

## The Thanksgiving of a Citizen

**I** Thank the Lord for this, my native land,  
and for my lot to read and think and work  
in this day of its history. I thank the Lord  
for this, my State—at peace in union with the  
rest; for all its varied and abundant things, its  
every yesterday and what its future can be  
made. I thank the Lord for this, my Town—its  
shady streets, its factory smoke, its quiet and  
its noise; and that it has an honorable name  
and that its people are content and are not  
poor. I thank the Lord for that religion or that  
conscience that prevents or cures the selfish-  
ness and laziness in men and makes them do  
some work for other folks. e e e e e

For peace and for plenty, for freedom, for rest,  
For joy in the land from the East to the West,  
For the dear starry flag with its red, white and blue,  
We thank Thee from hearts that are honest and true.

For waking and sleeping, for blessings to be,  
We children would offer our praises to Thee!  
For God is our Father and bends from above  
To keep the round world in the smiles of His love.

Margaret E. Sangsetr.



## "YEAST IS NO FAD"—

As an alert, wide-awake grocer, you're certain to glean no end of valuable hints on the attitude of your customers toward the products you handle. If you over-hear any one calling yeast-eating a fad, tell them what Science says—show it to them in our leaflets. Fresh compressed yeast, rich in life-giving vitamins, increases appetite, improves digestion, cures boils, carbuncles and other infections.

### Fleischmann's Yeast

guarantees absolute freshness—the big essential in yeast. Our advertisements are telling the world that its use means more zest, more life.

Link up with this publicity and increase your profits.

**The Fleischmann Company**

# Penn Yan Buckwheat Flour



**JUDSON GROCER CO.**

GRAND RAPIDS

MICHIGAN



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

## TAKING INVENTORY

Ask about our way  
BARLOW BROS. Grand Rapids, Mich.

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

**Merchant  
Millers**

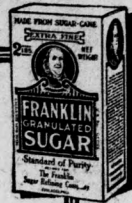
Owned by Merchants

Products sold by  
Merchants

Brand Recommended  
by Merchants

**New Perfection Flour**

Packed In SAXOLIN Paper-lined  
Cotton, Sanitary Sacks



## Mark This Pure



Make a pyramid of

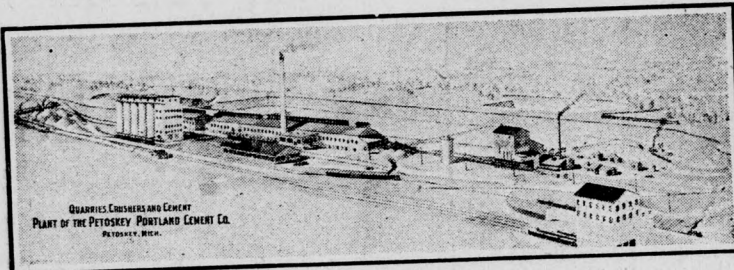
### Franklin Golden Syrup

Mark it—An absolutely pure, delicious 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 23, 1921

Number 1992

## 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.

## DEAL FAIRLY WITH JAPAN.

If there is to be disagreement at the world's table at Washington the main factor in the indecision will be Japan. This was to be expected, although the demand put forth by that power for a larger navy than Secretary Hughes has formulated for the different nations to the expected pact cannot be granted.

It would have been remarkable if there had been no hitch to the proceedings and everything had gone forward smoothly to the end.

It is likely that the Eastern power will concede the United States contention and peace in that quarter located. There are other questions which are of even more importance that Japan, in her desire to become a greater world power and to make for herself a place among the nations of the world, may insist upon.

Since Japan is the England of the orient, we must expect her to demand every right in the East that has been for so long granted to Britain in the West. The British have impinged upon the Far East as well, much more so than has Japan in the West. It would, indeed, be strange if the Japs did not insist upon their own right to national development, nor can the other powers interpose obstacles to this without stultifying their own records and messing up things generally.

The delicacy of the situation is plainly in evidence.

We should hold to the Hughes demands on naval construction, yet in other things something must be granted to Japan if we would make success of this all important assemblage at the world's table at Washington.

Japan occupies a few small islands in the Pacific, now fully peopled, with the mainland not too far away to be worth considering as a place for the extension of Japanese settlement and exploitation. Without this opportunity the Japs will never be anything

but a small island nation, utterly without opportunity for national growth.

We would not think of binding down any of the European nations to such contracted quarters; in fact, we could not do it and expect to live in peace right along thereafter. A square deal is essential to the maintenance of peace in the world. Japan demands this—she may demand more—but we must see that she does not put any unrighteous deal over on her white neighbors. Perhaps she has no such intention.

China is the nearest point of vantage for the Japs and no doubt they are speculating on getting a firmer foothold in that child-like empire. To his we need not consent. Siberia, however, grants a chance, and unless we do permit Japan to settle up some of that wild country we may find out when too late that we missed our golden opportunity in this year 1921.

## Some Inside Facts About "Wolcott's Detective Agency."

In March of this year H. A. Wolcott, of Howard City, rented two rooms in the Porter block, Grand Rapids, and began writing membership contracts in "Wolcott's Detective Agency" at the rate of \$25 per year. He was subsequently joined by J. R. Wilson, a retired farmer who still owns a forty acre farm near Alma. In June Wilson asserted that he was not pleased over the manner in which Wolcott was conducting the business—he used much stronger language than this in describing the situation to his landlord—and assumed entire ownership and control of the business. Wolcott was permitted to continue in the employ of the agency and write membership contracts for \$25 per year, all of which he absorbed himself. He covers the territory in his automobile and appears to be a free lance, in that he is permitted to go anywhere he pleases, without let or hindrance. The attention of the Tradesman was called to Wolcott's activities and some of his peculiarities some months ago, at which time an investigation was started to determine the character of the man and the kind of service (if any) rendered by his so-called "agency." Enquiry disclosed the fact that Wolcott is about 32 years of age and that he resides at Howard City, where he has a wife and four children. Previous to taking up his residence in Howard City, he was located at Cadillac, where he failed in the automobile accessory business. He has never gone through bankruptcy, so the indebtedness incident to the failure still hangs over him. A year or so ago he inveigled the agent of the American Railway Express Co., at Lakeview, to

cash his check for \$140. The check was dishonored and Wolcott was arrested and taken to the county seat of Montcalm county, where some of his friends came to his assistance and secured his release. Several months ago he gave the agent of the American Railway Express Co., at Rockford, a check for \$175 in exchange for a C. O. D. package. This check was not honored by the bank on which it was drawn and it was a long time before it was taken care of—and then by a friend of Wolcott, who himself borrowed the necessary money to take up the note. Wolcott has continued to induce merchants and others to cash his checks without first seeing to it that he had money in the bank to meet them. Only about two weeks ago he induced two Trufant merchants to cash his checks for \$10 each. Those checks were not paid until pressure was brought to bear on Wolcott and the friend above referred to came to his assistance by borrowing about \$250 at the Grand Rapids Savings Bank to enable him to meet these and other dishonored obligations.

While Wolcott was located at Rockford, a few years ago, he uttered checks on a bank at Sparta which were dishonored. When he removed from Rockford, he left many unpaid bills, some of which are reported never to have been liquidated. Whenever he leaves a town—and he appears to change locations frequently—he leaves behind him a trail of indebtedness and a reputation for broken promises and bad faith. If such a man is qualified to act as a detective or conduct a "detective agency" on other people's money, the Tradesman's definition of "qualifications" is all wrong.

A representative of the Tradesman has called at the office of the alleged "agency" in the Porter block several times a day for the past three weeks, but found it locked every time but twice. Once a young lady was present who apparently knew very little about the business. The second time Mr. Wilson was present and was interrogated as to the condition of things, but refused to reply to any enquiries. Calling the reporter into a private office, he assumed a belligerent attitude and threatened the Tradesman with prosecution if it printed anything about him or his business. This is about the last thing a man with any horse sense should resort to in dealing with the Tradesman and no person of ordinary intelligence would make such a mistake. The threat falls flat, so far as the Tradesman is concerned, because "barking dogs never bite" and nothing is ever permitted to appear in the Tradesman which cannot be fully sus-

tained in a court of justice. The Tradesman invariably meets any man who imagines he has a grievance more than half way, providing he conducts himself in a gentlemanly manner, but boors and bluffers never get a hearing, because life is too short and time too precious to waste any consideration on such cattle. Mr. Wilson has not a single qualification for a successful detective and the sooner he shuts up shop and goes back to his forty-acre farm the sooner he will be in an atmosphere in keeping with his ability and experience. From the fact that he carries no bank account in Grand Rapids, but still keeps a personal account in a bank at Alma, it would seem to be the natural thing for him to gravitate back to the scenes of his early exploits as a tiller of the soil.

The Tradesman makes this plain statement of the origin, ownership and conduct of "Wolcott's Detective Agency" without malice or prejudice. Any merchant who thinks it would be an advantage to him to ally himself with such an organization is at liberty to do so. So far as the Tradesman is concerned, it would not give 5 cents for a dozen memberships in such a concern.

## Clay Hollister in an Entirely New Role.

Men who have known Clay Hollister since boyhood and recall him as a seriously minded youth who never stepped aside from the beaten path of rectitude and decorum can hardly believe their ears when they note the penchant he has developed of late to indulge in repartee and sarcasm. Members of the Rotary Club, of which he is President, assert that some of his finest accomplishments as the head of that organization have been along this line. The Tradesman gracefully acknowledges the master hand of the artist in the following letter, recently received from the President of the Old National Bank:

Grand Rapids, Oct. 22—I have your letter and suggestion of October 1 that you would like to have us indicate to you how you could make the Tradesman more interesting and readable.

What I have noticed in the past is the unwillingness of your paper to take a position on important matters and its lack of personality. If you would only get somebody on your staff who is fearless and who could express opinions upon matters without equivocation, I am sure it would improve the character of your paper. We have always noticed its lack of spice and direct statements.

I have felt at all times that there is plenty of ability in your office to think straight and to save time in the discussion of public questions, so I am sure after you have received this letter, you will immediately take pains to discuss things fairly and freely, and your readers will thereby be stimulated to do their best and to make the most of their business opportunities.

Clay H. Hollister.



### Why More Legislation to Regulate the Hotel?

Grand Rapids, Nov. 22—Regulating hotel rates by legislation is the subject of a communication by Fair Play in a recent issue of the Tradesman which interests me exceedingly and merits the consideration of the hotel man particularly and the traveling public generally. That many hotels are charging rates for accommodations much in excess of what the service justifies is, no doubt, true, but this is a matter which I do not propose to discuss, at least at this time, because I believe it will, in the final analysis, adjust itself through the rule of "survival of the fittest" and the conscience of the public purveyor, coupled with the moral suasion of discriminating patrons.

In any profession or occupation there is always found to be a few selfish units who will, by their actions, cast a stigma on such a profession or industry, therefore it develops upon the more righteous to neutralize the ill advised actions of the former. A campaign of education such as is contemplated by the Michigan State Hotel Association may do much toward accomplishing this.

But regulating rates of this character by law is a very comprehensive proposition and requires something beside the simple legal enactment to make it effective. Again, placing the hotel in the list of public utilities, is a rather complex idea and would undoubtedly, prove barren of results, especially when we consider the purely perfunctory manner in which various legislative enactments applicable to hotels have been enforced in the past.

For instance, it is a violation of the State code to permit the use of a roller towel in any hotel general wash room. The intent of the law is reasonable and the idea desirable, but not one hotel in ten observe it, and the traveling man, for whose protection it was made, allows the abuse to exist uncomplainingly.

Another section makes it a misdemeanor to use sheets of less than a certain dimension—large enough to cover and fold under the mattress completely—and to provide bedding that is sanitary, clean and free from vermin. The better grade of hotels do observe this rule, but there are too many who do not, yet who ever heard of a landlord ever being brought to the bar of justice for this violation?

Again, the law makes it obligatory for hotels to supply a rope fire escape, 5/8 of an inch in diameter, in every room on the second floor of his establishment, and where his building is more than two stories in height, a metallic fire escape as well. This is practically a dead letter, so far as a large percentage of hotels is concerned.

These are all reasonable requirements and the hotel man ought to be made to carry them out, but who is to take the initiative in compelling him to do so?

Suggestively, here is the inspector sent out by the State Labor Bureau, who is supposed to see that these regulations are in force. He visits the hotel, secures a written admission from the boniface to the effect that he is "right," makes no individual inspection and the old frayed-out sheet, with middle seam, and short at both ends continues to function. The filthy comforter or blanket remains in evidence and the law is vindicated.

Upon whom, then, does the further responsibility rest? Why, the "victim" who "pays the freight." He is cognizant of the dirty roller towel; he it is who awakens in the morning with a corner of the filthy aforesaid comforter crammed in his mouth because of the skimpiness of the top sheet, but who, seeking the channel of least resistance, pays his bit and goes ahead to his next stopping place, leaving others to pass through similar experiences because an example has not been made of this malefactor.

Now with this showing of ineffectual results from laws already on our

statutes, how are you going to accomplish the much greater undertaking of regulating the charges made by these disregards of reasonable regulations? In the first place, before fixing rates you must grade your hotels. Who is going to do this? Some broken-down relative of some department head who cannot distinguish between the merits of dehydrated roasted sawdust and palatable Mocha coffee, who follows up his meal with pepsin tablets, or some commercial man who cares little about his "eats" and less about his other accommodations, so long as he "hits the pike" with reasonable regularity and rapidity? This would be only one of the problems which would confront the authorities in "regulating" the rates.

In the past the hotel man has distinguished himself by rendering a "personal" service. He, it was, who assumed the responsibility of supplying bodily comfort to the man away from home. Why not use moral suasion—plenty of it—to convince him that there are certain ethics in his profession that should be faithfully observed, the principal one of which is to give his guests a fair return for their investment and not satisfy himself with the thought that the "house pays the expense" and no injury is done?

I am happy to observe that quite a number of so-called country hotel keepers are becoming cognizant of the fact that the making of big profits is not more satisfactory than earning the good will of their patrons in getting back to a pre-war basis and are hening about it. I believe many will follow this example in the near future and avoid the necessity of "State regulation."

W. H. Istler.

### Cultivating Your Memory Will Pay Big Dividends.

Kalamazoo, Nov. 22—It may be a gift, classifying and indexing the ordinary events of everyday life so that they can be taken from the proper compartment of the mind when needed, but according to Ernest McLean, manager of the Park-American Hotel, of this city, it is a talent that can be cultivated so that it will help a man in his business or profession.

"There is nothing unusual about possessing a memory for facts, figures and fancies," said Mr. McLean, now convalescing from the results of injuries received when he was thrown from his riding horse a few days ago. Ordinarily Mr. McLean is a busy man about his hostelry, but physicians have ordered him to be quiet for a time.

"I have heard people say with an air of pride that they could remember nothing. I never considered it a thing to brag about.

"It seemed to me that the person making the statement merely lacked the knack of concentration and that being unable to remember things was a form of mental laziness.

"In my business I found the time I gave to cultivating my memory paid me dividends. There are so many details in the hotel business that a man in any executive position must know, that if he depended upon his files he would spend almost half of the time looking them up.

"We have many business men's luncheons at the Park-American Hotel and I can tell a man off hand when each meets, who the officers are, where they can be located, and what the menu will be for each day.

"When it comes to remembering prices paid for supplies, the knack of recalling charges is invaluable. It helps you to buy at what is a fair price, and when a man sees that you remember, without looking up details, he is more careful in quoting prices to you.

Asked what was the oddest experience he had had because of his cultivated memory, Mr. McLean replied:

"When I was in a somewhat similar position at a hotel in another city one of the guests left, owing a bill of \$28.75. This was about ten years ago.

He was a somewhat slim chap, smooth shaven and dapper. Recently one of our guests here wished to have a check for \$100 cashed, and just in the ordinary routine of things he was referred to me. When he came up to identify himself and make the request, before he mentioned his name, I recognized his voice. Yes, he later paid the bill, calling it an oversight.

"I don't pretend to do the fancy stunts that the memory courses advertise, but I have worked out my own system, that is serviceable and efficient enough for my needs and requirements. That's all a business wants."

### Wholesale Prices Lower. -- --

Washington, Nov. 22—Wholesale commodity prices for October fell 1.3 per cent. below their September level, according to the Bureau of Labor Statistics index number, and now stand just 50 per cent. above the 1913 average. This is the first decline shown by the index since June. Groups which contributed to the general decline were farm products, food, building materials, house furnishing goods, and miscellaneous commodities. Cloths and clothing, fuel and lighting, and metals and metal products showed advances.



### MINCE PIE MEAT

4 lbs. lean beef, 2 lbs. beef suet, Baldwin apples, 3 quinces, 3 lbs. sugar, 2 cups molasses, 3 qts. cider, 4 lbs. raisins seeded and cut in pieces, 3 lbs. currants, 1 lb. finely cut citron, 1 tablespoon cinnamon and mace, 1 tablespoon powdered clove, 2 grated nutmegs, 1 teaspoon pepper, salt to taste. Cover meat and suet with boiling water and cook until tender, cool in water in which they were cooked; the suet will rise to top, forming a cake of fat, which may be easily removed. Finally chop meat, and add it to twice the amount of finely chopped apples. The apples should be quartered, cored, and pared, previous to chopping, or skins may be left on, which is not an objection if apples are finely chopped. Add quinces finely chopped, sugar, molasses, cider, raisins, currants, and citron; also suet, and stock in which meat and suet were cooked, reduced to one and one-half cups. Heat gradually, stir occasionally and cook slowly two hours; then add spices.

### MINCE PIES

Mince pies should be always baked with two crusts. For Thanksgiving and Christmas pies, Puff Paste is often used for rims and upper crusts.

# Lily White

"The Flour the Best Cooks Use"

Don't fail to let Lily White be an important guest at your Thanksgiving and Christmas Day feasts. Lily White pastry is light, tender and flaky—never soggy or sad. Because Lily White is the best flour for all baking it can be depended upon.

## Excellent Flavor

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

Lily White flour is made of America's finest wheats. It is cleaned, washed and scoured EIGHT TIMES. It is milled by the six-break system and every article of inferior grade is carried away from the finished product. Lily White has the right balance, color, flavor and granulation. That's why it has been a Michigan favorite for three generations.

Use LILY WHITE Today

**VALLEY CITY MILLING CO.**  
GRAND RAPIDS, MICHIGAN

"Millers for Sixty Years"

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



### Petoskey Keyed Up To High Endeavor.

Petoskey, Nov. 22—Come North for the winter! No snow in Petoskey as yet.

Twenty of our business and professional men, members of the local Trade Extension Committee, together with about thirty high school glee club girls, drove to Clarion Nov. 15 and held another popular "Get Acquainted" meeting. Interesting talks, music and refreshments made up a very enthusiastic meeting, and Clarion merchants and residents declared today that "Petoskey somehow seemed nearer than ever."

The directors of the Northern Michigan Chamber of Commerce recently held a meeting in the Council Chamber at Mackinaw City for completion of organization and consideration of financial matters. By unanimous vote W. L. McManus, Jr., was made permanent President and J. Frank Quinn Managing Director for the current fiscal year. The new organization, in its purposes and proposed methods, has struck a responsive chord, centralizing, as it does, the interests of the most important resort communities of the Middle West.

The Federation of Women's Clubs here recently assumed the leadership in organized charity work in Petoskey and vicinity and announce that a thrift shop is to be maintained at the new community rooms. This organization is in receipt of a beautiful Victrola, the gift of Mrs. Joseph Magnus, of Oden.

The Petoskey free city market continues to function and large numbers of buyers and sellers throng the market place every Saturday and Wednesday. J. Frank Quinn.

### Eliminate Guess Work in Your Accounts.

The merchant who must wait until after the annual inventory to determine whether or not his business has made him a net profit is taking a long chance. His records should give him this information at the close of each day. He should provide himself with a cost book in which is listed every article carried in stock with the cost price. A loose-leaf book, with alphabetical guide sheets, is best. Then the merchant should see that a sales-slip is made out for every sale, regardless of the amount, cash or credit. On this sales slip should be entered the name of the article, together with the unit, that is pounds, yards, etc. At the close of the day's business these sales-slips should be totaled to see that they tally with the amount registered. A special form upon which these figures are recorded may be provided on which strict account of all expenses may also be kept, thus facilitating the records. This form should be so ruled as to provide for the entry of these figures for each day during the month and a new form used each month. Goods thrown out because of breakage or damage should be recorded on a sales-slip with all entries made except the amount which should be left. Thus all such losses are tallied, and may be deducted from the day's profits.

### Teach Child To Chew.

The child must be taught to chew his food. Yet, no matter how much pains are taken in this respect, mastication is very imperfectly done by all children; hence, up to the 7th year, at least, all meats should be finely cut, all vegetables mashed to a pulp and all grains cooked very soft.

## The Survival of the Fittest

Individuality is the keynote of our merchandising and this zeal is stimulated by a realization of what the trade has reason to expect and demand at our hands.

A complete and well-balanced organization and a disposition not only to be up with the times, but even a little ahead of them is all that makes history possible. Consistent fairness in all dealings and maximum efficiency are apparent throughout our entire organization.

We are always ready to serve you in a score of different ways. We especially feature courtesy and attention. With shipping conditions as unstable as they are at present, we believe that our ability to deliver the goods will be appreciated. Unvarying quality—almost invariably delivered. We aim to have what you want when you want it.

## WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers.



**MOVEMENT OF MERCHANTS.**

Springport—Clarence Houseman has opened a restaurant and cigar store.

Wyandotte — The Lincoln Park Hardware Co. has engaged in business.

Harbor Springs—Frank Reynolds will open a grocery store here about Dec. 1.

Ypsilanti—L. E. Shipman & Co. is closing out its stock of millinery and will retire from trade.

Adrian—The Blissfield Mutual Oil Co. has increased its capital stock from \$1,200 to \$20,000.

Adrian—The Monroe Mutual Oil Co. has increased its capital stock from \$20,000 to \$30,000.

Litchfield—Henry Stoddard has sold his grocery stock to Clark Hutchens, recently of Jonesville, who has taken possession.

Vermontville — Leonard Reynolds, recently of Wayland, has opened a modern bakery.

Jackson—Fire damaged the millinery stock of Anna Ziegenbein, 262 East Main street, entailing a loss of about \$5,000.

Detroit—The Commercial Bond & Mortgage Co., 801 Vinton building has increased its capital stock from \$50,000 to \$100,000.

Muskegon—The Muskegon Produce Co. has increased its capital stock from \$18,000 to \$75,000 and changed its name to the Piowaty-Muskegon Co.

Mason—D. G. Barr is erecting a modern garage and store for automobile supplies and accessories, which he will occupy as soon as completed.

Adrian—S. W. Raymond will build an addition to his garage here, where a light weight farm tractor on which he holds patents will be manufactured.

Alma—D. A. Leslie, recently of Middleton, has leased the Arcadia Hotel and the Tiffin cafe in the same building and assumed the management Nov. 21.

Kalamazoo—A. G. Haas has leased the Portage Hotel and assumed the management thereof. He is remodeling and refurnishing the house throughout.

Traverse City—C. S. Cox, meat dealer, has purchased the Union Cafe building and is remodeling it and will occupy it with a modern meat market as soon as the work is completed.

Coral—Fire destroyed the store building and hardware and harness stock of Henry Greenberg Nov. 16. The loss on building and stock was about \$3,500, with \$3,200 insurance.

Michigamme—Albert J. Belzer, formerly of Salo & Belzer, dry goods, clothing and shoes, at Negaunee, has opened a clothing and men's furnishings goods store in the Murray building.

Traverse City—L. Caplan, of Southern Michigan, has purchased the stock of the Economy Store Co., the business block occupied by it and an adjoining store building, taking immediate possession.

Ann Arbor—The Ann Arbor Implement Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$25,500 has been subscribed and paid in, \$3,000 in cash and \$22,500 in property.

Roscommon—Charles H. DeWaele, cashier of the Roscommon State

Bank, was badly injured at a hunting camp by the upsetting of hot grease on a stove. He was badly burned about the face and right arm.

Detroit—The Kastlite Co., 3359 Gratiot avenue, has been incorporated to deal in aluminum utensils and articles, with an authorized capital stock of \$25,000, \$15,000 of which has been subscribed and paid in in property.

Jackson—Mrs. G. J. Oldacre has purchased the interest of her partner, Mrs. Murray in the dress and men's shirt stock of Murray & Oldacre and will continue the business under her own name at the same location, 212 Rogers building.

Caro—William Kinde, who has conducted a meat market here for the past ten years, has sold his stock, equipment and buildings to Isaac Belknap and William Mote, of Mayville, who will take possession January 1.

Battle Creek—Robert J. Bolster, dealer in women's ready-to-wear clothing and Joseph C. Grant, department store, have consolidated their stocks under the style of the Bolster-Grant Co. The company will open its store for business Jan. 1.

Detroit—The Brownie Stores has been incorporated to deal in confectionery, cigars, drug sundries, toilet articles, etc., at wholesale and retail, with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in cash.

Saginaw—The Brenner Motor Sales Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$150,000, of which amount \$75,020 has been subscribed and paid in, \$20 in cash and \$75,000 in property.

Flint—The Sturdevant-Hyer Sales Co., 713 East Saginaw street, has been incorporated to deal at wholesale and retail in autos, parts, supplies, and accessories with an authorized capital stock of \$10,000, \$5,000 of which has been subscribed and paid in in property.

Chesterfield—The Chesterfield Oil & Gas Co. has been organized to deal in all kinds of gasoline, oils and by-products thereof, automobile supplies, accessories and parts, with an authorized capital stock of \$10,000, \$6,000 of which has been subscribed and \$1,500 paid in in cash.

Kalamazoo—The William G. Finch Co. has been organized to deal in liquid weighing devices, filters, dairy machinery, etc., with an authorized capital stock of \$20,000, of which amount \$12,200 has been subscribed and paid in, \$1,200 in cash and \$11,000 in property.

Ann Arbor—The Cannon Electric Service Corporation, 115 West Liberty street, has been organized to deal in automobile supplies, accessories, and parts, electric appliances and fixtures, with an authorized capital stock of \$25,000, all of which has been subscribed and \$20,000 paid in in cash.

Saugatuck—Saugatuck proposes to have a direct boat line to Chicago, operated by home capital. The Fennville Fruit exchange and some of the large individual shippers of that section have pledged support. A committee has been appointed to sell stock composed of Manager Bour, of the Chicago, Duluth & Georgian Bay

Transportation Co., W. R. Takken, R. Zeitsch. C. E. Bird and Capt. L. S. Brittain.

Coldwater—Frank M. Rudd, former banker in Bronson, and for years president of the Wolverine Portland Cement Co., died Monday in Johns Hopkins hospital, Baltimore. He was senior member of the Douglass-Rudd Manufacturing Co., at Bronson, also owned large interests in the peppermint oil business in various parts of the State.

Cadillac—The Michigan Potato Growers' Exchange did a business during the past season amounting to \$2,384,229, according to the report of the auditors just made public. The exchange shipped 3,622 carloads of potatoes and other farm produce as against 2,953 carloads shipped the preceding season. The business for the previous year totaled \$4,815,103, the difference being that 1919 was one of the best years in history for potatoes, the market going to near \$10 a hundredweight at one time.

Saginaw—Olaf Seagren has been appointed general manager of the D. A. Bentley Co. Mr. Bentley having given up active direction of the organization because of ill health. Mr. Bentley, for years a prominent figure in the local produce business, will take a complete rest for perhaps the entire winter. He will retain his interest in the company and continue as its President. Mr. Seagren, who has been assistant manager for eight months, came here from Minneapolis, where he had charge of the branch for Armour & Co., with which concern he had been affiliated for 16 years.

**Manufacturing Matters.**

Detroit—The Automotive Engine Parts Co. has changed its name to the Automotive Parts Co.

Saginaw—The Saginaw Medicine Co. has increased its capital stock from \$125,000 to \$175,000.

Pontiac—The Kitchen Appliance Corporation has increased its capital stock from \$50,000 to \$550,000.

Lansing—The Paragon Refining Co. has broken ground for a new warehouse and offices, 60 by 120 feet.

Springwells—The George H. Clippert & Bro. Brick Co. has changed its name to the Clippert Brick Co.

Detroit—The Mangus Co., Inc., 945 Griffin street, foundry and brass castings, has increased its capitalization from \$100,000 to \$150,000.

Port Huron—A. B. Carlisle is building a new ice cream plant in this city, which will be in operation April 1, with capacity of 5,000 gallons daily.

Yale—The Yale Creamery Co. has been organized with an authorized capital stock of \$10,000, all of which has been subscribed and \$5,000 paid in in cash.

Ludington—The Ludington Basket Co. is erecting a new factory here. The building will replace the old structure which has long been considered a fire menace.

Detroit—The Superior Radiator Co. has been incorporated with an authorized capital stock of \$1,000,000, of which amount \$10,000 has been subscribed and \$1,010 paid in in cash.

Jackson—Edwin Larrabee has purchased a brick business block on

Francis street and is remodeling it for a garage and automobile supplies and accessories store which he expects to open about Dec. 1.

Grand Rapids—The Ransford Furniture Co. has been organized to manufacture and sell furniture, with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and \$14,000 paid in in property.

Belding—The Belding Gas & Oil Co. has been incorporated to deal at wholesale and retail, in gasoline, greases, lubricants and by-products, automobile supplies and accessories, with an authorized capital stock of \$20,000, \$14,000 of which has been subscribed and paid in in property.

Howell—The Universal Spraying Corporation, which was recently incorporated at that place, has elected the following officers: President, Herbert R. Gillette; Vice-President and Manager, F. R. Bayliss; Secretary-Treasurer, Ralph J. Hall.

Hillsdale—The Shiel Manufacturing Co. has been incorporated to manufacture and sell at wholesale and retail, sheet metal goods, plumbing and heating goods, with an authorized capital stock of \$10,000, \$6,600 of which has been subscribed and paid in in cash.

Ionia—From fire truck driver to superintendent of the Finch Brothers Manufacturing Co.'s plant which will probably be located in Grand Rapids or Kalamazoo, was the step taken by Leon Finch of Ionia recently. He and his brother have patented a liquid weighing device for ice cream freezers, soft drink machines, and similar equipment and have capitalized at \$20,000.

Muskegon—The Browne-Morse Co. will go ahead with its plans for a large addition to the factory, which will mean an additional 150 feet, three stories. The combined production of the wood and steel plant as they stand to-day has a capacity of about \$1,750,000 worth of completed products. With the new plant extended, the capacity will be well over the \$2,000,000 mark.

