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Fortieth Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 6, 1922

Number 2033

WHEN I AM DEAD

When I am dead, forget me, dear,
For I shall never know,
Though o'er my cold and lifeless hands
Your burning tears should flow;
I'll cancel with my living voice
The debt you'll owe the dead—
Give me the love you'd show me then,
But give it now instead.

And bring no wreaths to deck my grave,
For I shall never care,
Though all the flowers I loved the most
Should glow and wither there.
I'll sell my chance of all the flowers
You'll lavish when I'm dead
For one small bunch of violets now—
Give that to me instead.

What saints we are when we are gone!
But what's the use to me
Of praises written on my tomb
For other eyes to see?
One little simple word of praise
By lips we worship said,
Is worth a hundred epitaphs—
Dear, say it now instead.

And faults that now are hard to bear
Oblivion then shall win;
Our sins are soon forgiven us
When we no more can sin.
But any bitter thought of me—
Keep it for when I'm dead—
I shall not know, I shall not care,
Forgive me now instead.

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

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for ALL PURPOSES

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

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Connection with 150,000 telephones in Detroit.

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CITIZENS TELEPHONE COMPANY

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High Grade

Men's Union Suits

at

Popular Prices

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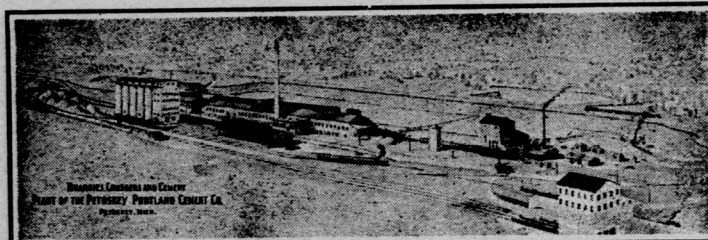
These products sell at sight, increase
volume and are profitable to the re-
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FRANKLIN TEA SUGAR
FRANKLIN GOLDEN SYRUP

The Franklin Sugar Refining Company
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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

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MICHIGAN TRADESMAN

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

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By
TRADESMAN COMPANY

Grand Rapids
E. A. STOWE, Editor.

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TREND OF DRY GOODS TRADE.

Not much business in the wholesale markets is looked for during the last week in August, and the one just past was no exception to the rule. Labor day is a kind of turning point for many in determining their needs for the Spring following. When consumer Fall buying begins to set in, the retailers are able to gauge the results of their Summer business and to afford the jobbers an idea of their wants and purchasing capacity. Just now these retailers are mostly engaged in providing merchandise for the cooler weather that is soon to come while, at the same time, cleaning up the odds and ends of warm season goods. The deliberateness and caution which is marking their orders have their good and bad sides. A good aspect is that there is no overbuying, which is usually accompanied by cancellation of orders if business turns out less brisk than expected. The less favorable one is that producers are at a loss to gauge demand and keep up uniform and continuous output so as to keep overhead costs within bounds. Still there is a certain minimum which is sure to be called for, no matter what the prices of commodities may be or how hard the times. As things stand, it is safe to go much beyond this minimum because conditions are improving and they will be very much better as soon as the big strikes are out of the way. The only drawback to real prosperity lies in the continuance of the high cost of such necessities as food, housing and fuel. This will keep up wages, but will give to income less purchasing power.

Just here is where come in complications which are calculated to hinder a return to the normal. Certain commodities are unduly high in proportion to others, and wages in certain lines do not bear the same relation to output that they do in others. Taking the three necessities mentioned above the cost of food seems to be increasing rather than decreasing, although the facts of the situation would call for

the reverse. With regard to housing, no disposition is yet shown to reduce rents, despite the large amount of building which has taken place all over the country. The strikes in the coal mining and railway lines forbid the hope of cheaper fuel. Taking these things together, and allowing for their influence on industry in general, there are many who insist that an era of inflation is at hand, accompanied by many of the incidents that marked the former period of the same kind. Thoughtful men know that this could only be temporary and that it would be followed by another period of liquidation, and this it is that makes many apprehensive. Ultimately, the matter will be settled by the general public. Upon consumer buying the whole business structure rests. A general curtailment of purchasing would knock the props from under any scheme for raising prices, and this is a possibility that may yet serve to check the inflation process. Sooner or later certain normal ratios between the values of essential commodities will have to be re-established.

LIKE TO BE WELL DRESSED.

A salesman for a hat manufacturer was quoted the other day to the effect that much of the lack of buying of mens apparel was due to the craze for automobiles. He said this conclusion was the result of a systematic enquiry made by his house. It is not so much the original purchase price of a motor car which counts, but the after expenses for accessories, gasoline, etc. These expenses taken out of limited incomes have to be made up by economies in other directions. There is not much to be saved in feminine apparel and, anyhow, the male head of a family does not like to see his wife or daughter dressed dowdishly. So he makes shift to do the saving on his own clothing. Automobiling, also gives him a good excuse for wearing clothes that are not up to par, as one engaging in it is not supposed to dress well. There is here a combination of circumstances that is not disposed to favor the clothing industry. It comes, likewise, at a time when its effect is, especially noticeable. During the war and for some time thereafter, a disposition toward carelessness in mens' attire was rather encouraged, and high prices tended to fix this tendency. With lowered prices it was hoped to bring back the former attitude as to correct dressing. Apparently this is being checked somewhat by the desire to own and run motor cars. But any such drawback can, in the nature of things, be only temporary, and the chances are that the worst is about over in this respect. The average man likes to be well dressed.

The man who watches the clock will always be one of the hands.

CONDONING MURDER.

Several days of investigation at Herrin have been enough to yield an indictment. Evidently the grand jury can be depended upon. For a while it looked as if no attempt would be made to punish the murderers who gave the town its notoriety. Fortunately for the good name of Illinois, official neglect is not to be added to private lawlessness. But the hardest test is ahead. To indict is comparatively easy, although the finding of an indictment in Herrin must take courage in the face of threats by union officials that every one who attempts to probe the crime will be murdered. What will come of the indictments? The first man to be indicted has been arrested. Will he be tried before a jury which will decide according to the evidence submitted?

The miners' union persists in the reprehensible position it has taken from the beginning. In the words of its president, it "has pledged every means at its command to the defence of any and all of its members that may be indicted." It is right, of course, that every indicted man should have able defence. Part of a judge's duty is to see that such defence is provided. But the words we have quoted and the feeling behind the words constitute something far different from this and far more ominous. The union regards any attempt to punish the murderers as a move against organized labor. Its president issues a statement in which he declares that the union appreciates "the magnitude of the forces that have combined to convict our members" and that it will "leave nothing undone that will enable us to combat these forces." This language is properly rebuked by the Attorney General, who informs the red handed murderer who heads the union that the prosecution represents the people and "is not assailing the miners' union, but is solely concerned with the murder of a large number of men under circumstances which have aroused the entire Nation."

The Attorney General represents the attitude of the public. Unless the Illinois miners' union repudiates the words of its president, it will be on record as condoning murder.

ABANDONMENT OF THE MARK.

As a result of the depreciation of the mark, German cutlery manufacturers in the Solingen district have agreed to bill all orders for export to the United States in dollars and cents, and at minimum prices based on a certain percentage of advance above the pre-war gold prices. Thus pocket knives, scissors, and razors are to be billed at not less than 25 per cent. above their pre-war gold value, while on table cutlery and pearl-handled

pocket knives the advance over the pre-war price is fixed at 40 per cent. This decision is said to have been made after the manufacturers had discovered that selling goods abroad in marks during the past two years had been a source of considerable loss. The continual shrinkage in the value of the German currency had put them in the position where their receipts from their sales overseas were insufficient to enable them to buy even the raw materials with which to replace the goods that had been sold. Thus we have one more example to show that the advantage enjoyed by exporters in a country of depreciating currency is at best temporary and for the most part mythical. More over, this practice of billing German exports to the United States in dollars and cents has an important bearing on the new tariff bill, in which many of the rates have been fixed with a view to offsetting the effects of depreciated foreign currencies.

THE AUTOMOTIVE INDUSTRY.

Although the output of automobiles showed the expected seasonal decline during July, production for that month touched a record figure, exceeding that of July, 1921, by 39 per cent. and that of July, 1920, which was the best previous July, by 20 per cent. Not only is this a record for July, but only two other months in the history of the industry have shown a greater output. These other months, it should be noted, were May and June of the current year. That does not sound like hard times. Without an enormous amount of latent purchasing power the boom in this industry, which surprised no one more than the manufacturers themselves, would have been impossible. In view of this performance it does not require any excessive degree of optimism to look for a quickening in other lines of production in which business is still subnormal, though the great stimulus to automotive industry will probably prove exceptional. The only other industry which has experienced a similar recovery is building.

VOTE FOR THE FRANCHISE.

The Tradesman trusts that every one of its city subscribers will vote to sustain the street railway franchise which has been under consideration for the past three years by the city commission, and is now recommended as fair to all concerned by every city official and right thinking man in the community.

The merchant who thinks in terms of small business, whose ambition is for small gains in trade, will make a small success. People seldom accomplish more than they aim to accomplish.

ONE WEEK IN LONDON.

Graphic Description of the Interesting Things Seen.

London, Aug. 5—You have been given so many vivid impressions of London by your numbers of friends who have visited here that anything I may say will savor of vain repetition. But to make my record continuous with you, London must not be left out.

It is too big a city to compass in a week, so we have had to choose from a large category a few things to see that make the strongest appeal to us. To-day I took a long bus ride and from the upper deck made a good many interesting observations of people and things. London is not a neat city, although strenuous efforts are made to convey that impression. The administration in this department is not so effective as in the continental cities we have visited. There seems to be a good deal of building and repairs going on in the business section. The repairs of pavements seem to be well in hand. I marvel at the fact that on the Strand and Fleet street, where traffic is most congested, the paving blocks are wood.

I had the experience to-day from the top of a bus of witnessing a vehicular crush in the heart of the city. Traffic was held up nearly thirty minutes and it was a great spectacle to look as far as you could see fore and aft and note a medley of vehicles of every description wedged in what seemed to be an inextricable mass, with men yelling and gesticulating with great abandon. The only calm people were the motormen and conductors of the buses.

By the way, I have a great respect for the man who collects fares on the motor bus. He seems to me a wonderful character with ability to collect fare from a constantly changing clientage on a two-story car and keep track of the different zones, constantly making change and keeping his temper under the most trying conditions. I also commend with my unqualified praise the policeman who guards the public at the corners and crossings. He is a gentleman and I have never received a discourteous reply to my many queries, nor noted impatience over my persistent enquiries. He is generally equipped to give a definite answer.

Human nature is the most interesting source of study and observation for me on this trip. I enjoy seeing the boy turn somersaults and cart wheels in the street for a penny more than viewing an original manuscript of a Shakespearean comedy. I enjoy witnessing a little girl dance on the sidewalk to the music of a hand organ with keener pleasure than studying over a museum display. I get great joy from the artist who chalks wonderful landscapes on the flagstones and holds out his cap for a stipend, and it is a source of wonder to me how the woman with a mellifluous voice will successfully ply her art on the street before the hotels in the gloaming. The fine looking man who greets the excursion boat at the landing and with his mouth and fingers imitates the notes of all the birds in the realm fascinates me.

I do not see so many drunken men and women on the streets as on my former visit, but the gin mills are everywhere in evidence. The suggestion of an idealist who showed that England's debt to our country could be quickly extinguished from savings if prohibition of the liquor traffic were established meets with little favor here.

The markets of a big city always command my attention. Covent Garden market only a five minute walk from our hotel, is a revelation of the tremendous volume and variety of food supply for the city. Mr. Simonds went over at 5 o'clock yesterday morning and brought home a basket of lovely strawberries and regaled us with a display of roses, lily of the valley and delicate fronds of maiden hair

fern. The men at the market who will carry eight half bushel baskets one above the other deftly balanced on their heads, with their arms dangling by their hips, command my greatest admiration, but I am inclined to keep at a respectful distance from them. The little children who haunt the market and gather in the occasional fruits or vegetables that fall from the containers during the handling process have my sympathy and I watch their antics with keen pleasure.

They do not seem to have the holy horror of germs on this side of the Atlantic that prevails with us. All sorts of edibles are exposed everywhere on the street and handled in the most careless manner. This is peculiarly noticeable with bread stuffs. Everywhere on the streets people are carrying loaves of bread with no wrapping in their hands, under their arms and over the shoulder, and if an evasive loaf a yard long slips from its anchorage to the floor or the street it is gathered up again without a movement to remove the dust. Hucksters make a specialty of cake and biscuit displays from their dog carts and milk is universally handled in cases and cans and dips are the mode used in retailing the lacteal product.

We, of course, are visiting the great churches, Parliament buildings, art galleries and parks. We took a long boat ride up the Thames to Richmond, viewing the immense commercial water traffic, the pleasure yachts, the gorgeous house boats, the fine summer cottages; but above all the treatment of the borders of the river with trees, flowers and shrubs and areas of turf, after leaving the warehouses in the down town district.

The day at Hampton Court was a treasured experience. The big historic grape vine, hundreds of years old, with its well fruited spurs, and the gigantic Wisteria were interesting items in the stroll about the royal premises. The gardens and great stretches of lawn, the great trees and the historic buildings gave us pleasure. The Court, which for centuries was the seat of royalty, is now largely occupied by pensioners, but is one of England's distinguished show places and like Fontainebleau and Versailles in France, is connected with the most important historical associations, with which the guides regale the visitors for a fee.

Yesterday I climbed over 300 steps to the top of the tower that was designed by Sir Christopher Wren to commemorate the great fires that nearly swept the city out of existence. From the top one can overlook the entire city and the view warrants the tiresome ascent.

I was interested in the Billingsgate fish market, near the tower, which transcends any market of its character in the world.

London strikes us as more completely commercialized than Paris, but in its environs are most attractive places to give relief from the congested business centers.

Kew gardens is a commanding illustration. Our party is more interested in this great horticultural exhibit than any other London accompaniment. One does not institute comparisons with other great arboreums in the world because it is so different and so comprehensive in combining botany, horticulture, arboriculture and forestry. It has grown during the centuries from a plot of nine acres to a great park covering hundreds of acres and containing the world's treasure in trees, shrubs, flowers and vines. The student finds things carefully labeled and accompanied by legends of great educational value. On the way out I sat at lunch with a cultivated Englishman who was going to Kew for a day's study of Turkish oaks and American sumacs. I found later that the opportunities for this study were ample. The Turkish oaks were wonderful specimens and the sumacs were all there appropriately placarded.

My associate, Mr. Simonds, is spending days, gathering facts and observing combinations that will be useful to him in the development of the Morton arboretum.

The Crystal Palace, which housed the first great world's exposition, is still an object of interest and worthy of a visit. The grounds are capacious and embellished with horticultural attractions, but the building is the most wonderful to see. It stands on high ground and from the tower, 350 feet high, a magnificent panorama is presented. It is eight miles from Trafalgar Square and the ride on the upper deck of a bus through a residence district is a delight.

The "hedged in" habit of the English people as a mark of their exclusiveness prevents the traveler from seeing the attractions of the yards and gardens from the level, but from the top of a bus one can look into the private premises and get keen enjoyment from the bits of scenery intended only for home consumption. On our return trip, just at sunset, we were treated to a seductive aerial display. An air plane under skilled guidance traversed the heavens to the Westward and cut all sorts of curving geometrical figures, leaving behind it a trail of gas which was illuminated by the setting sun, leaving a tracery of color in circles and arcs and ovals that remained for some time as a delicate etching covering a considerable area of the sky.

It has rained every day we have been in London and still we have had beautiful sun rises and sunsets most of the time.

A visit to the Parliament building on Saturday, when the solons were resting from their labors in the solution of the political problems of the Empire gave us an impressive view of the wonderful historical accompaniments of every day legislation and a Sunday attendance upon a service in

Westminster Abbey is an important feature of a London visit.

A call upon the venerable Mr. Robinson, the Nestor of world horticulturists, at his country home, was a crowning event in the London sojourn.

It was he who gave us the entree to many magnificent estates on our former visit and gave us a cordial reception. As a horticultural writer he has made most important contributions to the literature of horticulture and it is a great honor to be reckoned among his friends.

I ought not to leave out a reference to the marvelous exhibit now housed in the Crystal Palace. It is called the Imperial Art Museum and covers every conceivable engine of beligerence employed in the recent war, in the trenches, on the sea and in the air. There are models of all the sea craft engaged in the carnage and real submarines, torpedoes, airplanes and trophies captured from the enemy; also graphic exhibits of the kind of damage inflicted by war munitions. Real dug-outs and whole war fronts in miniature, hospital contrivances and disposal of dead and wounded are graphically depicted and the portrayal of all phases of the most brutal war in human experience is through pictures, models, trophies, statues, guns, torpedoes, bombs, munitions, aircraft, tanks and every other class of armament made so realistic that we will carry the impressions with us while memory lasts. It is a groomsome, but fascinating and most comprehensive exhibit.

