Spanish	@42

Seasoning	
Chilli Powder, 15c	1 35
Celery Salt, 3 oz.	95
Sage, 2 oz.	1 30
Onion Salt	1 35
Garlic	3 25
Ponett, 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	
Corn	
Kingsford, 40 lbs.	11 1/4
Powdered, bags	02 1/4
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 1/4
Silver Gloss, 12 6 lbs.	11 1/4
Elastic, 64 pkgs.	5 35
Tiger, 48-1	7
Tiger, 50 lbs.	05 1/4

SYRUPS	
Corn	
Barrels	70
Half Barrels	76
Blue Karo, No. 1 1/2, 2 doz.	
Blue Karo, No. 5, 1 dz 2	70
Blue Karo, No. 10, 1/2 doz.	
Red Karo, No. 1 1/2, 2 doz.	
Red Karo, No. 5, 1 dz 3	10
Red Karo, No. 10, 1/2 doz.	
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.	
Sugar Bird, 8 oz., 4 doz.	
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 40
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
12 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
Fibre	6 00
12 qt. Flaring Gal. Ir.	6 75
10 qt. Tin Dairy	5 50
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 25
Small Galvanized	6 50

Washboards	
Banner Globe	5 75
Brass, Single	7 00
Glass, Single	7 00
Double Peerless	8 25
Single Peerless	7 50
Northern Queen	6 25
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 1/4

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



Little Optimist Who Knew Things Could Be Fixed.

She was a very small girl to hold so much sunshine. She was the youngest child in our kindergarten, but she was always "over the top" (though we didn't call it that in those long-ago days) with the cheery word of helpfulness and reassurance. I often wished the mothers of the other children could hear the quaint remarks with which she turned every situation to the account of her own unflinching optimism.

I was telling the story of "The Three Bears" one morning—I think it was the very first morning that she appeared—and reached the place where the smallest bear was uttering the familiar plaint:

"Somebody has eaten up all my porridge!"

Quick as a flash the little voice piped up:

"Oh, but the mother bear said, 'Never mind, don't cry, I'll give you some of my porridge.'"

When I came to the little bear's cry:

"Somebody has been sitting in my chair and broken it!"

Instantly the little voice again, comfortably:

"But the father bear told her: 'Never mind, I'll get a hammer and some nails and mend it.'"

So young, and already she had begun to smooth out the rough places in the road for others. Nearly every day after that she would come to me, holding by the hand some child in tears or trouble.

"Never mind," I would hear her saying, "teacher will fix it for you. Don't you cry; that doesn't do you any good; come and tell it to teacher."

Always I felt my own soul expanding to meet the trusting spirit of this bit of sunshine in the gloom of the tenement house neighborhood in which we had our kindergarten.

But one day I found her waiting for me with woebegone face, and with a kind of despair looking out of the eyes that hitherto had always smiled. She did not cry, but I could see that her heart was heavy.

"Teacher," she said—and my arm around her could feel her quivering—"teacher, do you think you could fix my bird so that he would sing again? He has stopped singing and is so quiet. Mother says he is 'dead,' and she can't make him better."

How could I disappoint the eyes that turned up to me with so much hope? I knew I had to help then or never.

"There are some things, dear, that mothers and teachers, and even big fathers, cannot fix," I said. "We have to bear these things more and more

as we grow older, and try to grow stronger and braver because we have carried the load cheerfully. Do you understand?"

"Yes, teacher," she answered, quietly. "Mother said she would get me another bird, but that would not be Dickie, and I love Dickie very much. Won't he sing again, ever?"

How could I begin? What could I say? Death is so hard to explain to a child. Then there came to me the answer: Death is negative; Life is positive. In all our training we had been taught never to be negative with the children—always to find and emphasize the positive, the affirmative, the constructive. This first experience of this child with death must show it to her as an open door. The spirit had slipped out of its cage, to be free at last.

We talked of love, and I reminded her that her mother's love was reaching her even now in the kindergarten, and that her own love was going back across the space to mother, even though she could not see her. She drew her own analogy:

"Then I can love Dickie, and he will love me, even if we can't see each other any more?"

Trade Unionism a Relic of Barbarism.