**Protecting American Fur.**

Legislation relating to fur-bearing animals, the general trend of which was to safeguard these animals and insure prime condition of peltries, has been enacted by half of the State Legislatures this year. The need for such legislation is apparent in the light of estimates by raw fur buyers that the decrease in the supply of peltries during the last ten years has been from 25 to 50 per cent.

Summarizing the new legislation in part, the Department of Agriculture states:

"The season on beavers was closed for a term of years in Indiana, Michigan, Nevada and South Dakota, and on otter in Indiana and Nevada. Muskrats were protected until 1924 in North Dakota. Open seasons for taking fur-bearing animals were shortened in Idaho, Indiana, Kansas, Maine, Massachusetts, Pennsylvania, Rhode Island and Vermont; houses, dens or burrows of fur animals were protected in Kansas, Maine and Michigan. Open seasons were slightly lengthened in Michigan, Ohio, South Carolina and locally in New Hampshire."



### Essential Features of the Grocery Staples.

Sugar—The market shows no change since the last report. The price of granulated in the five zones in Michigan is as follows:

Grand Rapids	5.80@6.00
Northern	6.10@6.30
Saginaw	5.95@6.15
Detroit	5.85@6.05
Southwestern	5.90@6.10

Tea—The week in the local tea market has been active, with jobbers finding little difficulty in disposing of practically all kinds of teas at advancing prices. There is no longer any doubt of there being a serious shortage in Japan teas, probably 10,000,000 to 15,000,000 pounds, and while teas are available in moderate supply indications point to a shortage of at least 2,000,000 pounds there. Even at a 40 per cent. higher than pre-war basis Japan teas are being eagerly sought.

Canned Fruits—The demand is quiet except in a very few exceptions, but the local market has begun to show sympathy with the very strong Coast market now that some of the surpluses have been absorbed. Several classes of pineapple, notably standard and ex-standard 2½s, sliced, are up to \$2.60 and \$2.80, respectively. Apple deliveries are better and in a quiet way this fruit is going into distribution. Considerable canned apples have been sold ahead, and sellers are awaiting replacement demands.

Canned Vegetables—Slightly more interest is being manifested in tomatoes, but trading as a whole is still dull. Prices retain all of their firmness and packers assert in a body that lower prices are not expected. That a break is due any time is the opinion of leading brokers here, who point out that this vegetable is now beginning to go into consumption. Tomato puree, packed in California, is developing an encouraging demand in New York, according to those brokers who are making offers. Corn is still very dull, in spite of which, however, prices are firm. Southern packers report confidentially that the demands of other markets are not in agreement with their expectations. Peas find a demand mostly in cheaply offered lots, which are not plentiful, and the time when all the high grade peas obtainable could be sold is now reversed.

Canned Fish—Canned fish generally shows little but routine trading. Pink salmon perhaps remains the strongest of the group at the moment. Because stocks are short here and the demand is fair brokers are holding the price firm. Red salmon, on the other hand, fails to gain strength, and while most brokers are asking \$2.35 for No. 1 talls, some business has been done at 5c under that price. With the Maine pack over sardine canners are shading prices in some instances in anticipation of forcing business. Spot stocks are not large. Betterment in this field is not expected, in local opinion, until a bigger demand absorbs some of the canned fish weakly held. The Coast reports short holdings all around on tuna fish. The

local demand is quiet and prices hold unchanged for weeks. Halves are still quotable at \$7.25, spot, and 25c cheaper on the Coast. Blue fin, which is very short, is quoted at \$5.50. The Florida shrimp pack is over and is reported short. Deliveries here, however, are more liberal. Japanese crabmeat continues to go into distribution upon arrival.

Dried Fruits—The market shows more strength than a week ago and the Coast reports prunes in a very firm position. On spot there have been charges and counter charges of price shading to force business, but this is not expected to last with prunes shaping up so firm. Several brokers report they have now disposed of all cluster raisins on spot but have further shipments which should arrive here not later than the 25th. In all probability these will be the last shipments of cluster raisins and we do not believe there is anywhere near enough to take care of the Christmas holiday requirements. Thompson seedless raisins unchanged. Stocks here are cleaning up in good shape and a higher market is anticipated. More interest is being shown in apricots and with only limited quantities of Blenheims available it is doubtful if the 1921 yield will last much after the first of the year. An occasional offering is being received from the Coast, but prices are somewhat higher than the spot quotations. The Coast reports considerable activity in prunes, and while there have been no radical advances in the market, prices are expected to go somewhat higher very shortly. Stocks are very closely held, and in some quarters it is estimated that the total holdings do not exceed 30,000,000 pounds, and it has been said that the entire crop of 1921 will be cleaned up by March of the coming year. Currants are advancing in the Greek market.

Spices—There were no pronounced developments at the week end, although the firmness that has characterized the tone of the market for such commodities as cloves, ginger, nutmegs and mace was even more pronounced as the steady demands of consumption together with light arrivals keep spot stocks at a point approaching exhaustion.

Molasses—The grocery trade is buying more freely as the requirements of consumption expand, but is not anticipating even the near future. The market has a somewhat uncertain undertone, but there has been no quotable change in prices.

Corn Syrup—Orders were based on the indicated wants of current consumption, but in the aggregate a fair amount of business is being done and prices are maintained.

Sugar Syrups—Quiet conditions persist and the situation presents nothing that calls for special comment.

Nuts—The demand for the entire line has been heavy and stocks of all sorts are greatly reduced. Almonds are firmly held at list. New crop Cornes walnuts arriving are cleaned up on a 22c basis. On spot Sorrentos and Grenobles find a strong de-

mand. Sicily filberts are fairly well cleaned up and for prompt shipments are quoted at 12c. Brails are moving freely, as are pecans, which stocks are limited.

### Review of the Produce Market.

Apples—Wagner, Wealthy, Spys, Baldwins and Alexanders command \$7@9 per bbl.; cooking apples, \$7 per bbl. Box apples from the Coast command, \$3.75 for Jonaathans and Spitzenbergs.

Bananas—7c per lb.

Beets—\$1 per bu.

Butter—The market is weak and a decline is by no means unexpected. Local jobbers hold extra creamery at 42c in 63 lb. tubs and 43c in 40 lb. tubs. Prints 44c per lb. Jobbers pay 21c for packing stock.

Cabbage—\$4.50 per 100 lbs.

Carrots—\$1.40 per bu.

Celery—40c for ordinary and 60c for Jumbo.

Cranberries—Late Howes command \$21 per bbl. and \$10.50 per ½ bbl.

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

Eggs—Local dealers pay 58@60c for strictly fresh, candled. Cold storage are now moving out on the following basis:

Firsts	39c
Firsts in cartons	42c
Seconds	33c
Checks	32c

Grape Fruit—Florida fruit is now in market, selling at \$4 per box for all sizes.

Grapes—California Emperors command \$3 per 24 lb. crate.

Green Onions—Shalots, 75c per doz. bunches.

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	\$6.00
270 size, per box	6.00
240 size, per box	5.50
Choice are held as follows:	
300 size, per box	\$5.50
270 size, per box	5.50
240 size, per box	5.00

Lettuce—Hot house leaf, 19c per lb.; Iceberg from California, \$7.50 per crate.

Onions—California, \$6 per 100 lb. sack; home grown \$5.50 per 100 lb. sack; Spanish, \$2.65 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.

Peppers—Florida, 75c per basket.

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.

Poultry—Local buyers pay as follows for live:

Turkeys	30@32c
Geese	17c

Choice Ducks	20c
Light fowls	14c
Heavy fowls	16c
Light Chickens	14c
Heavy Chickens	16c

Dressed turkeys, 5c more than live; dressed chickens, 3c more than alive. Pumpkin—\$2.25 per doz.

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 \$3.75 per bbl.

Tomatoes—\$1.25@1.50 for 6 lb. basket from California.

### Status of the F. D. Travis Co. Failure.

At a meeting of the creditors of the F. D. Travis Co., held at Kalamazoo last Wednesday, it was decided to vest the management of the business in the hands of seven trustees, who will act in accordance with a trust agreement. The trustees selected were as follows:

H. W. Spindler, Michigan Hardware Co.

J. H. Colby, Brown & Sehler Co. Frank V. Blakely, G. R. Credit Men's Association.

J. G. Finkbeiner, United Engine Co. W. R. McCallum, American Seeding Machine Co.

J. H. Standart, First National Bank of Allegan.

G. W. Seybold, Oliver Chilled Plow Co.

Mr. Standart was elected chairman of the trustees and Frank V. Blakely was elected secretary.

At a special meeting of the stockholders of the Travis Co.—there are 900 stockholders, holding \$150,000 in stock—held at Plainwell last Thursday, the action of the creditors regarding the disposition of the assets was sanctioned.

According to an appraisal made by the Michigan Trust Co. Sept. 30 the assets of the company are approximately \$305,000.

The stock in the company which has been sold to farmers at par up to a short time before the failure was the personal stock of Mr. Travis. The proceeds of these sales did not, therefore, go into the treasury of the company.

The five stores conducted by the company are being closed long enough to make a complete inventory of the assets of the estate.

### I Ain't Dead Yet.

Time was I used to worry  
And I'd sit around and sigh  
And think with every ache I got  
That I was going to die.  
I'd see disaster coming from  
A dozen different ways  
And prophesy calamity  
And dark and dreary days.  
But I've come to this conclusion,  
That it's foolishness to fret,  
I've had my share of sickness,  
But I

Ain't  
Dead  
Yet!

I've feared a thousand failures  
And a thousand deaths I've died,  
I've had this world in ruins  
By the gloom I've prophesied.  
But the sun shines out this morning  
And the skies above are blue,  
And with all my griefs and troubles,  
I have somehow lived 'em through.  
There may be new cares before me,  
Much like those that I have met—  
Death will come some day and take me,  
But I

Ain't  
Dead  
Yet!

After man came woman—and she has been after him ever since.



### Recent Proceedings in Grand Rapids Bankruptcy Court.

Grand Rapids, Oct. 29.—On this day was held the final meeting in the matter of Peter Timmer, Bankrupt No. 1907. The bankrupt was not present or represented. The trustee was present in person. Additional claims were allowed against the estate. The trustee's final report and account was received and approved. An order for the payment of additional administration expenses was made and a first and final dividend declared. The dividend was 1 per cent. There was no objection to the bankrupt's discharge. The final meeting of creditors was then adjourned without date.

Oct. 31. On this day was held the final meeting of creditors in the matter of William T. Moore, Bankrupt No. 1953. The bankrupt was not present, but represented by Raymond Starr. The trustee was present in person. Additional claims were proved and allowed. The trustee's final report and account was received and approved and allowed. Supplemental first dividend sheets of 10 per cent. were filed and final dividend sheets of 17.9 per cent. were filed. An order was made for the payment of administration expenses and for the payment of dividends. The matter of discharge was left open to permit testimony to be taken, the time of which is to be fixed by counsel.

On this day also was held the first meeting of creditors in the matter of the Kent Fuel Company, Bankrupt No. 1994. The bankrupt was present by its secretary and by George B. Kingston, attorney for the bankrupt. Creditors were represented by Clapperton & Owen, M. Thomas Ward, David Warner and George S. Norcross. Claims were proved against the estate. C. A. Weinhart was elected trustee and the amount of his bond fixed by the referee at \$5,000. The secretary of the bankrupt company was sworn and examined before a stenographer, the testimony to be transcribed and filed. The first meeting of creditors was then adjourned without date.

On this day also was held the sale of assets in the matter of Fred E. Miller, Bankrupt No. 1973. The bankrupt was not present. The trustee was present in person. Various bidders were present. No one being willing to bid higher than the original offer, the property was sold to Chas. Sawtelle, for the original bid of \$400. Several additional claims were allowed against the estate. The special meeting was then adjourned without date.

Nov. 7. On this day was held the special meeting and sale in the matter of William A. McFarland, Bankrupt No. 1992. The bankrupt was not present in person or represented. The property was sold to Baxter & Reide, for \$500. Several additional claims were allowed. The meeting was then adjourned without date.

In the matter of Rhoda Richmond, Bankrupt No. 2004, funds have been advanced to the court and the first meeting of creditors has been called for Nov. 26.

Grand Rapids, Nov. 14.—On this day was held the first meeting of creditors in the matter of Kassak S. Jones, Bankrupt No. 1997. The bankrupt was present in person. No other appearances. No claims were proved against the estate. From the fact that there are no assets to administer and no further business to be conducted, the court made an order that no trustee be appointed and also an order closing the estate, and allowing the bankrupt his exemptions. The case has been closed and returned to the district court.

On this day also was held the first meeting of creditors in the matter of John Tinkholt, Bankrupt No. 1999. The bankrupt was present in person and by attorneys, Robinson & Den Herder, Gaffner & Miltner, of Lake City, were present for creditors. Henry Miltner was elected trustee and the amount of his bond fixed by the referee in the sum of \$500. The bankrupt was then sworn and examined without a reporter. Appraisers were appointed by the court. The first meeting was then adjourned without date.

On this day also was held the final meeting of creditors in the matter of Stanley J. Danleski, Bankrupt No. 1979. The bankrupt was not present or represented. The trustee's report and account was approved and allowed. An order was made for the payment of administration expenses, there being insufficient funds in the estate to pay any dividend. No objections were made to the discharge of the bankrupt. The meeting was then adjourned without date. Nothing further remains to be done to this estate except to make the several formal orders and return the same to the district court.

On this day also was held the first meeting of creditors in the matter of Christopher J. Renihan, Bankrupt No. 2002. The bankrupt was present in person and by attorney, Fred M. Raymond. Hilding & Hilding were present for creditors. Several claims were proved against the estate of the bankrupt. Frank V. Blakely was elected trustee and the amount of his bond fixed by the referee in the sum of \$500. The bankrupt was then sworn and examined without a reporter. The meeting was then adjourned without date.

On this day was held the first meeting of creditors in the matter of Laura Baker, Bankrupt No. 2000. The bankrupt was present in person. Several claims were proved. Frank V. Blakely was

elected trustee and the amount of his bond fixed by the referee in the sum of \$500. The bankrupt was then sworn and examined without a reporter. The petition of Turman J. Swart to reclaim certain of the fixtures of the estate was considered and it was determined that the same were not a part of this estate and the petition was therefore allowed. The first meeting of creditors was then adjourned to Nov. 16.

On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Gordon H. Bryant, Bankrupt No. 2005. The bankrupt is a resident of Traverse City. The proceedings have been referred to Benn M. Corwin as referee in bankruptcy. The date of the first meeting of creditors has not been set, from the fact that the estate contains no tangible assets, and the court has been written for funds. When funds have been furnished the date of the meeting will be given. The bankrupt schedules assets in the sum of \$100 and liabilities in the sum of \$1,499.12. A list of the creditors of the bankrupt is as follows:

Mrs. L. B. Rogers, Clarksburg, W. Va.	\$210.40
R. J. Lydiatt, Calgary, Alberta	210.00
Enterprise Snow Print, Rouleau, Saskatchewan	285.00
Rollie Keil, Edmonton, Saskatchewan	129.20
Eddie Barrows, Regina, Canada	82.60
Pioneer Snow Print, Seattle, Utah	27.50
Gardner Printing Co., Salt Lake, Utah	47.50
Variety Publishing Co., Chicago	127.92
Gould & Bancroft, Hastings	150.00
Mr. and Mrs. Victor Levitt, Portland, Ore.	229.00

Nov. 15. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of E. Rosenthal, doing business as the Parisian Shop, Bankrupt No. 2007. The bankrupt is a resident of Grand Rapids and has conducted a ladies retail ready to wear shop on Monroe avenue, Grand Rapids. The proceedings have been referred to Benn M. Corwin as referee in bankruptcy, and who also has been appointed receiver. The bankrupt list assets in the sum of \$13,660 and liabilities in the sum of \$20,864.08. The first meeting of creditors in this matter will be held at the office of the referee Dec. 1. A list of the creditors of the bankrupt is as follows:

City of Grand Rapids, amount not known	
Ben F. Levis, New York City	\$312.50
National Cash Register Co., Grand Rapids	866.00
H. B. Rubin, New York	852.40
Booth, Bergman & Sunberg, New York	228.75
Govertz Mfg. Co., New York	174.00
G. L. G. Inc., New York	479.00
Ronel Hat Co., New York	174.41
Mildred Hat Co., New York	82.11
H. L. Dostiliator & Son, New York	42.50
Morris Millard, New York	217.25
Majestic Costume Co., New York	123.75
Samuel Katz, New York	612.00
Katz, Fischel & Reisch, New York	594.82
I. Sperber, New York	667.50
Hinnes & Wagner, New York	317.50
Kaplan Bros., New York	496.75
Michelson & Davies, New York	279.50
Monarch Garment Co., New York	407.25
S. B. Cassidy, New York	230.25
Simpson Bros., New York	112.25
M. E. Cohen & Son, New York	145.00
Joseph Kreinick, New York	642.00
Bromson Bros., New York	385.50
H. Klavens & Co., New York	314.00
Fairmont Dress & Costume Co., New York	289.00
Tip Top Dress Co., New York	188.50
S. S. Kulnick, New York	39.40
Pe-Kay-Fur Co., New York	584.00
H. Brookman, New York	325.25
Century Dress Co., New York	73.50
Barnett Goldstein, New York	86.75
Frank & Engul Sperber, New York	875.90
Jacob Waxman, New York	737.00
The Quiteright Skirt Co., New York	13.50

B. S. Klair, New York	400.00
M. Gordon, New York	207.25
Deane Dress Co., New York	401.00
Max H. Ribenstein, New York	152.00
Aron & Homes, New York	124.00
Samuel Meadow, New York	395.75
Malittwin, New York	383.50
Cuno Perlmutter, New York	671.00
Boss & Gross, New York	202.00
Albert Bloom & Co., New York	607.50
Jacobs & Jacobs, New York	377.84
Bellwell Dress Costume Co., New York	262.00
Hattie Dress Co., New York	240.25
I. Zimmerman, New York	80.00
Rascliffe Dress Co., New York	180.25
Merrill Dress Co., New York	251.00
Spravagen & Marks, New York	508.00
Jacob Cohen, New York	141.00
Samuel Sressler, New York	267.75
Siegel Levy & Co., New York	108.00
Goldberg & Freund, New York	458.20
Asenof Delora & Asinof, New York	441.00
Trio Knitting Mills, New York	116.25
Theo. Reel & Co., New York	281.00
Hoffman Waldner Feather Co., New York	46.00
Lightening Hat Co., New York	77.00
Wiesen & Goldstein, New York	142.75
Sobul Garment Co., Chicago	150.36
Lippman Bros. & Joffes, New York	49.00
J. Engel Hat Co., New York	38.50
Press, Grand Rapids	582.00
Lewis Electric Co., Grand Rapids	90.00
Michigan Trust Co., Grand Rapids	416.66
Duro Paper Product Co., Chicago	52.00
Consumers Power Co., Grand Rapids	78.10
Peter Pan Dress Co., New York	17.75

Nov. 17. On this day was held the first

meeting of creditors in the matter of Earl G. Nash, Bankrupt No. 1998. The bankrupt was present in person and by attorney, E. A. Maher. Dilly, Souter & Dilly were present for creditors. R. J. Cleland; M. Thomas Ward and Smedley, Lindsey & Shivel were present also for creditors. Claims were allowed against the estate. William Gillett was elected trustee and the amount of his bond fixed by the referee at \$2,000. Appraisers were appointed by the court. The bankrupt was then sworn and examined without a reporter. The first meeting of creditors was then adjourned without date.

On this day was also held the first meeting of creditors in the matter of Harry Vander Veen, Bankrupt No. 2003. The bankrupt was present in person and by attorney, Dilly, Souter & Dilly. Butterfield, Keeney & Amberg were present for creditors. Claims were allowed against the estate. Charles H. Warden was elected trustee and the amount of his bond fixed by the referee at \$500. The first meeting was then adjourned to Nov. 25.

### Plan For an International Bank.

Mr. Vanderlip's plan for an international reserve bank, with a capital of \$1,000,000,000 in gold, which shall serve as an agency for aiding Europe to recover from its present economic chaos, has received a great amount of publicity on both sides of the Atlantic, but so far it has made very little appeal to either American or European bankers. The inability of bankers in this country to raise the \$100,000,000 of capital for the Foreign Trade Finance Corporation has made them skeptical concerning the possibility of raising an international fund of ten times that amount. The idea is not a new one, as Senator Hitchcock of Nebraska has already proposed the incorporation of such an institution and presented the plan to the Senate in the form of a bill. Mr. Vanderlip for a long time has been known to entertain very bearish sentiments concerning the outlook in Europe, and his project represents an earnest effort on his part to prescribe for the ills from which that part of the world is now suffering. All the countries of Europe are afflicted in varying degree with the same malady, namely, a disordered currency. In

Central Europe, although the results of the present policies are clearly foreseen by the political leaders, it appears to be virtually impossible to check the movement toward further currency inflation, unless substantial aid comes from external sources. The international bank is proposed by Mr. Vanderlip as the instrument for extending such assistance.

## Avoid This 50% Penalty

**T**AXPAYERS who used appreciated or inflated values in determining invested capital on tax returns for past years, have until the 24th of this month to file corrected returns—no longer!

Unless such corrected returns are filed within the time specified, a penalty of 50% will be imposed in addition to the increased tax due.

This ruling is definite. It is of particularly wide application. Misinterpretation of the law was fairly general. The inference is obvious!

### SEIDMAN & SEIDMAN

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

New York Washington Rockford  
Chicago Newark Jamestown



"Hold Tights" stand the most severe tests. Every "Hold-Tight" hair net guaranteed to be perfect or a new one free. Handsomely designed packages, containing single or double mesh nets. Write for a sample dozen.

Mail orders shipped same day received.

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WE OFFER THE UNSOLD PORTION OF

**\$300,000**

**Citizens Telephone Company**

GRAND RAPIDS, MICHIGAN

**First Mortgage Gold Bonds**

YIELDING 7%

(Tax Exempt in Michigan)

Dated Dec. 1, 1916

Due Dec. 1, 1936

Interest payable June 1 and Dec. 1 at the Michigan Trust Company and the Grand Rapids Trust Company, trustees. Coupon Bonds in denominations of \$1,000, \$500 and \$100.

Bonds callable by lot at the option of the Company on 60-days' notice at 102. However, following the law of average the fact that the Company would have to call more than 3 of its 5% bonds to each 1 of the 7% bonds practically eliminates the possibility of ever having these bonds called. In addition to the 5% annual interest coupons attached to these bonds, as provided by the Trust Indenture, the company has affixed interest coupons calling for the payment of an additional 2% payable semi-annually on the usual interest dates.

### THE COMPANY

The Citizens Telephone Company was organized under the laws of Michigan in 1895. The Company owns and operates exchanges in 58 cities, towns and villages in Western Michigan, and has connections with long distance lines and exchanges of other Companies, which enable it to reach more than 300,000 telephones in Michigan.

### SECURITY

These First Mortgage Bonds are secured by an absolute first mortgage on all the property of the Company. Total assets as of Dec. 31, 1921, were \$6,115,022.81. The Grand Rapids Exchange alone represents an investment of \$2,067,403.12.

### EARNINGS

	Year Ending Dec. 31, 1920	9 Mo. Ending Sept. 30, 1921
Net Earnings, after deducting all operating expenses, taxes, and setting aside 6%		
Depreciation Reserve were -----	\$231,748.65	\$181,867.34
Int. charges on all bonds outstanding (including this issue) -----	68,250.00	52,481.25
Balance -----	\$163,498.65	\$129,386.09
Net earnings now at the rate of approximately $3\frac{1}{2}$ times interest charges on all bonds now outstanding.		

### CAPITALIZATION

	Authorized	Outstanding
Common Stock -----	\$5,000,000	\$3,851,735
First Mortgage 5% Bonds -----	3,000,000	979,500
First Mortgage 7% Bonds -----		300,000

### DIVIDENDS

The Company has paid quarterly cash dividends regularly and uninterruptedly on its capital stock for the past 24 years. The present annual rate is 4%.

### TELEPHONES IN OPERATION

June 1, 1918 -----	38,860
June 1, 1921 -----	42,576
Gain in 3 years -----	3,716

The legal details of this issue have been handled by Messrs. Travis, Merrick, Warner & Johnson, and the additional 2% interest payment has been approved and authorized by the Michigan Public Utilities Commission.

Price 100 and Interest to Yield 7%

**Fenton Davis & Boyle** | **A. E. Kusterer & Co.**

CHICAGO

GRAND RAPIDS  
MICHIGAN TRUST BUILDING  
Citizens 4212 Main 656

DETROIT

Michigan Trust Bldg.

Citizens 4267

GRAND RAPIDS, MICH.

Main 2435

All statements contained in this advertisement are expressions of our opinion, based upon information and statistics obtained from official reports and other sources, which we consider reliable, and upon which we based our purchase of these bonds.  
All offerings subject to prior sale or change in price.



## VALUE OF MEAT INSPECTION.

Within the last year the value of competent inspection of meat animals and meat products has been sharply stressed. A combination of circumstances seems to have brought about a condition that has tended to increase the output of many village and community slaughter houses where inspection either does not exist at all or is very lax. Most recently the public has shown a decided disposition to buy as cheaply as possible. In some communities there are persons who are being forced to peddle meat to make a living; whereas a year ago they could find no one to buy the stuff they had to sell.

There are some farmers or raisers of stock in these days of depressed farm values who, perhaps, are not quite so conscientious as they have been in days of prosperity and who would rather dispose of an ailing cow or pig to their local slaughterer, with whom it does not have to pass a too rigid inspection, than to have the animal die on their hands. The small slaughterer, naturally, does not have to pay a very high price for such raw material. In many cases he is his own operating force. He knows absolutely the limitations of his market and he frequently is his own distributing system; therefore, he can afford to sell his sometimes questionable product at a figure which is considerably below that which must be obtained for properly inspected and properly prepared meat.

It would not be proper to give the impression that every animal slaughtered in an uninspected house is diseased or unfit for food, but it is a moral certainty that a very considerable percentage of the animals and meats so handled are unfit for food. The absolute necessity for proper inspection is quite adequately evidenced by the fact that the United States Government expends an average of three million dollars annually to maintain its inspection service through the Bureau of Animal Industry, which inspection service is taken advantage of by all packers who engage in interstate commerce. The Federal Government has no control over the business that is done solely within a State or within a municipality and, therefore, it cannot extend forcibly its supervision over a great number of slaughterers and small packers who have not the facilities with which to do an interstate business.

It is estimated by the Government that only 66 per cent. of all the meat consumed in the United States is Federally inspected. That means that one-third of all the meat eaten daily in the United States is subjected to the presence of bacteria, which can be conveyed from the meat of a diseased animal into the systems of human beings. It means that a considerable portion of all the slaughter houses in the United States do not maintain that high standard of sanitation such as is found in establishments where competent inspection exists. A packing house, after all, is nothing but a large kitchen. The slaughtering operation is a very small part of the processes which an animal must undergo before it emerges as food for people. Ade-

quate inspection of those animals begins before they are slaughtered and follows throughout the processes until the product is wrapped, labelled and made ready for shipment.

The dealer who sees to it that he buys from none other than a competently inspected establishment is assured that the meat products which he is to sell to his trade are the utmost in wholesomeness. In the first place, most efficient veterinarians inspect the live animals carefully as soon as they are unloaded from the cars into the stock yard pens. Any that show traces of disease are quarantined at once. Through that ante-mortem inspection the risk of the packers buying imperfect animals is greatly lessened; but, added to that is the expert knowledge that the buyers themselves have concerning the necessary physical condition of the animals they buy. Those buyers know that after the animals they buy are slaughtered, another and a most rigid inspection by skillful veterinarians takes place and that the carcass and every portion of any diseased animal is discarded from the lot which is to go on to be made into meat. That is another safeguard that the dealer has who purchases inspected meat.

Then comes the various kinds of inspection—inspection of head, cheek, tongue, liver, kidney and various other portions of the carcass, every one of which is an added assurance to the retailer who does not buy from the uninspected houses that he is going to pass on to his customers meat which has been prepared from nothing but healthy animals; meat which has been prepared under the most sanitary conditions that modern science can evolve; meat that has been inspected along every step of its progress through the packing house to his door; meat which is not going to affect his customers and drive them from his door; and, last but not least, meat which is going to stand up better in his cooler or on his block.

The dealer who handles properly inspected products has a superior advantage over the dealer who buys from the local uninspected slaughter house, which, in most instances, is located outside the city limits, away from local regulation, where water supplies and other sanitary agencies are sadly lacking.

## AN ECONOMIC PARADOX.

It is one of the economic paradoxes that the more of a good thing we have the less we value it. A practical application of this is seen in the efforts to estimate the loss in dollars and cents which cotton planters have recently sustained from the boll weevil. Senator Smith of South Carolina estimates the damage wrought by this pest to the 1921 crop at 7,000,000 bales. This appears to be excessive, but for the purposes of our argument it may be accepted as correct. Senator Smith next assumes that as cotton was bringing 20 cents a pound when the marketing season was at its height these 7,000,000 bales could have been disposed of at that price. At 20 cents per pound cotton will bring \$100 per bale. The total loss from the boll weevil is thus placed at \$700,000,000. This may be

good mathematics, but it is bad economics. The fallacy in the calculation obviously lies in the assumption that these extra 7,000,000 bales could have been placed on the market without causing any fall in the price. The present crop apparently will be something like 7,000,000 bales. It has not all sold for 20 cents by any means, but let us assume again for the sake of argument that it has done so. Now if the other bales which the weevil destroyed were thrown on the market the chances are that the price of all the cotton would be nearer 10 cents than 20 cents. This again is only an assumption, but it is more reasonable than the others we have already accepted. But the 14,000,000 bales at 10 cents will bring no more than the 7,000,000 at 20 cents. In such an event the loss to the farmers as a whole in dollars and cents, would be nothing.

There are, of course, several other sides to this calculation. While a short crop may bring no loss to producers as a whole, there is no uniformity in the losses which individuals sustain from the ravages of a pest. Some will make no crop at all and thus lose everything, while others will almost escape the trouble and thus derive a considerable profit from the higher prices due to their neighbors' misfortunes. From the social point of view such an outcome is highly undesirable, as the rewards of effort should be more equitably distributed. The consumers' point of view is also to be considered. While 7,000,000 bales of cotton may bring as much money to the producers as 14,000,000 bales, the consumers' wants will not be nearly so well cared for when the smaller amount is marketed. Weevils should not be allowed to eat the fiber that consumers need to wear. Hence, Senator Smith is right in stating that the cotton pest is not a sectional but a National problem, and the loss to producers in dollars and cents, whether large or small is not the sole consideration. Whatever raises the price of a necessity to consumers and tends to affect their standards of living is a matter of National import.