A round of the great parks in a taxi is a joy and we particularly enjoyed a visit to the South Kensington Museum, which contains the natural history branch of the British Museum. Its distinguishing feature is its birds shown in their natural environment, illustrating their nesting habits and life accompaniments.

Charles W. Garfield.

Paid Claims to August 1, 1922

\$1,120,758.23

The Citizens' Mutual Automobile Insurance Company of Howell, Michigan, has had a remarkable growth for seven years and has paid over ten thousand claims, a total of \$1,120,758.23, since organization. For seven months of 1922, up to August 1, it has paid \$154,207.45 and has assets of \$243,280.32, an increase in assets in one year of \$63,283.57.

The company was the first of the mutuals in the field and has the pick of the careful automobile owners. With its trained adjusters, attorneys and officers it has been able to handle the complicated claims resulting from automobile accidents in a satisfactory manner. The ten thousand policy holders who have been paid claims during the past seven years are its best recommendation.

The rate covering fire, theft, and liability in the country districts are as follows:

Ford Touring -----	\$ 9.60	Buick Four -----	\$10.50
Dodge -----	10.50	Buick Light Six -----	11.10

Other Cars in Proportion.

Collision Insurance \$2 per Hundred.

Accidents Will Happen. Insure Today and Prepare.

SEE LOCAL AGENT OR WRITE

The Citizens' Mutual
Automobile Insurance Company
HOWELL, MICHIGAN.

Watch Us Grow

In order to take care of our growing business in South Central Michigan, we have for some time been negotiating for a location in Battle Creek.

And today we are very much pleased to announce that we have succeeded in purchasing the business of the Grocers' Incorporated and Godsmark-Durand and Company, of Battle Creek, and both businesses will be combined in that big, splendid building, which the Grocers' Incorporated built a few years ago.

Combining the volume of these two houses will enable us to carry a much larger stock and a wider assortment of goods than any one house could have carried. This will prove a direct benefit to the merchants in Battle Creek and enable us to give that section of the State the same splendid service that our houses are giving at the other points.

The Battle Creek branch will stock all of the Worden's well known private and controlled brands and be in a position to give the merchants of that part of the State the same service that our other houses are now giving.

WORDEN GROCER COMPANY

Grand Rapids

Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.

MOVEMENT OF MERCHANTS.

Amble—A. D. Wise succeeds Gilbert Olsen in general trade.

Deerfield—William Palmer has engaged in the boot and shoe business.

Lansing—Charles Sheldon succeeds George Strickland in the grocery business.

Marne—Randall & Randall succeed Strong & Owen in the grocery business.

Traverse City—J. C. Quigley succeeds L. E. Coyne in the grocery business.

Big Rapids—C. R. Ohrenberger & Co. succeed L. Hughes in the grocery business.

Petoskey—The McCabe-Boehm Co. has changed its name to the McCabe Hardware Co.

Blanchard—Moody & Courger succeed Raymond & Barringer in the grocery business.

Big Rapids—H. C. Sprague succeeds G. W. Knapp & Sons in the grocery business.

Muskegon—The Labelle Fox Co. has decreased its capital stock from \$100,000 to \$75,000.

Bruce Crossing—John Benstrom, general dealer, recently suffered the loss of his stock by fire.

Owosso—Philip Shapiro, dealer in boots, shoes, etc., is reported to have filed a petition in bankruptcy.

Williamston—The F. P. Van Buren Co., boots and shoes, is reported to have filed a petition in bankruptcy.

Kalamazoo—Fire damaged the interior of the plant of the Health Baking Co., 1602 North Westnedge street, Sept. 4.

Charlotte—Charles M. Aspinall has sold his drug stock and store fixtures to Fred Morey, who has taken possession.

Charlotte—John R. Snow has purchased the plant of the Ives Ice Cream Co., of Walter Ives and will continue the business.

Owosso—The Shattuck Music House has closed its branch store at Durand, and consolidated the stock with its own.

Detroit—The Hartman Furniture Co., 2314 Woodward avenue, has changed its name to the V. R. Birch Furniture Co.

Detroit—H. Rosenberg, who conducts a large dry goods store at 4640 Michigan avenue, has discontinued his shoe department.

Milford—A. L. Miller, who conducts an ice cream parlor and confectionery store at Brighton, has opened a branch store here.

Custer—A. Loshier has purchased the Central Garage of Harry Hissong and will continue the business, adding lines of automobile parts, supplies and accessories.

Cheboygan—The Pfeister Vogel Leather Co. will resume operations, Thursday, for the first time since early in 1921. The tannery will run to 25 per cent. capacity.

Martin—A. W. Preap has sold his stock of dry goods, ready-to-wear clothing and groceries to Charles A. Nevins, recently of Moline, who will continue the business.

Alma—John C. Chick, partner of his father, A. A. Chick, in the Economy Shoe Store, has sold his interest to Mrs. A. A. Chick. The business

will be continued under the same style.

Constantine—L. J. Ashbaugh has sold his grocery stock and meat market to Charles T. Brayan, recently of Chicago, who will continue the business. Mr. Ashbaugh will retire from business.

Evart—Fire destroyed the store buildings occupied by the Evart Drug Co. and the G. A. Miles bakery, Sept. 3, entailing considerable loss on the stocks which is partially covered by insurance.

Durand—The Atlantic & Pacific Tea Co. has leased the Stevens building and will open a grocery store as soon as the building can be remodeled to conform to the style used in the chain of stores it conducts.

Bay City—The Raphael-Seaman Co. has been incorporated to deal at retail in general merchandise, with an authorized capital stock of \$20,000, all of which has been subscribed and \$2,000 paid in in cash.

Saginaw—Since removing to its new location, 121 North Franklin street, the American Beauty Shop has added lines of lingerie, negligee, Maderia table linens and a few imported gowns to its other business.

Jackson—William Risheill, who conducts the Basket Grocery, 204 East Main street, has sold it to Larry Miller, who will continue the business at the same location. Mr. Miller now conducts four grocery stores.

Royal Oak—The Highland Hardware Co. has engaged in business at 810-812 North Main street. It will carry complete lines of automobile accessories, supplies, tires, etc., in connection with its lines of hardware.

Grand Rapids—The Glenn-Osage Oil Co., with business offices at 429 Houseman building, has been incorporated with an authorized capital stock of \$100,000, \$10,000 of which has been subscribed and paid in in cash.

Detroit—The Detroit Tylite Co., 9460 Central avenue, has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed and \$5,000 paid in in cash. The company will deal in building materials, supplies, etc.

Jackson—The Jackson Coal Mining Co., with business offices at 308 Dwight building, Detroit, has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and paid in, \$5,000 in cash and \$20,000 in property.

Detroit—Mrs. E. Piehler, who for a long number of years has conducted a thriving shoe store at 6258 Michigan avenue, has sold her stock and is retiring from business. Herman Lau rented the store, although it is not known when he will open it.

Detroit—The Independent Bicycle & Motorcycle Store, 5017 Woodward avenue, has been incorporated with an authorized capital stock of \$15,000 common and \$5,000 preferred, of which amount \$5,000 has been subscribed and paid in, \$2,000 in cash and \$3,000 in property.

Hillsdale—Lewis Cozzens has purchased a store building which he will occupy with a complete stock of meats and canned goods as soon as the remodeling of the building has

been completed. Modern plate glass windows and a complete refrigerating plant will be installed.

Flint—The White Ash Coal Co., 1917 Howard avenue, has been incorporated to conduct a wholesale and retail coal, wood and sundry supply business, with an authorized capital stock of \$10,000, \$9,000 of which has been subscribed and paid in, \$800 in cash and \$8,200 in property.

Lansing—Tuttle-Scott, who conduct a chain of shoe stores throughout Michigan, have leased a store in the Tussing building, and plan to open a shop here about Sept. 10. The front of the store is at present being remodeled to conform to the standard appearance of all the Tuttle-Scott stores.

North Branch—The North Branch Oil & Gas Co. has been incorporated to deal in gasoline, kerosene, lubricating oils, auto supplies and accessories, with an authorized capital stock of \$20,000, of which amount \$16,350 has been subscribed and paid in, \$345.88 in cash and \$16,004.12 in property.

Posen—The grain and potato elevator belonging to the Martindale Co., which was destroyed by fire a few months ago, has been rebuilt. The building is 35 by 175 feet over all, with a potato room 35 by 70 feet, a main building 35 by 60 feet and a flour shed 35 by 45 feet. The opening was made the occasion for a general house warming by the company with dancing and other amusements.

Saginaw—Purchase by the Saginaw Co-operative Marketing Association of the A. W. Wright office property as a site for a grain elevator and a co-operative marketing store has been announced. The new owners are 144 farmers, who organized last January as the Saginaw Co-operative Marketing Association. Converting of the office building into a store and installing machinery for cleaning and handling beans will be started at once. Erection of a grain elevator is planned for a later date.

Manufacturing Matters.

Detroit—The Ideal Valve Co. has removed its business offices to Howell.

Perry—J. Clippert has sold his bakery to Cecil Bishop, who has taken possession.

Detroit—The Walker-Liberty Machine Co. has decreased its capital stock from \$40,000 to \$20,000.

Grand Rapids—The H. M. Reynolds Shingle Co. has increased its capital stock from \$400,000 to \$600,000.

Escanaba—The Delta Milk Producers Association has increased its capital stock from \$30,000 to \$60,000.

Detroit—The Machon Pattern & Manufacturing Co., 1731 16th street, has decreased its capitalization from \$100,000 to \$37,950.

Highland Park—The Rust-Proof Products Co., 167 Moss avenue, has been incorporated with an authorized capital stock of \$10,000, \$2,500 of which has been subscribed and paid in in cash.

Alpena—The Gebhardt Morrow Planing Mill Co. has bought the McGillvary property, on Washington

avenue, and will build at once a lumber shed 32 by 100 feet. The planing mill will also be rebuilt.

Battle Creek—The Michigan Pin & Tag Co. has been incorporated with an authorized capital stock of \$10,000 preferred and 500 shares at \$10 per share, all of which has been subscribed and \$1,500 paid in in cash.

St. Louis—The Par-Kar Coach Co. has been incorporated to manufacture and sell motor vehicles and parts, with an authorized capital stock of \$60,000, all of which has been subscribed and paid in in property.

Hillsdale—George Engelhardt, who has conducted a bakery and restaurant here for the past twenty-six years, has sold his interests to William Riehm and Kenneth May, who will continue the business at the same location.

Detroit—The Codde Brass & Aluminum Co., with business offices at 1006-7 Hammond building, has been incorporated with an authorized capital stock of \$30,000, of which amount \$15,000 has been subscribed and paid in in cash.

Saginaw—Charles W. Henning & Son, sausage manufacturer, etc., have merged the business into a stock company under the style of Chas. W. Henning & Sons, Inc., with an authorized capital stock of \$80,000, of which amount \$75,000 has been subscribed and \$10,000 paid in in cash.

Iron River—The Cleveland Cliffs Iron Co. has placed a small force of men at work at the Spies mine. No mining will be carried on at present, but the shaft will be sunk deeper. Shipping is in progress from the property and it is likely that all of the ore now in stock will be sent forward to the docks.

Kipling—After being closed for nearly two years the Cleveland-Cliffs Co. has announced it will resume operations of its iron furnace and chemical plant here at full capacity by Oct. 15. Repair work and getting things in readiness for the opening has been started. The plant will give work to about 250 men.

Lansing—The Central Mill & Warehouse Co., 331 East Michigan avenue, has been incorporated to manufacture and sell interior finish, sash, doors, builders' materials, etc., at wholesale and retail, with an authorized capital stock of \$100,000, \$52,000 of which has been subscribed and paid in, \$10,000 in cash and \$42,000 in property.

Manistique—The Thompson-Wells Lumber Co. has purchased 2,000,000 feet of hemlock logs at Bowles Spur near Ontonagon, from R. E. Anderson, Ontonagon, consideration, \$18 per thousand feet, f. o. b. cars. Sawyer-Goodwin Co., of Marinette, Wis., purchased Corwin & Anderson's 1,500,000 feet of hemlock logs. These logs are loaded on the Greenwood branch on the White Pine mine extension of the St. Paul railroad. This cleans out about all the available hemlock logs in the North that were put in last winter. As woodsmen are scarce on account of so much road building and the wages have gone up, the price of hemlock logs will probably be \$20 to \$22 per thousand feet at point of loading.

Essential Features of the Grocery Staples.

Sugar—Refiners and the general sugar trade are holding back from purchases of spot raw sugar and this makes an easier feeling with somewhat lower values. Some of the selling comes from the commission houses and looks like liquidation of long accounts. It would take very little buying by the spot houses to again turn values up, according to trade interests, but until this demand shows easiness will probably be the program. Local jobbers hold granulated at 7¼c.

Tea—The demand continues fairly active for whatever is procurable at prices satisfactory to the buyer. While trade has shown marked improvement in the past two weeks, by comparison with what had gone before, there has been no real general buying movement. The country trade has been ordering in comparatively small lots but frequently, and have not shown a disposition to stock up much in advance of actual requirements. It is confidently expected, however, that by the middle of next month, when ordinarily trade starts up briskly for the fall season, a lively demand will set in and continue with possibly increasing force as the season advances, since buyers quite generally seem to have awakened to the fact that higher prices are in store. Consumption is held to be now running ahead of imports and spot stocks are low, while replacement costs are constantly rising, as indicated by the reports coming from all primary markets.

Canned Fruits—The unsettled peach market prevents buying. Cheaper goods are expected and because they are believed to be in sight, jobbers are holding off. Pineapple is firm and active in all grades of sliced. Apples are neglected. With a large crop buyers are afraid to freely contract for large blocks for later delivery.

Canned Vegetables—The tomato pack is now at its flush or near it and until the season has more definitely decided the production there is a disposition to postpone action. With the larger pack, and the slow spot movement, there is a greater tendency toward accumulation than at any time this season. Corn is featureless. Buying is not speculative nor being freely done but mostly to cover current consumption. As there is a carry-over of old pack, the only substantial reserve in canned foods, the market lacks the more favorable position of other commodities. Peas are firm and as contracts are completed it is being discovered that there is only a moderate supply of standards of full quality. While this is true of both sizes it is most pronounced in gallons.

Canned Fish—Maine sardines are both weak and irregularly quoted and because the market has been on the decline buying has slowed down. Fish is more plentiful than at any time this season and it is cheap, but canners say they will not take advantage of this phase of the situation as they cannot afford to pack at present prices except at a loss. All grades are easy as there is little demand. California imported sardines are quiet. Salmon is not conspicuous this week because

there is only a moderate spot demand and a refusal to buy futures except for some of the pet brands. Short deliveries of Columbia fish make all packs of that description firm and sought. Shrimp is selling freely for fall delivery with stocks now moving from the South to fill orders. Crab meat and lobster are wanted but hard to find. Tuna fish is not active in a large way.

Dried Fruits—The California Prune & Apricot Growers' Association announced its opening prices on 1922 prunes on Saturday to a more or less vacant theater as the bulk of the trade was away from business on Saturday and over the holiday on Monday. A 7¾c bulk basis on 40-70s was named; considerably higher than expected, and generally above the level which buyers had set as their limit for free buying. The opening range on the basis of f. o. b. packing house was: 20-30s, packed in 25-pound boxes, 25c and bulk basis on the smaller sizes of "Sunsweet" brand at: 30-40s, 11c; 40-50s, 8¾c; 50-60s, 7¾c; 60-70s, 7¼c; 70-80s, 6¾c; 80-90s, 6½c; 90-100s, 6¼c, on 100s-120s in 50-pound boxes the price is 6c and on 120s and over, 5½c. "Growers" brand is ¼c less than "Sunsweet." A discount of ¼c is allowed on f. o. b. orders, making the net on 40-70s, 7¼c for f. o. b. contract buyers. As many independent contracts have read "net association opening" that figure prevails on other packs also. Now the trade knows where it stands as regards prune values. The market has been established by the packers but it will take buyers to determine what will follow. Saturday was a poor day to determine what will occur as so many buyers were absent, but enough expression of unfavorable opinion occurred to indicate there will likely be no rush to buy California prunes, either association or independent. From present appearances the business to be done during the balance of the year will be comparatively light in this market. Old prunes will be used until they are exhausted and new fruit will be taken in moderate quantities on the chance of a second and lower opening later on. There was hope expressed that prunes would open comparatively cheap and start to move in a way that would add strength to the market as the season advances and incidentally higher prices. While such possibility may occur, traders think the odds are against the packer. There were no other developments of consequence in dried fruits last week. All products tend downward as weakness occur in raisins, peaches and apricots. It is plain to be seen that the buying trade will not take hold of any product at present prices and the universal apathy of jobbers has caused the packer to seek business at discounts below the original opening prices. That is true of all three products and it is significant that even at the present quotations buying strength has not been shown. Of course, some of the dullness has been due to the summer season, the week-end holidays and the number of absentees from the trade as well as to the delay in prune prices. August is always a dull month

but the indications all point to restricted buying for some time to come.

Sugar Syrups—All grades remain steady while the movement is for fair quantities at the going prices.