Grandville, Nov. 8.—Slavery and polygamy were said to be the twin relics of barbarism existing in the United States about the middle of the last century. The one was wiped out of existence through civil war, while the other was given its deserved quietus through enforcement of law by the Federal Government.

With us now we have another evil scarcely less vicious and far more widely spread than either of the others. It is scarcely necessary to mention the name of the present century diabolism which has succeeded in taking away the liberties of the citizen as guaranteed by the constitution of the country.

Slavery is gone, polygamy is dead, but labor unionism in all its dire possibilities for evil still flourishes and grows fat on the contributions of its dupes. It even flaunts its iniquities in the face of the United States Government, sneers at court decisions and talks loudly of making this country the home of the closed shop. What does that mean? Simply that freedom of choice no longer exists. Individuality has no rights within the domain of the American Union. Join a labor union, Mr. American, or starve. In many instances men have been forced to join else see their wives and children go hungry.

An organization that seeks to take from the individual man his right of choice under the flag of his country, to work where and when and for whom he pleases, and at such wage scale as shall be agreed upon, is not fit to exist; and the quicker it is broken up the better. Such an organization has no place under the American flag; such an organization is to the last degree tyrannical and should be made unlawful if it is not under the ban at the present time.

The strike as at present employed by these unrighteous combinations is a thing more villainous than anything conceived and carried into execution by any of the monarchs of the old world. The milk strike in New York City is an example in evidence. In the news columns we read, "Six strikers set upon Andrew Filljek late last night as he was driving a truck of milk through 31st street on his way to Borden station. They threw fifteen cases of milk, containing 180 quarts, to the street, smashing the bottles and spilling the milk into the gutter. Then they ran away after giving Filljek a beating!"

Another argument in favor of the closed shop. Such are the arguments invariably used by union labor thugs to convince Americans of the desirability of having the closed shop system throughout the United States. Rights of the individual have been disregarded everywhere by this anathema to everything good, this coiled serpent whose strike is ever and always against the sanctity and virtue of the American home. Let the babies and the sick suffer and die for want of nourishment, what care these union labor outlaws?

People who employ labor have long since got their fill of such choice specimens of fairness, and many of them have issued a declaration of independence from the galling yoke of trades unionism and the closed shop.

The president of the International Paper Company and the President of the Mergenthaler Linotype Company denounce unionism as the foster father of inefficiency and industrial terrorism and declare the International Paper Company, whose organized employes have been on a strike since May, and only eleven of whose eighteen mills are now operating, will never treat with unions of workers again. It will deal with its men direct.

Evidently these outlaw strikes and threats of something worse have served to open the eyes of all employers of labor to the fact that a stop must be put to further indulging the antics of closed shop methods.

No sooner had the threatened rail-

way strike been side-tracked than the big coal unions got it into their heads that a demonstration was due from them. The object of this miners' strike, should one prevail, is to make every mine in the coal regions closed to non-union workmen. Wouldn't that jar the gizzard of an honest man? A minority of leagued workmen claim the right to a monopoly of all work in the mines (and it is the same in all other industries where labor unions prevail), a claim as unrighteous as any made by the veriest despot of ancient times. When the right to work is denied a man who sees his way clear to hold fast to his individuality and refuses to tie himself up to a labor organization, the time has certainly come for a new declaration of independence in this country. In fact, that time is now here. Before these contending parties tie up the Nation to a policy of the closed shop a large majority of American men and women will have something to say, and it will be said in no uncertain language. Hardships most dire have overtaken many innocent people because of the unjust acts of those organizations which claim everything for themselves and grant nothing to others.

Trade unionism has wormed its way into the political councils of the Nation. It has made itself felt wherever opportunity offered and in every instance to the detriment of honest dealing, fair play and American freedom of thought and action.

American public sentiment wiped out human slavery in the sixties. Public sentiment took a hand when the railway brotherhoods undertook to throttle the liberties of America, and right now this same all powerful sentiment is going to take hold on the throat of tyrannical labor unionism and shut off its wind before any farther damage is done.

Old Timer.

Next Group Meetings at Alpena and Bad Axe.