## THANKSGIVING DAY.

From the day, 301 years ago tomorrow, when the Pilgrim Fathers of Massachusetts set apart a day for special Thanksgiving for being rescued from starvation by the timely arrival of a supply ship from England, to this, our Nation has had a multitude of occasions for which to be thankful, and the spirit of acknowledgement of our manifold blessings is ever kept green in the memory. In these three centuries the most wonderful evolution of human society has taken place on this continent, that has ever been witnessed in the history of the race. The scattered fringe of weak colonies on the Atlantic coast has developed into the greatest free Nation of the world. It would seem that Providence has conspired to turn the stream of good fortune upon America. Nature provided a great expanse of fertile soil, with all the favorable climates, as the suitable foundation for the building of a nation. Our very remoteness from the older continents has been a bene-

ficial barrier, in that it provided a natural selection for the people who would come across to settle the new land. Only those of intrepid spirit, strong purpose and determined perseverance, would brave the terrors of such a journey to an unknown land. Thus the seed of the new people was of selected stock that has shown good fruitage. Favored in land and people, the evolution of events has done the rest. Times of severe trial like war and pestilence have not been lacking but the Nation has always emerged from them with undiminished strength.

There is scarcely any need of recounting the lists of our National advantages. They make a showing too great to be a fit subject for vulgar boasting. But it would all be of no account unless the National spirit was a quality fit to be the guardian of such a vast trust. History has seen vast riches melt away with no benefit, and proud nations have fallen because they were weighed in the balance and found wanting. The highest duty of America is to use its good fortune for the benefit of the world.

## UNDERWEAR DEPRESSED.

While the hosiery trade is concerned over handicapped competition with cheap German goods, underwear manufacturers and jobbers with substantial stocks of domestic merchandise are complaining of heavy arrivals of United States army underwear sold in France after the armistice at 40 per cent. of the cost and entering this country recently free of duty. Close to 500,000 dozen of this low cost underwear have already glutted the market, and it is thought that additional appreciable quantities are destined for American consumption. This is another example of difficulties confronting the knit goods trades.

The underwear trade has not enjoyed good business lately because of unseasonable weather. Mill factors and jobbers have been hoping for an early cold snap, but it appears that they will have to make the best of a bad situation. Three or four weeks ago retailers opened a brisk demand for heavy underwear, but buying declined rather than increased as the winter approached.

The fact remains that jobbers were pretty well stocked under the condition of curtailed purchases and the manufacturers found a narrower outlet for their fall underwear than they anticipated. The warm weather of the past few days has added to the dullness of the market. The mills are turning out little heavy underwear and increasing the output of spring goods.

While authorities say that operations continue around 85 per cent. of normal sales are still far below that level. Reorders for spring are coming very slowly, buyers being reluctant to commit themselves far ahead. This has made the manufacturers uneasy and it appears that none of the mills will settle their fall 1922 policies until after the turn of the year. All the seasons seem to be destined for a two months' advancement under this pressure.





## VOICES

By Emanuel G. Frank.

There's a wondrous thrill of pleasure  
 When you see the form and face,  
 Of some loved one in whose presence you rejoice;  
 But the joy there is in seeing  
 Can't compare with what takes place,  
 When you hear the magic music of her voice.

Be it mother, wife or sweetheart,  
 Be it sister, daughter, friend,  
 As within your waiting vision each appears;  
 While your heart may leap to see them  
 What is better in the end,  
 That their eager voices sounding in your ears.

But remember as you listen  
 That these sweet and nameless thrills,  
 Find an echo and an answer rich and true,  
 In the hearts of cherished loved ones  
 Which alone your voice fulfills;  
 For when all is said, your voice is really you.

So when travel takes you from them  
 Let them feel how much you care,  
 Let them know you haven't left them all alone;  
 Let them feel in fullest measure  
 You, yourself, are standing there;  
 Let them hear the voice they cherish through  
 [the 'phone.

MICHIGAN STATE



TELEPHONE COMPANY





## REVIEW OF THE SHOE MARKET

### New Method of Increasing Business.

In certain parts of Michigan business was affected in just about the same measure the depression hit other sections of the country during the past several months. Shoe dealers in Michigan were rather hard hit because of the extraordinary slump in the automobile business, one of the chief industries of the State. There is quite a lot of unemployment and added to this is the fact that the farmer has not been getting as much money for his products as he figured they were worth. So Mr. Farmer stays out of the market, and the mechanics and tradesmen of Michigan are pulling tight on their purse strings, making it quite a problem for most shoe retailers to put ginger into their business and show an increase.

Not so, however, with Harmon & Smith, of Charlotte, who took the bull by the horns some time ago, figuring that there was business to be had, if properly gone after. They argued that savings banks contained just as much money as ever before, and that the people would respond if properly approached and offered merchandise of the right character and price.

So Harmon & Smith launched a "campaign for one thousand new customers." This was given wide spread publicity in the papers. A great deal of direct-by-mail advertising literature was also sent out. The company, in its advertising, laid its cards on the table, stating that this was a time when price, quality and service would rule as never before; that the company was cognizant of the fact and was going to use the three levers to put one thousand new names on the books of the concern.

The store was properly dressed up for the occasion and the local papers carried the announcement of the campaign forthwith after the campaign was fairly well under way. Harmon & Smith ran local items in the paper, telling of the progress of the campaign. These locals were really paid advertisements, although they appeared as editorial comment.

It was necessary to get up some very attractive show cards and also to use extraordinary copy in the newspaper advertisements. Following is the text of the copy of one very attractive show card, and which was also the copy for one of the most successful advertisements in the local paper:

**Our campaign for 1,000 new customers is on. Quality and Price will do the trick. The more you buy the cheaper we can sell, and the cheaper we can sell the more you save.**

**Are you with us?**

"Naturally we did not expect to get one thousand new customers," said E. C. Harmon, "but the psychological

part of this goes over, producing a favorable effect upon the minds of the public. It is rather easy for the average person to sell himself the idea that something unusual is going on in the way of quality and price if a store such as ours, with a good reputation is putting on a campaign for so many new customers. The public figured that we were offering something unusual and that their pocketbook was going to be materially benefited by favoring us with their patronage. At least that is the way it has worked out. It has been one of the most successful sales stimulating plans that we have ever used. The old time sale is a dead letter at this particular time. The public is tired of sales. People do not believe that values are forthcoming even though talked about in a most entertaining and attractive way. This campaign for customers goes over in great shape when properly applied. At least that has been our experience."

### Nurse Declared To Have Most Perfect Foot.

New York can boast of one perfect foot—no, two of them—for a pair of exquisitely dainty pink tinted pedal extremities has been discovered by those persons in pursuit of this attribute in order to show visitors to the Health Show, now being held in Grand Central Palace, what they ought to possess in the way of a substantial foundation and compare it with the deformities some of them display or seek to hide.

The discovery was made by Reuben H. Gross, register of the first pediatry institute, and who is in charge of the foot clinic booth at the exhibition. It was as much of a surprise to Mr. Gross as it was to Miss Elizabeth Doyle, a nurse, of 501 West 113th street, the proud owner of the perfect foot, when not a flaw could be found in the bit of pink flesh she entered in the foot contest, and entered it on a bet, too.

If the physician in charge of the case on which Miss Doyle is engaged as nurse had not made a wager with her that she would never dare try for the perfect foot prize that is to be awarded Saturday, the world might still be searching for the perfect foot. She took the dare, and it didn't take Mr. Gross long to see that out of the hundreds of feet offered for examinations hers was by far the finest pair.

Miss Doyle wears a 4½ B shoe and she had on high heels, pointed toes and thin soles. When Mr. Gross advised her to adopt a more sensible style of shoe she replied that as a child she had to wear shoes that others selected, and now she intended to wear the kind she liked. Miss

Doyle permitted photographers to take pictures of her foot, but she would not let them snapshot her face.—New York Herald.

People are most useful when doing something at which they excel, or which they at least enjoy doing. A fat man (obviously fond of food) nearly always takes great pride in his ability to order a good dinner. Girls who enjoy dancing are rarely the poor dancers. No wonder we are not at our best when we fail to get fun out of our daily occupations.

9 to 11 pound Oak Bends  
55c lb.

**SCHWARTZBERG & GLASER  
LEATHER CO.**

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

**Home Ease**  
Juliet—In Stock  
Black Kid, Flexible, McKay,  
Stock No. 700.  
Price \$2.25.  
**BRANDAU SHOE CO., Detroit, Mich.**



801—Men's H-B Hard  
Pan, 8-inch ½ Double  
Sole, Standard Screw,  
Last No. 31, Large Nickel  
Eyelets, Unlined, Plain  
Toe, Blucher -----\$3.75

## H-B Hard Pan Shoe Uppers are Re-Tanned

The leather is first CHROME-tanned. This tanning gives tensile strength and pliability. Then the leather is re-tanned to make it water-resistant. That is why the shoe will withstand such severe usage, and yet remain soft and easy on the foot. **This is the same re-tanning that the U. S. Government specified on every army shoe during the war.**

For 25 Michigan winters outdoor men have been wearing H-B Hard Pans.

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

are you  
going  
to get  
your  
share of  
holiday  
business  
in

**H.K. slippers**

1921		DECEMBER							1921	
SUN	MON	TUE	WED	THU	FRI	SAT				
				1	2	3				
4	5	6	7	8	9	10				
11	12	13	14	15	16	17				
18	19	20	21	22	23	24				
25	26	27	28	29	30	31				

TWELFTH MONTH

**Hirtl-Krause Co.**

tanners and shoe manufacturers Grand Rapids Michigan

If you do not receive our monthly blotter calendar, send us your name and we will gladly add your name to our list.



### Fuel Problem Unsolved by Excess of Gasolene.

Petroleum is at present being produced faster than it is used and stocks of gasolene are increasing. Oklahoma crude oil has dropped in price from \$3.50 to \$1 per barrel and the price of gasolene has been lowered several cents a gallon. But one should not be misled by the present situation, which is only a part of the business cycle through which we are passing.

It is a peculiarity of the oil-producing business that the drilling of new wells reaches a maximum at the crest, or even after the crest, of the wave of prosperity. The result is an over-production of crude oil in the time of depression. Prices drop, profits vanish, and new drilling stops. But within a year or two the pendulum swings the other way, and again there is a scarcity of oil due to the interruption. This cycle of events would take place even if there were an endless supply of crude oil underground.

The real motor fuel problem is not concerned with the swings of the business pendulum, although the present abundance of fuel is pointed to by superficial critics as showing how wrong have been the predictions of the scientists that have warned us of a future shortage.

The problem arises in part through the fact that the underground reserve of petroleum is limited. At present the unmined reserve of the United States is only about 5,800,000,000 barrels. Were this oil to be extracted from the ground at a rate equal to that of the year 1920, a feat that is quite out of the question from a practical standpoint, the reserve would only last thirteen years. It is thus evident, however, that after a few years we must expect a decline in the domestic production of petroleum.

On the other hand, the use of automobiles, tractors, trucks, and gasolene engines is becoming more general. Only twenty-five years ago there were but four automobiles in the country. One was in a circus, another was used for exhibition purposes, and two were regarded as mechanical freaks. To-day the total number of registered motor vehicles is over 9,000,000, an almost unbelievable increase in the short period of twenty-five years. What is more, the number is still growing, and will probably exceed 13,000,000 within a few years.

Where are we to get the fuel to run this vast number of cars? So far there has been little difficulty, as we have depended largely on greater draughts upon natural deposits. True enough, we have changed the nature of the commodity we know as gasolene. Its boiling range—that is, the range of temperature over which it distills—has been broadened, with the result that the amount of gasolene obtainable from a barrel of crude oil has been increased 50 to 75 per cent. Also, gasolene has been extracted from natural gas by processes involving either compression and cooling, or oil washing and cooling. And too, we have produced "synthetic gasolene" or "cracked gasolene" on

a moderate scale. The process for the production of these last named fuels involve the heating of the oil in liquid or vapor form. At the present time these gasolenes comprise 15 to 20 per cent. of the total quantity of gasolene marketed. The development and more extensive use of these processes may be expected. It is probable that their use will be the most important means of bridging the gap between present and future sources of motor fuel.

The quality of market gasolene will not change greatly in the next few years, at least not until the automotive engineers perfect devices that will use heavier and less volatile gasolene satisfactorily.

In spite of the fact that for several years the United States has produced two-thirds of the world's oil we have recently been dependent upon foreign sources of supply of crude oil. Eighty per cent. of the world's oil is consumed in this country. In 1920 our imports were 110,000,000 barrels, or 25 per cent. of our domestic production. This oil came largely from Mexico. As the years pass, the United States will become more and more dependent upon imports of petroleum. This will mean higher prices, and therefore necessitate more efficient utilization once the oil is in this country.

What other possible sources of fuel are there? Much has been heard of shale oil and of alcohol. Neither of these commodities will be important as motor fuels until many far-reaching developments have taken place. The development of a shale oil industry on a scale sufficient to furnish large quantities of motor fuel is an undertaking comparable to the creation of the whole coal-mining industry of to-day. And to produce alcohol we must first have available suitable raw material. It is quite out of the question make large quantities of fuel alcohol from food materials, such as grain and potatoes. Possibly wood may be the future source of alcohol, and reforestation of waste areas the means of supplying the wood.

Lastly, it is probable that necessity will be the mother of invention in methods of utilizing fuels. Present engines and devices for carburetion will be modified in such a way that where we now drive a car ten to twenty miles on a gallon of gasolene, we shall later be satisfied only with twenty to forty miles. The chemist will be called upon to study what happens within the engine cylinders and to find means of producing more salutary results.

Let us not allow the momentary over supply of gasolene to blind us to the real situation. The co-operation of scientists, commercial interests, public, and Government is needed for the successful solution of the problem.

E. H. Leslie.

#### Fairly Started.

A Baltimore business college received the following communication:

"I wish you would let me know how much it costes to lern tiperiting. I already kno how to spel."

## SPECIALS

Every item listed below represents a very good value, many at considerable less than regular marks.

Take advantage of these bargains from November 25th to December 3rd.

### SECOND FLOOR—Notions

- Toledo Safety Pins in sizes 2, 2½ and 3, a good quality pin, attractive card, per great gross ----- \$ 4.25
- Notair Hair Nets, that popular double mesh hair net in all selling shades, gross ----- 9.00
- 210—Hickory Waist, sizes 2 to 14, doz. ----- 4.00
- Art. 66—C. M. C. Crochet Cotton, all numbers, White, Ecrú, and colors, 10 balls, box ----- .70
- 9200—Paris Garter and Arm Band, combination set, doz. ----- 4.00
- 800—Gents Suspenders in individual fancy boxes, doz. ----- 4.25
- 450—Flowing End Ties for Men, numbers taken from our former lines that were selling at \$4.50 and \$5.50 a doz., very special, doz. ----- 2.25
- 56—Gents Plain White Handkerchiefs, very good, 10 doz. packages, doz. ----- .42
- AA—Ladies' Embroidered Handkerchiefs, 12 doz. to box, assorted, doz. ----- 42½
- 1107—Jiffy Pants, small, medium and large. For the white pant only, doz. ----- 3.75
- 20SS—Turkish Knit Wash Cloth with shell edges in 4 colors, packed four dozen to box, doz. ----- .75
- Boston Pencil Sharpeners, the new style. A sharpener that will last for years. Each ----- .75
- 829—Fancy Striped Turkish Towel in blue and pink, size 18x36, doz. ----- 4.25
- 102—W. T. Corset in sizes 20-21-22-23 and 24 only very special, doz. ----- 18.00
- 200—Doll, Fully Dressed with Composition Head and Arms, 14 inches high, worth \$6.00, doz. ----- 4.25

Remember we have special prices on all our Toys, Dolls and Novelties.

### THIRD FLOOR—Men's Outing Night Shirts

- No. 9100—High Neck Military Style Night Shirt, Silk Frogs, good weight, size 16-17-18-19, packed ½ doz. in box ----- \$12.00
- No. 400—Men's Pajama, silk frogs, fine quality, sizes A, B, C, D, packed ½ doz. in box ----- 18.00

### Men's Dress Shirts

- No. 355—Men's Fancy Striped Dress Shirt, all sizes 14 to 17, packed ½ doz. in box ----- 9.00
- Also better quality, ranging in price from, per doz. ----- \$13.50 to \$39.00
- No. 1225—Men's Blue Cherry Valley Flannel Shirts, sizes 14½ to 17, per doz. ----- 24.00

### FOURTH FLOOR—Children's Headwear

- Children's Bonnets in poplin, silk, corduroy and chinchilla, sizes 11 to 15 and 12 to 16, packed ½ doz. in box, priced per doz. ----- \$4.25, \$4.50 and 9.00

### Suit Cases—Bags

- No. 113—Heavy Tan Fibre Suitcase, leather corners, six bell rivets on each corner, straps all around, leather handle 24 in. long, 7½ in. deep, each ----- 4.50
- 18 in. Black Karatol Bags, Walrus and Fine Grain, each ----- \$2.75, \$3.25, \$4.25 and 4.75
- 18 in. Brown Leather Bags, smooth finish leather lined, each ----- 9.25
- No. 420—Bedspreads, Scalloped Cut Corners, Crochet, size 80 x90 in., each ----- \$2.25

### FIFTH FLOOR—Underwear and Hosiery

- No. 40—Men's 220 Needle, highly mercerized Half Hose, in black and brown, sizes 10 to 11½, ½ doz. boxes, per doz. ----- 3.25
- No. 436—Men's fine Mercerized Half Hose in black and brown, Sizes 10 to 11½, 1 doz. boxes, per doz. ----- 2.25
- No. 1631—Men's Kid Dress Gloves, Grey unlined, sizes 8 to 10, per doz. ----- 16.50
- No. 1731—As above description in brown, per doz. ----- 16.50
- No. 3130—Men's Mocha Dress Glove in brown, unlined, sizes 8 to 10, per doz. ----- 16.50
- No. 2361—Men's Mocha Dress Glove in Grey, Fleeced Lined, sizes 8½ to 10, per doz. ----- 16.50

## PAUL STEKETEE & SONS

Wholesale Dry Goods

GRAND RAPIDS,

MICHIGAN





### The Present Trend of Prices of Staples.

When the general price level turned upwards this summer, after moving steadily downwards for fourteen months, there were frequent predictions that the country was about to experience a period of "secondary inflation." It was pointed out that liquidation had run its course, so far as basic commodities were concerned, that the credit strain was over, that an enormous store of gold was accumulating, that money rates were declining, and that the combined influence of these various factors would favor an upturn in commodity prices. Price statistics so far have neither refuted nor substantiated this prediction. The general average of wholesale prices has moved upwards a few points since June, but the range has not been sufficient to indicate renewed inflation. Moreover, in the last few weeks prices of farm products have again shown a tendency to recede, and the question has been raised whether prices, instead of continuing upwards, may not again take a slight dip after several months of comparative stabilization.

Although gold has been accumulating in this country and money is becoming cheaper, these things under present conditions will not necessarily bring on a renewal of inflation. Under our centralized banking system a heavy inflow of gold will not have the same effect on price movements that would be experienced if this specie were scattered among the individual banks to be employed in the rapid expansion of credit accommodations. Moreover one cause for cheaper money at present is the relatively low level of prices. Since recessions during the last year and a half have aggregated about 40 per cent., it is obvious that 60 cents will now do the same work that a dollar would do early in 1920. The demand for money and credit, in terms of dollars and cents, is therefore less when prices are low, and this in itself tends to produce cheaper money. Since the reserve system has given the country an elastic currency, however, the money supply tends to contract when the demand falls off, and the tendencies toward inflation thus get another check. It is largely due to the Reserve system, therefore, that the process of readjustment has not been arrested by a flare-back of inflation, just as it was due to the same agency that the deflation of 1920 was not accompanied by a financial panic.

Advocates of a stabilized dollar urge that the adoption of their plan would eliminate some of the undesirable psychic phenomena of the business cycle. In other words, if we had a dollar with a varying bullion content,

and thus effected the elimination of violent fluctuations in prices, the alternate periods of feverish business activity and depression would be avoided. The prosperity attendant upon a rapid rise in prices is deceptive, and in like manner the depression attendant upon the inevitable liquidation is always greater than is justified by actual conditions. "Stabilization" is offered as a panacea. In addition, the difficulties involved in making and paying loans in dollars of varying purchasing power, and the troubles in adjusting wages, would be avoided. No one denies the desirability of stability in the value of the medium of exchange, but few economists are ready to accept the plan for maintaining this by varying the metallic content of standard gold dollars, for the reason that its practicability has never been demonstrated. Recently a new suggestion has been made for keeping accounts of assets and liabilities and for making deferred payments in a medium of stable value. This plan involves the measurement of values for such purposes, not in terms of gold, but of a list of commodities.

Under this plan a composite unit made up of the principal goods consumed in a country, would be used as the measure of value. A proponent of this plan, Martin H. Raymond, in an article in Industrial Management, suggests that the unit be designated as the "vallon." The dollar value of this unit on some fixed date would be the standard of official index. At any subsequent date the market value of the items making up the "vallon" would furnish the data to be used in converting the dollar price of anything to its value in "vallors." This will be recognized as a form of the "multiple standard" which was advocated fully half a century ago by certain British economists as a means for making deferred payments, in order that the borrower would always pay back the same purchasing power that he received when the loan was negotiated. Such a proposition, however, has never made any appeal to business men, inasmuch as they prefer to take the chance of the slight gain or loss from variations in purchasing power rather than to experience the uncertainties attendant upon the scaling up or down of future payments through the revaluation process.

Thank God for rest, where none molest,  
And none can make afraid;  
For Peace that sits as Plenty's guest  
Beneath the homestead's shade.  
Oh, favors, every year made new!  
Oh, gifts, with rain and sunshine sent!  
The bounty overruns our due.  
The fullness shames our discontent.  
John Greenleaf Whittier.

In November the harvest is gathered;  
Thanksgiving brings praise and good cheer;  
We thank the good Lord for the blessings  
He sends us all through the year.

## Kent State Bank

Main Office Ottawa Ave.  
Facing Monroe

Grand Rapids, Mich.

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

Resources

13 Million Dollars

3½ Per Cent.

Paid on Certificates of Deposit

Do Your Banking by Mail

The Home for Savings



JOIN THE  
GRAND RAPIDS  
SAVINGS BANK  
FAMILY!

44,000

Satisfied Customers

know that we  
specialize in

accommodation  
and service.

### BRANCH OFFICES

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

## 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

## 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



### Food Distribution as Conducted By Chinese People.

Peking, China, Sept. 23—My time since leaving America has been very full. I reached Peking early in Nov. and immediately became busy on the work all new arrivals in China must do—learn the language. The Language School is a wonderful place and one cannot help but learn some Chinese. The direct method of learning by hearing is used and there are none other than native Chinese teachers. It is not really easy, as it requires so much concentration of thought, patience and a buoyant spirit, but it is amazing how quickly the sounds seem natural. It is said that one can never finish learning Chinese, but we all feel hopeful after a year's work. The school last year had an enrollment of over 300, including missionaries, legation people and business people. Not the least enjoyable thing about the school is the opportunity it affords for contact with people of other nations. During last year there were representatives in the school of twenty-three nationalities. I spent considerable time in the office, even while putting full time on the language, and I enjoy the work very much.

There is a good deal of charm about China and Peking. I sometimes wonder that it is so in the light of the misery, filth and wickedness which is seen at all times. I did not expect it could be possible to see so many beggars, so much disease, so many raved clothes, so many dirty children and grownups as I have witnessed in one year in Peking. The streets are full of people who have far more than their share of suffering. But the people we meet personally, our teachers, their wives and children—all are most attractive and interesting. I have been happy to become acquainted with Chinese people as a race to prove to my own satisfaction at least that the Chinese are not all like the Chinese laundrymen of our American cities. They are extremely kind-hearted and their intelligence is a source of wonder to us all. My teacher, a girl about my own age, can read over a chapter of the Bible and immediately repeat it without looking at the characters. The great servant class is a constant joy. They are so intelligent and so willing to do anything in their power to help one.

Because you are particularly interested in foods, I must now try to tell you a little about the way the Chinese eat and the way foreigners in China eat. Right now I am spending two months in the Western Hills, ten miles from Peking. From our house, situated half way up a hill we can look out over the Peking plain covered with growing crops.

On account of drought there has been no crop on this land for two years, but it is a little more hopeful now, as we have had some rain, and if it does not freeze early there will be corn, koulang (a kind of millet) and a little cotton in this vicinity, while a few miles away some rice will mature. The wheat crop was a total failure and as yet the people in this locality are all being fed from famine soup kitchens. Some kinds of green vegetables are now being consumed, such as cucumbers, beans, melons, etc., but we know that such things without bread do not furnish much of a diet. The diet of ordinary Chinese people who can buy their own food is quite a lot more simple than our American habit of eating. They eat but two meals a day—at 10 and 5 usually. When they rise in the morning they drink tea and eat small hard, dry cakes. At ten o'clock the meal consists of rice with one or two kinds of vegetables and meat in a stew. The evening meal is the same sort of food. They have no idea of sweets as a regular thing to eat though at feasts some very delicate and delicious sweet dishes are made.

The people here in the North eat a sort of steamed bread instead of rice at some meals. There are some methods of cooking which the Chinese

seem to know how to do perfectly, but their staff of life is very tasteless. They make their stews palatable by the addition of a salty, brown sauce which is a household necessity.

You will imagine that wholesale Chinese groceries are about a minus quantity. All during the spring, summer and fall the Chinese housewife buys her food from the grower, who brings it to her door. We see these markets walking in through the city gates early each morning. On account of a scarcity of fuel in the cities quite a good many households buy all their food from an obliging delicatessen which travels along the street and nearly drives the foreigner mad with the incessant call of "San Chiao man ton, i Ke tzer i Ke"—three cornered bread, one copper each. There are, of course, shops which sell vegetables, shops which sell fruit, shops which sell flour and miscellaneous shops which sell the salty, brown sauce, kerosene, candles, soap, various fats for cooking, matches, etc., and which are dignified by the name "General Store."

I tried many weeks to find out where these various shopkeepers bought their stocks and finally was informed regarding the wholesale market. The Chinese are very particular not to mix the various lines of trade, so they have a wholesale food market and a wholesale silk and fur market. The Peking wholesale food market is located just outside one of the nine city gates and it begins business at the hour of 2 a. m. and remains open until about 9 o'clock. The retail merchants go there daily and buy up the vegetables which they expect to sell during the day, hurrying home in time to open their shop at the usual hour of six-thirty or seven.

So far as I am able to find out there is very little in Chinese business life which might be an exact custom. I do not know how it is when Chinese shop at Chinese stores, but we foreigners find very little which is a common custom. They have no exact or fixed prices and one must expect to have to haggle over prices to avoid paying double what an article is worth. I am happy to say that some of the larger silk stores, tea stores and grain stores have fixed prices at which they sell their goods.

Foreigners in China eat the same kind of food as at home and we always feel extremely cheerful after a trip to a grocery store which sells our old trusted brands Quaker Oats, Postum, Grape Nuts, Libby McNeil and Libby's meats, Baker's Chocolate and many other articles of food not to mention old favorites like Palmolive soap. It is really rather surprising that one is able to purchase in Peking nearly all of the articles one would buy in one's home town in the states.

Katherine E. Hodgson.

In autumn, when the wind is up,  
I know the acorn's out its cup,  
For 'tis the wind that takes it out  
And plants an oak somewhere about.  
F. D. Sherman.

## 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

## 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

## WE ARE SPECIALISTS

Writing only Automobile Insurance.

Live Agents Wanted.

MICHIGAN AUTOMOBILE INSURANCE CO.

Grand Rapids, Mich.

A Stock Company.

## 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.

## Bewildered Heirs—

A thunder-bolt out of a clear sky can create no greater havoc than that occasioned by the sudden removal of the bread-winner who has not left proper arrangements for his family.

The family's first gropings are a search for a possible WILL. Happy they, if they find one of recent date. It is so apparent to every intelligent family head, as to cause wonder that so large a percentage of men neglect it.

Let us consider with you what can be done to off-set poverty-inducing tendencies which may assail your dear ones.

Ask for our new booklet,

"What you should know about Wills."

"Oldest Trust Company in Michigan."

THE  
MICHIGAN TRUST  
COMPANY

GRAND RAPIDS, MICHIGAN



## Smile and the World Smiles With You.

Grandville, Nov. 22—A man may smile and smile and be a villain.

The smiling villain or the austere villain, it matters not which: we are in love with neither one. Too much palaver sometimes is detrimental to the store business. Nor is this better than the merchant with the iron jaw and the rigid countenance over which nothing can bring a smile, nor even a happy expression.

Smiles made to order are not always the most agreeable and yet even these are preferable to no smiles at all.

A gentleman entered a store seeking to purchase a small bill of goods. Two clerks, a boy and girl, were hobnobbing at one end of the room, seeming not to notice the caller. After a turn about the room the customer asked who was tending the store.

With a little shriek the girl hurried to accept the gentleman's order. Just an oversight you know, but such oversights are unprofitable, and it behooves the proprietor to see that his clerks are on the job whenever customers enter the store.

I must speak another word about the half day closing stunt which many merchants are allowing to trespass on the early winter weeks. Despite the long-standing rule I have myself so often forgotten the fact that many times I find it inconvenient, to say the least, to find the stores closed at noon one day in the week.

I note that two at least of the stores have come to their senses and are now open throughout the six days of the week. It seems certain that a continuance of the closing custom will work to the injury of such merchants as continue the practice. Surely every merchant is out for the money and it must be evident to them that what pleases the public is the course they must adopt if they expect to make a full success of their chosen calling.

Look down a long business street, note the many stores and wonder if you will where all the custom comes from to keep these men in business. While you wonder perhaps you have never thought to delve into statistics which numbers ten failures among merchants to one successful one.

Precarious business, you say. We must admit that it is. There are a thousand and one disappointments and fall downs along the way. Only the most thorough goin' and best qualified wins the crown at the end of a long, laborious struggle. If you wish to be that one, Mr. Merchant you must pay the price, which, providing you are fitted for the business, is not so harrowing because of the fact that you are fully in love with the business you have espoused.