Condensed Milk—The evaporated milk market shows a decided change of front. Because of the light make of some time past and the gradual cleaning up of spot stocks, there is a scarcity of offerings which makes it difficult to pick up large blocks. Holders have firmer ideas and now usually demand \$4 as a minimum. Even at that figure it is difficult to locate stocks. Some sections, like Michigan for instance, report a scarcity of raw milk greater than at any time in the past four years. Fluid milk advances on September, which will increase manufacturing costs. Now that the market is firmer buyers are more anxious to trade but find few cheap offerings. The market is also in better shape on old blocks of condensed milk.

Rice—The restricted movement of new crop rice into the primary markets because of a delay in maturity of the product and the limited supplies of old rice both tend to give strength to the market and offset the dullness which has been the feature for several weeks. Like other food products rice is taken as it is needed in small jobbing lots, which are acquired for a definite purpose but outside of that class of trading there is very little business passing. Quotations are subject to very little change as there is no particular pressure to sell.

Nuts—Fresh fruits are unusually plentiful and cheaper than in several years, so it is natural for the grower to stock them because of his ability to sell out quickly. There is little call for nuts and replenishing is not important. All nuts are quiet except pecans which are in demand because they are scarce. Other nuts are featureless. Future buying continues light.

Fruit Jars—Mason jars are practically out of the market and have been for some weeks. The coal strike and a local strike in the plant of Ball Bros., at Muncie, have practically suspended production for the time being. Ideals are being received in limited quantities. A local jobbing house received a carload of Ideals one day this week, but they were all sold before night.

Review of the Produce Market.

Apples—Sweet Boughs, Wolf River and Wealthy command 75c per bu.; Strawberry apples being \$1 per bu.

Bananas—6½c per lb.

Beets—80c per bu.

Butter—The market is higher, due to dry and hot weather. Local jobbers hold extra at 36c and fancy at 35c in 63 lb. tubs; fancy in 30 lb. tubs, 37c; prints, 38c. They pay 18c for packing stock.

Cabbage—60c per bu.

Carrots—70c per bu.

Cauliflower—\$2 per dozen heads.

Celery—35c per bunch; extra jump, 50c.

Cocoanuts—\$7.50 per sack of 100.

Cucumbers—Home grown, \$1.25 per bu.

Eggs—The market is a little stronger and higher. Local jobbers pay 26c for candled, cases included.

Grapes—4 lb. baskets sell by the dozen as follows:

Wordens\$2.75

Niagaras 3.00

De'awares 3.50

Green Corn—25c per doz.

Green Onions—Silverskins, 25c per doz. bunches.

Honey Dew Melons—\$2 per crate of 6 to 8.

Lemons—Sunkist have sustained a sharp advance, due to the extremely hot weather. They are now held as follows:

300 size, per box\$10.00

360 size, per box 10.00

270 size, per box 10.00

240 size, per box 9.50

Lettuce—Leaf, 85c per bu.; head, \$1.50 per crate; Iceberg from California, \$5.75 per case.

Musk Melons—Home grown Osage, \$1.25 per bu. crate; Hoodoo, \$1.75 per crate; Gem baskets, 75c.

Onions—Home grown, \$2 per 100 lb. sack.

Oranges—Fancy Sunkist Valencias are now held as follows:

100\$12.00

126 12.00

150, 176 and 200 12.00

216 12.00

252 10.00

288 8.50

324 5.50

Choice, 50c per box less.

Parsley—50c per doz. bunches.

Peaches—Elbertas, \$1.75; Prolifics and Engles, \$1.50; good canning varieties, \$1@1.25.

Pears—\$1.25 per bu. for Clapp's Favorite and Bartletts.

Peppers—\$1.25 per bu. for green; 30c per doz. for red.

Pickling Stock—Cukes, 20c per 100; white onions, \$1.40 per 20 lb. box.

Pieplant—\$1.25 per bu. for home grown.

Plums—Burbanks and Bradshaws, \$1.25 per bu.; Green Gages, \$1@1.25.

Potatoes—Home grown, 75c per bu.

Poultry—Local buyers pay as follows:

Light fowls 16c

Heavy fowls 19c

Broilers, 3 lb. and up 23c

Broilers, 2 lb. and under 16c

Cox and Stags 10c

Radishes—15c per doz. bunches.

Sweet Potatoes—Virginia command \$1.75 per hamper and \$4.50 per bbl.

Tomatoes—75c per bu.; 50c per ½ bu.

Turnips—70c per bu.

Watermelons—20c for home grown.

Wax Beans—\$1 per bu. for home grown.

The Mighty Has Fallen.

A few months ago Colfax Gibbs was exhibiting \$75,000 checks and \$100,000 bank balances. He was distributing automobiles, pianos and talking machines among his friends with great prodigality. Last month he gave the City Treasurer a check for \$103.44 for taxes on his heavily mortgaged residence in the East end. The Treasurer has never been able to realize on the check.

Stimulus of Recent Price Advances. Written for the Tradesman.

Rising prices are a stimulus to production when the advance begins, and the duration of their stimulating effect is limited only by the willingness of consumers to buy in a rising market. Obviously, the advance cannot continue indefinitely, as price levels tend always to outrun wage levels, and eventually there is such a wide gap between prices and purchasing power that a readjustment is necessary. The country is very familiar with these facts as a result of its recent experiences. The duration of the present upswing of prices will depend on the activity, first, of distributors and, secondly, of consumers in taking goods as the market goes higher. If they respond freely, a substantial rise in prices and an expansion in the volume of business are to be expected. If, on the other hand, they offer resistance, only a moderate rise in prices is in prospect.

As every one knows, prices may rise because of a scarcity of materials or because of a general boom in business. In either case demand presses hard upon supply. The scarcity of coal, coke, iron, and steel has naturally been followed by a rise in the prices of these products. The scarcity of common labor has resulted in an increase in wages in the iron and steel industries. These things do not mean that the country is facing the beginning of a trade boom, though such an interpretation is being placed upon them by some business men to whom the wish for such a boom may possibly be father to the thought. The output of the steel mills is down to about 60 per cent. of their capacity, compared with 75 per cent. in June. Prices therefore have risen. Now if the output, instead of declining, had advanced, say, to 85 per cent. in this interval and prices meanwhile had also mounted, it would be correct to refer to the movement as a vigorous boom. Something like that may come, as it has come before, but it has not yet arrived. When the strikes are settled and the car and fuel shortages are relieved facts will be at hand on which to form a judgment as to the real nature of the upward trend of prices. Conditions at present are too disturbed and too irregular to justify a final verdict.

Another factor to consider when an effort is made to gauge the effects of recent industrial developments and price changes is the additional burdens that they are going to throw upon the consumer. No matter how the strikes are settled the consumer must pay. The idleness of over half a million coal miners for nearly five months did not enhance general purchasing power. The higher prices for fuel that have resulted are going to curtail the ability of consumers to buy things other than coal. Such things do not strengthen the view that there will be a great clamor for all sorts of goods in a rapidly advancing market this fall. Another obstacle—and a very formidable one—to general price inflation is dollar wheat. Price inflation is rightly regarded with misgivings in conservative business circles, but the tendency to "view with alarm" appears to have

little or no justification. Business should continue to improve gradually as it has been doing for the past year, and the elimination of the disturbing factors due to labor disputes will accelerate the progress. The process of correcting the maladjustments in prices of different commodity groups, which has been arrested by the present exceptional conditions, may be expected eventually to resume the even tenor of its way.

While the public will have to pay more for its coal this winter, there is at least the prospect of reasonable prices for foodstuffs. The ample yields of wheat and corn point to an abundance of bread and meat. Little attention has been paid to the Government's forecast for this year's potato crop, which ranks next in importance to bread on the family table. The August estimate of 440,000,000 bushels is about 18 per cent. above the five-year average for 1916-20. The per capita production of four bushels thus indicated has been exceeded only six times in the last twenty-two years. The large yield in prospect has depressed prices. The price of hogs in Chicago last week touched the lowest point since February. These things will tend to offset higher prices which consumers must pay for fuel and other commodities. On the other hand, the discrepancies in the movements of prices in different groups does not augur well for economic stability. Prices have been fluctuating in most perverse fashion. Commodity groups whose prices are below the general level are not advancing as much as others which are far above the average.

William O. Scroggs.

Taxpayer's Judgment Has a Value.

The September income tax letter of the Michigan Trust Company, now being mailed to its clients, takes up two topics that are of especial interest to investors and manufacturers. It defines, by example, the differences between exchange of property for other property, which is not taxable, and the sale and re-purchase of property, which is subject to tax.

Light is thrown upon a frequent point of controversy, depreciation of property. The rigid percentage which a strict rule would allow may be varied as illustrated. Attention is called to the fact that a uniform rate of depreciation is not fair to the taxpayer, as depreciation depends upon the amount of use given to depreciable property. Correction may be made for periods of extraordinary stress. In the year 1917 and 1918, when the tax rates were the highest, plants suffered extraordinary depreciation when operating overtime, or under an overload, or were being used for some purpose for which they were not adapted.

In simmering down the results, the tax accountants of the Michigan Trust Company take the position that the rate of depreciation should be in accordance with a reasonably consistent plan (not necessarily a uniform rate) and should be based upon the taxpayer's best judgment and experience.

The more you disappoint the more your disappointment.

Wool Consumption and Woolens.

Sales of East Indian wools at auction in London during the past week were without especial feature, no marked change in prices being noted. Aside from this, cables from abroad show the closing of the agreement under which the British-Australian Wool Realization Association will buy Australian cross-bred stocks. This is in furtherance of the plan to prevent a break in prices of cross-bred wools, by restricting the amounts to be offered. Prices of domestic wools show a tendency to rise, without any large amount of sales. On Thursday the Census Bureau issued its report on wool consumption in domestic mills during June. A decided drawback to its value is in the fact that the report does not include data from the American Woolen Company, the largest factor in the trade, and some other mills. As it is, the wool reported used amounted to 52,620,985 pounds grease equivalent as against 52,533,091 pounds for May. In June, 1921, the amount was 47,103,000 pounds. Carpet wools accounted for 9,583,915 pounds; fine wool, 9,044,055 pounds; half-blood, 5,

510,160 pounds; three-eighths, 7,638,986 pounds; quarter-blood, 10,503,495 pounds, and low, or Lincoln, 1,285,596 pounds. Of the total wool used, 61.1 per cent. was domestic.

The goods market is running about the course that was expected. The American Company succeeded in getting a large share of the Spring orders, but a number of the smaller concerns, particularly those making specialties, have also done fairly well. Most of the demand has been for the cheaper woolen fabrics, but some tendency is manifest toward the better kind of serges. Clothing manufacturers have been getting a fair response from the retailers and expect re-orders in due course. The forthcoming convention and exhibition for the National Association of Retail Clothiers, scheduled to open this week, is likely to be a decided help to business despite the lateness of the date. Dress goods openings should occur within the next ten days. Meanwhile, certain Fall fabrics are selling extremely well. A shift to better buying of women's wear is expected this week.



Lily White

"The Flour the Best Cooks Use"

Bakes Delicious Breads



HOW TO MAKE MILK BREAD

3 quarts of Lily White Flour, 3 pints of lukewarm milk, 1 cake of Fleischmann's yeast. Set in morning in warm place and rise until light. 3 teaspoons of salt, 1 tablespoon of sugar, 1 tablespoon of melted butter or lard. Mix with Lily White Flour until stiff, or from 20 to 25 minutes. Set in warm place and let rise until light. Make in loaves and work each loaf from six to eight minutes. Set in warm place until light. When light take warm milk and sugar and put over top. Keep good fire and bake slow one hour and when baked wash over again to make nice smooth brown crust.

Look for the
ROWENA
trade-mark
on the sack

All that you hope for in a good flour you will find in Lily White Flour. It bakes delicious bread—bread that is fine of texture, light, very tasty and wholesome. Bread baked of Lily White Flour is good bread and good to eat.

Reasons why you should use

Lily White

REASON No. 2

Made of America's Finest Wheat

This grain is Michigan Red Winter—the best flavored wheat grown in America—properly blended with the choicest grades of hard. The wheat is thoroughly washed, cleaned five times and scoured three times before going to the rolls for the first break. Thus every particle of dirt is eliminated from the grain and doesn't get into the flour or interfere in any way with the color or flavor of the bread.

Ask Your Grocer for LILY WHITE

VALLEY CITY MILLING COMPANY
GRAND RAPIDS, MICHIGAN

"Millers for Sixty Years"

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

Time To Throw Grocery Business Into High Speed.

The grocery markets of the summer season remind one of the man who bought his first automobile. The parallel is accurate and, what is more, it is true. He drove his car from June until labor day, using only first and second speeds because he did not know much about the mechanism of a car and he did not know that he had a third gear. On labor day a friend with the same make took a drive and was surprised at the lack of speed of his neighbor's car. When the owner discovered the third speed he spent the remainder of the season in fear of violating the speed laws.

Isn't it about the same with the grocery trade? Early in the summer the market was thrown into second speed, and there it remained until the dog-days of August, when even first speed was tried by the timid, the conservative and the cautious. Now it is time to shift into "high" and make better progress. The mileage, as shown by the monthly reports of mercantile houses in the grocery trade, taking them by and large, the jobber and the broker, show that 1922 so far has not been up to expectations. The last quarter of the year allows the opportunity to even up the record of the season. Third speed will do it—not with a disregard for sane and prudent driving, recklessness or a failure to consider sharp turns, blind roads or other pitfalls.

There is ample opportunity to speed up without endangering any one. The road is straight ahead and familiar enough to all to be traveled without a guide book. The grocery trade is a vehicle which is able to make a good showing if intelligent hands handle the steering wheel and the speed levers. It is time to throw the grocery business into high speed. Every one will profit and months like August will be forgotten like the punctures and the tribulations of a motorist who has succeeded in striking a good road after a long and hard detour.

The canvass of the grocery trade as to the fall outlook made recently by the Tradesman has since been more than confirmed in its findings by other publications devoted to this field, and by the forecast of prominent figures in the trade. There is returning confidence in the future with every indication pointing to better business.

The coal and rail strikes no longer cast their deep shadow of uncertainty; industrial conditions are improving and, as a result, a broader field of buying is expected. Too much has the market been affected by minimum lot purchases, by hand to mouth buying.

While optimistic and hopeful no one expects immediately to see a violent swing toward war-time activity. That is too much to anticipate and according to many, not justified by world-wide market conditions. Heavy advance buying on the basis of prices now prevailing is considered in the nature of a speculation. In canned foods and dried fruits the jobber still regards the market as unsettled, but he has entered the fall with bare shelves and with smaller stocks under contract than in many past seasons.

At the first sign of retail buying ac-

tivity he will be forced to increase his holdings, and it is in this phase of the situation that distributors think the market is basically sound. So far there has been little competition to buy and little incentive to stock up for the future.

Thinks Sugar Supply Ample.

Available supplies of sugar appear to be more than sufficient to cover our requirements until the new crop is ready for market, declares the Federal Sugar Refining Company in its review of the industry. This statement is based on the statistics of past years, although it is generally known that available supplies are not as large as they were last year. The firm opinion of values held by Cuban sugar sellers is due to the much discussed favorable statistical position, although, points out Federal, to what extent the recent advances have already discounted this position is difficult to tell.

Cuban interests are naturally disturbed at the action of the United States Senate in increasing the duty on Cuban sugar to 1.84c, reports Federal's representative on the island. They have been agitating for months for a rebate on the 1.60c duty, or at least some reduction in what is considered an imposition.

The Federal estimate of Cuba's crop this year continues to rise, it now being placed at 3,961,000 tons. The 184 centrals which have closed down show an outturn of 25,587,380 bags, as compared with the original estimates of 23,127,000 bags. This increase of 2,460,380 bags, or about 10.63 per cent. would indicate the high total of the latest estimate.

Central "Delicias," which has been breaking all its own previous records and all records anywhere, has celebrated the completion of its millionth bag and still continues to grind. Weather conditions so far this summer have given no great cause for complaint, reports Federal's correspondent. Rains have been occurring in moderation throughout the island and more is needed, particularly in some sections.

A total of 4,427,994 tons of sugar has so far this year been exported from Cuba, as compared with less than half, or 2,102,394 tons, in the corresponding period last year. Of these totals 3,334,203 tons went to the United States this year and 1,784,360 tons last year. For the week ended August 26 only 59,550 tons left Cuban shipping ports, as compared with 100,119 tons in the corresponding week of 1921.

Czecho-Slovakia's beet sugar conditions are splendid, reports Federal's European correspondent. Copious rains have occurred and have been followed by favorable dry weather. The fields are in excellent condition and while the weight and quality of the roots show some backwardness, as compared with last year, fine weather will remedy this very quickly. Market conditions are, however, deplorable, owing to exchange fluctuations. Old crop sugars have been sold out. The total stocks of refined at the end of July amounted to only 35,000 tons, and this quantity will

hardly be sufficient to provide for home consumption until the end of September. New sugar will become available in the first half of October.

Supplying the Public Demand.