Lansing, Nov. 8.—During the week two group meetings were held—one Tuesday evening at Lowell and the other Wednesday evening at Benton Harbor. There were twenty-seven persons at the Lowell meeting and about forty-five at the Benton Harbor meeting.

The local committeeman in each place did his work splendidly and at Benton Harbor we were honored by having programs printed as compliments of the Berrien County Journal. This newspaper stated that the programs were presented to the organization by the Journal, whose existence is made possible by the constant support of the retail merchants of Berrien county. I mention this as a suggestion in other localities that the local newspaper who is patronized by the merchants would, perhaps, be willing to pay us a similar compliment.

At both of these meetings the sentiment apparently was unanimously against the American valuation idea, as expressed in the Fordney tariff bill. At Benton Harbor a motion was made by Mr. Prideau and supported by Mr. Hildebrand that a communication be sent from this office to the member of Congress from the Fourth Congressional District expressing their disapproval of the measure and requesting him to oppose it. This has been done.

At the meeting of the Merchants Bureau of the Lansing Chamber of Commerce the same question was discussed by the retailers present and two members of our Association—Messrs. Knapp and Mills—advised the organization to petition their members in Congress against the plan. A motion was made and carried unanimously to that effect.

Details regarding the Alpena and Bad Axe meetings will be sent to our members later.

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

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.

Wanted—To hear from owner of good general merchandise store for sale, State price, description. D. F. Bush, Minneapolis, Minn. 499

Want to hear from a party owning a good general merchandise business or other business for sale. State cash price and particulars. John J. Black, 130 St., Chippewa Falls, Wis. 505

For Sale—Grocery business in a town of 14,000 and near to a good farming section. Will sell or rent store building. Address No. 540, Care of Michigan Tradesman. 540

Exchange—Fine thirty-two acre farm, near town: good house, barn, windmill, fruit. Want stock of goods. De Coudres, Bloomingdale, Mich. 541

For Sale—Furnace and sheet metal shop. Have business in another state to look after. Installed over thirty furnaces last year. County seat 2000. Good schools and churches. Only shop within fourteen miles. Do work in three other towns. A. J. Bridges, Court St., Bedford, Iowa. 542

For Sale—A BARGAIN for cash. Two Bowser oil tanks, 170 and 120 gallon capacity, good condition. W. Purchase, R. F. D. 1, Caledonia, Mich. 543

For Sale—Or trade for tinnery tools, ten acres good land near Mancelona, Mich. W. E. L. Parker, Mancelona, or W. L. Mallory, 219 Falls St., Cuyahoga Falls, Ohio. 544

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

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—Best grocery store in Ionia county. Address No. 515, Care Michigan Tradesman. 515

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.

FERRETS FOR SALE. PRICE LIST FREE—Book on ferrets, 10c. Ferret muzzles, 25c each. BERT EWELL, Wellington, Ohio. 518

REBUILT CASH REGISTER CO., Inc.

Dealers in Cash Registers, Computing Scales, Adding Machines, Typewriters And Other Store and Office Specialties. 122 N. Washington, SAGINAW, Mich. Repairs and Supplies for all makes.

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

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 274 East Hancock, Detroit. 566

Bell Phone 596 City Phone 61366 JOHN L. LYNCH SALES CO.

SPECIAL SALE EXPERTS

Expert Advertising Expert Merchandising 209-210-211 Murray Bldg. GRAND RAPIDS, MICHIGAN

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

1000 letterheads or envelopes \$3.75. Copper Journal, Hancock, Mich. 150

For Sale—Cash registers and store fixtures. Dickry Dick, Muskegon, Michigan. 520

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

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

Do Not Buy Beyond a Month's Requirement.

During the past two weeks wheat has persistently shown an inclination to decline in price; in fact, December wheat went below the dollar mark, selling as low as 99c in Chicago.

The slack foreign demand has been a big factor. The European crop is, also, shown to have yielded more heavily than was anticipated earlier.

The past few days the tendency has been upward again, December wheat having advanced to \$1.04½@1.04%, with a somewhat better tone.