Laggards and sluggards fall by the way. Only the most deserving sail safely into the harbor of success at the end of the journey. Smile and the world smiles with you; cry and you cry alone.

An ever pleasant smile wins friends. No merchant will frown, even under trying circumstances. Pleasant clerks make pleasant business. There is no hope for the man who espouses the cause of gloom and hides behind a cloud of grouches a mile long.

Smile even when a customer grumbles. Meet him with a friendly word, a cordial hand clasp and an assurance that you are there to please the public, and that you mean to do that very thing in his own particular case.

I have seen the merchant smile and smile while at the same time he is "doing" his customer in an unmerciful manner. Such merchants escape for a time the inevitable doom that awaits all tricksters in the realm of trade.

Honesty is confined to no business calling under the shining sun. The steady, plodding farmer has been dubbed honest since time immemorial, yet beneath that immobile countenance may lurk schemes and tricks worthy the boss demon of the dark pit itself. Be pleasant. Even the smallest

child notices. A sour-faced merchant draws few customers and in the long run he sells out and quits the business, satisfied with his own incompetence to deal with the general public in a way to make a success.

I knew a smart farmer who sold his possessions for a goodly sum. He had often envied the easy-going village merchant and said to himself that now he was going to have a good time himself and make a heap of money. The ten thousand dollars he invested in a mercantile enterprise in the hands of a thoroughly competent business man would have formed the nucleus for a fortune.

Mr. Blank, however, had cut off a bigger quid than he had bargained for. It is not necessary to go into details of this man's performances. He struck out unhesitatingly, got loaded up right at the outset with a swad of back number goods, and in the end, we'll say five years, landed in the street with just enough money left to take him out of the country. He sought the Central American country, where he died soon after, not leaving enough money to give him decent burial.

As I said at the outset a man may smile and smile and be a villain. Such men are a clog on the business world, but while there is one such man engaged in trade there are a dozen who fail to smile at the right time. At the end of a few months, or years at most, they find themselves dumped at the foot of the ladder, used up and gone to seed.

One must be a good smiler, while at the same time he must know when to smile and when to look serious. Unless he has a naturally lovable disposition a man has surely some obstacle to overcome before he can expect to enter upon a successful course in business pursuits. Get that smile, old man—not the grin of deceit and hypocrisy—and your fortune is certainly made. Old Timer.

### The Inadvertent One.

"But," we chided, "surely you saw the warning sign, 'Stop, Look and Listen!'"

"Yes," feebly replied the fool motorist who had not quite beaten the engine across the crossing, "but apparently the engineer didn't."

## 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

## Fourth National Bank

Grand Rapids, Mich.  
United States Depository



### Savings Deposits

### Commercial Deposits

3

Per Cent Interest Paid on  
Savings Deposits  
Compounded Semi-Annually

3½

Per Cent Interest Paid on  
Certificates of Deposit  
Left One Year

Capital Stock and Surplus  
\$600,000

WM. H. ANDERSON, President

J. CLINTON BISHOP, Cashier

HARRY C. LUNDBERG, Ass't Cashier

LAVANT Z. CAUKIN, Vice President

ALVA T. EDISON, Ass't Cashier

## Petoskey Transportation Company

Petoskey, Michigan

### GUARANTEED CAPACITY TONNAGE

The above Company is under contract to deliver cement and crushed limestone for the Petoskey Portland Cement Company to all Great Lakes markets, and to haul coal from Toledo and Cleveland to the plant of the Petoskey Portland Cement Company. This tonnage guarantees that the boats of the Petoskey Transportation Company will always be operated at full capacity.

### ALREADY EARNING

The Petoskey Transportation Company paid a 4% pro-rata dividend on the preferred stock on July 1st, 1921, besides showing a substantial earning on the common stock. The next dividend date is January 1, 1922.

Invest in a sound, substantial enterprise with a long life and with the certainty that you can depend on regular dividends.

The Petoskey Transportation Company assures safety, with the certainty of substantial returns.

We want you to investigate. We advise against investment in any enterprise until you are thoroughly satisfied that the enterprise is sound, has a future, and will be able to pay regular and substantial dividends.

Write for full information.

## F. A. Sawall Company

313-314-315 Murray Building

GRAND RAPIDS

MICHIGAN

Save  
for the  
Rainy  
Day!

Buy Consumers  
Power Company  
7% Preferred  
Stock

—Yielding

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

7.37%



### Consult the Tradesman Regarding Investments.

Because a day never passes that the Tradesman is not called upon to pass judgment on the character of some prospective investment by its readers, it has come to be fairly familiar with most of the offerings now being made by brokers and stock and bond salesmen. The Tradesman does not set itself up as an oracle and does not wish to be regarded as considering itself infallible; but it can nearly always be helpful in enabling its readers to form correct conclusions regarding offerings made them, providing the information is asked for before the purchase is made.

Reference is made elsewhere this week to the fearful shrinkage in the market price of a certain stock insurance company and a casualty company which were financed in this State about two years ago. The Tradesman cautioned those of its readers who asked advice on the subject against purchasing either of these stocks, because it realized that the representations of the irresponsible solicitors were reprehensible. They promised dividends of 25 per cent. after the first year and asserted with much show of candor that the stock would double in value inside of three years. Unfortunately, the men who make such statements are conscienceless scamps who are nowhere to be found after the selling campaign is over and who would have no responsibility even if they were found. Stock fire insurance companies are sometimes big money makers—a \$100 share of the Globe & Rutgers is quoted at \$1200 per share—but it requires ten or a dozen years to get such a company on a good earning basis, because of the tremendous expense of launching a new business and the many mistakes inexperienced managers make before the company can work up a large earning power. The writer speaks from experience, because he was one of the founders of the Grand Rapids Fire Insurance Co., about thirty-five years ago, and was a director up to the time the company sold out to the National Fire Insurance Co., of Hartford. The Grand Rapids company paid no dividends for the first half dozen years, then 6 per cent. for a time and finally 10 per cent. In the sale of the stock to the Connecticut corporation, the stockholders received \$175 per share, which was thought to be all the stock was

worth at the time, although an official of the purchasing company stated after the deal was closed that his organization had made a half million dollars in the transaction. The two insurance companies whose stock is now depreciated to such an extent that every holder of the stock feels the situation keenly may be able to rally ten or a dozen years hence; but certain changes will have to be made in the business methods and personnel of the organization before it can take rank with the great money makers of the fire insurance field.

### Pledged To Secure Reduced Rates For Travelers.

Cleveland, Nov. 22—Railroad fare will be 2½ cents a mile for traveling men if the Cleveland Garment Salesmen's Association succeeds in securing legislation now under consideration. It was announced at the annual meeting of the organization yesterday at Hotel Statler that efforts are being made, in co-operation with the National Council of Salesmen's Associations, to provide for a mileage book for the use of salesmen in which transportation will be figured at the rate of 2½ cents a mile.

The abolition of the tax on transportation and the reduction of hotel rates are two other means of promoting business activity which the salesmen hope to effect by corporate action.

"The test of your ability is in days like these," Rabbi Louis Wolsey, of the Euclid avenue temple, told the assembled salesmen from the Cleveland garment industry. "The man who realizes that the way out of every difficulty is by organized effort, the man who realizes that his prosperity is conditioned by the prosperity of his neighbor and that he prospers as his neighbor prospers, is the man who is bound to bring good and prosperous times to us all."

As the result of consultation between the garment salesmen and manufacturers, the spring market week in Cleveland will be held after the first of the year. An immediate and general advertising campaign will be conducted to back up the efforts of the 400 salesmen from Cleveland now starting out over the United States.

### Insurance Stock Selling Below Par.

The Peninsular Fire Insurance Co., whose capital stock was disposed of about two years ago at \$50 per share (par value, \$25), is now being offered at \$15@18 per share.

The stock of the Peninsular Casualty Co., which was marketed at \$125 per share (par value, \$100), is now being offered at \$45 per share.

The best thing that hearts that are thankful can do  
Is this: to make thankful some other hearts too.

**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**

## 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.**

## 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.

## 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.

**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**  
**FREMONT,**

**A. T. MONSON**

**H. G. BUNDY**  
**MICHIGAN**



# HAPPY THOUGHTS FOR A HAPPY DAY

## Thanksgiving.

Thanksgiving comes with frosty skies  
With spits of snow or rain  
With mince and golden pumpkin pies  
Roast turkey, too, again;  
And what a table mother set!  
Her feast would kings enjoy;  
Why I can see that dinner yet—  
Thanksgiving when a boy!

Thanksgiving comes with fuller years  
The folks are getting old  
A Grandma at the board appears  
Her joys are manifold;  
And grandpa says: "I've carved you know  
"The turkey every year  
"But now I'm getting somewhat slow  
"So you, my son, sit here."

Thanksgiving comes without the hands  
That clasped long years ago  
Thanksgiving comes—in silence stands  
The boy who used to know  
A mother's joy that was complete  
If she herself could serve  
Not simply with good things to eat  
But cheer and hope and love

Thanksgiving comes but once a year  
That is—the Day I mean  
But when we count our blessings here—  
Nor reckon those unseen—  
Of hearth and home and liberty  
They're such a large array  
It really seems that there should be  
Thanksgiving every day.  
Charles A. Heath.

## Thanksgiving.

I thank God when I kneel to pray  
That mine is still the middle way.

Set in a safe and sweet estate  
Between the little and the great.

Not troubled with wealth's cares, not yet  
Too poor, where needs that cark and fret.

Push out sweet leisure and green nooks,  
And give no chance for talk and books.

I take my middle way between  
The mansion and a lodging mean.

My cottage at the country's edge  
Hath sweetbrier growing in its hedge.

Honesty, heartsease, and sweet-peas,  
Herb-bennet, love-in-idleness.

Give me a tree, a well, a hive,  
And I can save my soul alive.

And be as poor in spirit as  
The Poverello's lady was.

I covet not smooth silk nor lace  
Nor any lovely lady's face.

Nor yet would go in hodden gray  
But lawns and wool be my array.

I thank God that my modest place  
Is set amid much pleasantness.

And not too high and not too low  
The safe untroubled path I go.  
By Katharine Tynan.

## A Thanksgiving.

What shall our thanksgiving be,  
We, the toilers of the earth,  
Moilers upon land and sea,  
Burden bearers from our birth?  
Small may seem our meed of mirth,  
In the fields where joy is sown,  
Yet, in spite of woe and dearth,  
We have much to call our own.

Spacious air and kindly loam,  
And the still benignant sun;  
All the welcoming doors of home;  
Love, what time the day is done;  
Faith, that we may lean upon;  
Hope, that never-dying flame;  
And, if riches be not won,  
That rare wealth an honest name!

For the gift of simple things,  
Then let our thanksgiving be!  
For the tender glow that springs  
In the heart through charity;  
For the strength that makes us free  
Though the labor some despise;  
For the trust and truth we see  
Shining clear in children's eyes!  
Clinton Scollard.

## Harvest Song.

The God of harvest praise;  
In loud thanksgiving raise  
Heart, hand and voice,  
The valleys laugh and sing,  
Forests and mountains ring,  
The plains their tribute bring,  
The streams rejoice.

The God of harvest praise;  
Hands, heart and voices raise  
With sweet accord,  
From field to garner throng,  
Bearing your sheaves along,  
And in your harvest song  
Bless ye the Lord.  
James Montgomery.

(This may be sung to the tune  
"America.")

Earth is so kind that you just tickle  
her with a hoe, and she laughs with a  
harvest.  
Douglas Jerrold.

## Thanksgiving Song.

For sowing and reaping, for cold and heat,  
For sweets of the flowers and gold of the  
wheat,  
For ships in the harbors, for sails on  
the sea,  
O Father in heaven, our songs rise to  
Thee.

For parents who care for us day by day,  
For sisters and brothers, for work and  
for play,  
For dear little babies, so helpless and  
fair,  
O Father, we send Thee our praise and  
our prayer.

For teachers who guide us so patiently  
on,  
For frolics with mates when our lessons  
are done,  
For shelter and clothing, for every day's  
food,  
We bless thee, our Father, the giver of  
good.

For peace and for plenty, for freedom,  
for rest,  
For joy in the land from East to the  
West,  
For the dear, starry flag, with its red,  
white and blue,  
We thank Thee from hearts that are  
honest and true.

For waking and sleeping, for blessings  
to be,  
We children would offer our praise to  
Thee;  
For God is our Father, and bends from  
above,  
To keep the round world in the smile of  
His love.  
Margaret E. Sangster.

## The Home Thanksgiving.

Thanksgiving in the old, old home,  
The only real Thanksgiving;  
The coming back of feet that roam,  
The dear dead days reliving—  
O that the picture that I dream  
Of while life's swift years are flowing,  
O that the vision sends a gleam  
Across my pathway glowing!

Some harvest we shall gather there,  
To one dear hearth returning,  
And sit within the rosy glare  
Of blazing backlog burning.  
Then sisters shall once more commune  
And brother clasp with brother,  
And sweeter than the songs of June,  
Shall breathe the name of "Mother."

Then at the head shall Father sit,  
As once he reigned above us  
With heart that only asked that it  
Might guide us and might love us.  
And we'll forget what might have been,  
The ifs and shoulds and maybes,  
While Mother rules, a darling queen,  
Above her babies' babies.

Yet if, dear God, we may not come  
Once more in love together,  
If some shall sleep afar from home,  
Afar from hills of heather,  
Yet shall I dream more deeply then  
Of life forever living,  
When we at last shall meet again  
In heaven's great Thanksgiving!  
Douglas Malloch.

## I Thank Thee.

For the earth and all its beauty;  
For the sky and all its light;  
For the dim and soothing shadows  
That rest the dazzled sight;  
For unfading fields and prairies,  
Where sense in vain has tried;  
For the world's exhaustless beauty,  
I thank Thee, O my God!

For an eye of inward seeing;  
A soul to know and love;  
For these common aspirations  
That our high heirship prove;  
For the hearts that bless each other  
Beneath Thy smile, Thy rod;  
For the amaranth saved from Eden,  
I thank Thee, O my God!

For the hidden scroll, o'erwritten  
With one dear name adored;  
For the Heavenly in the human;  
The Spirit in the Word;  
For the tokens of Thy presence  
Within, above, abroad;  
For Thine own great gift of Being,  
I thank Thee, O my God!  
Lucy Larcora.

## A Child's Noonday Grace.

Lord, bless this meat that we shall eat,  
This bread that we shall break;  
Make all our actions kind and sweet,  
We ask, for Jesus' sake.  
Wilbur D. Nesbit.

My God! I thank Thee, who hath made  
The earth so bright—  
So full of splendor and of joy,  
Beauty and light.  
So many glorious things are here  
Noble and right.  
Adelaid A. Procter.

I trust in nature for the stable laws  
Of beauty and utility. Spring shall plant  
And autumn garner to the end of time.  
Robert Browning.

## Thanksgiving Day.

Over the river and through the wood,  
To grandfather's house we go;  
The horse knows the way  
To carry the sleigh  
Through the white and drifted snow

Over the river and through the wood—  
Oh, how the wind does blow!  
It stings the toes  
And bites the nose,  
As over the ground we go.

Over the river and through the wood,  
To have a first-rate play.  
Hear the bells ring,  
"Ting-a-ling-ding!"  
Hurrah for Thanksgiving Day!

Over the river and through the wood  
Trot fast, my dapple-gray!  
Spring over the ground,  
Like a hunting hound!  
For this is Thanksgiving Day.

Over the river and through the wood,  
And straight through the barnyard gate.  
We seem to go  
Extremely slow—  
It is so hard to wait!

Over the river and through the wood—  
Now grandfather's cap I spy!  
Hurrah for the fun!  
Is the pudding done?  
Hurrah for the pumpkin-pie!  
Lydia Maria Child.

We're thankful for the winter frost  
That makes the snowflakes fall;  
For every snowball that we tossed,  
And skates and sleds and all.  
We're thankful for the flowers we found  
In Maytime long ago;  
Spring beauty sweeping from the ground,  
And bloodroot white as snow.  
We're thankful for the holidays  
That came with summer heat,  
And all the happy summer plays  
In Grandma's garden sweet.  
We're thankful for the autumn's store,  
When fields are bare and gray—  
And all the year that brings once more  
Our dear Thanksgiving Day.

He who thanks but with the lips  
Thanks but in part;  
The full, the true thanksgiving  
Comes from the heart.  
J. A. Shedd.

A thankful heart is not only the great-  
est virtue, but the parent of all other  
virtues.  
Cicero.

## Give Thanks!

Praise God for wheat so white and sweet  
of which to make our bread!  
Praise God for yellow corn with which his  
waiting world is fed!  
Praise God for fish and flesh and fowl he  
gave to man for food!  
Praise God for every creature which he  
made and called it good!  
Praise God for winter's store of ice;  
praise God for summer's heat!  
Praise God for fruit tree bearing seed!  
"To you it is for meat."  
Praise God for all the bounty by which  
the world is fed!  
Praise God, his children all, to whom he  
gives their daily bread.  
Edward Everett Hale.

## Autumn Fires.

In the other gardens  
And all up the vale,  
From the autumn bonfires  
See the smoke trail!

Pleasant summer over,  
And all the summer flowers.  
The red blazes,  
The gray smoke towers.

Sing a song of seasons!  
Something bright in all!  
Flowers in the summer,  
Fires in the fall!  
Robert Louis Stevenson.

## Thanksgiving.

Don't talk to me of solemn days  
In Autumn's time of splendor,  
Because the sun shows fewer rays  
And those grow slant and slender.

Why, it's the climax of the year—  
The highest time of living!  
Till naturally its bursting cheer  
Just melts into Thanksgiving.  
Paul Laurence Dunbar.

## Harvest.

And now with Autumn's moonlit eves  
Its harvest-time has come;  
We pluck away the frosted leaves,  
And bear the treasure home.  
Then let the good old crop adorn  
The hills our fathers trod;  
Still let us, for His golden corn,  
Send up our thanks to God.  
John Greenleaf Whittier.

Thanksgiving makes a crust sweet; the  
absence of it makes even a turkey taste  
bitter.

## 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



# What about the GASOLINE you use?

**E**VERY motorist knows that all gasoline is not alike: You have reasonable assurance that the quality of most gasoline sold under a well known trade name will remain constant, but trouble creeps in where you form the habit of just buying "gas."

It is not the idea of this company to claim that when you notice a difference in the quality of your favorite gasoline, that the manufacturer has deliberately tampered with his product. What we do mean to say is that gasoline varies according to the methods used in its manufacture, and the raw material from which it is made.

This company on account of its immense resources can truthfully say the Red Crown Gasoline never varies, except as seasonable changes call for variation.

It is also well to consider that the gasoline to which you have your carburetor adjusted may not even be on sale in the next town or state, that too is a source of annoyance.

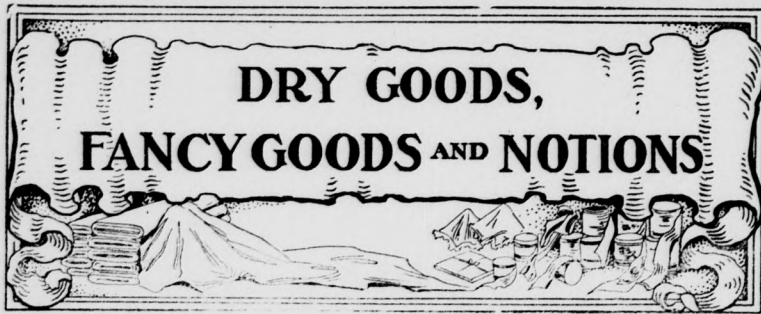
So we say, what about your gasoline? Is it always the same, and can you buy it everywhere?

Red Crown Gasoline can be bought everywhere. Once your carburetor is adjusted to Red Crown there need never be any necessity for changing, because Red Crown can be bought every few blocks in the city and every few miles in the country, wherever you go, and its quality never changes.

It is a universal fuel.

**STANDARD OIL COMPANY**  
(INDIANA)  
CHICAGO U. S. A.





Michigan Retail Dry Goods Association.  
President—J. W. Knapp, Lansing.  
First Vice-President—Geo. T. Bullen,  
Albion.  
Second Vice-President—H. G. Wesener,  
Saginaw.  
Secretary-Treasurer—Fred Cutler, Ionia.

#### Liability For Goods You Did Not Order.

The question raised by the following letter is new so far as these articles are concerned. My recollection is that I have never written on the subject of how far a man can be compelled to take and pay for merchandise which he didn't order:

Olathe, Kan.

November 8th last year there was a shipment of two dozen coaster sleds shipped us. There was no order given for these sleds, or any sleds, and we wrote the company, stating that we did not want them. They wrote the transportation company to hold them some four or five days and that if we did not receive them to return them.

In the meantime our manager was out of town and these sleds were delivered to the store, and in the hurry of business after his return nothing was done about them until early in the spring, when the company demanded payment for the sleds, saying that we had not returned them at once, and therefore would have to pay for them.

We refused to pay for any of them, feeling that the mistake originated with them and if it had not, nothing would have been done, but as they say that we did not return them at once we agreed to take half the sleds, pay for them, and return the other half. In this manner they would have sold a dozen sleds that they would not have sold otherwise.

This we considered a very fair proposition. They refused to settle on this basis and have threatened to sue for the amount of the sleds.

We would appreciate it very much if you would give us your legal aspect of this case.

W. C. K.

You would probably be surprised at the number of cases in which sellers of merchandise try this plan of shipping unordered stuff to a customer, hoping it will be used. A jobber's salesman, a very good salesman he was, too, told me once that with certain customers he always told his house, in shipping orders, to "slip in" so much of this and so much of that. Sometimes the customer kept it, sometimes he did not; then it went back to the house, but he told me it paid well enough to warrant him in keeping it up for several years.

In all sorts of ways goods which have not been ordered are shipped to buyers in the hope that the buyer will keep them. I am not claiming that this is a general practice, but it is done often enough to warrant me in saying a word about the legal status of such a situation.

The following is well settled as a fundamental principle of law:

A buyer is not bound to accept goods unless they are ordered, and of the proper quality and quantity, and

unless the delivery is made in accordance with the contract. He is not bound to accept without an opportunity to inspect the goods.

Where delivery is made of goods under a valid contract and conforming to the contract, at the place and in the manner agreed on, the buyer's failure or refusal to accept does not relieve him from liability for the price.

To constitute an acceptance of goods something more than words is necessary. There must be some act on the part of the buyer indicating an intention to receive the goods and to retain and exercise dominion over them. An acceptance may be indicated by the exercise of acts of ownership, as by branding cattle, mortgaging the property, requesting the seller to retain possession of it for the buyer, retaining the goods and using them, dealing in the goods, as by way of reselling them.

An acceptance of the goods will be implied if the buyer fails within a reasonable time to reject or to return them to the seller.

Even where goods are not ordered, but are voluntarily sent to one, his receipt of them and exercise of ownership over them may constitute an acceptance and preclude him from denying his liability for the price.

In other words, suppose John Jackson Co., jobbers, ship you five cases of goods you didn't order. Or one case. Or one dozen. Naturally, when those goods are delivered there is not the slightest obligation resting on you to pay for them, and that ends it. But by carelessness you may make yourself liable for them just as if you had ordered them.

For instance, in a case that came to me not long ago goods were shipped to the client that were not ordered and accepted by him before he knew what they were. After he found out he decided at once to send them back, but in some way the thing got neglected and by and by the goods got up on a shelf and a small part were sold. At that juncture the owner of the business found out about it and wanted to send them back, but it was entirely too late for that. By taking the goods in and exercising ownership over them, he had made himself liable.

The duty of this correspondent was to refuse the goods from the station, or if that slipped by him, to at once notify the seller that they were there at his risk. He did not do that, but let them stay in his store for several months. Does this alone make him liable for them? That is a very close question. It comes pretty close to it if it does not. He does not seem to have sold any, or to have exercised any other acts of ownership over them and I believe therefore that the fact

that he notified the company once might be sufficient. Still it is a close question and it doesn't pay to run such risks.

Elton J. Buckley.

(Copyrighted, 1921)

#### Contracts Issued By Same Company Not Identical.

Lansing, Nov. 22—The members of the Pattern Committee met in Grand Rapids Nov. 8. This was the date of the meeting of the directors of the Grand Rapids Merchants Mutual Fire Insurance Co. and the following members of the Pattern Committee were present: J. B. Sperry, L. G. Cook, J. N. Trompen, C. N. Addison, H. N. Bush, J. W. Knapp and D. M. Christian. F. E. Mills, director of the insurance company, was also present. The members of the Committee had with them their pattern contracts and Mr. Hammond had in his possession a number of contracts which had been previously collected from our mem-

bers. It developed that the contracts which were in the possession of the members and issued by the same pattern companies were none of them identical. That is, the pattern companies have made special arrangements in nearly every case, and the committee were more than ever impressed with the fact that contracts are too

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.

## CHRISTMAS TIES IN CHRISTMAS BOXES

Very Beautiful

**\$4.50 Up**

#### Daniel T. Patton & Company

Grand Rapids, Michigan - 59-63 Market Ave. N.W.  
The Men's Furnishing Goods House of Michigan

### More Real Service For Our Friends and Customers

During the past year we have been endeavoring to assist our friends and customers to properly merchandise and our work has included our DRY GOODS SERVICE, helping merchants to select the right kind of merchandise, giving advice as to when to buy and not to buy, helping merchants put on sales, arrange stock, trim windows, etc. In fact, the demand for this kind of help has been so strong and insistent that we have found it necessary to enlarge our efforts in that direction, and we are, therefore, pleased to announce the establishment of our CUSTOMERS SERVICE DEPARTMENT.

We have engaged Mr. J. E. Kinsey, formerly with Butler Bros., to handle this work and we are prepared to help any merchant who wants help and will do it free of charge to him, except actual traveling expenses, and if the merchant feels that he does not get enough value from this proposition, he doesn't have to pay even the traveling expenses. In other words we believe that the benefits derived from our help and assistance will help the merchants and thereby weld them closer to us and with a resultant gain to us in the long run.

We will commence this work on December 1st. In the meanwhile if you are interested, please fill out the attached coupon and mail it to us at once, as naturally we will want to give those preference who ask first.

If you have any questions, do not hesitate to ask us as we want to do everything we can to merit your business.

#### GRAND RAPIDS DRY GOODS COMPANY

Wholesale Only

Grand Rapids, Mich.

Date \_\_\_\_\_  
Grand Rapids Dry Goods Co.  
Grand Rapids, Mich.

We are interested in your ad regarding your CUSTOMERS SERVICE DEPARTMENT and would like to have your representative call upon us about \_\_\_\_\_

Remarks \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_



long and too involved and too technical.

One member, who served on the committee very reluctantly, found to his astonishment that he had one of the poorest contracts of any one present and that if he had secured the same concessions from the pattern companies that his associates had, he could have saved several hundred dollars every year. After a full discussion of the situation, it was decided that each member should prepare what he would regard as a model contract and present the same at a meeting of the committee to be held in the near future. We advise all members to examine their paper pattern contracts very carefully.

I am very much pleased to announce in this bulletin that J. H. Combs, Executive Secretary of the Retail Merchants Board of Toledo, Ohio, has consented to be the chief speaker at the Bad Axe group meeting, which will be held at 6 o'clock, Wednesday evening, Nov. 30. John G. Clark, formerly President of the Michigan Wholesale Grocers Association, will also address the meeting. Both of these addresses will be brief and right to the point. We expect that several of our directors will also be in attendance, including our President, Mr. Knapp. This is the only notice of this group meeting that will be given to our membership, as a whole, but a special letter will be sent to all of our members residing within 100 miles of Bad Axe. Please mark your calendar Nov. 30 for Bad Axe.

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

#### Advertising Mens Clothing.

If you have noticed recently some of the new illustrated advertisements of a well-known clothing manufacturer you will have observed a complete transformation in the type of individual selected to display the good points in the latest styles of men's habiliments. The conventional drawing room hero and polo player figures have yielded place to regular "he men." There is a change not only in the male of the species but also in his environment. The usual clubrooms,

yacht decks, and boxes at the horse show and the opera are replaced by familiar scenes from the every-day business world. This change comes after a prolonged discussion of the merits of the conventional methods of advertising men's ready-made clothing. Critics of the existing method contended that the portrayal of the latest styles of clothing on the backs of effeminate, snobbish young gentry repelled rather than attracted the majority of prospective buyers and that in the case of working men it frequently tended to arouse class feeling. The experiment with the new method will be watched with interest.

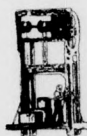
If everybody give a tiny push toward prosperity the gigantic slump "conditions" will have to move along.

## See "America" First POWERS THEATRE GRAND RAPIDS

Week of November 28, 1921

750 in the Cast—Count Them 750

Presented by  
Lalakoum Grotto, No. 61.