It is not always possible for the merchandise buyer to anticipate the requirements of his trade on certain articles—especially as to new products.

As a guide to the buyer many stores supply their sales force with small pads of paper on which they make note of each call for articles not in stock and the name and address of customer. At the end of the week or month the buyer can go over these slips and where the demand has been sufficient to warrant, he can place an order for the article.

**PLAIN TALKS
ABOUT
STREET CAR
SERVICE**

**Co-operative
Courtesy and Mu-
tual Helpfulness Will
Improve the Service
of Your Street Car
Company**

Fruits of Service

Your street car company does more than carry passengers.

It adds millions of dollars to the value of property.

It adds growth and expansion to community development.

It is of inestimable value to the school system.

It assists merchants in building up the retail interests of the city.

It is a force for the development of suburban property.

It aids the manufacturer and the worker in bringing them back and forth from the factory to home.

It gives employment to 550 people day in and day out.

Your patronage has helped to make this service possible. We want to improve it. Our interests are mutual. The more rides we get from you the better service you will help us to render.

Grand Rapids Railway Co.

J. D. Lamarter
Vice President and General Manager.

GRR

NO ALARMING INFLATION.

While it is frequently taken for granted that the recent wage increases will mean further advances in prices in certain basic commodities, this is not a matter of certainty by any means. In the first place the increase of wages in the steel industry came after steel prices had already advanced. The same is true in the case of the higher wages paid in the coal mines. Moreover, the higher wages paid to the coal miners in the Connellsville region are for the purpose of bringing the strikers back to work and of increasing the output of coal. The past week has shown an increase of nearly a third in the production of soft coal, and prices have tended to soften rather than to go higher. So far as it goes, this does not offer any prospect of serious inflation.

Wholesale prices at the end of July, according to the new index of the Bureau of Labor Statistics, were 12 per cent. higher than they were last January, when the low point in the recent downward swing was reached. An advance of this extent in seven months looks somewhat like inflation, but when the price movement of the past eighteen months is taken into account there is really very little cause for alarm. The price level in July, in spite of this increase was no higher than in March, 1921, and was still 37 per cent. below the peak, reached in May, 1920. To return to the 1920 peak, prices would have to advance over 52 per cent. To accomplish this the average advance since the beginning of 1922 would have to be maintained for three years. It must be borne in mind, however, that most of the advance during the current year is to be attributed to the rise in the price of fuel and steel, and that these advances in turn have been due to a scarcity that is only temporary. Even if we should have a return of inflation, no one expects it to bring prices back to the 1920 peak any more than any one expected prices when they were declining to drop directly back to the pre-war level.

If a pre-war level should be realized, it would come about probably in the same way that prices returned to such a level after the Civil War; that is by a gradual sagging during several decades, with occasional short advances. Those who look for a repetition of the downward swing that reached its end in 1896 are inclined to regard the present upturn as only a short interruption in the major movement.

There is reason to believe that this talk of inflation, whether from an optimistic or pessimistic viewpoint, will not be conducive to the peace of mind of wage earners. Available statistics point to stability of living costs, while wages show some tendency to advance. Unemployment is also no longer a problem, and there is talk of labor scarcity. The outlook for the wage earner, therefore, seems to be very fair. It is just at times like these, however, that labor is most likely to show signs of growing restlessness. Strikes were not giving the country much trouble while there were three or four million men out of work a year or so ago, but in the

post-war boom of 1919-20 they came thick and fast. And so it happens that the recent improvement in business has made labor "feel its oats" once more. There has been a determined effort in some quarters for more than a year to stage an inflation of prices, and many of those who were clamoring loudest for prices to go up were also clamoring for wages to come down. The inflationists have thus played directly into the hands of the labor agitators and have helped them pave the way for the present unrest.

FARMERS AND THE STRIKES.

The rail and coal strikes can hardly serve to cement the alleged bonds of friendship between the farmers and labor. Such a bond has always existed mainly in the imagination of certain self-styled "liberals," anyway. In the Northwestern States, it is true, farmers and labor have formed local alliances on radical economic programmes like that of the Non-Partisan League, but such alliances have not been altogether natural, and it has required strenuous efforts on the part of the leaders of the two groups to maintain harmony. In the last few weeks these Northwestern farmers have faced the possibility of going through one of their rigorous winters without fuel, because of the tactics of a few labor leaders to the Eastward. On the Dakota prairies there is no substitute for coal, and it has to be brought long distances. The wagons which haul the wheat to the elevator are accustomed to return to the farm at this time of the year loaded with coal, but they are coming back empty. In other sections, where perishable products are raised in large quantity, farmers are suffering heavy losses on account of the rail and coal strikes, as lack of transportation facilities are causing fruits and vegetables to rot on the ground. These things will not contribute to the strength of a farmer-labor alliance.

WHEAT EXPORT.

One factor contributing to the low price of wheat, in spite of the short harvests in some parts of Western Europe, and the prospective heavy demand from this region, is the large yield in Western Canada. Conditions there have been equally as favorable as in our own Northwest, where a bumper crop of spring wheat has just been harvested. The Canadian yield will approximate the record crop of 1915. As this wheat is partially restricted from admission to the United States by the emergency tariff, a larger proportion of it will be exported overseas, where it will compete with American wheat in foreign markets. This has resulted in much irregularity in the buying of American wheat for export, and traders have found it difficult to interpret the vagaries in the foreign market. Recent low prices appear not to have stimulated demand, and while it is believed that Europe will eventually need practically all of our exportable surplus, traders are unable at present to forecast the course of foreign business. The slump in the foreign exchanges following the impasse in the reparations negotiations has also proved a deterrent for the time being to European buying.

SOME CURRENCY CONTRASTS.

The slump in marks, and with it the sympathetic decline in the French, Belgian and Italian exchanges, took place in the same week in which the value of Czechoslovakian currency moved up to a record high price. Within the last year marks have declined 96 per cent., while the Czechoslovak crown has advanced 216 per cent. The two movements are not wholly unconnected, for there has been considerable buying of Czech currency by Germans, who are transferring their funds to other countries, thereby creating the financial phenomenon frequently referred to as "the flight of the mark." As this process involves the selling of marks and the purchase of foreign moneys, it tends naturally to depress the value of the former and to enhance that of the latter.

This, however, does not tell the whole story, so far as Czechoslovakia is concerned. That country refused to follow its neighbors and print more paper money when its neighbors were allowing inflation to run its course unimpeded. Owing to the temporary handicap of having a currency of relatively high value, its ministers were subjected to great pressure from the inflationist elements in the country, and showed commendable courage in resisting. They not only kept the note circulation practically unchanged but they were able to balance their budget and to come through the last fiscal year with a surplus. The ministry is still being besieged by the cheap money proponents with pleas to put an end to the appreciation of the national currency, on the ground that it is injuring the export trade, notwithstanding the fact that Czechoslovakia in 1921 had a favorable trade balance of nearly 5,000,000,000 crowns. Part of this balance, however, was due to a loan made by that country to Austria, and the heavy export surplus may prove to be temporary. Nevertheless, the experience of this new country will afford little comfort to the friends of cheap money.

COUNTRY BANK RATES.

The approaching appointment of a "dirt farmer" to the Federal Reserve Board, ostensibly to secure better representation for agricultural interests when banking policies are formulated, directs attention to one fact with regard to which the political critics of the Reserve Board have been strangely silent. About the only way in which the board is expected by these critics to assist agriculture is to provide a lower rate on discounted farm paper. The board itself does not fix the rates; that is a function for each of the twelve Reserve banks. The farm bloc, however, appears to act on the assumption that the board can in some way bring such pressure as may be needed on the regional banks, and by having a farm representative on this body agricultural interests will benefit. In the farming districts the rediscount rates charged by the Reserve banks are $4\frac{1}{2}$ per cent. Country banks, however, are lending to farmers at from 7 to 8 per cent. and therefore derive a good profit from their rediscounting operations. Re-

cent reductions in the rates of the Reserve banks have not been accompanied by correspondingly lower rates on the part of the country banks, and it is yet to be demonstrated that further reductions by the regional institutions will bring any direct benefit to the farmers. The politicians are attacking the problem at the wrong end.

THE POPE'S AUTOMOBILE.

No wonder the Italian authorities were a bit embarrassed in assigning a license number to the Pope's motor car. No pope ever had an automobile before; nothing belonging to the occupant of St. Peter's had ever forced itself so determinedly into the purview of the civil authorities of Rome. That car left Milan an ordinary machine; now it has an international significance.

With true Italian finesse the inspired issuer of licenses listed the Pope's car among the automobiles belonging to the diplomatic corps. Obviously there would have been trouble, perhaps an "incident," if it had been licensed as belonging to a subject of the King. So the Pope's car is credited as to a foreign state or monarch. So far so good. But Pius XI is energetic, devoted to mountain climbing. A long road stretches from the Vatican to the Alps. The good car that his devoted Milanese sent him may never break a record, but it might break a tradition. At the time of his election it was said that the new Pope favored a rapprochement with the Quirinal, and certain occurrences then and since lend color to that view. Perhaps the time will soon come when the Pope need no longer be the "Prisoner of the Vatican," but instead will be free to seek the solace of rural scenes after a day's hard work in the palace.

HIGHER PRODUCTION COSTS.

An important factor to be considered in connection with the ultimate outcome of the coal strike is the possible effect on prices and general purchasing power. It is quite evident that the higher cost of coal, which is regarded as one inevitable result, will mean higher production costs for other commodities and therefore higher prices to the consumer. At the same time the consumer will have to pay more for his household fuel and his capacity for buying other commodities will be reduced correspondingly. He is not likely to economize on his coal bin in order to buy more dry goods. In the larger cities, where the great body of consumers live in steam-heated apartments, the higher cost of coal will not directly affect their purchasing power. The burden in such cases will fall upon the landlords, but the latter may shift it back in part on their tenants. This may be done in various ways with which tenants and landlords are familiar, but especially by maintaining rents at present high levels. Although there has been some expectation that rents would go lower this fall, the coal strike may contribute to check reductions.

No merchant wants an upstart clerk, but he does want one who will start up the instant a customer is sighted.

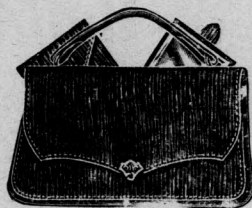
H. LEONARD & SONS

Importers and Manufacturers' Agents

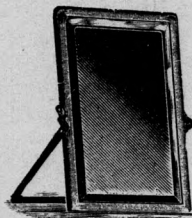
Grand Rapids, Michigan



Polychrome Book Ends
Fruit Bowls and
Candle Sticks



Leather Goods



Mirrors—Nickel Standing
and Hand Mirrors
in Ebony and Ivory



Card and Board Games
of all kinds



Ebony and Ivory
Manicure Sets
Ivory Sets, Etc.



Dressed and Undressed
Dolls, "Ma! Ma! Speak-
ing" and Celluloid Dolls



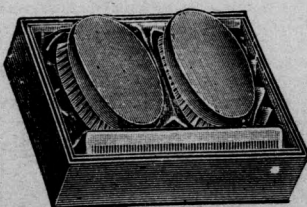
Books
Painting, Juvenile
and Fiction



Drums and all Musical Toys



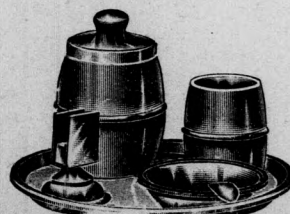
A. B. C. Nested and
Building Blocks



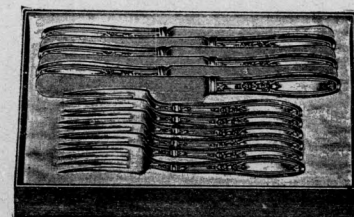
Ebony and French
Ivory Military Sets



Nickel and Ivory
Shaving Sets



Brass and Nickel
Smoke Sets



Silverware
in Plain and Fancy Patterns

WE SHOW APPROPRIATE
AND POPULAR PRICED

Christmas Gifts of Character For a Profitable Turnover

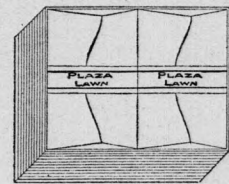
The new goods, BOTH IMPORTED AND DOMESTIC, are offered at prices that instantly show that they will be profitable and quick sellers, and on all the lines the prices are lower than they have been in years.

We are sure that we could interest you as we have every merchant who has visited us this season, as some of the largest and most important buyers in MICHIGAN have been and report GREAT PROSPECTS for the Toy and Useful Holiday Trade.

The West Michigan State Fair is September 18--22

And we feel free to ask buyers to come in then, or before to select your line of HOLIDAY TOYS—Dolls, Games and Useful Fancy Goods for CHRISTMAS. Drop us a card in advance and we will arrange for any one of our FIFTEEN SALESMEN you desire to wait upon you.

Every merchant must get away some time to do important business and it is impossible to pick these lines up as wisely as by coming in person. We also sell by Catalog and will be pleased to send it on request. We give Holiday Dating—Nov. 1st less 2 per cent cash in ten days, due net Jan. 1st, 1923, on orders for Holiday Goods.



Papeteries and Stationary
25c to \$2.00



Alarm, Ivory, Mahogany,
Mantle and Wall Clocks



Dinnerware—Plain and Dec-
orated Patterns, Imported
and Domestic



Jardineers—Brass and Crock-
ery, Plain and Fancy Styles



Baking Dishes
in Nickel Frames



Building Successful Footwear Business in General Store.

It is our aim to open the season with a fairly representative line of the different kinds of shoes that indications hold out as specially desirable. But in selecting these lines we try to buy as small quantities as possible, with the idea of filling in the best selling numbers as the season comes on and we find what styles are moving.

In a community where one must take care of all classes we have decided that it is not the best policy to buy from but one factory. The lower grades and consequently lower priced shoes are selected from a factory specializing in that class of goods. The higher grades are selected from a factory making nothing but high grade goods and we select the popular priced goods from a third factory. But when we have selected these three lines we do not buy from every Tom, Dick and Harry that comes along. There are too many good shoe lines on the market for any store to carry all of them and you might just as well draw the line first as last. Every shoe salesman that comes into the store has a strong argument to convince you that his line is almost indispensable and we must remember at such times that there are something like 1,300 just such lines on the market and if we try to buy all of them we will soon have a stock of odds and ends and a line of nothing.

Stock Keeping.

In placing shoes in stock we place the sizes together regardless of the style or price of the shoe.

First we divide them in three different sections—the high shoes, the low shoes and the white. The tennis shoes are also kept in a section by themselves. So are, of course, the rubbers and the boudoir slippers.

In the section of high shoes we begin by placing all of the largest sizes together. As we carry women's and children's shoes only, our largest size is number 9. When these are all in the shelf, we follow up with number 8½, then with number 8 and so on until we get down to the infants' sizes.

The low shoes are handled the same way. All the women's shoes are put in stock in rotation as to the sizes and that is followed by the misses' and children's in the same order. The same with the white shoes.

Stock Card as Aid.

Keeping the stock in this manner it is a little more difficult to know at a glance just what kind of shoes you have full lines of and hence it is a little harder to buy additional sizes to fill in stock during the season. This can easily be overcome by a stock card and in a very few minutes a clerk with

the assistance of another one can take inventory of numbers on hand.

Helps Keep Stock Clean.

It is in the selling where the great advantage of this arrangement comes in. When I am looking for a size 5 shoe for the customer, every shoe in stock of size 5 is in one space, the new styles, the old styles, the fast sellers and the slow sellers all together. You can readily see that the slow seller, the pair that must be pushed, is right in front of my nose and I cannot help seeing it and bring it out if there is a possibility of selling it. I might say, in case there are some merchants here who also carry other lines, that we carry several other lines the same way, as corsets, for instance.

We have a number of rubber stamps made with which to mark on the right hand edge of the box front the particular style of shoe it contains. For instance, here is a box on which is marked Black Kid—Lace Boot—Rubber Heel. These stamps can be made up by any stamp company at a very little cost and can be kept with an ink pad in a small box in the shoe department.

Display.

As we carry many lines—ours is a general dry goods store—we have not always room in the window for shoes, but every little while we have a shoe window display. With ready-to-wear, and frequently with other merchandise, we set a row of shoes along the front edge of the window. We take a sheet of white paper on the lower end of which we mark the sizes the shoe comes in and the price, and place the

Answer to our Slogan—

E. E. E. E.

4-E'S
(FOR EASE)

Wear Rouge Rex Shoes

We received a number of good answers to our Slogan. Do you know Mr. Dealer Rouge Rex Shoes are the only shoes to be had which are made of grain cordovan. Look over our spring line when our salesman calls.

HIRTH-KRAUSE CO.
Shoe Manfr. and Tanners

GRAND RAPIDS, MICHIGAN

shoe on the paper. This shows the shoe off to good advantage and gives the customer a lot of information about the shoe.

When a new style comes in or when there is some shoe we want to call special attention to, we very often set

Home Case

STRAP SANDAL
IN STOCK

Black Kid, Flexible McKay, Stock No. 500. Price \$1.80. Terms 3-10. Net 30 days. Write for pamphlet showing other in-Stock Comfort numbers

BRANDAUE SHOE CO., Detroit, Mich.