The recent slack in the movement of new wheat from the farm has, apparently, made the situation look more attractive to future purchasers of both wheat and flour. The visible supply is gradually being reduced. The movement of wheat for the week just ending totalled 8,000,031 bushels compared to 8,742,000 the previous week.

An unusual feature of the wheat situation this year compared to last is that while the farmer held his wheat while the price was up last fall, a year ago, he has been a very, very free marketer on a much lower basis this fall, presumably due to the fact it was necessary to move his grain to liquidate his outstanding obligations. This in the long run is a bullish feature; although it has been bearish in its influence, temporarily, because it has forced on to the market an unprecedented amount of wheat in a short space of time. It is estimated that 60 per cent. of the wheat on the farm moved to market during the four months of July, August, September and October, leaving the balance of 40 per cent. to be marketed during the coming eight months. There is a decided falling off in receipts, as shown above. This is reflected in the visible supply, which is gradually decreasing and while stocks of wheat are rather heavy and the visible supply still considerably larger than a year ago. Stocks of flour, on the other hand, are very light, comparatively speaking. The trade have not bought their heads off, so to speak, this fall; have purchased in a hand to hand fashion most of the time, seldom buying more than thirty days ahead, and good judgment has been shown by pursuing this policy.

It would seem all grains are as low as they should go; in fact, most of them are under the cost of production. One thing is certain—the bottom has dropped out of everything the farmer has had to sell, while, on the other hand, due to high freight rates and the high cost of handling, whatever he buys has not declined in proportion to the raw material he has had for sale, so that thus far on the deflation the agriculturist has suffered as severely, if not more severely, than any other class. Before we can get back to normal business this condition must be remedied; in other words, the farmer must be able to buy manufactured products at as comparatively low prices as that at which he sells the raw material.

There is nothing in the situation that will cause us to advise the trade

to buy beyond thirty days' requirements; although, it certainly would seem with the washout we have had during the past two or three weeks that flour and wheat are both on the bottom and that a slightly higher range of prices will likely materialize.

Furthermore, we believe both wheat and flour will be in a much stronger position and show a moderate increase in value between the first of February and the first of May, 1922. Of course, the crops of the Southern hemisphere will have been harvested and marketing underway by that time and the actual outturn of those crops will be an influencing factor in the price situation. Lloyd E. Smith.

Baker Soon To Be in State Service.

Within a few days a specialist in the business of baking bread will be at the disposal of the State.

He will be employed by the Michigan Millers' Association and his sole duty will be to teach the bakers at the various State institutions how to make good bread from Michigan-grown and milled flour. Furthermore he will teach them how to make bread of high quality from Michigan flour at a lower cost than bread of the same quality can be manufactured from foreign-grown spring wheat flour.

The Association offered to employ a consulting specialist and place him at the disposal of the State if the State would instruct all its institutions to use Michigan-grown and milled flour. The State Administrative Board accepted the offer. In the future—at least until it has been definitely proved that good bread can be made as cheaply or more cheaply from Michigan flour or that it cannot—the State institutions will buy only the Michigan product. It is estimated that in a year a minimum of from 20,000 to 40,000 barrels will be consumed by the institutions. At Ionia State hospital, for instance, where tests were conducted to determine the bread-making qualities of Michigan flour, 1,500 barrels are used annually.

According to figures presented by a committee of the Millers' Association, bread of high quality can be made from Michigan flour at a cost of 2.42 cents a pound as compared with 2.53 when made from spring wheat flour. The food value of the Michigan-made bread the committee report declares, is as high as that of the product of spring wheat flour.

The Administrative Board has, in recent months, adopted a policy of instructing the State purchasing department to buy Michigan-grown or manufactured products whenever possible. The request of Michigan millers and wheat growers that Michigan flour be used exclusively was novel because it had always been considered necessary to use some spring wheat flour, but the board accepted the request, authorized tryouts to test the flour and ultimately adopted a resolution instructing all institutions to use Michigan-grown and milled flour.

His Observation.

"I have noticed that at a wedding it is invariably the married women who weep," said J. Fuller Gloom. "The married men have much better control over their emotions."

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, 4 for Jonathans and Spitzenbergs.

Bananas—6¼c per lb.

Beets—\$1 per bu.