### 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

### 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	15
44 in. Indian Hd. S.F.	14 1/2
Big Injun	13
Lonsdale	16
Hope	20
36 in. Indian Head	18 1/2
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.	12 1/2
Black Hawk	13 1/2
Giant	13 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
36 in. Edwards	26 1/2
42 in. Indian Head	30
42 in. Cabot	32 1/2
45 in. Cabot	34 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	28 1/2
Cordis, ACA Tick	25 1/2
Warren Fancy Tick	37 1/2
Thorndyke Fy. Sat.	40
Amoskeag, ACA	28 1/2

#### Cambrics and Longcloths.

Berkley, 60 Cambric	22 1/2
Berkley, 60 Nainsook	22 1/2
Berkley 100 Nain's k	30
Old Glory, 60 Camb.	20
Diamond Hill, Nain.	16 1/2
Diamond Hill, Camb.	16 1/2
77 Longcloth	13 1/2
81 Longcloth	17 1/2
84 Longcloth	17 1/2
7001 Longcloth	15 1/2
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 Cheviots	16
Bates 32 in.	22 1/2
Treffan 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	14

Columbia, Dk. Shorts	15 1/2
Am. Prints, Greys	10
Am. Prints, Indigo	10 1/2
Manchester 80x80 Lt.	18 1/2
Scout, 64x60, Lights	12 1/2
Scout, 64x60, Darks	14 1/2
Shirtings	11
Reds	09

#### Outings and Cantons.

Cashmere Twill	15
27 in. Unble. Canton	12 1/2
100 Flannellette	13 1/2
1931 Outing Lights	13 1/2
Dublinap Lights	13 1/2
N. S. Light Outings	13 1/2
1931 Light Outings	13 1/2
Appellee 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	20
Tudor Fy Drapery	35
Nu Drape	16
Westmoreland Creto.	16 1/2
Fancy Silkline	16
Stratford Cretonne	12 1/2
3544 D. B. Serim	35
8177 Curtain Net	62 1/2
8342 Curtain Net	20
1039 Marquette	32 1/2
Dragon Drapery	25
36 in. Art Cretonne	30
36 in. Elco Tapestry	30

#### Linings and Cambrics.

Tico D Satine	30
No. 40 Blk. Satine	20
No. 1 White Satine	17 1/2
No. 50 Percaline	22 1/2
DD Black Satine	37 1/2
Satin Finished Satine	50
Raidant Bloomer Sat.	42 1/2
36 in. Printed Satine	09
Windsor Cambric	60
Parkwood Wash Sat.	60

#### Meritas Oil Cloth.

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

#### Flags.

16x24 in. Spearheads	1 32 1/2
18x30 in. Spearheads	1 90
24x36 in. Spearheads	2 95
3x5 ft. Reliance Prt.	70
4x6 ft. Reliance Prt.	1 30
5x8 ft. Reliance Prt.	1 90
6x9 ft. Reliance Prt.	2 90
8x12 ft. Reliance Prt.	4 25
4x6 ft. Defiance Swd.	2 00
5x8 ft. Defiance Swd.	2 75
6x9 ft. Defiance Swd.	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

#### No. 7 Muslin Flags

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

#### 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
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%	

#### Wool Goods.

36 in. Hamilton All	57 1/2
Wool Storm Serge	57 1/2
No. 75, 50 in. Storm	1 00
Serge	1 15
No. 4040, 50 in. Storm	1 15
40 in. Julliards Pla.	1 67 1/2
50 in. Julliards Pla.	2 15
6120, 50 in. French	1 75
K S, 36 in. Storm	37 1/2
Serge	1 37 1/2
2215, 50 in. Storm	1 37 1/2
Serge	2 50
56 in. Silvertone	2 00
Coating	2 50
D R N Tricotone	2 00

#### Carpet Warp.

Peerless, White	46
Peerless, Colors	50

#### Diaper Cloth.

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

#### Blankets.

Nashua Cotton Felted.	
54x74, G. W. T.	1 50
60x76, G. W. T.	1 55
64x76, G. W. T.	1 60
66x80, G. W. T.	2 00
68x80, G. W. T.	2 15
72x80, G. W. T.	2 30
72x84, G. W. T.	2 30
Catlin Cotton Felted.	
54x74, G. W. T.	1 32 1/2
60x76, G. W. T.	1 42 1/2
60x80, G. W. T.	1 50
64x76, G. W. T.	1 50
68x80, G. W. T.	1 60
70x80, G. W. T.	1 90

#### Notions.

1225-F Boston Garters	2 25
Rubber Fly Swatters	90
Per M	
Roberts Needles	2 50
Stork Needles	Per Box
Steel Pins, S. C. 300	42 1/2
Steel Pins, M. C. 300	45
Brass Pins, S. C. 300	75
Brass Pins, M. C. 300	85
Doz.	
Coats Thread	59
Clarks Mile-End Td.	59
J. J. Clarks Thread	56
Gainsborough Hairnets	1 00
D. Mesh	80
Gainsborough Hairnets	80
S. Mesh	Per Box
R. M. C. Crochet Cot.	75
B-4 Clarks Crochet C.	90
Silkline Crochet Cotton	55
Sansilk Crochet Cot.	55
Dexters' Knitting	1 50
Cotton, White	1 75
Dexters' Knitting	1 75
Cotton, Blk., col'd.	6 50
Allies' Yarn, bundle	6 50
Gross	
No. 7 Muslin Flags	7 20

#### 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
68x12 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	4 00
wool flannel, each	3 50
Serge middy blouses, each	15 00
Voile waists, doz.	9 00 to 15 00
Georgette waists, each	3 25
Crepe De Chine waists, each	3 25
Tricorette waists, each	3 25
Bungalow percale aprons, doz.	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 steeled petticoats, doz.	9 00 to 13 50
Petticoaters, doz.	8 00
Bandeaux, doz.	2 25 to 12 00
Brassiers, doz.	4 00 to 13 50
Silk and cot. Env. Chem, dz.	6 00 to 19 50
Outing gowns	8 50 to 13 50

# 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





#### 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.

#### Thanksgiving Turkeys, Then and Now.

Many changes have taken place in the way business was conducted during the Thanksgiving holidays ten or fifteen years ago and the way it is carried on now.

The old-timer in a big Eastern city, for example, will remember how he used to go to market a week or ten days before Thanksgiving and buy up a lot of turkeys at prices from 7 to 14 cents per pound. Of course, that does not mean the finest quality was bought at the latter price. But usually a first-class lot could be bought at from 10 to 14 cents.

If they were dry-packed the butcher brought them up to his shop and sorted them, then he laid fresh straw on the shelves and floor of his ice house, placed a layer of straw on top of them and so on. After they were carefully packed they were carefully covered with aprons or burlap, so no air could reach them, and there they lay until the time came to dispose of them.

If they were iced turkeys they were repacked, covered and stood out of the way until wanted. The results can be readily imagined. Even the very freshest ones were in just fairly good conditions, while the bargain lots when unpacked had to be sold in a hurry. And by late afternoon and evening the big signs commenced to make their appearance: "Fancy Fresh Turkeys, Shilling a Pound."

After having sold them all day for prices ranging from 10 to 16 cents (some few for 18 cents) the butcher thought the rest was profit, and no offer was refused if it was a penny or two above cost. Of course that does not mean "overhead"; few, if any, of them would have known what "overhead" meant.

In those "good old days," the cheap Johnnie was in his glory. All the way from three to a dozen journeymen, and all selling turkeys at once, and the cash drawer bulging around 9 or 10 o'clock at night. No offer was refused, respectable or otherwise, and the condition of the birds on hand at that time had better not be dwelt on.

Sufficient to say that the odors that drifted about advertised very freely the kind of goods that were being sold, and, strange to say, nobody got sick and no deaths from "Ptomaine poisoning" were heard of. Cheap Johnnie went on his merry way. The

few birds that were left for Thanksgiving morning were sold for any old price, as it was everybody's ambition to "clean up."

Of course, the condition of the dry-packed turkeys was such when unpacked that they had to be given an ice-water bath, often with salt or saleratus added to get the slime and mould off. And the iced ones had to be carefully dried. But after having been soaked for a week their appearance was not one bit appetizing, particularly so as Thanksgiving stock is never fat or plump enough to make a fine appearance even when fresh.

So much for the unsavory past. We are living in the present—as the two weeks' widower said when he married again! To-day—what a difference; The cheap Johnnie, if there is such an animal in existence, goes to market, same as the first-class shopkeeper, a day or two before the "big day," and carefully selects the best and finest stock he can buy—and only as much as he thinks he can dispose of at a profit—paying all the way from 40 to 50c per pound.

And he is just as finicky about it as a bride choosing her wedding fluffs. Instead of a 200 pound barrel of turkeys costing him \$15, as in days of yore, he pays all the way from \$80 to \$100 a barrel, and often more.

And instead of buying a truck load he buys six or eight barrels, and says to himself: "I'll sell these and make some money, and when these are gone I'll take orders and buy just to fill 'em." When he gets his few birds up to his shop he reverently unpacks weighs and handles them as if they were individually and collectively pieces of expensive bric-a-brac.

The writer has in mind an actual occurrence where a West Side butcher in New York City once bought three barrels of culled turkeys, none of them weighing more than six pounds, for 3 cents per pound. He set his men to work cleaning them and offered them for sale, all ready for the oven, at a quarter apiece, without going over the scales.

Such an opportunity for the housekeepers in a crowded tenement neighborhood was never heard of before, to buy a Thanksgiving turkey minus head and feet and already drawn and strictly fresh, for a quarter. It had them buying step ladders to climb into the windows. The turkeys were handed out as fast as they could be wrapped. No orders were taken and no charge accounts. It was a strictly cash transaction. Had it been thirty barrels they would have been sold just as readily.

That kind of thing does not happen

## 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

### 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 in the market to buy and sell  
**POTATOES, ONIONS, BEANS, FIELD SEEDS**  
Any to offer, communicate with us.

Both Telephones.  
Pleasant Street,  
Hilton Ave. & Railroads.

**Moseley Brothers,**  
GRAND RAPIDS, MICH

## Wm. D. Batt

### FURS

#### Hides Wool and Tallow

Agent for the  
Grand Rapids Steam  
Ground Bone Fertilizer

28-30 Louis St.

Grand Rapids, Michigan

## Fieglers

### Chocolates

Package Goods of  
Paramount Quality  
and  
Artistic Design



in these days, and it is a good thing for all concerned that it does not.

Nor are the window displays what they formerly were. The time is past when every shop had both windows filled with turkeys over night, which was a big loss in shrinkage and a temptation to thieves. It also made many of the birds turn sour or green, and made them lose their fresh appearance, so they had to be sold at a loss.

The butcher of to-day hangs the turkeys in his cooler over night and takes out a few at a time, and if he should have a few left late in the evening they are in fine condition, and are pleasing to the eye. And most important of all, they bring just as good a price as the ones that were sold earlier in the day. In addition, the shop is kept cleaner. There are no unpleasant odors, the journeymen go about their duties with a vim.

All these things cost money, and the increased prices that the butcher is compelled to pay for his goods, including "overhead," must be paid by his customers, with the proper amount of profit added. Otherwise he cannot exist.—L. A. in National Provisioner.

#### Mercantile Movements in Central Michigan.

Owosso, Nov. 22—The Owosso sugar factory started up Sunday morning, giving employment to 300 men. There will be very few idle men in Owosso from now on, as nearly all of Owosso's factories are now running a full force on full time.

E. A. Rutherford has sold his hotel and livery business in Sheridan to A. C. Kidder, who will run the hotel in connection with his bakery. He will take possession about Nov. 20.

The commodious double brick store building which is being erected in Ashley by R. L. Farnum and C. H. Barnes is nearing completion and will be ready for occupancy about Dec. 20. This is the first step toward putting Ashley back on the map since the fire here a few months ago, which destroyed nearly half of the village, when one farmer lost his store building and most of his stock of drugs and wall paper. Mr. Barnes has conducted a general store at Ashley for several years and now is in need of more commodious quarters.

Ben J. Vrieling, of Grand Rapids, has sold the Gunther stock of agricultural implements at Carson City to W. C. Shepard, of Middleton, who has taken possession and will continue the business at the old stand. Mr. Shepard has been a successful merchant at Middleton for several years, having disposed of his general store in Middleton several months ago to Ross Miller.

A. C. Kidder, Sheridan, who sold his stock of general merchandise a year ago to become a farmer, has leased his farm and will open a first-class bakery in the same old stand about Nov. 15.

Charles H. Kidder, Sheridan, has added a stock of groceries to his meat and produce business.

Honest Groceryman.

After all, the best Thanksgiving is thanks living.

#### Great Shortage of Help in Patent Office.

Grand Rapids, Nov. 22—To call attention to the present condition of the Patent Office, I would refer to facts and figures taken from the Official Report of the Commissioner of Patents, dated Sept. 8, 1921:

From July, 1919, to June 30, 1921, the Patent Office suffered a loss of 163 examiners out of a force of 437. Those who resigned were "scientifically trained and also members of the bar," whose places have been filled (?) by "inexperienced men, fresh from college, without any knowledge of patent law or any legal training," says this report. These tyros are expected to assume the duties of the resigning men who were "familiar, through years of experience, with the particular art with which they were engaged." One out of every four examiners has resigned in sixteen months and more than half (or 231 out of 437) have resigned in thirty-two months.

During the time the 163 have been resigning the business of the Patent Office was increasing by leaps and bounds. In the year preceding July, 1919, applications for patents numbering 62,755 were filed, and in the year just closing the number was 84,248, an increase of 34 per cent. in two years, and trade-mark applications filed jumped from 8,561 to 15,884, or 85 per cent.

In July, 1919, there were 18,999 applications awaiting action and in March, 1921, there were 42,000, and at the close of the fiscal year of 1921 there were 49,000 awaiting examination. Some of the divisions of the Patent Office are now eleven months behind with their work. The Commissioner says: "The Patent Office is in a deplorable condition. The situation has become hopeless. Relief is imperative. The only way to stop the continuous stream of resignations is to increase the salaries." The Commissioner goes on to say that the salaries of Patent Office examiners has been increased only 10 per cent. since the year 1848.

Does it not seem passing strange that our Patent Office which has served as the model for those of other countries and which is one of the most striking examples of American efficiency in governmental administration should for many years have so grievously suffered from Congressional indifference; and especially so when it is remembered that the Patent Office is the only part or department of our Government which pays its own way and earns a surplus which is turned over into the treasury of the United States?

Cyrus W. Rice.

#### 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

## Announcement!

Announcing the opening of another House to handle our fast growing business in the central part of the State.

### OWOSSO

is the location of our new house and we want to assure the trade of Owosso and vicinity that the same policy of square dealing will prevail there as prevails at all PIOWATY and affiliated houses.

**PIOWATY-DOWNS CO.**  
LANSING OWOSSO



We Specialize on

**Sunkist**  
Oranges and Lemons

They Are  
Uniformly Good

**The Vinkemulder Company**  
GRAND RAPIDS :: MICHIGAN

## A Clean Business

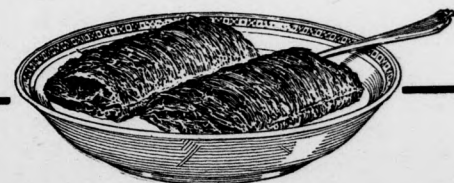
A clean profit on a clean food product is a clean business—the kind of business every enterprising, up-to-date grocer likes to do.

## Shredded Wheat Biscuit

is a clean food product, protected from dirt and bugs by dust-proof cartons. Considering its nutritive value Shredded Wheat is without doubt the cheapest food in the world to-day. It is 100 per cent. whole wheat, ready-cooked and ready-to-eat. Always the same high quality, with a steady demand created through twenty years of educational advertising.

MADE ONLY BY

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



SERVICE

QUALITY

### Fancy Golden Heart Winter Celery

Lot shipments a specialty

Write or wire orders

JOE PATMOS

HUDSONVILLE, MICH.





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

#### Some Suggestions in Regard To Christmas Advertising.

Written for the Tradesman.

One of the great essentials in business-getting is aggressive advertising. In the war years when the demand was strong and it was hard to get goods, advertising was less essential than it is to-day, when every effort should be put forth to get business.

To this end extensive advertising space should be taken in the papers; windows dressed and re-dressed in the most attractive fashion; and more and more attention paid to making the interior of the store attractive to the customer.

Show windows are the great magnet of the retail store. To a retail store the window is what a "barker" is to the circus side show. It is the agent which tells the passers-by what they may expect to see inside. The only difference between the window and the ballyhoo man is that the window tells the truth.

More and more retailers are coming to recognize the value of the window. Generally it is recognized that to crowd the window too much is a mistake. Yet in the words of one experienced window trimmer, "A window is so valuable that it must be made to say everything of which it is capable." To accomplish this show cards are largely employed.

"We have found," says this window trimmer, "that it is good policy to let people see the price of the articles shown in the window. If they are attracted by a display they will pause, and they may come inside; but if the price is attached to the article and is reasonable, the likelihood that the passer-by will come in is still stronger. It is a good thing also to make the show cards bring out the quality of the goods displayed. People cannot see everything by just looking at an article. Make it talk about itself through the show card."

But show cards are effective in other places as well as the windows. Especially is this true in the large department stores; and the hardware dealer will often find it worth while to copy his department store competitor.

In these big stores, many people, in order to reach some particular department, have to pass through other departments in which they have no idea of purchasing. But, while passing through, an arresting show card is quite apt to halt the customer, and draw his attention to some article he

may find of interest. He will stop to examine the goods; and in many cases will make a purchase.

This is the great thing in business—to sell two needed articles where the customer comes to buy one. The department store idea was intelligently adapted by a hardware dealer, who made a point of advertising certain "features" from week to week. The feature counter was placed at the very end of the store; so that the customer, to examine and buy the advertised article, had to pass several counters or silent salesmen on which regular lines were attractively displayed, helped out with show cards. In most cases the customer saw something else that interested him; and in many he actually made additional purchases as a result of this method.

Show cards are so many commands to stop and look. They are advertisements in themselves; but they are also used to emphasize newspaper advertising. In one hardware store this sign is displayed: "As advertised, aluminum cooking utensils, best quality." Such a sign reminds a customer of what he has read. It forces home the thought that this particular line must be especially good, since so much is being said about it. It creates interest, and creating interest creates sales.

"I consider show cards of incalculable value," states one hardware dealer. "They are useful all the year round, but especially so during the holiday season. They help the salesman greatly.

"Why, for instance, just look around this store and observe the number of cards which quote prices. They do more than help the salesmen. They act as salesmen themselves, quietly answering the innumerable questions which otherwise would be directed to clerks. That is an important thing at Christmas time. When the store is crowded we have not time to go with customers from counter to counter. We have not time to quote them

#### 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

## W. M. Ackerman Electric Co.

### Electrical Contractors

All Kinds of Electrical Work.

Complete Line of Fixtures.

Will show evenings by appointment.

549 Pine Avenue, N. W., Grand Rapids, Michigan

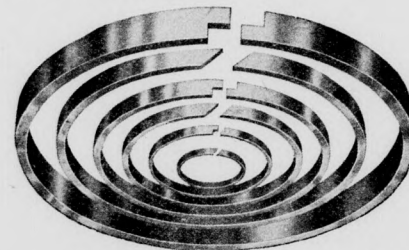
Citizens 4294

Bell Main 288

## QUALITY Piston Rings

Manufactured by the Piston Ring Co., of Muskegon, Mich., used in large quantities by the following well known manufacturers:

Nordyke & Marmon,  
 Northway Motor & Mfg. Co.,  
 Oakland Motor Car Co.,  
 Olds Motor Works,  
 Packard Motor Car Co.,  
 Cadillac Motor Car Co.,  
 Dodge Bros.,  
 Continental Motors Corp.,  
 The Studebaker Corp.,  
 Maxwell Motor Co.,  
 Hudson Motor Car Co.,  
 and others.



We can make prompt shipment of any size of this make of ring.

BROWN & SEHLER CO., Distributors, Grand Rapids, Mich.

## 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.



prices on the many articles in which they may be interested but which they will probably not buy that day. But the show cards have all the time there is. They have been prepared ahead of time, and standing sentinel over the goods they tell what these are and what price we ask for them. Many people come to us and say 'I'll take one of these,' showing some article of which they know only what has been told them by the show card."

In connection with the stimulation of early buying in the Christmas season, it is good policy to send out circular letters to prospects. One dealer some years ago sent out, Dec. 1, the following letter to customers:

Dear Sir (or Madam):

The festive time of Christmas is almost upon us now, and we therefore take this opportunity of drawing your attention to the fact that the Hardware Store is the very place to buy Christmas presents of the useful and lasting kind.

To give you a full detailed list of the many varieties of this class of goods we carry in stock would make this letter too long, so we enclose for your perusal a small booklet listing some of the goods and giving prices. These goods await your inspection, and are in every way suitable for Christmas presents.

A visit to our store will further convince you of these facts.

We thank you for past favors and in soliciting a continuance of same, we wish you a most enjoyable Christmas and a prosperous New Year.

Yours faithfully,

Blank & Company.

With this letter went a 12 page booklet containing a list of very practicable presents. The advertising must have contributed materially to early buying and an almost 50 per cent. increase in business that Christmas.

Another firm, during the weeks immediately preceding Christmas took a space about 12 inches deep spread across a newspaper page and featured such articles as silverware, cutlery, safety razors, skates, sleds, snow shoes, roasting pans, food choppers and washing machines. They opened and closed one advertisement with the following paragraphs:

"Some people have the idea that a hardware store has no suitable goods from which to select Christmas gifts. Just glance over our list to be convinced that we have the right to stand in the top row of Christmas gift stores. Our silverware department offers exceptional opportunities for sensible, pleasing gifts, and at prices to please all."

"The best gift of all. Buy the wife a —water power washing machine and save her backaches for a lifetime. Simple to operate, nothing to get out of order. Does the washing while you are employed at other household duties. Every washer sent out on 30 days' trial."

One good advertising stunt put on by a hardware firm in conjunction with a local newspaper was an early shopping contest. Contestants were to write a letter of not less than 250 words and not more than 350 on "Advantages of Early Christmas Shopping." For the best answers, prizes

were given. The judging points were allotted as follows: best reasons for early shopping, 60; best composition, 20; best penmanship, 10; neatness, 10. The contest got people thinking about reasons for early shopping, and they discovered how valid those reasons were. Such a contest might be limited to children of public school age, or made wide open.

Victor Lauriston.

#### It Is Up To You, Gentlemen.

Ann Arbor, Nov. 22—Whether daily newspapers shall continue to insult the great majority of their subscribers and advertising patrons by catering to the lowest class of readers in the manner they report sporting events and criminal news, in advertisements of vile theatricals and immoral movie shows and in aiding immoral agencies in their work of destroying the morals of youth depends on whether merchants shall take a united stand and declare to the publishers of their home dailies that the latter must choose between the advertising patronage of these parasites of society and the dependable, respectable business men and firms or whether merchants and other business men shall ignore their opportunities and responsibilities and let the evil forces go on unhindered.

If morality, decency and respectability do not impel merchants to act in this matter, let all consider the undesirable class of advertisers herein referred to as business rivals—not respectable rivals however. A large part of the money of working people which goes into these channels should be paid to the merchants for necessities and ordinary comforts. Not only do merchants lose by this diverting of money from legitimate trade, but they are frequently called upon for contributions to organizations devoted to furnishing medical aid, food, clothing and other necessities in large part to those who are destitute because so much of their earnings go for admission to shows, amusements and frivolities. Stop this wasteful drain upon earnings and you will have stopped in a great measure the need of relief or relief organizations.

If men and women, fathers and mothers are so bound by this amusement-seeking habit that they will not turn away from the allurements, that they will not attempt to lay up for sickness or trouble, but become instead public charges and objects of charity, it is time that every form of show and amusement shall be brought under legal restraint. In self-defense, to protect its resources and its people, it may even become necessary for municipalities to limit the number of days each week or the number of hours when legitimate amusements shall be allowed.

As a purely business proposition for taxpayers, who must bear the expenses of court proceedings, criminal trials, jails and almshouses, whatever tends to increase crime, slothfulness or poverty should be steadfastly opposed.

To take a stand against this feature of the daily press does not necessitate any merchant's curtailing his advertising. While there are separate printing offices and white paper there are other ways of effectively reaching desired customers. No doubt it would be beneficial to make a temporary change from the usual space and method of advertising.

Will the merchants be men and unite to cast out these enemies of home and all that is good by serving notice to the press that it must not be a partner of ill, or will they think only of dollars and let this go on until womanhood rises up and sweeps from her domain every publication that offends? If men fail, the time will come when women will take this up as they did the temperance reform, and will organize every community, every state and the nation for a thorough reform of our press.

E. E. Whitney.

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

A. B. KNOWLSON CO.  
Grand Rapids Michigan

**COLEMAN (Brand)**

Terpeneless

**LEMON**

and Pure High Grade  
**VANILLA EXTRACTS**

Made only by

**FOOTE & JENKS**

Jackson, Mich.

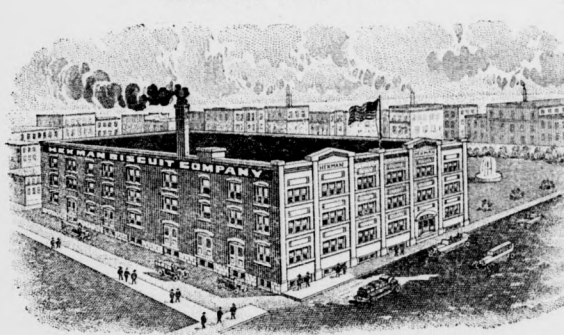
**McCRAY**  
**REFRIGERATORS**  
for ALL PURPOSES

Send for Catalogue

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

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

"NOT IN THE TRUST"



NEW HOME OF THE HECKMAN BISCUIT CO., Grand Rapids

Sample Them—

**HECKMAN'S Grahams**  
**and Select Soda Crackers**

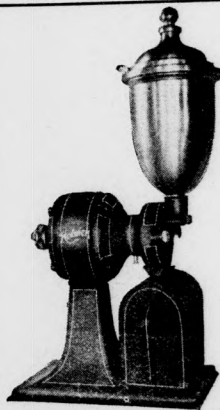
(Also a full line of Cookie-Cakes and Crackers)

**Exceedingly Popular**

**"The Taste Tells"**

**HECKMAN BISCUIT COMPANY**

Grand Rapids, Mich.



**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.

**Use Tradesman Coupons**





### Secured a Power Plant Order Thanksgiving Day.

The lank waitress gazed in romantic commiseration upon the natty looking young man seated at her table who just a moment before had been handed a telegram by the clerk; and the leading man of a traveling troupe, who with his dowdy wife sat at the same table, paused in his soup gurgling long enough to express his silent sympathy over the evident bad news the message contained.

Its effect was indeed quite marked. Before the receipt of the telegram the young man had been, with happy intentness, impartially dividing his time between the newspaper notes of the great Thanksgiving football game, to take place the following day, and the comfortable repast before him; now he sat with the paper crushed in one hand while he gazed moodily past the offending message held in the other.

Evidently nobody was dead, as his countenance did not indicate bereavement, but it was equally apparent from his expression that sudden death might be comparatively a light fate for the object of his thoughts.

The message read:

"Take local to Maytown and drive to Mills Point. Close deal with Samuel Dunn for engine and boiler. Instructions mailed Mills Point. Important. Gaines Supply Co."

Johnny Engle had left college less than a year before, and had at once started on the road for the supply house in which his father owned considerable stock. He was young and inexperienced, but a hustler, and was making good, his genial personality winning him friends among the trade, and this meant orders. He had no aspirations for a career, but went into business with the same feeling and ideals which had in college made him a success at football; he played the game for the sake of the game and played it for all he was worth.

The instructions contained in this telegram were most disconcerting. Johnny thought regretfully of the reserved seats he had ordered for the game next day and of the prospective Thanksgiving dinner at home with his people; also of his plans for the next evening of a celebration in company with certain old classmates of the anticipated victory of their team. He also thought murderously of old Manton, the salesmanager and wondered that any man could have a soul so barren of human instincts as to issue such orders on the eve of Thanksgiving, in the face of his own expressed plans as set forth in his route sheet.

Of course, he could disregard these instructions and go on into the city on the limited as he had planned, and his father's pull would, no doubt, cause the incident to pass without unpleasant consequences; but Johnny was not built on these lines and the old football training which in the past had made him instinctively and without question follow orders now caused him to leave untasted the remainder of his meal and make hurried preparations for his departure on the local for Maytown.

Mills Point was ten miles back from the little station of Maytown and he drove through the crisp air of the autumn night over a country road, reaching his destination at 10 o'clock to find everybody in the little hamlet asleep. After repeated knocking he was finally admitted to the primitive

hotel by a sleepy landlord in a night cap, who with evident misgivings as to his character, conducted him to a barren room, the sole furnishings of which consisted of a clumsy four-poster bed with a straw mattress, a hatrack and one splitbottomed chair. Traveling men did not make Mills Point often.

Johnny had blown out the smokey lamp, and with chattering teeth was burrowing under the covers in an effort to locate a soft place in the mattress, when a thought flashed through his mind that caused him to sit up suddenly with a muttered imprecation! He had forgotten all about Madge!

Now the Engles and the Matthews had been neighbors and friends for twenty years and Johnny could not remember a time when he and Madge Matthews had not been chums. They were of about the same age, both only children, and the intimacy of the two families had been such as to make them almost like brother and sister. They had gone through the graded schools together and had fought each other's childish battles. There was a connecting gate in their adjoining back yards and in their younger days, it had been as common a sight to see Madge skinning the cat on the trapeze bar in Johnny's back yard, as to see Johnny gravely playing father to Madge's dolls next door. College and young ladies' finishing school had not materially altered these relations. There was never any question of sentiment between the two; Johnny merely felt that Madge was a good fellow and just about right, and while he had probably never stopped to consider the matter, presumed that her feeling for him was the same.

Now beyond a doubt Madge was expecting to attend the football game with him the next day, as this had been decided upon weeks before. His people were expecting him home, as in the sudden change of his plans he had forgotten to wire them to the contrary, and here was he in a two by four village with everybody asleep and ten miles to the nearest telegraph station! It was hard lines. He felt that it would be a great pleasure to tell old Manton in a few choice phrases just what he thought of him, and in lieu of a better means of giving vent to his outraged feelings Johnny seized a pillow with his left hand and gave it a vicious uppercut with his right, after which he resigned himself to the inevitable and went to sleep.

Johnny was an early riser the next morning. There was a chance of his being able to conclude his business in time to make the limited at Haynes Junction by 2 p. m. and from thence it was but four hours run to the city. He wanted to save at least a fragment of the original Thanksgiving program if there was any possible way of doing so.

The first thing to do was to find out who Samuel Dunn was and just what he wanted. This information was probably awaiting him in the letter of instructions.

He found the post office in the corner of a little notion store in charge of an inquisitive and loquacious old lady who put on her spectacles and went carefully over the half dozen letters on hand without result. From this font of information, however, Johnny was able to learn, among other things, the entire history and pedigree

of Samuel Dunn, of which he noted the points essential to his mission, to wit: Samuel Dunn owned 500 acres of land; he conducted the principal store of the place and also owned and operated the flour mill from which the village took its name, and for which the engine and boiler were doubtless required. In short, Samuel Dunn was pretty nearly the whole thing at Mills Point, but—Samuel Dunn and his whole family had driven off the previous afternoon to attend a Thanksgiving reunion of the Dunn family at the home of his brother, Josiah Dunn, twenty miles across country near Hilboro and would probably return sometime during the following day.

Disgusted, but dogged in his determination to see the matter through, Johnny trudged on up the one street to the sign "Samuel Dunn, General Merchandise," to find the door locked. From there he went to the mill whose smoke stack could be seen projecting above the hill around a bend of the road. The mill was also silent and deserted; but by following the sound of an axe to the yard of a nearby residence, he came upon Dunn's combination hired man and mill wright who, while clear in the knowledge that the "old man was sure goin'" to buy a new biler an' ingin," was extremely hazy as to the character of same.

Now Johnny knew that Hilboro, the scene of the Dunn reunion, was the next station beyond Hawesville, the point from which he had started on this unfortunate mission, and he found by consulting the time-table and his watch that it would be possible by some quick driving to catch a West bound local at Maytown for Hilboro.