Herold-Bertsch Shoes Are Building Satisfied Customers for Over 3000 Dealers

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

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

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

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

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

11-13-15 Commerce Ave.

GRAND RAPIDS, MICH.

Last
Chance
To
See

RAMONA

KEITH Big Time VAUDEVILLE

JEAN SOUTHERN & CO.
STAR OF STAGE AND SCREEN
"GIRLS WILL BE BOYS"

JIMMY CASSON & FRED KLEM
"SONGS, MIRTH AND MELODY"

ZECH AND RANDOLPH
"GROOMING THE GROOM"

DOYLE AND ELAINE
"A STUDY IN TAN"

JOSELYN G. TURNER

THE LA RAYS
"AT THE GOLF CLUB"

ANNA VIVIAN & CO.
"HUNTING"

MATINEES 3 P. M.

TELEPHONES: CITIZENS 21511; BELL M. 350

SEATS DOWNTOWN

PANTLIND STYLE SHOP

EVENINGS 8:30 P. M.

PECK'S DRUG STORE

THE TOLEDO PLATE & WINDOW GLASS COMPANY

Mirrors—Art Glass—Dresser Tops—Automobile and Show Case Glass

All kinds of Glass for Building Purposes

501-511 IONIA AVE., S. W.

GRAND RAPIDS, MICHIGAN

one shoe out on the counter in the front or any other part of the store. Handling Odds and Ends.

Of odds and ends we take the right shoe only and put a pin tag through the side and on this we mark the size and the price and set it out on a bargain table. As a mating number we mark them with a letter. For instance, if there are three pairs of sizes 5 we mark one pair A and the other B and the third C and then we mark the same number and letter on the box and put it on the shelf in the "close-out" section. In this manner the shoes take only half as much room on the bargain table. The right shoe is out for showing and fitting and when the sale is made we know just where to look for the mate.

Advertising.

In advertising shoes we follow very much the same lines that we do in other departments. We talk more about the shoes than about the price. Special stress is laid on the fact that the customer might be fitted, that we have shoes for the fat and shoes for the lean, shoes for the bunion foot and shoes for long and narrow ones as well. Only the number, a brief outline and the price are given. In other advertisements, especially at the close of the season or when bargains are to be had we play up the price argument.

Selling.

When a customer comes in to the Itasca shoe department, she is asked to take a seat and her foot is measured as to the length and width. Then, and not until then, do we enquire about what style of shoe she may wish to be shown. Never, under ordinary conditions do we ask her what sizes she wears. If she volunteers the information that she wears a 5 we cautiously suggest that as different factories use different systems of measuring it is not possible to tell what size is required unless the foot is measured by a stick that corresponds to the factory system of the brands we carry in stock.

To further illustrate this fact we use a "Ritz" measuring stick that shows two systems, the Standard and the Custom. There is just one size difference between these systems, a 5 on a Standard being a 6 on the Custom. When we have measured the foot, the trying-on process begins and we do not hesitate to suggest to a customer in an advisory manner what kind and style of shoe would best dress her foot. Customer Is Favorably Impressed.

You know, of course (just about how far we can go with this educational method but it is true that we are getting much business from the fact that customers who have not been given this kind of service are coming back to us in order to get the kind of shoe that they ought to have. The very fact that we measure the foot both ways, make some remark about the narrow foot, the high instep, the narrow heel, the length of the toe from the joint, etc., leaves the impression that we know something about fitting a shoe.

For the purposes of illustration, we have in the department a skeleton of a human foot in order to show just why a shoe should be long enough or wide enough or any other particular about fitting. This skeleton is kept in

a box cover that is just a little too short for the bones for the purpose of showing the effect of walking in a shoe that is not long enough.

Little Courtesies That Count For Much.

If the customer has on a shoe with buttons off or the tips are off from the laces we make it a point to replace them. For this we do not make any charge. It is part of the shoe service that we try to render.

Occasionally a customer comes in and wants a certain style of shoe that we do not have in stock. We carry women's and children's only and sometimes a mother comes in and wants what is strictly a boy's shoe. Rather than sell a shoe that is really made for a girl and that would not be heavy enough to give satisfactory wear, we never hesitate to tell them that they had better go down to one of the clothing stores where they will find the kind they really want. We do the same in any other case where we do not have the shoe in stock if we know that one of the other stores has the article wanted by the customer. We believe it is good business because the customer will have full confidence in us to give them service first and to look out for their interest.

When the shoe is sold we wrap up the shoe and keep the box, which we put back on the shelf upside down. This keeps the shelf full and if the shoe is returned for any reason we have the original box to put it back in, keeping the stock looking clean at all times.

Before wrapping up the shoe the style number, size and price are en-

tered in a book kept for that purpose. This leaves a valuable record that comes in handy. C. C. Peterson.

When Profits Go Out of the Front Door.

The crime wave, of which the daily papers have so much to say, is by no means confined to murders, robberies and deeds of violence. It manifests itself in a variety of subtle ways, and to the criminologist or the student of social conditions it affords an interesting study in group psychology. To the business man, and particularly the merchant, however, it presents certain practical aspects which are especially important.

From various sections of the country come an increasing number of reports of thefts of money and merchandise, the value of the property taken in some cases amounting to considerable. Many ingenious and clever tricks have been employed to outwit merchants and only too often they have succeeded. In one city daring young men impersonated drivers for a delivery company handling the business of many downtown merchants and got away with incredible quantities of valuable merchandise before complaints from customers began to pour in in such numbers that the system was exposed. Another group of clever thieves work the small outside stores in pairs, one holding the attention of whoever happens to be in charge while the other makes a getaway with two or three pairs of shoes.

While the amount of loss suffered by any single merchant through depredations of this kind may not be

staggering, the total for the entire country, even in a week, is tremendous. Moreover, few merchants can afford the loss of even a few pairs of shoes or a few dollars from the cash register which at the very least mean the sacrifice of profits on many sales. Merchants should, therefore, be especially alert to prevent leaks of this kind and should endeavor to systematize their methods to make them impossible. They should co-operate with one another through their local associations and enlist the aid of the various bodies of retail merchants, Chambers of Commerce and other organizations, besides securing the most complete protection possible from police officials.

It is to be regretted that in times like these, when the jazz spirit and the weakening of moral fiber which followed in the wake of the war, seem to have undermined the old-fashioned virtues, not even the sales force can always be held above suspicion. Here again it behooves the careful merchant to protect himself in every way against the possibility of loss, to be particularly watchful in the case of the extra help employed on Saturdays, during sales and at other times when the fact that the store is exceptionally crowded increases the hazard of dishonesty.

The Sum of All.

This is the height of our deserts:
A little pity for life's hurts,
A little rain, a little sun,
A little sleep when work is done,
A little righteous punishment,
Less for our deeds than their intent,
A little pardon now and then,
Because we are but struggling men,
True it is we cannot claim
Unmeasured recompense or blame
Because our way of life is small.
A little is the sum of all!

BOYS BETTER SCHOOL SHOES IN STOCK

Longwear Chrome soles



Unequalled Wear

Copyrighted



NATURE

8103—Boys', 2½-6 D	\$3.00
8133—Youths', 12½-2 D	2.75
8153—L. Men's, 9-12 D	2.50

Genuine chrome tanned sole leather.
Specially treated by our own process.
Will outwear two pairs of oak soles.

Goodyear Welts

Cocoa Brown Side

Half Wingfoot Heels

Special Leather Heel Stay

Lined Tongue



JUNIOR

8101—Boys', 2½-6 D	\$3.00
8131—Youths', 12½-2 D	2.75

UNLINED METALLIC FASTENED

CHOCOLATE ELK SCOUTS	
8213—Boys', 2½-6 E	\$1.50
8214—Youths', 12½-2 E	1.40
8215—L. Men's, 9-12 E	1.20
ONE SEAM BAL. CHROME RETAN UNLINED	
8207—Boys', 2½-6 E	\$2.25
8208—Youths', 12½-2 E	2.00
8209—L. Men's, 9-12 E	1.90

CHROME RETAN BLU., MUNSON LAST, SOFT TOE	
8210—Boys', 2½-6 E	\$2.25
8211—Youths', 12½-2 E	2.00
8212—L. Men's, 9-12 E	1.90
2 BUCKLE HIGH CUTS, CHOCOLATE, ELK	
8216—Boys', 2½-6 E	\$3.20
8217—Youths', 12½-2 E	2.80
8218—L. Men's, 9-12 E	2.55

Terms Net 45 days f. o. b. Grand Rapids, Mich.

HOWARD F. JOHNSON SHOE CO.

31-33 N. IONIA AVE.

SIDE LINE SALESMEN WANTED

GRAND RAPIDS, MICH.



Circumstances Under Which Price Cutting Becomes Crime.

Is a man who cuts prices a wrong-doer? From all over a country harassed by prices that rose too rapidly and fell too slowly comes a thundered answer: "No!"

Yet the Federal Trade Commission and the courts have from time to time ruled that price cutting and discriminations in prices may be very effective and very improper methods of competition.

A man went into a barber shop to get his hair cut. He didn't like the way it was done and said so. The barber didn't like what he said and said so. The debate flourished until it came to a point where the barber suggested that his customer go to a place where he could have his hair singed permanently and without charge.

The customer went out breathing vengeance and in a short time his method was plain. A vacant store as near as possible to the barber shop was leased, a barber installed and a large sign announced:

Haircutting and Shaving Free

The aggrieved barber went to the court, got damages and enjoined his vengeful customer from carrying on a barber shop where prices were cut to nothing.

Here is a case at the other end of the line: A manufacturer of tools was brought before the Federal Trade Commission on a complaint of competitors that he was selling below cost, and that he had reduced prices to drive them out of business.

The manufacturer was ready with his answer. He had not sold below cost, as his books would show. He was making a profit and a profit that satisfied him. He had, as it happened, a large supply of low-cost natural gas which enabled him to produce his product cheaply. If his competitors could not, was that his lookout? If he raised his prices beyond a reasonable profit to catch up with competitors, would he not be doing a wrong?

There seems to be but one answer. The manufacturer could not be accused of cutting prices unfairly. I recall another case which came informally before the Federal Trade Commission when I was its chief counsel. Complaint was made against a large manufacturing company that it was selling below cost for the purpose of killing competition. Its executive head came before the commission and was ready with a simple explanation. His product called for large quantities of cotton and linseed oil and his company had purchased largely when prices were low and prior to a war-time boom in both these staples.

Was he not justified in passing on to his customers the benefit of his shrewdness in buying? And if competitors couldn't meet the price, could he do anything about that? They were as free to catch him napping as he had been to catch them.

These are the extremes, but they serve to illustrate the points which are involved. Price cutting, when its sole purpose is to put competitors out of business, may well come under the ban of the Federal Trade Commission. Here is a wholly imaginary case which will illustrate how difficult of decision these cases might be.

The Blank Company makes a food product of general household use and has built up a successful business in one part of the country. Wishing to widen its field of operations, the company enters a new and competitive territory and sells its product at a price lower than its competitors and lower also than its own prices in the district where it is well established.

Is such business practice an unfair method of competition under Section 5 of the Federal Trade Commission Act, or is it a price discrimination under Section 2 of the Clayton Act?

If the manufacturer, invading new territory, is selling both below his own cost of production and below the prices by his competitors, it might be held that it was an unfair method of competition. But other factors may be involved. Suppose the Blank Company finds that to meet competitive prices in the new district it is obliged to make a price that not only is lower than his cost of production but lower than its prices in the district where it has been long established. There would come a new and highly debatable question. Is the price cutting in the new territory a discrimination against its older customers? The head of the Blank Company may have said to himself:

"Even if I lost money for a while, I'll get folks used to Blank's Biscuits, and after a while they'll be ready to buy them even at a higher price, or, it may be, by erecting a new factory, I can keep the present prices down."

That sounds like a reasonable point of view, yet here is a case with some points of likeness, yet where price cutting was plainly under the ban. A maker of household articles in a mid-west state had built up a business on the Pacific coast. His far-western prices were fairly and properly based on his prices in his nearby market plus the freight. A rival started a factory on the Pacific coast and was able to undersell him. Thereupon the mid-west manufacturer reduced his Pacific coast prices to a parity with his prices near home. In effect he sold below

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cost by absorbing the freight, and he did it, it was plain, to force the competitive factory to quit the field. That would seem to be an unfair method of competition, yet the mid-west manufacturer might well have argued to himself that he was only doing it to hold a market until he was able to devise other means of meeting competition.

One form of price cutting which would clearly seem to constitute unfair competition, is the fixing of one price to A and another to B. Yet there may be factors which cloud the issue. You are, let us say, making golf clubs and selling direct to retailers. In one city there are two dealers who sell your golf clubs, which are high grade and correspondingly high prices. One dealer specializes on your output, shows them in his window, advertises that he is a dealer in your "Auld Bobby Burns" clubs and is altogether a desirable customer. The other sells chiefly cheaper clubs but carries yours because he wants the high-grade line for appearance.

You are reluctant to cut off the second dealer. After all, an exclusive agency has its disadvantages. What easier than to give dealer number one a discount on orders over a certain amount, that amount being out of reach of dealer number two. There is a form of price cutting, or rather price discrimination, which might bring you under the ban of the Commission.

There is more than one way of cutting prices. If I give you two things for one price, I am cutting prices quite as if I had shorn in two my set figures. A practice of that sort came of a baking company which undertook to give free to every customer an amount of bread equal to his purchases. This was attacked as intended to stifle competition, and the commission ordered the company to quit its free bread campaign. In this instance, the case went into the Federal Courts where it was held that the commission had no jurisdiction because the conduct complained of was not in interstate commerce.

Another form of price cutting which attracted attention was that of a mail-order house which offered sugar at a low price on condition that a certain amount of other groceries was ordered. There the selling was coupled with misrepresentation, the effect of which the commission thought—and the court agreed—was that the company injured its competitors by leading the public to believe that the competitors were unfair dealers in sugar. As a matter of fact the company complained of was selling the sugar below cost. A Circuit Court of Appeals in that case said of the Federal Trade Commission Act:

We find in that statute no intent on the part of Congress, even if it has the

power, to restrain an owner of property from selling it at any price that is acceptable to him or from giving it away. But manifestly in making such a sale or gift the owner may put forward representations and commit acts which have a capacity or a tendency to injure or to discredit competitors and to deceive purchasers as to the real character of the transaction.

Another equivalent of price cutting or price discrimination which has attracted the attention of the Federal Trade Commission is the practice of selling or lending below cost equipment to dealers. In return the dealer is not to sell a competitor's product. A number of oil companies were before the Federal Trade Commission on the charge of supplying free pumps and tanks to retail dealers in gasoline.

The commission issued an "order to cease and desist," and the case went to the Circuit Court of Appeals, which took a different view and incidentally delivered itself of an opinion as to the commission's power over prices.

After holding that it was the "undoubted right" of the oil company "to furnish any and every purchaser such containers and conveniences to aid him in delivering the gasoline into the possession of consumers as it might see fit and at such cost as it might see fit," the court went on:

The right to fix prices is not given to the Federal Trade Commission. The only cases where the question of price has come into consideration have been those wherein the making of a price—in some cases high, in others low—has been used as an element in some fraudulent scheme of oppression. The price which one may put upon that which he has to sell or lease is a matter wholly his own.

Competition is not an unmixed good. It is a battle for something that only one can get; one competitor must necessarily lose.

The court further said that what the oil company did was nothing more than loaning a barrel with a faucet on it and added:

The fact that the tank and pump are much more expensive does not make the transaction different nor unfair. If that is not true then the law must mean that the Trade Commission is set as a watch on competitors with the duty and power to judge what is too fast a pace for some and to compel others to slow up; in other words, to destroy all competition except that which is easy. We are of the opinion that Congress did not intend to bestow any such power and that it did not intend to do more than to eliminate the almost infinite variety of fraudulent practice from business in interstate commerce.

The question of price discrimination as means of unfair competition is one on which the law has not yet thrown

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much light. The commission's power is limited to Interstate Commerce and to cases in the District of Columbia, so that the relations of retailers to each other and to customers have had but little attention. An effort to proceed against a dry goods store in a large Eastern city because it was competing unfairly by selling below cost a standard brand of men's underwear failed because of the interstate commerce provision.

Price cutting on trade-marked or branded goods is a field in which many business men would welcome more definite ruling. It is contended that cutting of prices on such goods is unfair since the competitor has no refuge in presenting an argument of superior quality or service. There, however, we approach the debatable ground of resale prices.

Price cutting as a competitive weapon is like having a hammer. It is all right to own it and to drive a nail with it, but you must not hit the other man over the head with it. What if the other man gets his head in the way? Well, there the law may step in.

Unjust Savings Bank Methods.

The savings banks of this country should drop that rule under which they credit interest only twice a year. Depositors should be credited with interest from the time the deposit is made, and it should be allowed up to the day it is withdrawn, all antiquated customs to the contrary.