Butter—The market is steady at about 1c per pound decline from a week ago. The consumptive demand is normal for the season. The quality arriving is very good. The market is steady on the present basis of quotations. We do not look for much change during the coming week. Local jobbers hold extra creamery at 42c in 63 lb. tubs and 43c in 40 lb. tubs. Prints 44c 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 \$18 per bbl. and \$9 per ½ bbl.

Cucumbers—Illinois hot house command \$2.75 per doz., for extra fancy and \$2.50 per doz. for fancy.

Eggs—The consumptive demand is only fair and the market is barely steady on the present basis of quotations. The receipts of eggs are increasing and if we do have any change in price in the near future it is likely to be a slight decline. Local dealers pay 55c 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 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	7.50
216	7.50
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.

Pineapples—\$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.

Pumpkin—\$2.25 per doz.

Poultry—Local buyers pay as follows for live:

Turkeys	26c
Geese	15c
Choice Ducks	20c
Light fowls	14c
Heavy fowls	17c
Light Chickens	14c
Heavy Chickens	16c

Dressed turkeys, 5c more than live.

Quinces—\$3 per bu.

Radishes—75c per doz. bunches for home grown hot house.

Squash—\$2.75 per 100 lbs. for Hubbard.

Sweet Potatoes—Virginia command \$1.60 per hamper and \$4.25 per bbl. Tomatoes—\$1.25 for 6 lb. basket from California.

Hides of All Kinds Moving Up Slowly

The gradual upward movement in the price of hides continues, and the demand is sufficiently broad to embrace almost all selections. Some months ago there appeared in the Tradesman a list of sale prices accompanied by a list showing the estimated cost of production. At that time selling prices were very much below the cost of production and it was then predicted that prices could not stay at the low level, but would have to move up until the cost of production, at least, was reached. The cost of production has not yet been reached, but it is interesting to note how prices continue to ascend.

Heavy native cows are in more demand, and packers are apparently in a position to secure much higher prices for this article, but it is thought best to keep stocks moving and to work for fractional advances rather than to force higher prices by withholding goods from the market.

The country end of the business is showing marked improvement, but advances are fractional and cannot be great until packer hides have reached a much higher level.

Calfskins are not very active at present because shoe manufacturers have not started to cut shoes for spring. But spring orders are coming in at a rate that is surprising to the most optimistic, and there is little doubt that there will be a renewal of demand for skins as the season advances.

Horsehides are perhaps the most inactive of all hides, because prices are so low that it does not pay to skin the animals, and very few hides are being produced. Fresh hides are in demand but there is no incentive to do business at the low prices prevailing.

The Sun Shines.

The sun shines always—
And west and east;
But there's one sad place
Where the sun shines least.

The sun shines least
In the darksome soul
Of an old, old man
Who has missed life's goal!

The sun shines ever—
And east and west;
But there's one glad place
Where the sun shines best.

The sun shines best,
And with sweetest grace,
In the dimpled depths
Of a wee child's face!

Some men know less than they are given credit for.

Your Window Space

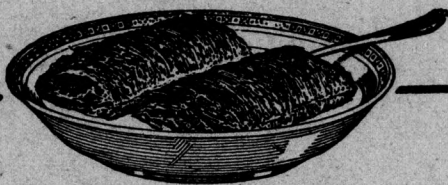
has big advertising value. Don't fill it with cobwebs and flies, and don't use it as a sleeping porch for the store cat. Use it to advertise the goods you sell. We will furnish you with attractive window cutouts and hangers to remind your customers of

Shredded Wheat Biscuit

A post card request will bring you something that will attract attention to your store. It is merely one of our methods of creating business for you on which to make a steady profit with little overhead expense.

MADE ONLY BY

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



DIAMOND CRYSTAL

*The Salt
that's all salt.*

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



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

You have a satisfied customer.
You have made 33 $\frac{1}{3}$ % profit.
You have saved yourself time and
money.

THE DIAMOND MATCH CO.

ORDER FROM YOUR JOBBER NOW
(2.00 per case of 20 cartons)

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.

MADE IN MICHIGAN

What about the GASOLINE you use?

EVERY 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.