By this time Johnny was fighting mad, and while he felt some misgivings as to the wisdom of dragging a prospective customer away from a Thanksgiving board by way of a business introduction, he also felt that the securing of this order was due him as some slight palliation to his wounded feelings, and he was going to have it.

The sleepy landlord at Mills Point, who by this time was as solicitous as he had formerly been suspicious, to this day recalls with mixed pride and wonder the short space of time in which he, under Johnny's energetic and somewhat profane supervision, was able to provide his guest with a conveyance and driver for the first lap of his journey to Hilboro.

And Johnny made the local, with some fifteen minutes to spare added to this was another twenty minutes spent on a siding waiting for the fast express, also West bound, to pass them.

When the express finally went roaring past, Johnny leaned forward suddenly (Continued on page 30)

### 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."

### HOTEL RICKMAN KALAMAZOO

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

### TELEGRAPHY

Learn it at the

*The Michigan Business University*

"The Quality School"

A. E. HOWELL, Manager

110-118 Pearl St. Grand Rapids, Mich.

There is a constant demand for competent telegraphers, male and female, at good salaries. Send for special telegraph catalog. It's free.

### Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

The Newest in Grand Rapids Well Known for Comfort and Courtesy

### HOTEL BROWNING

Three Short Blocks From Union Depot Grand Rapids, Mich.

150 FIRE PROOF ROOMS—All With Private Bath, \$2.50 and \$3.00

A. E. HAGER, Managing-Director

### CODY HOTEL GRAND RAPIDS

RATES \$1.50 up without bath  
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CAFETERIA IN CONNECTION

### 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

**NEW MERTENS FIRE PROOF**  
One half block East of the Union Station  
GRAND RAPIDS MICH

### 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.

### HOTEL WHITCOMB St. Joseph, Mich.

European Plan

Headquarters for Commercial Men making the Twin Cities of

ST. JOSEPH AND BENTON HARBOR

Remodeled, refurbished 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.

### PEORIA LIFE INSURANCE Really Protects

Good proposition for local agents.

Write

J. B. HASKINS, Dist. Mgr.

Howard City, Mich.



### Items From the Cloverland of Michigan.

Sault Ste. Marie, Nov. 22—Adolph Wandler and Harry Ellswood have opened a meat market at 1000 Easterday avenue, which will be known as the Superior meat market. Mr. Wandler is an expert butcher and was in charge of the meat department of the Pittsburgh Steamship Co. here for the past several years, while Mr. Ellswood has also been engaged by the Pittsburg Co. during the summer seasons. They are both well known young men and need no introduction to the public. They are starting with the best prospects in the new market.

The Soo Creamery Co. made a hit at the National dairy show held at St. Paul. The grading given the Soo brand butter was the same as the highest quoted on the New York butter market. In consequence the large butter buyers wanted to contract for the entire output, but H. C. Lawton, the manager, turned down this proposition, believing that his own town depended on the creamery for supplies and should receive first consideration. There is satisfaction, however, in knowing that the butter we are getting here is classed among the best produced. The creamery is at present erecting a large addition to its present quarters to increase the capacity. Since starting in here, they have done much to develop the dairy interests in this country.

A lazy man is no worse than a dead one, but he takes up more room.

J. C. Clarey, salesman for the Watkins Products Co., is now located at 921 Ashmun street.

The new postmaster for the Soo has been named and our esteemed citizen, Wm. M. Snell, is the man. No better choice could have been made, as he is one of the most popular men in the city or county, having been a prominent Republican for many years. He held the office of county clerk, circuit court commissioner and judge of probate for several years. Just when Mr. Snell will take over the office is not known, but it is generally expected that it will be in the near future.

Uncle Sam has been taking a rap at the H. C. of L. The commanding officer at Fort Brady has received orders to use electric street lights at the Fort only on dark nights and to curtail the use of water as much as possible. This, however, does not bar the soldiers from getting a drink when necessary. The Government has also withdrawn the guards placed on the mail trains between the Soo and Pembine.

One of our tourists has returned from a trip through Ireland and reports seeing the following police notice posted there. "Until further notice every vehicle must carry a light when darkness begins. Darkness begins when the lights are lit."

H. Hamilton, of the Pickford Grocery Co., Pickford, brought in several loads of poultry for Thanksgiving orders last week. He reports the turkeys as being fairly well picked up around Pickford.

G. H. Rudd and J. H. Beach last week purchased the cigar store and pool room conducted by Joseph Kiley, at 110 West Spruce street. Mr. Kiley will continue in the barber shop, which was formerly run in connection with the store. Mr. Rudd has had years of experience in this line of merchandise, having been engaged in the same line at Les Cheaneux for several years. He is well and favorably known throughout the city and should make a success in the new venture.

The Baptist people held a farewell reception Friday evening in honor of Rev. and Mrs. J. H. Vatcher, their former minister and his wife, who are leaving next week for Port Huron to accept a charge there. Mr. and Mrs. Vatcher were very popular here, having made many friends while residing here who will regret their departure. Peace is three years old and small for its age.

Jerry Lynch, one of our popular

lumbermen, returned last week from a visit in the East, where he was successful in landing a large contract, which will put him on easy street for some time to come. Jerry, as he is familiarly known, has always been an optimist, with the firm determination that business is bound to be better and continue, regardless of the hard luck stories around the country. It is men of this stamp who will make times better.

One way to draw a crowd is to put a mirror in the show window.

William G. Tapert.

### Mercantile News From the Marquette District.

Marquette, Nov. 22—The Thomas Market Co., which conducts a chain of stores, is to locate in Ishpeming, having secured a lease to the store space in the Jenks' block which is being used temporarily by the Peninsula Bank. The new store will be opened as soon as the Bank returns to its former location, probably before the first of the year. The Thomas Co. now has a store in Marquette and is figuring on opening business in a number of other Upper Peninsula cities.

Albert J. Belzer, who recently severed his connection with the clothing firm of Salo & Belzer, Negaunee, has opened a clothing and furnishings store in the East half of the Murray building, in Michigamme. He already has quite a stock of merchandise on the shelves and more will arrive at an early date. Mr. Belzer recently returned from Chicago, where he made his purchases. It is some years since Michigamme had a clothing store and the town is a bright spot right now, due to the opening of the Imperial mine by Henry Ford.

A. C. Braastad, who recently acquired a lease to the Sellwood dry goods store, at Ishpeming, has purchased the remaining stock in the place and is now offering it for sale at reduced prices. The stock was being disposed of by the former owners, but the Sellwood firm was very anxious to close out its business here and so the remaining goods were sold to Mr. Braastad. Roy Matthews, manager of the Sellwood stores, will remain in charge until the sales is finished. Mr. Braastad, who recently entered the toy manufacturing business, has a large assortment of toys which he will place on sale in the store. These toys are being manufactured in Ishpeming and it is believed that the line will appeal to the youngsters. Most of them are moderately priced, Mr. Braastad holding to the view that the cheaper toys will be in demand this season. Mr. Braastad has had long experience in the mercantile business, having been at the head of the F. Braastad stores for a number of years, and there is no doubt but that his new venture will prove a successful one.

The Pampa Land Co., recently formed, has purchased from the Winona Mining Co. 20,000,000 feet of standing timber, near Winona, and will in the near future commence logging operations. The new company is controlled by the Glavin family, of Escanaba, with D. E. Glavin as president. The Winona Co. has granted the Pampa Co. the right to use its houses at Winona, its railway and other equipment, and the mining company will sell power to the lumber concern. A new sawmill and a tie making plant are to be installed at once, and a wood working plant will eventually be on the property. The Winona location, which has been a quiet place since the mine was closed, will be given a new lease of life because of the deal made this week.

N. R. Clifton has opened his grocery store in the Sellwood block, Ishpeming, in the stand formerly occupied by Sellwood's grocery. The owner has had the place redecorated, and a part of the rear of the store has been partitioned off and will be used for an office and warehouse, and the entire interior now presents a very neat appearance.

### Gabby Gleanings From Grand Rapids.

Grand Rapids, Nov. 22—Walter Baker, the well-known celery booster of Kalamazoo, is in the city to-day, calling on friends and, incidentally, doing a little business for the Michigan Railway Company, with which he has now been associated about a half dozen years.

A. M. Lewis, the Grayling druggist, writes the Hazeltine & Perkins Drug Co. that he has just celebrated the fourteenth anniversary of his relation with that house as patron. During all that time Mark Brown has been the medium of communication between customers and house and has never failed to make good on any engagement he has undertaken.

W. H. Schuh, of Wayland, has a bible printed in the United States in 1772. E. A. Stowe has a bible printed in Rotterdam in 1710. John S. Lawrence, the well-known attorney, of Grand Rapids, has a bible printed in Latin in 1515. Next!

The Bowen-Hassett Co., merchandise brokers of Detroit, announce the opening of a branch at Grand Rapids with office at 317-318 Murray building. H. W. Chick, formerly manager of the Grand Rapids branch of the Detroit Commerce Co., has been placed in charge. Mr. Chick will look after the wants of the Grand Rapids jobbers located in Western, Southwestern and Northern Michigan.

Reports from Hart are to the effect that Senator J. K. Flood is now confined to his bed and that final dissolution is expected at any time. Mr. Flood has been a most active factor in Oceana county for fifty years, having been first and foremost in many branches of industry. No one has done more to develop the resources of that wonderful region than Mr. Flood.

C. J. Farley, President of the Grand Rapids Dry Goods Co., left Sunday on the Wolverine for New York, where he will remain a week or ten days, making purchases of winter and spring

goods. He wired his associates at the store Monday that nearly every line of dry goods in New York was strong and that no one need hesitate to make liberal purchases on the present basis.

L. P. Hyde, the Hart shoe dealer, was in the city Monday en route to Lansing.

Uncle Louie Winternitz has so far recovered from the recent operation at Michael Reese hospital (Chicago) that he is now able to sit up and be dressed like a gentleman. He expects to return to his apartments in the Illinois Athletic Club in about two weeks.

Fred M. Piowaty and family left to-day for Chicago, where they will spend Thanksgiving with relatives. Friday they will proceed to Los Angeles, where they will spend the winter months.

Ernest Piowaty succeeds Fred M. Piowaty as General Manager of M. Piowaty & Sons. Where he will make his headquarters has not yet been fully determined.

L. (Pat) Gillardi has taken the management of the local branch of M. Piowaty & Sons. Mr. Gillardi comes from Springfield, Ill., where he has been engaged in the wholesale fruit and produce business on his own account for the past twenty years.

M. Piowaty & Sons have opened another branch store, this time at Owosso, under the style of the Piowaty-Downs Co. The ownership will be the same as the Lansing establishment, which is conducted under the same style under the management of Frank Downs. The Owosso branch will be managed by Enos Norris, who has been connected with the Lansing branch for the past eight years.

C. C. Ford, manager of the local branch of Swift & Company, has returned from Arkansas, where he spent two weeks visiting his mother. He was accompanied by his wife.

Good-will is the probability that the old customer will return.

## Boost Your Profits!

Let These Display Stands Help You Sell

*Nu-Way*  
or  
**EXCELLO**  
RUBBERLESS



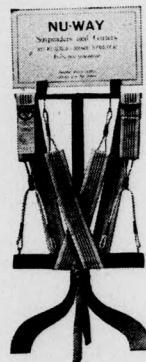
### Suspenders, Garters and Hose Supporters

More than thirty-five million people each month are being told the story of Spring Stretch;—of no rubber to rot from heat and sweat;—of ample stretch and loads of comfort and of our guarantee of "A Full Year's Wear in Every Pair" of NU-WAY and EXCELLO Suspenders and Six Months' Wear in Garters and Hose Supporters.

### Get These Display Stands Now

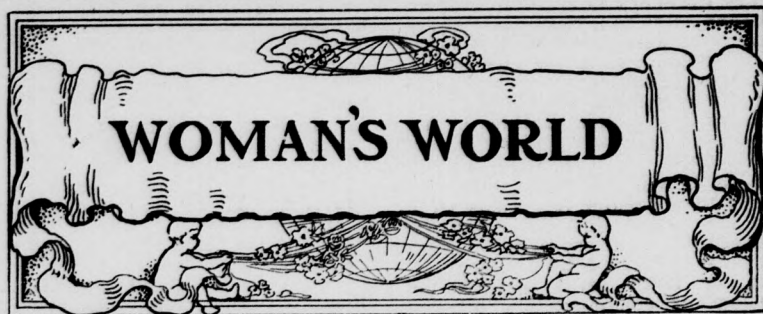
Your customers are reading our advertisements in farm papers, railroad publications and magazines. Make this fact pay you a profit. Show them you are the Nu-Way or Excello Dealer. Get these Display Stands working for you. Send today for Dealers' Free Display Stand Offer. Nearly 35,000 satisfied Dealers are now selling our Nu-Way line—the original kind.

NU-WAYS are sold direct;  
EXCELLOS sold through your jobber.



*Nu-Way Stretch Suspender Co.*  
THE STRETCH IS IN THE SPRING  
Adrian, Michigan, U. S. A.





### Hard Times For Parents and Young Folks.

Written for the Tradesman.

"I'm frightened about Isabel. Something strange has come over her. It has been coming on for a long time as I realize now; although only lately has it come to be just simply intolerable." So said a mother to me—mother of a girl whom I have known since she was a baby.

"Why, what in the world do you mean?" I cried. "I think Isabel is one of the best behaved girls I know."

"Yes, I suppose you think that. You only see her on her good behavior. I have her all the time, and I am almost frantic. I don't know what to do."

"What has the child been doing? Let's see, she is fifteen now?"

"Almost sixteen; old enough to be well-behaved, and a comfort instead of a trial to her mother."

"Just what sort of a trial—crazy about the boys?"

"No, not that—not that I know of. I hope that isn't . . . No, she is just unutterably lazy, selfish, and lately she has been impudent to me, especially when I talk to her about it. She never used to be like that."

"Seems as if that would indicate that it was a passing stage, wouldn't it?"

"Or rather, something coming out at last, now that she is big enough to dare to show it."

"I shouldn't wonder if that was so," I said. "Big enough, old enough, to have reached the stage that is called 'Adolescence.' We all went through it, my dear—even you and I, and even if we don't want to remember it."

Only the day before I had had a very similar talk with another woman, mother of a boy of about the same age, who was exhibiting the same symptoms.

"It seems as if we were both kind of raw," this other mother had said to me. "I don't seem to be able to talk to my son without both of us 'going up in the air.' I used to think I understood him and he was a very tractable boy; but lately he has become simply impossible."

I remembered another mother's saying in my hearing many years ago, before I had had any experience with children, that if she had her way—

"All children, especially boys, would be locked up in some kind of a cage from the time they are say, eleven until they are seventeen or older. During all that period they are unfit for human society."

And I will confess that when my own boy came on to be twelve years old I remembered that and anxiously watched for the time when he would

be "impossible" and "unfit for human society." But the time never came. Meanwhile I had learned about "adolescence"; that hard period that boys and girls have to pass through when they do not understand themselves and few of the grown people about them have either the disposition or the knowledge necessary for understanding them.

"All bristles, like a porcupine. I have to be so careful what I say," both mothers said.

Perfectly characteristic symptoms in both cases. And it is simply the "ego" of the child, coming out at last from the period of obedience and submergence under the authority of others. Tremendous physical changes going on underneath; changes which show themselves outwardly in changing tastes and attitudes, manners and disposition toward all sorts of people and all sorts of things. The child does not mean to be "bad." Probably his impudence surprises him quite as much as it does his mother!

"There is a diminution of excess energy," says Dr. G. Stanley Hall of this period in his book on "Adolescence"—sometimes even a positive lack of sufficient energy, resulting in anaemia and lassitude."

Your daughter or son is lazy; yes, lolling and lolling about; for his energy is less; he does feel lazy, and does not feel like rousing himself to run here and there for you. He whines and grumbles.

But nine times out of ten it is simply the indication of a perfectly normal stage of growth, which will pass. I have in mind one young fellow, out of college and in business now, and about the "livest wire" I ever have seen. I can remember only a little while ago when his parents were in despair over his laziness, selfishness, and general unmanageableness. All that passed away like his baby teeth, and for very much the same reason.

It is at this stage, from twelve or thirteen years up sometimes even to twenty, that boys begin to "collect," to hoard things, and girls cling selfishly to their possessions, dolls and other toys long unused, and hanker for clothes—especially bright colored ones—strings of beads and ribbons, jewelry and other adornments. All a passing phase, and soon to be forgotten—if—

If, I said. And the if is very important.

The child at twelve or fourteen ought to be so well-grounded in the fundamentals of good habits, manners, and right living that there would be no need of dictation or of punishment for disobedience. It is time to cease treating him as a little child. Time for

him to walk on his own feet. Time to make an intimate friend and chum of him. Time to stop being a parent and become a big sister or a big brother.

The child at this stage will not quietly take commands or obey arbitrary rules. He is feeling his personal separateness and dignity as an individual. But he will take suggestions, and most of all he will like to think he is doing right of his own accord. He is looking upon the world from a new and advanced point of view.

Of course, you can have conflicts that will leave you both ruffled and sore and maybe build a lasting barrier between you. But that is entirely unnecessary.

You must now, if you never did before, begin to make his interests yours; try to be his intimate friend, and get your ideas and wishes to him without antagonism. But it will be hard or easy, according to what you have done before. As Dr. Hall says:

"The pedagogy of adolescence will be easy or difficult work of the preceding period has been done well or ill."

So I guess this article is really for parents whose children are six years old!

Prudence Bradish.  
[Copyrighted 1921.]

### Natural Results.

He said: "I'll wait until good times come,

Then I will advertise."

His business now is on the bum,  
To nobody's surprise.

### First Presidential Thanksgiving Proclamation.

And also, that we may then unite in most humbly offering our prayers and supplications to the great Lord and Ruler of nations, and beseech Him to pardon our national and other transgressions; to enable us all, whether in public or private stations, to perform our several and relative duties properly and punctually; to render our National Government a blessing to all the people, by constantly being a government of wise, just and constitutional laws directly and faithfully obeyed; to protect and govern all sovereigns and nations (especially such as have shown kindness unto us) and to bless them with government peace and concord.

To promote the knowledge of true religion and virtue and to increase science among them and us; and generally to grant unto all mankind such a degree of temporal prosperity as He alone knows to be best.

George Washington.

Nesho, Mo., where the famous community merchandising plan was originated, reports that though it had to meet strenuous competition from the start, its trade territory has been extended and the spirit of jealousy has disappeared from the town. The monthly live stock auction has developed into a real community benefit, bringing hundreds to the town every month. Bargains are offered the same day. "Sales Day" is now discussed throughout the nearby country.



## 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

### 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.



### Perfumes From Animals.

While women know what they want, few if any have even the remotest idea what their perfumes are made of. They would be shocked to learn that the fragrant, so-called bouquet odor made up, presumably, of essence from various flowers, contains perhaps not one drop of anything from the floral kingdom, writes Fred C. Kelly in Leslie's.

Certain animal oils comprise one of the most important ingredients of modern perfumes. These all come from one or the other of five different animals, including ambergris from the whale, and oils from glands of the musk-ox and the civet, the latter a little animal not unlike a skunk. It seems astonishing to know that the predominating odor in many so-called oriental perfumes comes not from a flower garden at all but from a gland of the beaver.

Even single flower odors, in many instances, do not come from that flower at all, but are simply a synthetic combination of chemicals which give the same odor. Neither the lilac nor

the heliotrope, for example, yields any essence of use to perfumers, hence they are obliged to duplicate the odor by other means, just as do the manufacturers of flavoring extracts. When you get strawberry or raspberry syrup at a soda fountain, it does not necessarily follow that any of this flavoring came from a berry, but simply from certain acids which when combined give the taste desired.

### Pharaoh's Pharmacist.

The curator of the museum was classifying Egyptian curios. He observed a perplexed expression on the face of his young assistant.

"What seems to be the matter, Jones?" he asked. "Is there anything you don't understand?"

"Yes, sir," answered the helper. "Here is a papyrus on which the characters are so badly traced that they are indecipherable. How shall I classify it?"

"Let me see," said the curator, examining the piece. "Just call it a doctor's prescription in the time of Pharaoh."

## Holiday Goods and Druggists Sundries

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

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

## Twice Around the Earth

Few telephone users realize the equipment and facilities required for the installation of a telephone.

Each individual subscriber's line requires a separate pair of wires to the company's office. The wires from the subscriber's premises to the pole connect with wires in aerial or underground cables running to the exchange.

In some of the underground cables there are as many as 1,200 individual wires, insulated from one another by paper wrapped around each wire, with a lead covering over all to keep out moisture.

There are 51,742 miles of wire in our underground system alone; more than enough to reach twice around the earth.

In addition to the wire facilities there are of course the telephone instruments and central office equipment, poles, conduit, lightning protectors, real estate and building, etc. In the Grand Rapids exchange these items make the average investment per telephone \$125.

**CITIZENS TELEPHONE COMPANY**

## Wholesale Drug Price Current

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

Acids		Almonds, Sweet.		Tinctures	
Boric (Powd.)	17 1/2 @ 25	Almonds, crude	60 @ 1 00	Aconite	1 85
Boric (Xtal)	17 1/2 @ 25	Amber, rectified	2 00 @ 2 25	Aloes	1 65
Carbolic	30 @ 36	Anise	1 25 @ 1 50	Arnica	1 50
Citric	65 @ 70	Bergamot	8 00 @ 8 25	Asafoetida	1 30
Muriatic	4 @ 6	Cajuput	1 30 @ 1 45	Belladonna	1 35
Nitric	10 @ 15	Cassia	2 25 @ 2 50	Benzoin	2 40
Oxalic	25 @ 30	Castor	1 32 @ 1 56	Benzoin Comp'd	1 15
Sulphuric	4 @ 6	Cedar Leaf	1 50 @ 1 75	Buchu	1 15
Tartaric	58 @ 65	Citronella	65 @ 1 00	Cantharides	2 30
Ammonia		Cloves	3 25 @ 3 40	Capsicum	2 30
Water, 26 deg.	10 1/2 @ 20	Cocunut	30 @ 40	Catechu	1 50
Water, 18 deg.	9 @ 15	Cod Liver	85 @ 1 00	Cinchona	2 10
Water, 14 deg.	8 @ 13	Croton	2 25 @ 2 50	Colchicum	2 00
Carbonate	22 @ 26	Cotton Seed	1 15 @ 1 25	Cubeb	2 00
Chloride (Gran)	10 @ 20	Cubeb	9 00 @ 9 25	Digitalis	1 80
Balsams		Eigerson	5 00 @ 5 25	Gentian	1 40
Copaiba	60 @ 1 00	Eucalyptus	1 50 @ 1 75	Ginger, D. S.	2 00
Fir (Canada)	2 50 @ 2 75	Hemlock, pure	1 50 @ 1 75	Guaiac	2 20
Fir (Oregon)	60 @ 80	Juniper Berries	3 25 @ 3 50	Guaiac, Ammon.	2 50
Peru	2 50 @ 3 00	Juniper Wood	1 50 @ 1 75	Iodine	1 20
Tolu	1 00 @ 1 20	Lard, extra	1 25 @ 1 45	Iodine, Colorless	2 00
Barks		Lard, No. 1	1 10 @ 1 20	Iron, clo.	1 50
Cassia (ordinary)	25 @ 30	Lavender Flow	8 00 @ 8 25	Kino	1 46
Cassia (Saigon)	50 @ 60	Lavender Gar'n	1 75 @ 2 00	Myrrh	2 50
Sassafras (pw. 55c)	2 @ 50	Lemon	1 50 @ 1 75	Nux Vomica	1 50
Soap Cut (powd.)	20 @ 25	Linseed Boiled bbl.	87 @ 90	Opium	2 50
40c		Linseed bld less	87 @ 95	Opium, Camp.	2 30
Berries		Linseed, raw, bbl.	87 @ 95	Opium, Deodor'd	2 50
Cubeb	1 50 @ 1 75	Linseed, raw, less	85 @ 93	Rhubarb	2 20
Cash	40 @ 50	Mustard, true oz.	2 @ 75	Paints	
Juniper	7 @ 15	Mustard, artini, oz.	1 @ 50	Lead, red dry	12 1/2 @ 12 1/2
Prickly Ash	2 @ 30	Neatsfoot	1 10 @ 1 30	Lead, white dry	12 1/2 @ 12 1/2
Extracts		Olive, pure	4 75 @ 5 50	Lead, white oil	12 1/2 @ 12 1/2
Licorice	60 @ 65	Olive, Malaga,	2 75 @ 3 00	Ochre, yellow bbl.	5 @ 8
Licorice powd.	70 @ 80	Olive, Malaga,	2 75 @ 3 00	Ochre, yellow less	2 1/2 @ 6
Flowers		green	2 75 @ 3 00	Putty	5 @ 8
Arnica	75 @ 80	Orange, Sweet	5 00 @ 5 25	Red Venet'n Am.	3 1/2 @ 7
Chamomile (Ger.)	50 @ 60	Organum, pure	2 @ 50	Red Venet'n Eng.	4 @ 8
Chamomile Rom	75 @ 80	Organum, com'l	1 25 @ 1 50	Whiting, bbl.	4 1/2 @ 4 1/2
Gums		Pennyroyal	2 50 @ 2 75	Whiting	5 1/2 @ 10
Acacia, 1st	50 @ 55	Peppermint	3 75 @ 4 00	L. H. P. Prep.	2 50 @ 2 75
Acacia, 2nd	40 @ 45	Rose, pure	12 00 @ 16 00	Rogers Prep.	2 50 @ 2 75
Acacia, Sorts	30 @ 35	Rosemary Flows	1 50 @ 1 75	Miscellaneous	
Acacia, powdered	25 @ 35	Sandalwood, E.	10 50 @ 10 75	Acetanalid	55 @ 75
Aloes (Barb Pow)	30 @ 35	L	10 50 @ 10 75	Alum	10 @ 18
Aloes (Cape Pow)	30 @ 35	Sassafras, true	2 00 @ 2 25	Alum, powd. and	11 @ 20
Aloes (Soc Pow)	90 @ 1 00	Sassafras, art'l	1 00 @ 1 25	Bismuth, Subni-	2 43 @ 2 60
Asafoetida	75 @ 1 00	Spearment	5 00 @ 5 25	trate	
Row.	1 25 @ 1 50	Sperm	2 75 @ 3 00	Borax xtal or	7 1/2 @ 12
Camphor	1 17 @ 1 20	Tansy	10 50 @ 10 75	powdered	7 1/2 @ 12
Guaiac	75 @ 80	Tar, USP	50 @ 65	Cantharides, po	1 50 @ 4 00
Guaiac, pow'd	75 @ 80	Turpentine, bbl.	91 @ 99	Calomel	1 21 @ 1 35
Kino	75 @ 80	Turpentine, less	91 @ 99	Capsicum	40 @ 45
Kino, powdered	85 @ 90	Wintergreen,	8 00 @ 8 25	Carmine	6 00 @ 6 60
Myrrh	70 @ 75	leaf	8 00 @ 8 25	Cassia Buds	30 @ 40
Myrrh, powdered	75 @ 80	Wintergreen, sweet	4 00 @ 4 25	Cloves	50 @ 55
Opium	9 00 @ 9 40	birch	4 00 @ 4 25	Chalk Prepared	16 @ 18
Opium, powd.	10 25 @ 10 60	Wintergreen art	75 @ 1 00	Chloroform	66 @ 77
Opium, gran.	10 25 @ 10 60	Wormseed	5 00 @ 5 25	Chloral Hydrate	1 35 @ 1 85
Shellac	85 @ 1 00	Wormwood	18 00 @ 18 25	Cocaine	9 25 @ 10 25
Shellac Bleached	90 @ 1 05	Potassium		Cocoa Butter	50 @ 75
Tragacanth	4 00 @ 5 00	Bicarbonate	35 @ 40	Corks, list, less	35 @ 45
Tragacanth, pw.	3 50 @ 4 00	Bichromate	20 @ 30	Copperas	3 @ 10
Turpentine	25 @ 30	Bromide	35 @ 45	Copperas, Powd.	4 @ 10
Insecticides		Carbonate	30 @ 35	Corrosive Sublim	1 17 @ 1 25
Arsenic	12 @ 25	Chlorate, gran'r	18 @ 25	Cream Tartar	50 @ 55
Blue Vitriol, bbl.	07 1/2 @ 15	or xtal	18 @ 25	Cuttle bone	40 @ 50
Blue Vitriol, less	8 @ 15	Chlorate, powd.	18 @ 25	Dextrine	05 @ 15
Cordeaux Mix Dry	17 @ 30	Cyanide	26 @ 3 42	Dover's Powder	5 75 @ 6 00
White	25 @ 35	Iodide	3 26 @ 3 42	Emery, All Nos.	10 @ 15
powdered	25 @ 35	Permanganate	35 @ 55	Emery, Powdered	8 @ 10
Insect Powder	40 @ 65	Prussate, yellow	45 @ 55	Epsom Salts, bbls.	3 @ 3 1/2
Lead Arsenate Po.	22 @ 42	Prussate, red	65 @ 75	Epsom Salts, less	4 1/2 @ 09
Lime and Sulphur	11 @ 23	Sulphate	40 @ 50	Ergot, powdered	1 75 @ 2 00
Dry	11 @ 23	Roots		Flake White	15 @ 20
Paris Green	31 @ 43	Alkanet	75 @ 85	Formaldehyde, lb.	16 @ 20
Ice Cream		Blood, powdered	40 @ 50	Gelatine	1 70 @ 2 00
Piper Ice Cream Co.		Calamus	35 @ 75	Glassware, less 55%.	
Bulk, Vanilla	1 10	Elecampane, pw'd	30 @ 35	Glassware, full case 60%.	
Bulk, Vanilla Special	1 20	Gentian, powd.	20 @ 30	Glauber Salts, bbl.	03 1/2 @ 10
Bulk, Chocolate	1 20	Ginger, African,	23 @ 30	Glauber Salts less	04 @ 10
Bulk, Caramel	1 20	powdered	55 @ 65	Glue, Brown	21 @ 30
Bulk, Grape-Nut	1 20	Golden Seal, pow.	6 00 @ 6 40	Glue, Brown Grd.	17 @ 25
Bulk, Strawberry	1 25	Ipecac, powd.	2 75 @ 3 00	Glue, White	35 @ 40
Bulk, Tutti Frutti	1 25	Licorice	40 @ 45	Glue, White Grd.	30 @ 35
Brick, Vanilla	1 40	Licorice, powd.	25 @ 30	Glycerine	20 1/2 @ 35
Brick, Fancy	1 60	Oris, powdered	30 @ 40	Hops	65 @ 75
Ices	1 10	Poke, powdered	40 @ 45	Iodine	4 95 @ 5 40
Sherbets	1 10	Rhubarb	60 @ 75	Iodoform	6 30 @ 6 75
Leaves		Rhubarb, powd.	30 @ 35	Lead Acetate	1 80 @ 2 25
Buchu	1 75 @ 1 90	Rosinwood, powd.	30 @ 35	Lycopodium	3 50 @ 4 00
Buchu, powdered	2 @ 20	Sarsaparilla, Hond.	1 25 @ 1 40	Mace	75 @ 80
Sage, bulk	67 @ 70	ground	1 25 @ 1 40	Mace, powdered	95 @ 1 00
Sage, 1/4 loose	72 @ 78	Sarsaparilla Mexican,	80	Menthol	6 50 @ 7 00
Sage, powdered	55 @ 60	ground	80	Morphine	7 75 @ 8 30
Senna, Alex.	1 40 @ 1 50	Squills	25 @ 40	Nux Vomica	7 @ 30
Senna, Tinn.	30 @ 35	Squills, powdered	60 @ 70	Nux Vomica, pow.	30 @ 40
Senna, Tinn. pow	35 @ 40	Turmeric, powd.	15 @ 20	Pepper black pow.	32 @ 35
Uva Ursi	20 @ 25	Valerian, powd.	50 @ 60	Pepper, white	40 @ 45
Oils		Seeds		Pitch, Burgundy	10 @ 15
Almonds, Bitter,	10 50 @ 10 75	Anise	33 @ 35	Quassia	12 @ 15
Almonds, Bitter,	2 50 @ 2 75	Anise, powdered	38 @ 40	Quinine	96 @ 1 69
Almonds, Sweet,	1 00 @ 1 25	Bird, ls	13 @ 15	Rochelle Salts	35 @ 40
		Canary	8 @ 15	Saccharine	3 @ 30
		Caraway, Fo.	25 13 @ 15	Salt Peter	11 @ 22
		Cardamon	1 50 @ 1 75	Seidlitz Mixture	30 @ 40
		Celery, powd.	35 25 @ 30	Soap, green	15 @ 30
		Coriander pow.	25 15 @ 20	Soap mott castle	22 1/2 @ 25
		Dill	10 @ 20	Soap, white castle	@ 15 00
		Fennell	35 @ 40	less, per bar	@ 1 65
		Flax	06 1/2 @ 12	Soda Ash	05 @ 10
		Flax, ground	06 1/2 @ 12	Soda Bicarbonate	3 1/2 @ 10
		Foenugreek pow.	8 @ 15	Soda, Sal	2 1/2 @ 5
		Hemp	8 @ 15	Spirits Camphor	@ 1 25
		Lobelia, Powd.	@ 1 50	Sulphur, roll	04 @ 10
		Mustard, yellow	10 @ 15	Sulphur, Subl.	4 1/2 @ 10
		Mustard, black	15 @ 20	Tamarinds	25 @ 30
		Poppo	30 @ 40	Tartar Emetic	70 @ 75
		Quince	1 75 @ 2 00	Turpentine, Ven.	50 @ 2 25
		Rape	15 @ 20	Vanilla Ex. pure	1 50 @ 2 00
		Sabadilla	30 @ 40	Witch Hazel	1 47 @ 2 00
		Sunflower	7 1/2 @ 15	Zinc Sulphate	06 @ 15
		Worm American	30 @ 40		
		Worm Levant	2 00 @ 2 25		



# GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Galv. Pails	Raisins
	Prunes
	Mop Sticks
	Some Codfish
	Milk Compound
	Evaporated Milk
	Chocolate—Runkle
	Pork

AMMONIA
Arctic Brand
16 oz., 2 doz. in carton, 1.75
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



25 lb. pails, per doz. 19.20
48, 1 lb. 4.90
24, 3 lb. 7.50

BAKING POWDERS
Calumet, 4 oz., doz. 97½
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., doz. 31.20
Rumford, 10c, doz. 95
Rumford, 8 oz., doz. 1.85
Rumford, 12 oz., doz. 2.40
Rumford, 5 lb., doz. 12.50
Ryson, 4 oz., doz. 1.35
Ryson, 8 oz., doz. 2.25
Ryson, 16 oz., doz. 4.05
Superior, 16 oz., doz. 1.25

BLUING
Jennings Condensed Pearl
C-P-B "Seal Cap"
3 doz. Case (15c) 3.75

BREAKFAST FOODS
Cracked Wheat, 24-2 4.85
Cream of Wheat 9.00
Pillsbury's Best Corn 2.70
Quaker Puffed Rice 5.45
Quaker Puffed Wheat 4.30
Quaker Brlst Biscuit 1.90
Quaker Flakes 2.80
Ralston Purina 4.00
Ralston Bran 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. Fcy, Parlor 26 lb 9.00
Toy 2.00
Whisk, No. 3 2.25
Whisk, No. 1 3.00

BRUSHES
Scrub
Solid Back, 8 in. 1.50
Solid Back, 11 in. 1.75
Pointed Ends 1.25
Stove
No. 1 1.10
No. 2 1.35
Shoe
No. 1 95
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. 12.8
Paraffine, 6s 14½
Paraffine, 12s 14½
Wicking 40

CANNED FRUIT.
Apples, 3 lb. Standard 1.75
Apples, No. 10 6.00@6.60
Apple Sauce, No. 2 2.65
Apple Sauce, No. 10 9.00
Apricots, No. 1 1.90@2.00
Apricots, No. 2 2.25
Apricots, No. 2½ 2.25@3.50
Apricots, No. 10 9.00@13.50
Blueberries, No. 2 3.00
Blueberries, No. 10 13.00
Cherries, No. 2 3.00@3.50
Cherries, No. 2½ 4.00@4.95
Cherries, No. 10 18.00
Loganberries, No. 2 3.00
Peaches, No. 1 1.85
Peaches, No. 1 Sliced 1.40
Peaches, No. 2 2.75
Peaches, No. 2½, Mich 2.60
Peaches, 2½ Cal. 3.00@3.75
Peaches, No. 10, Mich 7.75
Peaches, No. 10, Cal. 10.50
Pineapple, 1, slic. 1.60@1.75
Pineapple, No. 2, slic. 2.75
Pineapple, 2, Brk slic. 2.25
Pineapple, 2½, sliced 3.25
Pineapple, No. 2, crus. 2.25
Pineap., 10, crus. 7.00@9.00
Pears, No. 2 3.25
Pears, No. 2½ 4.25
Plums, No. 2 2.25
Plums, No. 2½ 3.00
Plums, No. 10, Water 3.25
Raspberries No. 2, blk. 3.25
Rhubarb, No. 10 5.25

CANNED FISH.
Clam Ch'der, 10½ oz. 1.35
Clam Ch., No. 3 3.00@3.40
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 1.35
Cod Fish Cake, 10 oz. 1.35
Cove Oysters, 5, Star 7.50
Lobsters, No. 1, Star 4.00
Lobsters, No. ½, Star 4.00
Lobsters, No. ¼, Star 2.60
Shrimp, No. 1, wet 2.10
Shrimp, No. 1, dry 2.10
Shrimp, No. 1½, dry 4.60
Sard's, ¼ Oil, k 25@4.75
Sardines, ¼ Oil, k less 3.75
Sardines, ¼ Mus. 3.75@7.00
Salmon, Warrens, ½s 2.75
Salmon, Red Alaska 2.85
Salmon, Med. Alaska 2.50
Salmon, Pink Alaska 1.45
Sardines, Im. ¼, ea. 10@23.25
Sardines, Im., ½, ea. 25
Sardines, Cal. 1.75@2.10
Tuna, ½, Albocore 90
Tuna, ½, Nekco 1.65
Tuna, ½, Regent 2.35

CANNED MEAT.
Bacon, Med. Beechnut 4.95
Bacon, Lge. Beechnut 3.00
Bacon, Large, Erie 3.00
Beef, No. 1, Roast 2.60
Beef, No. ½ Eagle Sil. 1.35
Beef, No. ¼ Qua. sil. 2.00
Beef, No. 1, Qua. sil. 3.25
Beef, No. 1, B'nut sil. 5.70
Beef, No. ½, B'nut sil. 3.15
Beefsteak & Onions, 1s 3.35
Chili Con Ca., 1s 1.35@1.45
Deviled Ham, ¼s 2.20
Deviled Ham, ½s 3.60
Hamburg Steak & Onions, No. 1 3.15
Potted Beef, 4 oz. 1.40
Potted Meat, ¼ Libby 50
Potted Meat, ½ Libby 90
Potted Meat, ¾ Rose 85
Potted Ham, Gen. ¼ 2.15
Vienna Saus., No. ½ 1.35
Veal Loaf, Medium 2.30

Derby Brands in Glass.
Ox Tongue, 2 lb. 19.50
Sliced Ox Tongue, ½ 4.60
Calf Tongue, No. 1 6.45
Lamb Tongue, Wh. 1s 6.00
Lamb Tongue, sm. sil. 2.25
Lunch Tongue, No. 1 6.00
Lunch Tongue, No. ½ 3.65
Deviled Ham, ½ 1.80
Vienna Sausage, sm. 1.80
Vienna Sausage, lge. 2.90
Sliced Beef, small 1.85
Boneless Pigs Feet, pt. 3.15
Boneless Spread, ¼ 2.25

Baked Beans.
Beechnut, 16 oz. 1.35
Campbells 1.15
Climatic Gem, 13 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. 1.24

CANNED VEGETABLES.
Asparagus.
No. 1, White tips 4.00
No. 1, Green tips 3.85
No. 2½, Lge. Gr. 3.75@4.50
Wax Beans, 2s 1.35@2.75
Wax Beans, No. 10 6.00
Green Beans, 2s 1.60@2.75
Green Beans, No. 10 6.00
Lima Beans, No. 2 Gr. 2.00
Lima Beans, 2s, Soaked 95
Red Kid., No. 2 1.30@2.55
Beets, No. 2, wh. 1.60@2.40
Beets, No. 3, cut 1.25@2.10
Corn, No. 2, St. 1.10@1.35
Corn, No. 2, Ex-Stan. 1.55
Corn, No. 2, Fan 1.60@2.65
Corn, No. 2, Fy. glass 3.25
Corn, No. 10 7.25
Hominy, No. 3 1.15@1.35
Okra, No. 2, whole 1.90
Okra, No. 2, cut 1.60
Dehydrated Veg Soup 90
Dehydrated Potatoes, lb 45
Mushrooms, Hotels 33
Mushrooms, Choice 40
Mushrooms, Sur Extra 62
Peas, No. 2, E.J. 1.25@1.80
Peas, No. 2, Sift. 1.60@2.10
Peas, No. 2, Ex. Sift. 1.90@2.10
Peas, Ex. Fine, French 32
Pumpkin, No. 3 1.35
Pumpkin, No. 10 3.75
Pimentos, ¼ each 15@18
Pimentos, ½ each 27
Sw't Potatoes, No. 2½ 2.15
Sauerkraut, No. 3 1.60
Succotash, No. 21 60@2.35
Succotash, No. 2, glass 3.45
Spinach, No. 1 1.40
Spinach, No. 2 1.45@1.75
Spinach, No. 3 2.10@2.85
Spinach, No. 10 6.75
Tomatoes, No. 2 1.35@1.65
Tomatoes, No. 3 1.70@2.25
Tomatoes, No. 2, glass 2.85
Tomatoes, No. 10 6.00

CATSUP.
B-nut, Large 2.75
B-nut, Small 1.80
Fraziera, 14 oz. 2.25
Libby, 14 oz. 3.25
Libby, 8 oz. 2.90
Van Camp, 8 oz. 3.15
Van Camp, 16 oz. 3.10
Lilly Valley, Pint 1.80
Lilly Valley, ½ Pint 1.80

CHILI SAUCE.
Snider, 16 oz. 3.50
Snider, 8 oz. 2.35
Lilly Valley, ½ Pint 2.40

OYSTER COCKTAIL.
Sniders, 16 oz. 3.50
Sniders, 8 oz. 2.35

CHEESE.
Roquefort 95
Kraft small tins 1.40
Kraft American 2.75
Chili, small tins 1.40
Pimento, small tins 1.40
Roquefort, small tins 2.25
Camembert, small tins 2.25
Brick 25
Wisconsin Flats 24
Wisconsin Daisy 24
Longhorn 24
New York 27
Michigan Full Cream 23
Sap Sago 48

CHEWING GUM
Adams Black Jack 65
Adams Bloodberry 65
Adams Calif. Fruit 65
Adams Chiclets 65
Adams Sen Sen 65
Adams Yucatan 65
Beeman's Pepsin 65
Beechnut 75
Doublemint 65
Juicy Fruit 65
Spearmint, Wrigleys 65
Zeno 65
Wrigley's P-K 65
Sapota Gum 1.25

CHOCOLATE.
Baker, Caracas, ¼s 35
Baker, Caracas, ½s 33
Baker, Premium, ¼s 39
Baker, Premium, ½s 36
Baker, Premium, 1s 36
Hersheys, Premium, ¼s 35
Hersheys, Premium, ½s 36
Runkle, Premium, ¼s 35
Runkle, Premium, ½s 37
Vienna Sweet, 24s 2.00

COCOA
Baker's ¼s 46
Baker's ½s 42
Bunte, 15c size 55
Bunte, ¼ lb. 50
Bunte, 1 lb. 48
Droste's Dutch, 1 lb. 9.00
Droste's Dutch, ¼ lb. 4.75
Droste's Dutch, ½ lb. 2.00
Hersheys, ¼s 40
Hersheys, ½s 38
Huyler 48
Lowney, ¼s 47
Lowney, ½s 46
Lowney, 5 lb. cans 31
Van Houten, ¼s 12
Van Houten, ½s 18
Van Houten, 1s 36
Van Houten, 1s 65

COCOANUT
½s, 5 lb. case Dunham 50
½s, 5 lb. case 48
½s & ½s, 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
Braded, 50 ft. 2.90
Sash Cord 4.00

COFFEE ROASTED
Bulk
Rio 14
Santos 18@23
Maracaibo 24
Mexican 25
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 10½
Frank's 250 packages 14.50
Hummel's 50 1 lb. 09½

CONDENSED MILK
Eagle, 4 doz. 9.50
Leader, 4 doz. 6.50

MILK COMPOUND
Hebe, Tall, 4 doz. 4.00
Hebe, Baby, 8 doz. 3.90
Caroline, Tall, 4 doz. 3.80
Caroline, baby 3.70

EVAPORATED MILK
Carnation, Tall, 4 doz. 5.00
Carnation, Baby, 8 doz. 4.80
Every Day, Tall 5.00
Every Day, Baby 3.70
Goshen, Tall 4.90
Goshen, Gallon 4.50



Oatman's, tall 5.00
Oatman's baby 4.75
Pet, Tall 5.00
Pet, Baby 3.65
Silver Cow, Tall 5.00
Silver Cow, Baby 4.50
Van Camp, Tall 5.00
Van Camp, Baby 3.70
White House, Tall 4.75
White House, Baby 4.50

CIGARS
Worden Grocer Co. Brands
Harvester Line.
Kiddies, 100s 37.50
Record Breakers, 50s 75.00
Delmonico, 50s 75.00
Pacemaker, 50s 75.00
Panarella, 50s 75.00
Favorita Club, 50s 95.00
Epicure, 50s 95.00
Waldorf, 50s 110.00

The La Azora Line.
Agreements, 50s 58.00
Washington, 50s 75.00
Biltmore, 50s, wood 95.00

Sanchez & Haya Line
Clear Havana Cigars made in Tampa, Fla.
Specials, 50s 75.00
Diplomatics, 50s 95.00
Bishops, 50s 115.00
Reina Pina (tin) 50s 115.00
Rosa, 50s 125.00
Victoria Tins 115.00
National, 50s 130.00
Original Queens, 50s 150.00
Worden Special, 25s 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
Java and Mocha 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



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

**P. Lorillard's Brands.**  
Beechnut Scrap, doz. 96  
Buzz, L. C., 10c, doz. 96  
Buzz, L. C., 35c, doz. 3 30  
Buzz, L. C., 80c, doz. 7 90  
Chips, P. C., 10c, doz. 96  
Honest Scrap, doz. 96  
Stag, Cut P., 10c, doz. 96  
Union Leader, 10c tin 96  
Union Leader, 50c tin 4 80  
Union Leader, \$1 tin 9 60  
Union Leader, 10c, 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  
Reel 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  
Kleeko, 25c, doz. 2 40  
Old Colony, Pl. C. 17c 1 62  
Old Crop, 55c, doz. 5 40  
Red Band, Scrap, 10c 96  
Sweet Tips, 15c, doz. 1 44  
Wild Fruit, 10c, doz. 96  
Wild Fruit, 15c, doz. 1 44

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

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

**R. J. Reynolds Tobacco Co. Brands.**  
George Washington, 10c, doz. 96  
Old Rover, 10c, doz. 96  
Our Advertiser, 10c, 96  
Prince Albert, 10c, dz. 96  
Prince Albert, 17c, dz. 1 63  
Prince Albert, 8 oz. 7 20  
Prince Albert, 8 oz. 9 36  
Prince Albert, 16 oz. 13 92  
Stud, Gran. 5c, doz. 48  
Whale, 16 oz., doz. 4 30

**Block Bros. Tobacco Co. Brands.**  
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, 25c, per doz. 2 25  
Serene Mixture, 16c dz 1 60  
Serene Mixture, 8 oz. 7 60  
Serene Mixture, 16 oz. 14 70  
Tareyton London Mixture, 50c, doz. 4 00  
Vintage Blend, 25c dz. 2 30  
Vintage Blend, 80 tins 7 50  
Vintage Blend, \$1.55 tins, doz. 14 70

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

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

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

**Snuff.**  
Copenhagen, 10c, roll 64  
Seal Blandening, 10c 64  
Seal Göteborg, 10c, roll 64  
Seal Swe. Rapee, 10c 64  
Seal Norkopping, 10c 64  
Seal Norkopping, 1 lb. 85

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

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

**Fancy Chocolates.**  
5 lb. Boxes  
Bittersweets, Ass'td 1 90  
Choc Marshmallow Dp 1 80  
Milk Chocolate A A 2 00  
Nibble Sticks 2 00  
Pirmrose Choc. 1 45  
No. 12 Choc. 1 75  
Chocolate Nut Rolls 2 00

**Gum Drops.**  
Anise 20 Pails  
Raspberry 20  
Grocers 12  
Orange Jellies 20  
Butterscotch Jellies 21  
Favorite 22

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

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

**Pop Corn Goods.**  
Cracker Jack, Prize 5 95  
Checkers Prize 5 95  
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 1/2  
Ten cases 18  
Twenty-five cases 17 1/2  
6s and 4s.  
Less than 5 cases 18 1/2  
Five cases 17 1/2  
Ten cases 17 1/2  
25 cases 17

**COUPON BOOKS**  
50 Economic grade 2 50  
100 Economic grade 4 50  
500 Economic grade 20 00  
1,000 Economic grade 37 50  
Where 1,000 books are ordered at a time, special price 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 27  
Evaporated, Slab 22

**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

**California Prunes**  
80-90 25 lb. boxes @09  
70-80 25 lb. boxes @09 1/2  
60-70 25 lb. boxes @11  
50-60 25 lb. boxes @12 1/2  
40-50 25 lb. boxes @15  
30-40 25 lb. boxes @17 1/2

# **FARINACEOUS GOODS**

**Beans**  
Med. Hand Picked 05 1/2  
Cal. Limas 09  
Brown, Holland 06  
**Farina**  
25 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 90  
Fould's, 2 doz., 8 oz. 1 80

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

**Taploca**  
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 25  
Medium, per 100 yards 6 50  
Large, per 100 yards 9 00

**Floats**  
No. 1 1/2, per gross wd. 5 00  
No. 2, per gross, wood 5 50  
No. 2 1/2, per gro. wood 7 50  
**Hooks-Kirby**  
Size 1-12, per 1,000 1 05  
Size 1-0, per 1,000 1 20  
Size 2-0, per 1,000 1 45  
Size 3-0, per 1,000 1 65  
Size 4-0, per 1,000 2 10  
Size 5-0, per 1,000 2 45

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

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

**Per Doz.**  
7 Dram 1 35  
1 1/2 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 13 20  
Pints 26 40  
Quarts 52 80  
Gallons, each 104 00

**FLOUR AND FEED**  
Valley City Milling Co.  
Lily White, 1/2 Paper sack 8 65  
Harvest Queen 2 1/2 8 30  
Light Loaf Spring Wheat, 2 1/2 8 80  
Snow Flake, 2 1/2 7 85  
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, 1/4s. 7 80

**Meal**  
Gr. Grain M. Co.  
Boiled 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

# **FRUIT JARS**

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

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

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

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

**HIDES AND PELTS**  
**Hides**  
Green, No. 1 07  
Green, No. 2 06  
Cured, No. 1 08  
Cured, No. 2 07  
Calfskin, green, No. 1 12  
Calfskin, green No. 2 10 1/2  
Calfskin, cured, No. 1 13  
Calfskin, cured, No. 2 11 1/2  
Horse, No. 1 2 50  
Horse, No. 2 1 50

**Pelts**  
Old Wool 25 50  
Lambs 10 25  
Shearlings 10 25

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

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

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

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

**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. 25

**MOLASSES.**  
New Orleans  
Fancy Open Kettle 60  
Choice 48  
Good 38  
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. 4 00  
Ginger Cake, 12, 5 lb. 3 75  
Ginger Cake, 6, 10 lb. 3 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 30  
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

# **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 50  
24 1 lb. pails 4 25  
12 2 lb. pails 4 00  
5 lb. pails, 6 in crate 4 50  
25 lb. pails 13  
50 lb. tins 12 1/2

**PETROLEUM PRODUCTS**  
Iron Barrels  
Perfection Kerosine 12.7  
Red Crown Gasoline 21.4  
Tank Wagon 23.5  
Gas Machine Gasoline 39.5  
V. M. & P. Naphtha 23.5  
Capitol Cylinder 45.5  
Atlantic Red Engine 25.5  
Winter Black 16

**Polarine**  
Polarine, Iron Bbls. 54.5  
Finol, 4 oz. cans, doz. 1.65  
Finol, 8 oz. cans, doz. 2.25  
Parowax, 100, 1 lb. 6.4  
Parowax, 40, 1 lb. 6.6  
Parowax, 20, 1 lb. 6.8



Semdac, 12 pt. cans 3 10  
Semdac, 12 qt. cans 4 50

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

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

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

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

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

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

**FRESH MEATS.**  
**Beef.**  
Top Steers and Heifers 13  
Good Steers and Heifers 12  
Med. Steers & Heifers 10  
Com. Steers & Heifers 08  
**Cows.**  
Top 10  
Good 09  
Medium 08  
Common 05  
**Veal.**  
Top 13  
Good 12  
Medium 10  
**Lamb.**  
Good 16  
Medium 12  
Poor 13  
**Mutton.**  
Good 10  
Medium 09  
Poor 07

Heavy hogs 08  
Medium hogs 10  
Light hogs 10  
Sows and stags 8  
Loins 17  
Butts 16  
Shoulders 12 1/2  
Hams 17  
Spareribs 13 1/2  
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 11 1/2@12 1/2  
Compound Lard 11 1/2@12 1/2  
69 lb. tubs advance 1/4  
50 lb. tubs advance 1/4  
20 lb. pails advance 1/4  
10 lb. pails advance 1/4  
5 lb. pails advance 1/4  
3 lb. pails advance 1

**Sausages**  
Bologna 12  
Liver 12  
Frankfort 16  
Pork 18@20  
Tongue 11  
Headcheese 14

**Smoked Meats**  
Hams, 14-16 lb. 23 @27  
Hams, 16-18 lb. 23 @27  
Hams, dried beef sets 38 @39  
California Hams 12 1/2@14  
Picnic Boiled Hams 30 @32  
Boiled Hams 34 @36  
Minced Hams 34 @36  
Bacon 20 @42

**Beef**  
Boneless 24 00@26 00  
Rump, new 25 00@26 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. 3 00

**Casings**  
Hogs, per lb. 065  
Beef, round set 22@24  
Beef, middles, set 50@60  
Sheep, a skein 1 75@2 00

**Uncolored Oleomargarine**  
Solid Dairy 24@26  
Country Rolls 24@26

**RICE**  
Fancy Head 08  
Blue Rose 06 1/2  
Broken 04

**ROLLED OATS**  
Monarch, bbls. 6 50  
Rolled Avena, bbls. 7 50  
Steel Cut, 100 lb. sks. 4 00  
Monarch, 90 lb. sacks 3 00  
Quaker, 18 Regular 2 05  
Quaker, 20 Family 4 80  
Mothers, 20s, family 6 10  
Silver Flake, 18 Reg. 1 50  
Silver Flake, 10 family 1 90

**SALAD DRESSING**  
Columbia, 1/2 pints 2 25  
Columbia, 1 pint 4 00  
Durkee's large, 1 doz. 6 60  
Durkee's med., 2 doz. 7 10  
Durkee's Picnic, 2 doz. 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. 23  
Tablets, 1/2 lb., doz. 1 50  
Wood boxes 25  
Whole Cod 12  
**Holland Herring**  
Standard, bbls. 12 50  
Y. M., bbls. 14 50  
Standards, kegs 80  
Y. M., kegs 87  
**Herring**  
K K K K, Norway 20 00  
8 lb. pails 1 40  
Cut Lunch 1 25  
Scaled, per box 17  
Boned, 10 lb. boxes 13  
**Lake Herring**  
1/2 bbl., 100 lbs. 7 50  
**Mackerel**  
Tubs, 60 count 4 75  
Pails, 8 lb., No. 1 1 50  
**Trout.**  
No. 1, 100 lbs. 10 00



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



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

SEEDS.	
Anise	23
Caraway	14
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.	
Blackene, per doz.	1 35
Black Silk Liquid, dz.	1 40
Black Silk Paste, doz.	1 25
Enamaline Paste, doz.	1 35
Enamaline Liquid, dz.	1 35
E Z Liquid, per doz.	1 40
Radium, per doz.	1 85
Rising Sun, per doz.	1 35
654 Stove Enamel, dz.	2 85
Vulcanol, No. 5, doz.	95
Vulcanol, No. 10, doz.	1 35
Stovoll, per doz.	3 00

SOAP.	
Am. Family, 100 box	6 00
Export, 120 box	4 95
Flake White, 100 box	5 70
Fels Naptha, 100 box	6 15
Grandma White Nap, 100s	5 80
Kirk White Nap, 100s	5 80
Rub No More White	
Naptha, 100 box	6 00
Sunny Monday, 100 bx	5 35
Swift Classic, 100 box	5 70
Swift Pride, 100 box	5 40
20 Mule Borax, 100 bx	7 55
Wool, 100 box	7 50
Fairy, 100 box	5 60
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.	4 10
Grand Pa Tar, 50 Lge	4 45
Fairbank Tar	8 50
Triply, 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
Rinsol, 100 oz.	6 40
Rub No More, 100, 10 oz.	4 00
Rub No More, 100, 14 oz.	5 75
Rub No More, 18 Lg.	4 50
Spotless Cleanser, 48, 20 oz.	4 00
Sanl 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	@36
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	@40
Nutmegs, 105-110	@38
Pepper, Black	@15

Pure Ground in Bulk	
Allspice, Jamaica	@17
Cloves, Zanzibar	@40
Cassia, Canton	@25
Ginger, African	@22
Mustard	@28
Mace, Penang	@75
Nutmegs	@32
Pepper, Black	@20
Pepper, White	@32
Pepper, Cayenne	@32
Paprika, Spanish	@42

Seasoning	
Chili Powder, 15c	1 35
Celery Salt, 3 oz.	95
Sage, 2 oz.	90
Onion Salt	1 35
Poultry, 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 1/2
Argo, 48 1 lb. pkgs.	3 75
Cream, 48-1	4 80
Quaker, 40 1	6

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	2 85
Tiger, 50 lbs.	05 1/2

SYRUPS	
Corn	
Barrels	70
Half Barrels	76
Blue Karo, No. 1 1/2	
2 doz.	1 33
Blue Karo, No. 5, 1 dz	2 70
1/2 doz.	2 50
Red Karo, No. 1 1/2, 2 doz.	2 23
Red Karo, No. 5, 1 dz	3 10
Red Karo, No. 10, 1/2 doz.	2 90

Maple Flavor.	
Karo, 1 1/2 lb., 2 doz.	3 95
Karo, 5 lb., 1 doz.	6 15
Maple and Cane	
Kanuck, per gal.	1 50
Sugar Bird, 2 1/2 lb., 2 doz.	12 00
Sugar Bird, 8 oz., 4 doz.	13 00

Maple.	
Johnson Purity, Gal.	2 50
Johnson Purity, 2 doz., 2 1/2 lb.	17 50
Johnson Purity, 4 doz., 18 oz.	18 50
Sugar.	
Domino, 24, 2 lb.	6 50
Bbls., bulk, per gal.	50

TABLE SAUCES.	
Lea & Perrin, large	6 60
Lea & Perrin, small	3 75
Pepper	1 60
Royal Mint	2 10
Tobasco	3 75

Sho You, 9 oz., doz.	2 70
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	14

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	23
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 10
No. 3, per gross	1 85
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	1 90
20 oz cotton mop heads	3 60
Trojan spring	2 00
Eclipse patent spring	2 00

Pails	
10 qt. Galvanized	2 40
10 qt. Galvanized	2 60
14 qt. Galvanized	3 00
Fibre	6 00
12 qt. Flaring Gal. Ir.	6 75
10 qt. Tin Dairy	5 00
12 qt. Tin Dairy	5 50

Traps	
Mouse, wood, 4 holes	60
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	1 00
Rat, spring	1 00
Mouse, spring	30

Tubs	
Large Galvanized	8 50
Medium Galvanized	7 00
Small Galvanized	6 50

Washboards	
Banner Globe	5 75
Brass, Single	6 75
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	09

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

## Secured a Power Plant Order Thanksgiving Day.

(Concluded from page 24)

denly in his seat with a startled expression on his face as though he could hardly believe the evidence of his own eyes. In the half blurred procession of car windows which had just flashed by one picture stood out clearly; it was that of a young girl gazing idly out of a car window, and the girl was Madge Matthews!