Savings banks are public institutions, controlled by the states. No one is supposed to make any money out of them except those who draw salaries for work done as employees. Why, then, should the depositors, the majority of whom have only small amounts of money in their savings accounts, be deprived of even so little as one cent interest? Yet in many instances it is a fact that if a depositor is one day late in putting his money into the savings bank he thereby loses five months' and twenty days' interest. This custom is low, mean, absurd and unjust. It should be corrected immediately.

It will be corrected, for many of the banks and trust companies are now establishing savings departments in which interest is credited from the day deposits are made. While it is only a question of time when money will flow out of the savings banks into the other institutions because of this rule, it is now time for the state superintendents of banking to wake up to the situation and correct this injustice. —Magazine of Wall Street.

Value of Torn Currency.

When a bank-note or treasury note becomes o'd, it is often torn and pieces of it may be lost. As long as three-fifths of it remain intact, however, it still is good for its face value. Be-

tween two fifths and three-fifths of such a note is worth half the face value, and less than two-fifths is worth nothing.

Our paper money measures about seven and three-eighths inches the long way. This means that if a full-width portion of a bill measures between three inches and four and one-half inches long, it is good for half the face value of the bill. If it measures four and one-half inches or over, it is worth the full face value, and if it measures a little less than three inches, it is worth nothing.

Wanted Original Programme Observed.

The occupants of the parlor car of the limited were startled by the abrupt entrance of two masked bandits. "T'row up yer hands," commanded the bigger of the two. "We're gonna rob all the gents and kiss all the gals."

"No, pardner," responded the smaller one gallantly. "We'll rob all the gents but we'll leave the ladies alone."

"Mind your own business, young fellow," snapped a female passenger of uncertain age. "The big man's robbing this train."

No matter how many years we have been in the game, all of us can learn something new. When we have stopped learning, death has its fingers crossed and our Stygian shroud is in the making, whether we know it or not.

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Autobiography of Fire Extinguisher.

I am a fire extinguisher and was born in St. Louis. My sole aim in life is to fight fire, but it is only through my wonderful construction that I can come out the victor. I am strongly made of copper that can stand five hundred pounds of pressure per square inch. When I am inverted the cap of a bottle which I contain is broken and the sulphuric acid in it mixes with the bicarbonate of soda surrounding it. This forms carbonic acid gas which produces pressure enough to throw a

stream fifty feet. The acid when thrown on the fire through the hose, forms a heavy gas which smothers the flame.

Soon I was sent to a hardware store to be sold. I stayed there for a century, it seemed, though it was only two months. Each day I hoped a purchaser would happen in but, though the store was a busy one, the right person never seemed to come. One day, however, the object of my dreams came, a man looking for a fire extinguisher to protect his garage. When

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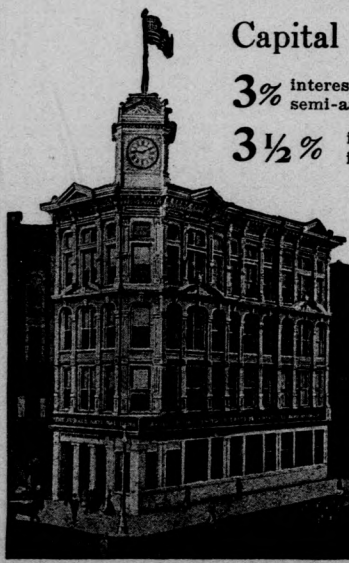
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he spied me he said, "There's just what I want," and he bought me.

I took up my new abode, hoping the time would soon come when I could prove my prowess, and as luck would have it, the time soon came. One day a big, valuable car drove up looking for gasoline. The foolish driver had driven the car hard and long until the motor was overheated, and now the car burst into flames. I was hurried from my secluded corner and brought into action, and the fire was soon put out. I had extinguished burning oil, a thing water can not do and I was very elated, you may be sure, over my first victory.

Soon it was decided to move to a larger building as business had increased until the little store we now occupied had become too small. In the new building I was hung up after carefully being refilled. Again I started to wait and hope for the time when I might prove my worth again, but as the seasons came and went I began to lose courage. Twice was I emptied and refilled. After each refilling the awful monotony of days continued, but out of monotonous days and blasted hopes came the greatest day of my life. Oily rags and other refuse had been allowed to collect and slowly, slowly, spontaneous combustion took place until the rubbish burst into flame. Immediately a crowd gathered and people asked, "Can nothing be done?" Then someone spied me. That was the turning point. I was quickly brought into action again and although everything seemed lost at first my cunning overcame fire's brute might and the structure was saved. Again had I saved the day and how jubilant I felt, for had the building been burned, owner and tenant both would have been bankrupt.

So here I still sit hoping, waiting for the day when I shall sally forth to battle again with the demon fire. My duty is to save property and I will safeguard all who are wise enough to keep me.

Harold Nicholas.

Advocates Cellar Trap Doors.

Dowagiac, Sept. 5.—The availability of trap doors in business houses for use of firemen is no longer an experiment. In some sections of the county they are required by law; in others the good judgment of the owners of the buildings, encouraged by the recommendations of the fire chief, have brought them into common use.

The installation of a trap door between the joists of the first floor of a

building requires a space eight by ten inches. A proper installation will so locate them as to make possible flooding of any section of the cellar by the use of a cellar nozzle. The distinct advantage lies in the fact that these trap doors permit the water to reach portions where the firemen cannot go.

The best type of door is of cast iron frame and the door itself is of cast iron, with a thumb hold. The common practice of using wooden traps is being discouraged in the more progressive establishments.

Another advantage of these doors is the obvious fact that their location can be determined thoughtfully. Compare this, if you will, with the resistance faced by the fire department in a sudden call where the trap doors are not used, which requires not only chopping through sections with axes, but considerable experiment to get the desired location.

A little analysis of any property will suggest the placing of three trap doors in the average building of from eighty to one hundred feet long, and to thirty-five feet wide. The insurance companies have recognized the advantages of fire trap doors, but to date have not reduced the rate, undoubtedly owing to the fact that the installation of these doors has not come into universal practice. It is surprising that the installation of fire trap doors has not been more vigorously recommended by fire chiefs throughout the country. The city of Goshen, for example, has a city ordinance demanding the use of fire holes or trap doors in the floors of all business places.

When the advantages are received, the reader will agree that every city in the country should have a similar ordinance and for the fire chiefs of the Michigan State Fireman's Association to bring this matter before their local council would not only reflect a fine service, but would surely impress the council with the progressive ideas suggested and employed by this association.

In the city of Dowagiac the writer may be permitted to cite one instance. The Round Oak Stove and Furnace Company have had six fire doors which they made themselves, installed in their office building, with a cast iron frame and a cast door.

I should be very much interested to hear of any of the other fire chiefs who have encouraged the installation of a fire trap door, with any specific cases where it has materially helped in the fighting of fire.

U. P. Leader, Fire Chief.

Never Wrote a Book.

Two men were hotly discussing the merits of a book. Finally, one of them, himself an author, said to the other: "No, John, you can't appreciate it. You never wrote a book yourself."

"No," retorted John, "and I never laid an egg, but I'm a better judge of an omelet than any hen."

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1,202.96	1914	1,518.99
3,087.11	1915	3,874.58
5,885.33	1916	5,606.11
7,191.96	1917	6,647.47
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35,507.00	1920	37,247.42
68,917.43	1921	43,785.79

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FROM LONDON TO GLASGOW.

Trip By Automobile Was Dream of Beauty.

Carlisle, Eng., Aug. 13—The auto trip from London to Glasgow was a dream of beauty and satisfaction. We had an intelligent and communicative chauffeur, who appreciated what we wanted most to see and who always slowed down at the right places. We sometimes took the wrong road, but this was not disturbing, for we were seeing what we could of the country in a given time and all roads were fine and replete with interesting things that kept us exclaiming constantly.

Once out of London, we were passing through the finest country to look upon in the world. England has her tremendous problems and her petty political annoyances to disturb her, but in traversing her country side the noisomeness of the Irish question or the war reparation problems is not in evidence. The country and people give the impression of thrift and satisfaction in living. The distinguishing characteristic of the country side is its captivating scenery, punctuated by just enough novelty for the American traveler to maintain his enthusiasm.

The prevalence of hedges of all types, while at times annoying, because they persist in cutting off many delightful pictures from the highway, are in the broad reaches of landscape with their variety and picturesqueness an attractive and distinguishing feature. On the whole, we thought the most charming views were from Oxford to Coventry, and Leamington appeared to us as the finest residential city on our route. We had visited Hampton Court, so we rolled through its environment without stopping; but Windsor Castle, with its art treasures and views from the windows, occupied a pleasant hour. We spent a night at Oxford catching a little of the spirit of its twenty-three colleges by running into some of its squares, gardens, chapels and parks. We looked in at Blenheim, which furnished the setting of Scott's Woodstock. It is owned by the Duke of Marlborough and contains 5,000 acres, enclosed by a retaining wall. The great oaks and forest and attractive landscapes are just as they appeared at our former visit long ago.

We ran in at Dropmore, the estate having the wonderful individual trees from all over the world, with the plain legends on the labels telling the story of each.

We saw the college at Eton and recalled the beautiful thought in Gray's Elegy as we passed through Stokes Poges.

At Stratford we took the round of the celebrated places and listened to the stories about Shakespeare as detailed in well rounded sentences by the guides.

In nearly every town we passed through we noted the memorials erected to the men who made the supreme sacrifice in the last great war and the simplest were the best. One was a bronze statue of a common soldier on a dignified pedestal, upon which were distinctly inscribed the names of the martyrs with an appropriate legend. It was located in the center of a busy street. They have not been tardy in English cities in paying their tribute to the honored dead and evidently have not wasted time in a controversy over the type of the memorial.

We paid our respects to the ruins of Kenilworth Castle and spent an afternoon on the Warwick Estate and within the castle. The great trees lining the impressive entrance carved out of solid rock lead in graceful curves from the street to the Castle. The gardens and vistas, the great collection of armor and portraits and the exquisite carving of the interior, the relics of royalty and the wonderful tapestries, made this a red letter day in our journey.

It rained all day as we traversed the region from Stratford to Manchester, but we enjoyed the rugged scenery through Derby, Mattoch, Rowsley, Bakewell and Buxton, which is the summer city of England.

In passing through Manchester, we rolled over twenty miles of granite pavement and I recalled what an ordeal this was on a bicycle thirty years ago. It is the same pavement and a hundred years from now it will be there. The day from Manchester to Carlisle was one of alternating sunshine and showers. We were in the region of black faced middle wool sheep and short horned cattle, great crops of wheat and oats. It was haying time and the farmers were having the greatest difficulty in securing the crop because of the continuous rains.

The roads we traversed were simply perfect. The maintenance was continuous and repairs were going on everywhere, with no hindrance to traffic and no detours, because of the perfection of the methods employed. We have a great deal to learn from these people in road making and especially in repairs.

There is nothing in all my travels to compare with the English lake region. It is incomparable. There is a finish in every detail of the views from the highway I have never found elsewhere. The topography of the country is such as to give one a great stretch of farms with the intricate lining of hedges and walls on inclined places with a background of great hills and a skyline of wondrous beauty. Trees are grouped and in masses and scattered as individuals over the whole range of vision as if planted by an artist to make a picture. Cattle, sheep and horses in pasture can be recognized over miles of country from almost any point of the road we traversed. The stone walls are embroidered by nature and the dwellings in simple dignified architecture are embellished and draped as if they were on exhibition.

The season has been so moist that the greens are all fresh and no note of discord is anywhere to be found in the wonderful panorama.

The drives contiguous to the lakes are admirably laid out and every element of beauty is made to perform some function in scenery of complete finish.

We paid our tribute to Wordsworth as we visited his burial place and worshipped in the church he attended and in the beauty of the surroundings of his home we could see whence came the inspiration that led to his exquisite poetic revelations.

Our last night of the trip we spent in Carlisle, near the Northern border of England, and I want to record again my commendation of the great use made of the rivers in many cities in adding to the pleasure of the people. This was particularly noticeable in Leamington and Carlisle. In each case the municipality has recognized the rights of the people to the use of the river borders as recreation areas. The maintenance of the river banks for park purposes is not expensive and when I saw the great uses made of them by the people in adding joy to life. I felt that in our own city we were recreant to a great obligation in neglecting to realize on so valuable an asset.

As I pencil this letter at my hotel in Carlisle on Sunday evening the borders of Eden River are alive with people enjoying a glorious sunset. There is plenty of room for all the industries and commercial enterprises without invading the territory made sacred to the diversion of all the people and the fact that this area is so accessible makes it invaluable for this purpose. Charles W. Garfield.

Cranky customers are hard to handle, but a good salesman knows how to get on with them and make them boosters for the store.

Political Courage Would Crush Labor Union Treason.

Grandville, Sept. 5—Class fear appears to be the greatest curse to this country to-day.

Fear of what the labor union vote might or might not do influenced the whole policy of one administration against the best interests of the country. That the tail should wag the dog was a sight for tears.

And to-day, after a majority of many millions declared for a cessation of such an insane policy of knuckling to the minority, we are having an exhibition of imbecile crouching down before the labor vote which is sickening to the last degree.

Why is it that men with honest hearts, a fair degree of brains and a desire to do what is right will so suddenly and foolishly take fright over what may happen to them politically?

This is either a Nation with a big N. or it is a coward makeshift of separate states without rudder or sail, drifting helplessly before the winds. The habit of drifting, or of watchful waiting, has been annexed from the late Wilson administration. We had hoped—nay, expected—that when the people made known their wishes so overwhelmingly in November, 1920, that there would be no further knuckling like whipped curs to class in this country.

It seems we were mistaken in the manner of men we chose for public office at the last National election. Time servers, boneless jellyfish is a mild term to apply to such characterless creatures, and we may bless our stars that the people by ballot have another whack at men and conditions this fall.

The primary system of nominations is a very weak sister to the political brotherhood of the Nation, but it is all we have at present, and must be made the best of until something more sensible and pliable to the wishes of honest citizenship comes to the fore.

In a republic like ours it seems queer that there are so many weak minds among those who seek office at the hands of their fellow citizens. A strong man is everywhere respected, even though sometimes he makes mistakes. Among the list of legislators at Washington we do not seem to have a single strong, self-reliant personage who does not fear what the Miss Nancys will say of him or do to him if he strikes straight from the shoulder in defense of truth and justice.

The strikes furnish an instance of despicable trucking to class among our legislators. Then there is the bonus bill, lately passed by the upper house of Congress. The plain facts are that the voice of the Senate has been influenced by the fear that the soldier vote would be alienated unless this unjust, unrighteous and in every way objectionable measure is forced upon a helpless, debt-burdened people.

The rights and wrongs of that measure have been discussed until every school boy and girl knows the situation, yet for fear of losing their official position legislators let their fears make abject cowards of them.

In looking backward into the past we find that the men of courage who vote as their conscience directs have won the laurels of public acclaim and are to-day honored as the great statesmen of our land.

In order to be a statesman one must be able to sacrifice his personal fears for the good of all. Cliques and factions should have no power to sway his judgment or his vote. In the case of this bonus contention, the best men of the army, men who went across, did their duty in battle for the Nation, returned unscathed of bullet or gas, are not the ones who are making high heaven ring with their demands for a present from this Government whose depleted treasury and over twenty billions of debt places it in a position which precludes paying anything of the kind.

Every candidate for United States

senator from Michigan favors the unjust and mischievous bonus bill, wherefor not one of them is fit to represent the State at Washington.

The strike situation has been handled badly by our governmental officials. To permit a few thousand strikers to tell Congress and the President where they get off is the height of insolence and should be re-sented by a dignified enforcement of the law which would cut short the unjustified rebellion against the American people.

The people of this country have been tried as by fire. Their homes and firesides are menaced with frost and food shortage and a great Government has bowed in helpless imbecility before the union labor bosses. It seems strange that these bosses of a few should be permitted to boss the hundred and more millions of non-union citizens of the Nation. They are doing it, however, and flouting every offer of conciliation and brotherly love made to them by a long suffering people.

In time forbearance will cease to be a virtue.

When that time comes, then the labor union looters and plunderers, as well as the conscienceless profiteers, had best look to themselves.

It has been asked is there no politician with sufficient courage to brave the labor vote? To date we must give a negative answer. Nevertheless the man in public life who has the courage to come to the rescue of the great majority as against the rebellious few, will meet the undying plaudits of a hundred millions, and will make for himself a name that will live in history.

The minutes, the hours, the days, the weeks are waning and no Moses has showed his head. If President Harding would abdicate for a short visit to South America, perhaps the man who brought the riotous policemen of Boston to their senses might step into the breach and bring order out of chaos with a sharp use of the Government whip. Old Timer.

The clerk who keeps his expenditures within his salary will not be tempted to take what does not belong to him.

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THE GREAT MIDDLE WEST.