There was no possibility of his being mistaken. It was Madge beyond a doubt, seated in the express and flying Westward at the rate of fifty miles an hour, when in the natural order of things she should have been at home waiting for him to take her to the football game. Johnny cuddled his brain in a vain effort to evolve some plausible reason for this seemingly inexplicable situation.

Meantime the local was rattling him along in the wake of the express towards Hawesville. He had just arrived at the consoling conclusion that missing the football game might not have been such a great misfortune after all, since Madge evidently would not have been there to accompany him; and was in the act of reaching for his sample case located in the rack above his head, when his train dashed into a tunnel and in almost the same instant there was a terrific crash. He felt himself flying through space, and then oblivion.

Johnny's next sensation was that of hearing his name called, seemingly from a great distance at first; then things began to get a little less hazy and he realized that he was being supported in a half reclining position upon a woman's knee, while his head, which felt strangely light, rested in the hollow of her arm. She was calling his name in a tone of great distress and once pressed her lips to his, while with a handkerchief in her free hand she was gently wiping something wet from his eyes.

Now Johnny recognized the voice as being that of Madge and somehow the whole situation was not at all unpleasant, especially that kiss. He purposely refrained from opening his eyes in the hope that it would be repeated, and his right arm which was partially around her, involuntarily closed more comfortably about her in a vague effort, doubtless, to assist this desired repetition.

It was at this juncture that another female voice at his ear said sweetly.

"He hugs mighty well for a dead man, Madge!" which caused Johnny's eyes to fly open in spite of himself in an effort to locate this outside interference, and at the same time caused Madge with a gasp of dismay to release him rather abruptly.

Johnny scrambled quickly to his feet and looked about him. They were standing on a grassy slope beside the railroad track at the point where it entered a cut which increased in depth until it terminated in the tunnel whose black mouth he could see from where he stood. In the other direction the track curved abruptly, skirting the hill until lost to sight. He noted this in one comprehensive glance and then turned his eyes upon his more immediate surroundings. Grouped about him were Madge, just now with a tell tale pink in her cheeks under his gaze, a rather pretty young lady beside her, who looked at him with frank amusement, and just behind her a brakeman, who was endeavoring to conceal a grin with the back of his hand. On the track a few yards distant fifteen or twenty people of both sexes, evidently fellow passengers, stood regarding them curiously. Johnny turned again to Madge. She seemed so different from the usual self-possessed Madge and when her eyes met his there was something so sweetly tender and appealing in the look she gave him that he stepped quickly to her side and placed his arm protectively about her. Then turning to the brakeman he said, "Now tell me what happened."

"Well, sir," said the brakeman, "Fortunately nothing very serious.

You see the express ahead of us blew out a cylinder and stopped just the other side of the little tunnel to fix things up a bit so she could pull into Hawesville. They sent back a flagman but instead of going around the curve there he stopped at the mouth of the tunnel and our engineer didn't see him until we were right on top of him. The emergency brakes were not sufficient to keep us from hitting the express, but cut down our speed so that but little damage was done. Nobody was hurt besides yourself, sir, beyond a little shaking up. In fact, we didn't know you were hurt until after the excitement was pretty well over when we found you curled up under the seat in front of your own unconscious and with a pretty nasty bump on your head where it had struck the iron frame of the seat. We carried you out here where we could get a better look at you, when these ladies recognized you and we turned you over to them."

"Yes," said Madge, "We were on the express and after the accident walked down to the local out of curiosity and arrived just in time to see them carrying you out."

"But," said Johnny, "What in the world were you doing on the express and where are you going?"

"Why, how stupid of me," exclaimed Madge "I have let you stand here all this time without introducing you to Mamie. Miss Dunn, let me present Mr. Engle. This is Miss Dunn, Johnny, my dear old friend and school mate who has been visiting me for the last two weeks."

"I am glad to meet you at last," said Miss Dunn demurely, as Johnny shook hands with her. "I have heard nothing but Johnny Engle's praises from Madge for the past month."

"You see, Johnny," said Madge "Mamie has been trying to persuade me for some time to go home with her and enjoy a real country Thanksgiving, and when I learned last night from your mother, who had phoned to Mr. Manton, that you would not be home, I decided to accept her invitation."

"Are you any relation to Samuel Dunn of Mills Point, Miss Dunn?" asked Johnny, his business again recurring to his mind.

"His niece," replied Miss Dunn. "And Josiah Dunn?" asked Johnny. "His daughter," replied Miss Dunn. "Why," said Johnny, "I am on my way to your house!"

And then to the surprise and amusement of the girls he related his experiences in connection with his trip to Mills Point.

The express



### Late News From Michigan's Metropolis.

Detroit, Nov. 22—Adam Strohm, Frank Cody and Father Linskey have been asked by the Early Christmas Shopping Committee of the Retail Merchants Bureau to act as judges to pick the grand prize winner from the selected list of stories and compositions submitted by school children in their contest on early Christmas shopping. The picture and the composition of the grand prize winner will be published in the daily newspapers as soon as the best paper is selected. Hundreds of school children in all sections of the city have taken part in this contest. The interest was general and widespread. The compositions turned in to the central committee at the Board of Education are the best ones from each grade in all of the schools of the city. Monday, Tuesday, and Wednesday of this week the general committee at the Board of Education headquarters will be working on these compositions that have been turned in and will pick out ten prize winners from each grade. First and second prizes and eight third prizes will be given to students in each school grade throughout the city. The two best compositions from each of the eight grades participating will be sent in to the special committee of three, and from these sixteen prize winners a grand prize winner will be selected. The composition determined upon will be the best turned in by any school child in Detroit. A very large number of requests regarding certain detailed information has come in from homes throughout the city to the Shop Early Committee, showing that the interest taken by children has reached the homes of Detroit, and in this way invaluable publicity for early Christmas shopping has been secured. On or about Friday, Nov. 25, the Special Committee of three will meet at the Board of Commerce and will announce the grand prize winner. Publicity will also be given to the names of the winners of first, second and third prizes in each school grade in Detroit.

The University of Detroit is offering to all young men and women in Detroit a course in advertising and merchandising which promises unusual practical value to those who look upon advertising as a possible life work. Theodore F. MacManus, President of MacManus Incorporated, is Director Emeritus of the course, and with his associates has laid out a program of instruction, which covers in 14 lectures the field of advertising, interpreted for the students in conformity to the high ideals and standards which govern better business practice to-day.

M. C. Peterson general manager of the Biltwell-Chisholm shoe stores, is a frequent visitor in this city where the company operates three branches: One on Woodward, one on Gratiot and one on State street. The newest store on Woodward avenue has been in operation about four months and is experiencing a successful business.

Thomas J. Jackson Inc., conducting two retail shoe stores—one on Adams avenue East and Washington boulevard—recently increased the capital stock from \$25,000 to \$50,000.

The firm of Grimshaw & Stevens, clothiers, has been changed to A. E. Grimshaw, Incorporated.

Roger W. Babson, head of Babson's Statistical Organization, which prepares reports on fundamental business conditions for merchants, bankers and investors, will speak at the Detroit Armory, Dec. 1, at 8:15 p. m., on "The Business Outlook for 1922." Mr. Babson's lecture will be given under the auspices of the Women's City Club. The proceeds will be applied to charitable purposes. Mr. Babson will analyze the factors behind the present business depression and forecast the condition that will follow.

Kelsey Wheel Co. directors at a meeting last Saturday voted to put the stock on a \$6 annual basis. The company is reported to have built up a large surplus and will be able to maintain this dividend rate for sometime.

The company output is said to be near a record point. The major portion of their output is taken by the Ford Motor Co.

The S. & M. Shoe Co., at Grand River and Cass avenues, occupying a triangular space, announces its retirement from business. This particular location has been given over to a retail shoe store for nearly twenty-five years.

At a preliminary meeting of controllers representing a number of stores members of the Retail Merchants Bureau, it was decided to call a general meeting of controllers, office managers and head book-keepers of retail stores who are members of the Bureau, at which meeting plans will be submitted for the forming of a controllers organization for Detroit. It is believed that there is a definite place in this city for such an organization. Valuable information can be exchanged, and an organization of this kind will prove beneficial not only to the Bureau but to individuals and firms represented. Some very wonderful work has been done by the National Association of Controllers for the retailers of the country, and it seems that work along this line only, of course, on a smaller scale, can be done in Detroit for Detroit merchants.

### Disarmament and Prosperity.

It has been estimated that a billion and a half dollars will be saved annually if the programme for the limitation of armaments now before the Washington conference is made effective. The funds that would have gone into unproductive battleships will become available for industrial uses, and the way thus paved for an industrial revival. Businesses which require additional capital for expansion will be able to obtain it on more favorable terms, and all business will experience substantial relief from the burdens of taxation. Fewer battleships will mean that the Government navy yards and arsenals will cease to compete with private industry for funds, materials, and skilled labor. Money that might have gone into sixteen-inch guns can go into steel rails for the modernizing of our transportation system or for the better equipment of industrial plants. The saving will be effected, too, by the three countries in best condition to extend credit to others for productive purposes. The success of the Washington conference, therefore, will be a happy augury for better business throughout the world in the coming year.

There is a divergence of opinion on standardized sales talks. Every sales executive believes that there is one best way of handling a sale. The only objection to the standardized sales talk is that it is not always tempered with "the rule of reason." The hardest part of the problem is that few salesmen are willing to use another's methods. This objection can be overcome by the preparation of a sales manual, giving all vital information about the firm, its history, policies products and how to sell them. The salesmen might compile this sales manual from their experience. If the sales manual is kept constantly up to date, salesmen will be more inclined to use it. New arguments, new selling ideas, new display stunts or other helpful plans can be added constantly.

This is the feast-time of the year. When Plenty pours her wine of cheer, And even humble boards may spare To poorer poor a kindly share.

## 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.

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—Or trade for merchandise, 1½ ton Republic truck equipped with peddling box for carrying shoes, groceries and dry goods. A money maker. E. L. Howard, Vestaburg, Mich. 553

WANTED TO BUY—A bakery located in a good live town or city. Will pay all cash. Longwell & Warner, Paw Paw, Mich. 554

FARMS for EXCHANGE—We have several fruit, also stock and grain farms to exchange for general merchandise, drug stocks, grocery stocks, or bakery. Farms range in price \$4,000 to \$30,000. Longwell & Warner, Paw Paw, Mich. 555

For Sale—Stock of china, dinner ware, aluminum, granite and novelties in one of the best villages in Michigan. Address No. 556, care Michigan Tradesman. 556

FOR SALE—FULLY EQUIPPED FLOUR MILL, LAKE AND RAIL SHIPMENTS. PRICES \$18,500. Also manufacturing building near Grand Rapids, 22,600 sq. ft. Price \$27,000, bargain. Also brick manufacturing building, two-story, basement, side track, near Grand Rapids; suited for any business. Price \$3,000. Industrial Locating Agency & Loan Co., 1619 Ashland Block, Chicago. 557

SALESMEN—We are open for representation of our complete 1922 lines of men's dress shirts, athletic union suits. We will only consider applications from men who have established trade with haberdashers and dry goods stores. This is a proposition that will interest salesmen of high caliber. Applications must be made at once. Address Schuster Company, Inc., 506 W. Main Street, Louisville, Ky. 558

For Sale—Only 5 and 10c store in county. County seat town. Best corner in town. Closing out sale now on. Established eleven years. Other business. Big chance. Investigate. Owner, G. Jensen, Kalkaska, Mich. 559

Will pay spot cash for small stock men's furnishings or shoes. E. C. Greene Co., 212 E. Main St., Jackson, Mich. 560

Wanted—Ten-foot floor case. Forty acres land to trade for truck. G. A. Johnson, Carlsbad, Mich. 546

For Sale—Stock of millinery, ladies' furnishings and notions in a small town near Detroit. Address No. 547, care Michigan Tradesman. 547

For Sale—Furniture store, with stock. Good location. For particulars, write Box 52, Hamilton, Mich. 549

### 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

For Sale—Clothing, furnishings, and pawn shop. Only pawn shop in city of 15,000 population. Best location in city. Address No. 552, care Michigan Tradesman. 552

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

Want To Buy—Store building, small town. William Sweet, Bendon, Mich. 533

FLOUR SALESMAN WANTED—A large Minnesota mill wishes to connect with one or two good salesmen, flour selling experience not absolutely necessary. Good opportunity for salesman who is willing to work with view of building up permanent and remunerative trade. Applications from young, ambitious salesmen will be considered favorably. Address No. 550, care Michigan Tradesman. 550

### THE CARELESS SMOKER.

[Apologies to Kipling]

A fool there was and his pipe he lit  
(Even as you and I)  
On a forest trail where the leaves were fit  
To become ablaze from the smallest bit  
Of spark—and the fool he furnished it;  
The day was windy and dry.

The forest was burned to its very roots,  
Even beneath the ground,  
With the flowers, the birds and the poor, dumb brutes,  
Old hoary oaks, and the tender shoots  
Which might have made logs but for such galoots,  
Allowed to wander round.

The lumberjack has now passed on,  
His pay day comes no more,  
And the screech-owls haunt the camp at dawn  
Where the cook's tinpan woke the men of brawn;  
But the mill is silent, the trees are gone,  
The soil and the forest floor.

A deadly sight are those hills of rocks  
Which once were beds of green;  
No hope for the human, no food for the flocks  
The floods must be held by expensive locks  
And the harbor is silted to the docks;  
The ships no more are seen.

But the fool smokes on in the forest still,  
Leaves campfires burning, too,  
While the patient public pays the bill  
And the nation's wealth is destroyed for nil.  
If the law doesn't get him, Old Satan will  
When his smoking days are through.  
Harris A. Reynolds.



### PASSING OF HELIGOLAND.

The inter-allied commission appointed to superintend the demolition of the Heligoland fortifications has completed its task and Germany's impregnable citadel no longer exists. The outcome is a logical one, because the fortification of the island was a piece of bad faith on the part of the kaiser. He prevailed upon his maternal grandmother, Queen Victoria, to give the island to Germany on his solemn promise that it would always be used for pleasure purposes and would never be fortified or used as a war base. Instead of keeping his word good, he immediately set about to make it the most formidable citadel in the North Sea. Of course, the logic of events had to punish German duplicity, because anything based on falsehood and deceit has to "go" in this world, as well as in the world to come. Because the ruling house of Germany was a desperate gang of pretenders, they had to "go." Because the people of Germany were obsessed by the idea that they were "God's chosen people," when they were really only plain brutal creatures, worse than the beasts of the field, they had to "go." It could not be otherwise, because sooner or later truth and justice triumph and brutality and deceit vanish from the face of the earth.

The triangular slice of precipitous limestone with which Germany lorded it over the North Sea and threatened the English fleet will now resume the tranquil life it used to enjoy when nothing more than a resort for summer bathers, a haven for Danish fishing smacks, and the home of innumerable gulls. Its tall cliffs, with their fringe of white sand and crown of verdant grasslands, will attract attention only by their gay appearance and not because they shelter grim armored turrets and great disappearing guns ready to work the will of the German war lords. Its massive moles and breakwaters, abandoned by their watchful engineers, will disintegrate and lose themselves at last under the buffeting of North Sea storms. But Heligoland, though it no longer deserves headlines in the newspapers, will hold a place in the minds of men whose fathers rode the North Sea, winter and summer, through the long years of the war.

In Norse mythology Heligoland was the reputed home of Forseti, god of justice, and tradition tells of a temple in his honor on the rocky island. The old gods are gone out of men's minds, but perhaps the shade of Forseti laughs as he visits the tumbled stones that once were his fane and then meditatively views the gaps blasted in the mighty German fortifications, the empty gun emplacements, the silent harbor.

### THE ONLY WAY OUT.

The cheap currency evil is now so widespread in Central Europe that financiers are doubtful whether any substantial benefit can be derived from special measures like those that have been proposed. At various times before the late war countries whose money systems have been disorganized from some unusual cause have managed to work their way out of

their predicament with the assistance of loans. It will be recalled that our own Government in the early nineties succeeded in keeping its paper notes at par by borrowing gold from its own bankers. This, however, was a temporary maladjustment that in no way resembles the deep-seated evils afflicting Poland, Austria, Finland and Germany. A loan from abroad to these governments would have a very slight effect in remedying these cases of aggravated inflation. The situation is complicated also by the fact that the depreciation for a time creates the delusion of prosperity, and a cheap money party invariably arises to offer strenuous resistance to every effort to restore finances to a sound basis. Until only a few weeks ago it was quite the fashion in this country to point to Germany as a nation rapidly growing rich from the decline in the value of its currency. But the outcome has refuted the claims of our domestic inflationists and Germany has gone the way of Poland and Austria. In countries suffering from excessive inflation there is really only one remedy. It is a remedy similar to that which a debtor seeks when he files a petition in bankruptcy and makes a composition with his creditors. The almost worthless paper must be revalued, so that its par and current value will be the same. This can be effected by exchanging, say, a hundred or a thousand units of the old issue for an entirely new unit, the printing of which will be held within rigid limits.

### LINEN TRADE QUIET.

Linen activities have slowed down. Jobbers and big retailers are covered on their nearby requirements and a number of the former on spring needs also. However, there are some late operators and a little re-order business which keeps the first hand market from being entirely lifeless. The very brisk trade of September and October explains the current lull.

"Back to Linens" is the slogan of a leading jobber who has placards inscribed in this manner posted in the salesrooms. "This is actually becoming a fact," said this big wholesale distributor. "We find it easier to sell a \$1.50 to \$2 a yard linen damask than a 50c cotton damask. Household linens are particularly strong and colored dress linens have been heavily booked for spring delivery. The latter indicate a very good season."

Importers see in the decline of cotton goods a slightly retarding influence on linens, but authorities say there can be no lower prices in the latter while the primary markets and sterling exchange tend upward. Importers are quoted higher prices by both Belfast and Dundee on spring orders, while the British penny is now figured at 2.40c instead of 2.25 recently, with prospects for further advances.

### Recent Proceedings in the Local Bankruptcy Court.

Grand Rapids, Nov. 17—On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Joseph G. Kirchoff, Bankrupt No. 2009. The proceedings have been referred to Benn M. Corwin as referee and who also has been appointed receiver. The bankrupt is a resident of the city of Grand Rapids, and conducted a retail new and second hand goods store, in that city. The schedules of the bankrupt list assets in the sum

of \$8,216.73, and liabilities in the sum of \$6,130.83. A list of the creditors of the bankrupt is as follows:

City of Grand Rapids	\$111.75
Lettie Cooper, Grand Rapids	60.00
Burrows Adding Machine Co., Grand Rapids	43.23
L. Friedman Co., Grand Rapids	221.94
J. Fred Mueller, Grand Rapids	29.50
Harley Smith Furn. Co., Grand Rapids	65.00
Following on consignment and unsold:	
L. Friedman & Co., Grand Rapids	286.50
Ed. Kruse, Grand Rapids	15.00
Harley Smith Furniture Co., Grand Rapids	65.00
Thornton Cline, Grand Rapids	18.00
Walter Blake, Grand Rapids	35.00
J. Fred Mueller, Grand Rapids	15.50

The following are unsecured creditors:

Appomatox Trunk & Bag Co., Petersburg, Va.	25.70
Butler Bros., Chicago	273.75
Cleveland Metal Products Co., Cleveland	94.76

De Good Transfer Co., Grand Rapids	33.62
Congoleum Co., Inc., Cleveland	54.31
Elliot Service Co., New York	6.80
Expert Wood Turning Co., Chicago	32.00

Folding Furn. Co., Inc., Stevens Point, Wis.	112.35
Fulton Co., Bay City	6.45
G. R. Bedding Co., Grand Rapids	330.45

News, Grand Rapids	40.76
Press, Grand Rapids	21.40
G. R. Dry Goods Co., Grand Rapids	97.26

Heystek & Canfield, Grand Rapids	60.97
John D. Martin, Grand Rapids	25.50
Jacob Meyers, Waldron	146.75

Milwaukee Woven Wire Works, Milwaukee	48.20
Mike Murphy, Grand Rapids	55.00

Pioneer Rubber Mills, San Francisco	58.75
Nathan Bros., Toledo	28.25
Max Rosengard, Chicago	20.20

The Simmons Co., Kenosha	127.60
St. John Table Co., Cadillac	31.75
Thwaites Furn. Co., Grand Rapids	146.07

Union Furn. Co., Rockford, Ill.	44.00
The Wehrle Co., Newark, Ohio	195.03
The Weiss Klan Co., New York	15.76

West Side Transfer Co., Grand Rapids	23.42
Fred J. Blymeier, Grand Rapids	275.00
Mallette Studiom, Grand Rapids	10.00

Commercial Savings Bank, Grand Rapids	460.00
Estate Katherine Kirchoff, Grand Rapids	750.00

Frank Kirchoff, Grand Rapids	400.00
Citizens Tel. Co., Grand Rapids	4.50
The Regent Stove Co., Detroit	10.08

Henry Smith, Grand Rapids	3.50
Alex Metal Ware Co., Chicago	42.00
Volkman & Co., Chicago	42.47

Grand Rapids Savings Bank	800.00
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Nov. 18. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Theodore Kortlander, Jr., Bankrupt No. 2010. The matter has been referred to Benn M. Corwin as referee, and who also has been appointed as receiver. The bankrupt is a resident of Grand Rapids and conducted the local sales room and agency for the Monroe and Elgin motor cars. The schedules of the bankrupt list assets in the sum of \$20,327.07 and liabilities in the sum of \$25,639.87. The first meeting of creditors has been set for Dec. 3. A list of the creditors of the bankrupt is as follows:

City of Grand Rapids	\$ 59.77
Louis Stone, Grand Rapids	97.59
E. N. Luke, Grand Rapids	1,081.72

M. Cassel, Grand Rapids	771.97
Fred J. Morrison, Grand Rapids	595.00
Following claims are secured:	
G. R. Savings Bank, Grand Rapids	\$1,350.00

Commercial Savings Bank, Grand Rapids	5,600.00
Michigan Finance Corp., Grand Rapids	3,864.52

Guarantee Bond & Mortgage Co., Grand Rapids	4,730.00
Stroup Loan Co., Grand Rapids	1,741.74
Contract Finance Corp., Grand Rapids	396.81

Old National Bank, Grand Rapids	2,000.00
Michigan Tire & Accessories Co., Grand Rapids	42.35
Citizens Tel. Co., Grand Rapids	9.60

J. P. Gordon Co., Columbus, Ohio	61.16
Ponce De Leon Water Co., Grand Rapids	49.00

Roseberry-Henry Elec. Co., Grand Rapids	7.00
C. B. K. Elec. Service Co., Grand Rapids	16.74

G. R. Blow Pipe Co., Grand Rapids	1.50
Lee Tire & Supply Co., Grand Rapids	27.83
Temco Elec. Motor Co., Leipsix, Ohio	.64

New Era Spring & Specialty Co., Grand Rapids	30.19
Hayes Ionia Co., Grand Rapids	4.81
Goodyear Tire & Rubber Co., Grand Rapids	162.89

Lewis Elec. Co., Grand Rapids	1.00
Lacey Co., Grand Rapids	3.15
Wolverine Bumper Co., Grand Rapids	16.25

Vacuum Oil Co., Chicago	416.63
Collins Northern Ice Co., Grand Rapids	5.03

Western Union Tel. Co., Grand Rapids	3.40
Press, Grand Rapids	254.50
Consumers Power Co., Grand Rapids	11.95

Postal Tel. Co., Grand Rapids	280.37
Holden-Hardy & Boyland, Grand Rapids	8.66
Tisch Auto Supply Co., Grand Rapids	625.50

G. R. Forging & Iron Co., Grand Rapids	43.25
Camera Shop, Grand Rapids	1.75
Coburn Photo & Film Co., Indianapolis	2.50

Phoenix Oil Co., Cleveland	27.90
Geo. Holloway, Grand Rapids	30.75
Erant-Thome, Grand Rapids	16.00

U. S. Rubber Co., Chicago	29.00
News, Grand Rapids	25.20
Water Works, Grand Rapids	2.85

Chas. Coye, Grand Rapids	5.76
United Electric Co., Grand Rapids	32.25
Ben Smith, Grand Rapids	10.00
Economy Wall Paper Co., Grand Rapids	5.96

Ledger, Lowell	2.30
A. Siegel Coal Co., Grand Rapids	24.15
Automobile Business Association, Grand Rapids	16.38

International Time Record, New York	95.00
Knickerbocker Press, Grand Rapids	49.75
Standard Auto Equipment Co., Columbus, Ohio	4.96

Pulte Plumbing & Heating Co., Grand Rapids	23.15
Proudfit Loose Leaf Co., Grand Rapids	25.16
Brown & Sehler Co., Grand Rapids	42.10

C. S. Lake, Grand Rapids	40.75
W. L. Lawrence, Grand Rapids	238.77
Foster, Stevens & Co., Grand Rapids	46.00

G. R. Ice & Coal Co., Grand Rapids	21.40
Wurzberg & Co., Grand Rapids	16.05
Elston Packing & Storing Co., Grand Rapids	40.56

A. May & Sons, Grand Rapids	105.55
E. E. Shakleton, Grand Rapids	69.50
Walter Battery Shop, Kendallville	125.00

Tubbs & Madigan, Grand Rapids	19.90
Nov. 19. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Mol Bros. & Mead, a copartnership operating an automobile repair shop in Grand Rapids, and also the adjudication of Cornelius Mol, Jr., individually. The matter has been referred to Benn M. Corwin as referee. The bankrupt lists no assets whatever and liabilities in the sum of \$901.50. A list of the creditors of the bankrupt is as follows:	

Home Fuel Co., Grand Rapids	6.75
Tuttle Bros., Grand Rapids	300.00
Grand Enameling Works, Grand Rapids	39.15

Valley City Plating Co., Grand Rapids	18.85
Fyrac Mfg. Co., Rockford, Ill.	36.59
Lee Tire & Rubber Co., Grand Rapids	34.02

Bond Welding Co., Grand Rapids	38.20
B. F. Goodrich Rubber Co., Grand Rapids	26.88
Sun Oil Co., Grand Rapids	3.00

G. R. Gas Light Co., Grand Rapids	1.60
Consumers Power Co., Grand Rapids	1.00
Association of Commerce, Grand Rapids	18.75

Sun Oil Co., Grand Rapids	19.72
E. J. Conroy Coal Co., Grand Rapids	34.56
Murphy Varnish Co., Grand Rapids	38.80

Economy Wall Paper Co., Grand Rapids	62.40
Tish Auto Supply Co., Grand Rapids	37.38
Heystek & Canfield Co., Grand Rapids	19.20

American Paint & Products Co., Grand Rapids	45.00
Citizens Tel. Co., Grand Rapids	3.30
John Seven, Grand Rapids	19.92

Ajax Rubber Co., Grand Rapids	19.92
Ajax Rubber Co., Grand Rapids	96.43
Sun Varnish Co., Louisville	58.00

Goudswaard, Grand Rapids	18.00
Ted Wiell, Grand Rapids	105.00
Garry Baldwin, Grand Rapids	53.90

Commercial Credit Co., Grand Rapids	15.00
Lerry E. Nichols, Grand Rapids	12.55
G. R. Ice & Coal Co., Grand Rapids	35.00

Mrs. Frank Cull, Grand Rapids	25.00
U. D. Tire & Rubber Co., Grand Rapids	15.75
J. Engelhard, Grand Rapids	30.76

F. Oltman, Grand Rapids	10.07
John S. Noel, Grand Rapids	343.00
Wurzberg's, Grand Rapids	5.00

E. J. Conroy, Grand Rapids	40.00
Martin Reek, Grand Rapids	76.94
Economy Wall Paper Co., Grand Rapids	7.90

J. Broadbent, Grand Rapids	71.25
Geo. Warrel, Grand Rapids	16.00
Hollwerda's Tin Shop, Grand Rapids	45.00

Harry Johnson, Grand Rapids	15.00
Columbus Varnish Co., Grand Rapids	58.00
Rudy Furnace Co., Dowagiac	45.00

Nov. 21. In the matter of Joseph Kirchoff, Bankrupt No. 2009, the first meeting of creditors in this matter will be held at the office of the referee on Dec. 5.	
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Nov. 21. In the matter of Mol Bros. & Mead, Bankrupt No. 2011, the first meeting of creditors cannot be called at this time from the fact that this estate contains no tangible assets and therefore the court has asked for funds to defray the expenses of calling the first meeting of creditors. When such funds have been advanced the first meeting will be called and note of the date of the same will be made.	
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Nov. 22. In the matter of Verne E. Reyburn, Bankrupt No. 1915, a final meeting of creditors has been called for Dec. 2.	
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Also in the matter of Ernest M. Goldsmith, Bankrupt No. 1914, a final meeting has been called for Dec. 2.	
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In the matter of C. J. Renihan, Bankrupt No. 2002, the court has received an offer from Baxter & Reide, of Detroit, in the sum of \$400 for all the assets of the estate. An order has been made for the holding of a sale on such offer on Dec. 5. All interested in such stock should be present on that date. The stock consists of shoes, rubbers, notions, glassware, tinware and kindred articles.	
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# PROFITS IN PRUNES

BY  
PAUL FINDLAY

This is a discussion of the *profitable* merchandising of Prunes. That we may take each step in due order, and know just where we are going, it is arranged under six main heads:

1. How to figure margins correctly - page 6
2. Why margins are figured on the sale and not on the cost - page 9
3. How to apply the fundamental rules to your entire business - page 10
4. What margins to figure on Prunes - page 11
5. Why you should push the sale of Prunes - page 21
6. How to focus the whole plan in your own store and make it of direct, practical benefit to you - page 27

NOTE: If you are familiar with the system of figuring margins or "profits" on the *selling price*, you can skip everything to page 11. For this discussion begins at the beginning for beginners and starts with details on how to figure correctly. The remainder of the booklet is for YOU—no matter how old and widely experienced a grocer you may be.



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It is written in your own language. It is non-technical, easy reading. Splendid for your clerks, too! It will save you lots of teaching and make the boys just naturally more careful.

You know that I know your problems intimately. I know this book will help you solve many of them. I am grinding no ax but yours. What I have now written will put a keener edge on it.

*Paul Findlay*

Do you know how to figure margins correctly? Do you know why margins must be computed on the *selling price* and not the cost? Would you like to have at your finger-tips a system that tells you *instantly* how to price merchandise correctly on any margin from 20% to 30%? Do you know when it is good business to buy quantities? Do you know *just why* many grocers fail to make money?

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