Where the Typical American Is To Be Found.*

I have so many times had the pleasure of appearing before the annual convention of this Association that I have begun to wonder whether or not my presence had not become a habit with the organization, which it has found hard to shake off, and that it tolerates this part of its program as one tolerates the habit of buying a straw hat on June 1 or eating fish on Friday—things that must be done however little they are liked. I am sure that what brings me here is either this force of habit or that it is due to some feeling on the part of your Secretary, like that which my chief gardener has recently expressed to me while we were discussing our domestic affairs. She declared that she was about through with annual plants; she wanted perennials. She said they were not nearly as showy or as suitable, but they did have the recommendation of being there when they were called upon.

I am certain, however, that I, on my part, regard the opportunity of appearing before this gathering as an honor and a pleasure. I have heard many people talk about bankers. Now and then there are those who accuse them of being hard hearted and cold in their dealings with the rest of humanity. There have been times when I have found them somewhat chilly to certain proposals that I have made, but I presume that that has been on account of the kind of collateral that I was tendering. (Laughter.) But now, after a good many years' acquaintance with the bankers of Michigan, I am a long ways from feeling about them as did the man who applied to his banker for a loan, and to whom the banker said, after he had granted it at a high rate of interest and a substantial discount, "Did you know, John, that I had lost one of my eyes in the automobile accident." John said, "Yes, I heard you did." "Well, did you know that I got a glass eye, and so perfect a job that nobody has been able to detect which was my glass eye and which was my natural eye?" "Yes," John said, "you have got a glass eye." "But," said the banker, "how can you tell that? I have found no one who could detect the difference between the natural eye and my glass eye." "Why," said John, "that is easy; your right eye is your glass eye. I know that because I detected a gleam of human kindness in your right eye."

Perhaps it is this long acquaintance with the Michigan bankers that encourages me to-day to attempt to turn your thoughts from the immediate questions of the banking business to some of the more fundamental things which every banker, every business man and every citizen has now to deal. I do not mean to sermonize about them, for I am not pessimistic. There is nothing in the outlook, the surroundings or in your faces to indicate anything but optimism. There is an inspiration in this gathering—there is an inspiration in the majestic progress

of this ship traversing as it did last night the garden of the Great Lakes, and now steadily plowing its way to the North Country. The voyage itself is an inspiration. We are following the course of the discoverers who planted the flags of France and England on these inland seas. We shall mount the rapids from which the danger has been removed by stupendous mechanical works and find the end of our voyage in the city named after the most intrepid of the early adventurers. As one is carried Northward on these waters, over which the early voyagers went so slowly in their canoes, one cannot help but feel satisfaction in living in these times when mechanical invention has almost conquered nature, when prosperity is returning to our Nation, nor can he help but feel a peculiar satisfaction in living here in Michigan, in the Middle West, in the heart of the Nation.

Why do I call it the heart of the Nation? Because it represents everything that is best on the American continent. Here rise the great waterways that flow to the Atlantic and the Gulf; and that now determine, and shall more and more determine, the trend of business and population. Here are the typical American industries, here are the typical people of America; here are exemplified the best instincts of all intangible but glorious thing—Americanism. Why do I say that the Middle West represents in its industries the best of America? Because in the variety of its industries American enterprise and ingenuity are more distinctly expressed than anywhere else; our genius is various, so are our industries various. Here we demonstrate that the Yankee ingenuity, famous a century ago, is again reasserting itself by building success out of the most diverse factors. It is not in the natural resources of Michigan that we find the true foundation of its industrial prosperity. It is rather in the ingenuity of its people.

But not only in the variety of its industries is the Middle West typically American. In the freedom of these industries is demonstrated the best American spirit. By freedom of industry, I mean the manner of its growth, the liberty of its employment, the ability of the humblest wage earner to win success in it. Here around us example after example may be found of the rapid and triumphant rise of the humblest worker at the bench to the head of the most magnificent industrial organizations. Nor are these industries typically American alone in their variety and in their freedom. They represent the best American spirit in their relation to the rest of society. They dominate no Middle West community to its undoing. They develop it. They work with it. They stimulate its every function. Better education and better living follow in the wake of the establishment of the Middle West Factory. You may hear of the faults of the factory situated elsewhere in the world, but you rarely hear of it in this part of the United States of America.

But I said that this Middle West represents what is best in America not only in its industries but in its people. That is true, for here you find the pur-

est of American blood. I don't mean by that that our people are necessarily of Yankee extraction, or that they can be said to be entirely dominated by the Anglo Saxon, but I do mean that the early settlement of all its vast territory by the adventurous and enterprising spirits of New England and the Virginias, New York and Pennsylvania, tempered succeeding generations and stamped upon all the people of the great Middle West a clearly defined personality. There have been added to that old stock many alien strains: the French, who came to the shores of the Great Lakes; the Dutch, who settled in Western Michigan; the Scandinavians, who still stream into our farm lands.

But I said that not only in its industries and in its people was the Middle West typically American. It is typically American in its instincts. We are coming more and more to think of the typical instinctive American as of the great Mississippi Valley and the prairies of the Middle West. Here grew up Lincoln, who, through the ages, will be accepted as the type of our people. Here grew up Grant, whose indomitable energy is a model of Americanism. In this great territory comparatively isolated in the valley between the Alleghenies and the Rockies, the successors of the early settlers have husbanded their heritage; and as the flower, by constant breeding improves the richness of its bloom and perfume, so they have steadily worked towards perfection, more and more in heart and soul they are American. It is a fortunate thing that there is in this Nation this stronghold of Americanism. It is not alone across the seas that issues arise to alarm us. They exist here in America to-day, though our solidarity, our loyalty and our Americanism reduces the danger to the minimum. I don't intend to try to settle any of them here. I am not going to try to discuss the economic situation or the world problem. But I do want to emphasize the relation of our Middle West to the more important questions now uppermost in the public mind.

There are at least three great problems steadily emerging from the discussion that was intensely increased by the great World War. There is first, the question of that general assault upon the idea of property. I say assault because what was before an idea has been transformed from a theory into a bloody fact, which has cost millions of lives and well nigh destroyed the great Empire of Russia. Once but a dream of the Socialist, it is now an alarming and destructive reality, which as yet all the genius and power of the world has not been able to curb or repress. Seeds of the same idea exist here in America, for the socialism of Russia finds its supporters even within our borders. Only the other day they departed from Detroit a Russian who openly advocated the destruction of the Government, but whose deportation was protested by many misguided and deluded and, perhaps, sincere American citizens. The idea of community ownership is found not alone in Russia. They have organizations in America that advocate it, and the Middle West has not been

free from them. Then, too, in this general assault upon the fundamental idea of civilization, the idea of private property, the American labor organizations are not entirely blameless, although they protest that they are not socialists. In their attempt to restrict the output of the manufacturer, in their refusal to abide by the decisions of our legal tribunals, they respond in kind to the arguments of the Bolshevik. The railroad Unions, having submitted their case to a tribunal constituted under the law of the land to determine their wages, propose to resist this decision by a strike. And when the highest court in the country declares that an unincorporated labor union must be as subservient to the law of the land as is any other unincorporated organization, they declare that a blow has been struck at American labor and all of its work has gone for naught.

We see the beginning of this blow at private ownership even in our tax system that attempts more and more to collect the taxes for the support of the Government, not from our citizens in proportion as the benefits of the Government are given to them, but in proportion to the ability of the citizen to pay. These are but parts of the general attack upon the fundamental theory of our civilization. For that fundamental is in the last analysis the protection of the private property of the individual to that individual. It is not singular that, side by side, with this general assault upon the theory that the individual has a right to that which he has earned so long as he does not injure his neighbor, there has grown up a steadily increasing volume of laws designed to regulate the use of private property. It is not astonishing, with all of the complexity of modern life, that government should be more complex. But it is to be regretted that the effort of Government should not be towards simplicity rather than away from it. It is to be regretted that the people seem to demand at times a multiplication of government agencies and government interference with their private affairs. The theory that if you pass a law you dispose of the problem is not yet eliminated from the American mind. The demand for legislation seems almost a necessary part of a democracy, for, when given the ability to make their own laws, the people seem to desire to demonstrate that ability, even though the laws be entirely valueless. But laws are no more than the expression of the public wish, and unless that expression is a true one and unless, behind the wish, there is the will to conform to the law, the law is valueless. Multiplication of statutes, interminable sessions of the legislature add nothing to liberty, and take a great deal away from prosperity. There are some who even now want Congress to adjourn.

Nor is there anything in the idea that when you make an official out of a citizen, you have endowed him with any greater knowledge than he had before. The simple creation of a Blue Sky Commission does not endow its members with perfect judgment upon all industrial enterprises. The mere setting up of a Board of Health does

*Address before Michigan Bankers Association by Hal H. Smith, of Detroit.

Visitin' Round

WITH
KELLY CLIENTS

FROM a \$500.00 stock to a \$60,000.00 inventory—

FROM an annual business of \$15,000.00 to a turnover of better than \$200,000.00—

THAT, in brief, is the achievement of Mr. W. A. Florence, President of the Florence Dry Goods Company of Marietta, Georgia, in the past twenty years.

EARLY attempts in the mercantile business proved mighty costly, due to several fires and other setbacks, but with his whole ambition centered on having the finest store in Marietta, these difficulties served only to fan the flame of determination.

REALIZING that "selling" the clerks means selling more goods, Mr. Florence is a firm believer in daily selling talks and close association between an organization and its head.

HE is a careful reader of the trade magazines, and not only reads but puts into practice many of the real selling helps carried in the pages of the various journals.

IT is only natural that Mr. Florence should look up Kelly Service because of its reputation for making a poor business good, and a good business better.



CAREFUL investigation convinced him that the Kelly System offered the highest type of merchandising plans that not only moved old unseasonable goods, the lines a merchant most wanted to sell, but operated in such a manner as to create a most favorable impression both to his old customers as well as hundreds of new ones brought in.

HIS Kelly campaign just completed accomplished those results in an even greater proportion than he had hoped for.

HE will be glad to tell you of what we accomplished for him and—

WE will gladly submit our proposition as it will apply to your particular stock and situation. The size of your stock and what you desire to accomplish will provide the necessary information and means no obligation.

T·K·KELLY SALES SYSTEM
MINNEAPOLIS·MINNESOTA
U. S. A.

not eliminate disease. The mere creation of a Board does not insure the justice or wisdom of its regulations. On the other hand, the multiplication of commissions and officials does do two things; it increases the expense of Government, and it multiplies the interference with private initiative and private industry. Of the expense of government, we have learned a great deal. Here in Michigan, where our population has increased but a quarter in the last ten years, our taxes have multiplied five times. Much of this results from an increased demand for public improvement, but much of it as well results from an increase in governmental activity, a great deal of which could undoubtedly be foregone. Now, the creation and increase of this bureaucratic government has a more insidious and evil effect than the mere increase of taxes, for the tendency is for the bureau to pass the line of necessary regulation and to seize on new powers. Although its activities may seem beneficial, they may so restrict individual enterprise, industry and ingenuity, as, in the end, to lower the level of the whole citizenship. This is the evil of a bureaucratic government, which, of all governments history has the most condemned, for it has the faults of a monarchy without the possibility of finding the responsible head to hold to account.

Then there is the third great problem coming more and more to the front that arises out of the addition to our population of the great horde of immigrants that have been flocking to our shores. They come here to find freedom, but in many instances, they interpret freedom as license, and they make our cities hot beds of trouble and crime. Their ideals are different. They bring with them racial hates and prejudices that follow generation after generation. No one knows how long it will be before they have been fused into Americans and themselves assimilate the spirit of our institutions and the instincts of our social life. I speak of these three great problems because it is here in the Middle West that America must look to have them settled. I have no fear of the results, for the spirit of the Middle West, although at times erratic, although at times unsettled, will, in the end, find the solution. The Middle West is definitely against any attack upon the institution of private property. Its whole civilization is grounded upon the ownership of the farm. Firmly imbedded in the foundation of its institutions is the theory of the ownership of land. Those who, in the early days, served the country in its armies, were rewarded for their heroism by gifts of homes in what was then a great wilderness. Later the Nation opened to the homesteader vast tracts of land where the eager settler has come to build his home and rear his family. There is nothing in the fundamentals of our people that is in common with Soviets, government ownership or community control. The pioneer who won from the wilderness his right to live, will not yield to community ownership, nor will his children's children. Neither he nor they will ever have much sympathy for the assault upon capital and wealth which

the Socialist voices. There is, of course, a just rebellion against the illegal use of wealth, but the mere possession of wealth is not regarded as evil. The Middle West furnishes, too, many examples of righteous wealth for this. It was not long ago that the mere fact that a man was rich at once suggested wrong-doing. But this has been changed. The most conspicuous financial success of the Middle West is singularly free from the envy of the Bolshevik. I count this to be the greatest benefit that Henry Ford has conferred upon mankind. He has developed an astonishing mechanical device, and has created an enormous industry. He has been a boon to men and women the world over. But the one great thing he has done for which he should be given credit, is that he has well-nigh destroyed, at least here among us, the idea, altogether too much prevalent before, the idea that mere wealth is evil. The humblest citizen in America understands that while Henry Ford has immense wealth, it is not evil wealth; and with that thought we have gone a long way towards the justification of private property and of capitalism.

So I say that here in the Middle West every fundamental instinct of our people will teach us to defend the institution of property. As our civilization is grounded upon the institution of private property, so shall the Middle West demonstrate its justice and defend its theory to the end of time. There is no place here for the Soviet. I find it is not so easy to indicate the path that this great central part of our continent will follow in dealing with problems of governmental control and governmental activity. As our daily problems are various and multiplied, so are we inclined to call upon the Government for a variety of interferences. We have from time to time been the sponsors of erratic schemes, in which there was much truth, but also much wild thinking. It was in the Middle West that the Granger Legislation started; it was in the Middle West that we heard of the Non-partisan League. It is in the Middle West that we are trying out perhaps more than in any other place in the country Government by Commissions and administrative Boards. But these are but sporadic examples of an unsettled interest in governmental matters. In the last analysis the sound business judgment of the conservative owner of the land will prevail. There is a multiplication of Government Bureaus, for we have a genius for being governed, it seems. But as government activities multiply and the expense thereof increases, there will come a revulsion, if not against interference of these activities with the business of the country, at least with the expense of the interference. We have already felt it somewhat in Michigan, where an attempt has been made to centralize those activities. Here and there the careful observer can detect that the pendulum of regulation is swinging the other way. The railroads that were for years the target for regulation now have public sympathy more and more. More and more we shall realize that you cannot stifle individual initiative without de-

stroying industrial life. More and more we shall appreciate that it may be better to release business from some control and suffer some inconvenience rather than to dampen the ardor of the daring spirits whose leadership is the guarantee of American progress.

The last problem, that of immigration, is a growing problem; its intensity varies with the numbers of those who come to our ports of entry. It has been with us since the foundation of the Nation. What effect will it have on the whole scheme of our Government, this rapid change in the character of our people, this influx of immigrants? New England, once typical of American industry and thought, has lost, to a certain degree, its Americanism. The New England farmer is no longer a Yankee; the New England mill-hand is no longer a descendent of the early settler. Even its great cities are dominated by the alien population. Will the Slav, the Latin, fuse into that singular citizen known as the citizen of the United States? How long before they will be amalgamated into our institutions so that their very instincts are no longer Slav or Latin, but are swallowed up into that greater and better instinct, the instinct of the true American? There is no doubt that the fundamental American is Anglo-Saxon. He has been trained, bone and sinew and soul, for centuries in a single mold. Can these others acquire in one generation or in two generations the same thoughts and instincts? Too often we forget that it took 150 years from the settlement of this country to perfect it into something so distinctly American, so unified in thought and aspiration that it could rise and successfully stand out against the mother country. It was as long in forming as we are now from the Declaration of Independence. Now, when we have admitted into that community millions of these foreign elements, is it surprising that we wonder whether it will take as long again to fuse them into the American mold or that we wonder what the Nation will be when they have fully united with us?

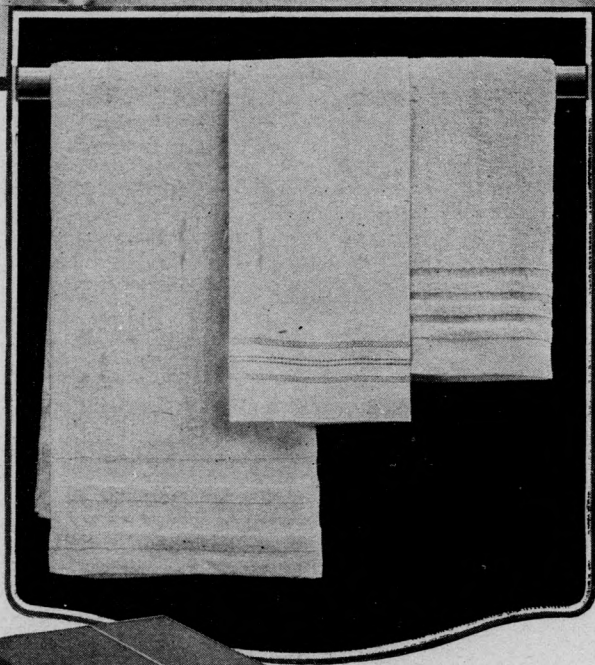
I know there are many who say, now, that Americans can be born anywhere in the world; that if they but seek liberty and freedom, they have the essential American spirit. I read that the other day in one of our leading New England magazines. But that is not true. The worship of Lincoln alone does not make an American. The flame of the desire for freedom burns everywhere. But the hope for freedom balanced with the respect for restraint, that is true Americanism. The understanding of the law and the willingness to obey constituted authority, not from fear but from respect, that is something that must be absorbed, and that can only be absorbed through long study and contact with the American institutions. The learning of the Declaration of Independence, an essay upon the method of our Government, the hurrah for the Flag, these do not make Americans. Six months' residence by the Pole or the Russian does not make an American. The process of melting must be a long one. Education and supervision must

be made use of. Every agency of society must be bent to the task. Segregation must be denied the newcomer. The American language must be insisted upon. Even with all this the task will be a hard one.

But, however, this may be, it is here in the Middle West, that you find the best flux for the fusion of these diverse races. If they are to be fused, here is the best material for their amalgamation. There is something in these lakes, these broad prairies, these forests, these mines, even in these factories that inspires the hope that here we can make new Americans with greater facility and greater ease and greater success than in the crowded Ghetto of New York or the cotton fields of the South. We see this promise in the loyalty of our people to the soil on which they reside, we see it in the success of their industrial enterprises; we see it in the astonishing growth of the agencies of education which reflect more accurately than anything else the true American progress of our people.

Now, these problems will not settle themselves. They need constant thought and attention upon the part of the individual citizens. These forests, these farms, these mines, these lakes while they breathe the very spirit of freedom, never can transmit it to the people unless they are assisted by the efforts of the individual citizen. He must constantly keep before him the ideals of Americanism. He must remember that the Government is fundamentally a Government of contract, that it is built upon a written constitution—that we started with a firm and steadfast law, a law that protects the individual in his life and his liberty and the pursuit of his happiness, and guarantees to him his property so long as he uses it without injury to his neighbor, and guarantees him not only against injury by others, but against injury by the Government itself. He must realize that the foundation of our country is no more liberty than it is respect for law and tradition. We have in the past emphasized freedom as the essential American Doctrine. It may be that we shall hereafter have to emphasize restraint. Freedom may degenerate into license. It is only when united to tradition and obedience to the law that liberty is the anchor of all civilization.

What we want then is first, candid earnest thought and then plain speech. There can be no compromise with the errors of license of the Soviet or the rebellious. We expect that thought, that speech, that loyalty here in the Middle West. Daring but conservative, tolerant of experiment but discarding the faulty, never content with half knowledge, respectors of tradition, obeyers of law, such are the people of the Middle West. If new ideas, new faces and new blood shall in time modify and transform the character of the rest of the Nation, here in the great Middle West shall yet be found the typical American. To him can be safely submitted the difficulties of the future. Mistakes will be made, the intolerant radical may have his day, but the sober judgment of the American people, exemplified in this the heart of the Nation will ultimately prevail.



Each package of genuine Cannon Towels has the blue trade-mark label on the wrapper. Look for it.

These are Cotton Towels of Exceptional Quality

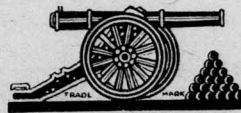
CANNON TOWELS are ideal merchandise for you to handle. In appearance and quality they will please the most fastidious customers. In price they appeal to the pocket-books of all.

These towels are Cannon made from the raw cotton to the finished products, and woven into every towel is the experience of the Cannon Manufacturing Company, the largest producer of towels in the world.

Cannon Towels are made of high-grade, carefully selected cotton. They are finished by a process of bleaching and finishing that gives every towel a superior appearance that will not wear off nor launder off. Cannon Towels are exceptionally absorbent.

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Michigan Retail Hardware Association.
President—Charles A. Sturmer, Port Huron.
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Secretary—Arthur J. Scott, Marine City.
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Planning the Fall Sporting Goods Campaign.

Written for the Tradesman.

With the first touch of that "autumn feeling" in the air, the hardware dealer commences to plan for his fall sporting goods trade. The spring and summer activities in this department are making way for other pastimes, of which hunting is perhaps the foremost.

"What are the essentials of a successful sporting goods business?" I asked an experienced dealer; and he answered:

"You can make the business a success by intelligent displays; by giving the goods a prominent location in the interior of the store; by taking an interest in the purchases of each customer; and by acquiring a reputation in the community for being a devotee of sport yourself."

It must not be forgotten that a successful fall season not merely means a profit extending over this period, but that the merchant at the same time is more firmly establishing his position in the sporting goods trade of the community. This is a very valuable asset. Once become recognized as the "right" store, and sportsmen will give your place of business a decided and habitual preference.

Sporting displays should be run regularly throughout the fall, so far as your display facilities will permit; and care should be taken that all the branches have a fair share of attention. For instance, some merchants think that the only lines worth showing in the fall are guns and ammunition and that football supplies and gymnasium outfits are not worth the trouble of displaying.

This is a great mistake. There is hardly any line but what has some points of attraction, even to those who are not of a sporting frame of mind. Even the simple home exerciser has what may be termed its potential devotees, who only await an attractive display to arouse their interest.

A display should certainly be devoted now and then to gymnastic supplies. Here is a field that is ever widening with the growing recognition of the necessity of some form of physical exercise for both young and old. Nowadays all sorts of social organizations are giving attention to gymnastics; and while this is particularly true in the larger communities,

even the country places represent a good potential field for the enterprising merchant.

If there is a social club in existence already, then the merchant's work is so much the easier. If there is not, he should offer his services to promote such an organization. And don't forget the desirability of occasional attractive displays, helped out by catchy showcards.

In the display of fall hunting lines, one hardware dealer found that very good advertising resulted from a competitive window. He made a trim of shot gun shells, and offered a hunting coat as a prize to the competitor guessing nearest the number of shells in the trim. This display had the advantage that the pile of shells did not materially interfere with the showing of other appropriate articles in the same window; it merely helped to attract attention to them. The great fault of some competition windows is that they spoil the outline for other goods.

A good way to interest sporting men in your store is to post bulletins regarding the prospects for sport in the various districts in your locality, and the luck that the early hunters are having. All such information is helpful to the hunter, and he appreciates it; and it naturally inclines him to visit the store. The same is true with bulletins of any athletic series going on. Post the results so that the store becomes identified with every sporting movement on foot in the community.

There seems to be some difference of opinion in regard to the renting of guns; but in general it helps trade. It is a good means of making money on old stock, and is also a fine way to develop future customers. Many a young fellow, invited out for a day's sport, has to refuse because he cannot put his hand on a gun. Supposing an enterprising hardware or sporting goods dealer rents this man a good weapon. The young fellow goes off, gets a good day's outing, even if he shoots little except the branches off the trees, and comes home well satisfied and enthusiastic regarding the outdoors. This season or next season he is going into the game properly, and the chances all favor his purchasing his permanent equipment from the merchant who rented him the gun.

Outside these prospects of future gun sales, there is to be considered the direct revenue from the renting of weapons, as well as the incidental sale of ammunition. Of course the merchant is well advised not to take brand new guns out of stock for renting purposes; but there is hardly a store that hasn't a few guns that could not possibly sell as new lines

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



VIKING TIRES

do make good

VIKING TIRES give the user the service that brings him back to buy more.

Cured on airbags in cord tire molds, giving a large oversize tire.

We have an excellent money-making proposition for the dealer. Write us for further information.

BROWN & SEHLER CO.

State Distributors

Grand Rapids, Mich.

Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oaks

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.

but that would come in very well for renting.

The promotion of shooting meets is an excellent way, not merely to advertise the store, but to bring in direct business. One enterprising hardware dealer in an affair of this sort undertook the whole burden of prizes and other expenses; and in addition published a comprehensive program booklet and sold space to various sporting goods makers. The advertisements were intermingled with the program and other information concerning the meet. The tournament lasted three days, each day having its special events, so that contestants could plan their entries according to their individual tastes. The first two days were devoted to clay targets, while on the last day was a special program of live birds. In addition to regular prizes, a number of small articles, such as scarf pins and small hunting accessories, were offered as consolation prizes.

The meet in this case was a great success, judged as a sporting event. It drew considerable immediate business, and laid the foundations of considerable future business. It was a large undertaking, of course, and more ambitious than most dealers would feel justified in attempting. At the same time, it illustrated the value of such events in encouraging sporting goods trade, and the desirability of the dealer doing everything possible to assist them.

Getting in touch with new prospects is always one of the chief factors in building up a gun, ammunition and general sporting goods trade. One large city firm secures membership lists of the various gun clubs and hunting clubs in surrounding territory, and makes a regular practice every fall of mailing circulars and catalogs to all the members.

A mailing list is employed by another city firm that has been carefully built up from year to year. The dealer prides himself on keeping this list live and up to date. A card-index system is kept with one card to every customer or prospect on the list.

When this firm gets out an annual catalog, every customer on the list is sent a letter announcing that the catalog is being prepared with a return post card to be filled in if the individual recipient is still sufficiently interested in sporting goods to want a copy of the catalog. In this way only the "live" names are kept on the list, and the dead ones are annually weeded out.

Realistic displays are very helpful; and in this connection the manufacturers of arms and ammunition are quite often able and willing to render material assistance. Stuffed game, hunting scenes and other attractive accessories can be used to create in the man who is fond of the outdoors an actual hunger for a tramp in the woods. Some miniature trees with the autumn tinge, and general bush scenery, a few stuffed animals, a pool of water, the wax figure of a sportsman, and guns and ammunition, can be used to give a realistic effect, that will grip the attention of any man who has ever known, or even imagined, the lure of the outdoors.

Victor Lauriston.

A Man's Best Friend.

A man's job is his best friend. It clothes and feeds his wife and children, pays the rent, and supplies them with the wherewithal to develop and become cultivated. The least a man can do in return is to love his job. A man's job is grateful. It is like a little garden that thrives on love. It will one day flower into fruit worth while, for him and his to enjoy. If you ask any successful man the reason for his making good, he will tell you that first and foremost it is because he likes his work; indeed, he loves it. His whole heart and soul are wrapped up in it. His whole physical and mental energies are focused on it. He walks his work, he talks his work; he is entirely inseparable from his work, and that is the way every man worth his salt ought to be if he wants to make of his work what it should be, and make himself what he wants to be.

Arthur Capper.

The Name on the Sack is a Guarantee of its Contents

When specifying cement insist that it be the kind with the name—

NEWAYGO PORTLAND CEMENT

on every sack.

You can then be assured that this important part of your construction work is being supplied with material that has proven its worth, one that will readily adapt itself to your job, no matter what problems or complications may arise.

Newaygo Portland Cement is not limited in use to the construction of buildings. It may be used above or under ground, in or out of water. Its many uses have brought about a universal demand for the cement with a guarantee of uniform quality.

Newaygo Portland Cement Co.

General Offices and Plant
Newaygo, Mich.

Sales Offices
Commercial Savings Bank Bldg.
Grand Rapids, Mich.

FIRE

TORNADO

BETTER INSURANCE AT LESS COST

During the year 1921 the companies operating through

The Mill Mutuals Agency

paid more than \$5,800,000 in dividends to their policy holders and \$8,300,000 in losses.

How do they do it?

By INSPECTION and SELECTION

Cash Assets Over \$22,610,000.00

We Combine

STRENGTH, SERVICE, SAVINGS

THE MILL MUTUALS
AGENCY

120 W. Ottawa St.

Lansing, Michigan

See Michigan's
Greatest Fair

Grand Rapids, Mich.
Sept. 18-22
DAY—NIGHT

EXHIBITS—ENTERTAINMENT—EDUCATION
GORGEOUS FIREWORKS Every Night

Harness Running **RACES** Every Day Big Time VAUDEVILLE

SENSATIONAL AUTO RACES Sept. 22nd
The FAIR That's DIFFERENT

B
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WEST
MICHIGAN
FAIR
SEPTEMBER
18-22

B
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E
R

Reduced Rates on All Railroads
\$30,000 in Premiums—Write for Premium List

Day Adults 50c
Children 25c

Night 25c
Autos 25c

Need To Promptly Unshackle Trade.

The restoration of business can be accomplished well and permanently only by the repeal or basic modification of laws that hamper business. Even before the war the successful business activities of the most prosperous nations of Europe could not have continued if their business men had been hindered, balked and terrorized as American business men then were; and now are, more than ever before. Only America's incalculable natural wealth, her comparatively scanty population, her incomparable situation on the globe, together with the spirit, enterprise and resourcefulness of her business men, made American prosperity possible in spite of the unscientific and business-clogging legislation with which the industrial and commercial energy of the country has been, and still is, shackled.

For more than two decades students of economics and government have seen clearly, and pointed out plainly, the destructive folly of having such law-making; but the repeal, or material alteration of these laws was prevented by the selfishness and cowardice of politicians, the audacity and bluffing of demagogues, and the political torpor and timidity of business men themselves. The time has come to clean house. This clutter of uneconomic and anti-economic legislation must be cleared away. We cannot have the prosperity we ought to have until this job is done.

For almost a quarter of a century, I have publicly declared, in magazine articles and in many speeches, that the ancient Sherman law should be fundamentally changed; or, better still, repealed altogether and replaced by some up-to-date and practical business statute, such, for example, as a National incorporation act. This cannot be longer delayed if we wish American business to function with full vigor.

Before our eyes are dozens of illustrations of the disastrous effects of this legislative dead hand on the industrial and business activities of the American people. Equally striking are examples of the evil futility of this absurd law. The so-called "dissolutions" of the Tobacco Trust and the Standard Oil will occur to everybody, the practical effect of which was not in the least beneficial to the public but decidedly advantageous to financial manipulators.

Within the last six years still worse laws have been enacted. The scheme for the confiscation of business capital under the guise of tax legislation, which was hastily improvised in the hectic days soon after we declared war on Germany, frankly, violates the first principles of economics. Solely because of patriotic considerations, nobody complained while hostilities lasted; but that this devastating legislation has been tolerated in peace time proves the patience of the American people—or their mystification.

Business is treated as if it were essentially criminal, rather than, in its very nature, essentially honest. The unworthy exception is made the rule. It is an actual fact that our American spy system is worse than the Russian spy system under the Czar, because the Russian espionage was political, while ours is economic. Of course,

we cannot have healthful and active business while courage and initiative are thus weakened and restrained. Wise and honest supervision has been maldeveloped into suspicious and stupid intimidation. All this must be entirely changed.

Free the hands of honest business! Open the doors of honest trade! Lift from the heart of commerce the timidity that now makes its beating weak and spasmodic! Dissolve the clouds of apprehension and uncertainty which darken and discourage American industrial enterprise! Establish once more the reign of common sense and common honesty.

The well-being of the whole country and of every man, woman and child in it, imperatively requires that transportation should be ample and inexpensive, rather than inadequate and extravagant. The product of all labor must pay railway charges; and the price of every article is affected by railway rates. Cost of living, scales of wages, profit or loss of farmer, manufacturer and merchant, all depend on this vital economic element; and whatever prevents reasonable railway tariffs and sufficient railway facilities must be removed.

These are specimens of the work which must be done before American business can go forward with its whole power and all the people have the good times which are rightfully theirs. Yet every stroke in the doing of that work will be fiercely resisted by pestiferous demagogues who thrive on public misfortune, by craven politicians who fear to antagonize groups of misguided voters, and by informed and determined radicals who wish to make the existing economic order so unworkable that, in the end, they can destroy it. Albert J. Beveridge.

Salmon Cannerymen Win Suit Brought By Family.

An excellent example of what may be accomplished if a canner will stand up and fight when he is in the right was the finding in favor of the Alaska Packers Association of San Francisco through one of its large distributors in New York City which had been sued by the members of a family claiming they had been made ill as a result of eating canned salmon.

Immediately on receipt of the original complaint, the Alaska Packers referred the case to the National Canners Association which investigated it in the manner such cases are handled. Fortified by the results of the National Canners Association's investigations, the Alaska Packers Association decided upon a thorough defense. The facts were fully presented, and the jury returned a verdict in favor of the Packers.

In the Alaska Packers case the facts developed by the investigation indicated that the illness began within an hour and a half after eating the suspected meal. The symptoms resembled those caused by some irritant poisoning and also by a type of influenza prevalent in New York City at that time. The case was reported to the City Health Department. These officials secured the salmon can containing a small amount of the contents and turned it over to the Federal Bu-

reau of Chemistry which examined it and found nothing in the product which would account for the symptoms of illness reported. The examination of unopened cans from the same lot showed the product to be in good condition.

When the case came to trial the judge refused to dismiss the complaint and held that there is an implied warranty in the sale of canned foods which extends to the consumption of such foods. This placed upon the defense the burden of satisfying the jury that the salmon was not responsible for the illness.

The testimony of the medical expert for the defense indicated that the illness must have been due to other causes, and the testimony of the bacteriologist showed that, inasmuch as the plaintiffs all admitted that the salmon was apparently sound and wholesome, their ailment could not have been botulism as claimed by one witness for the plaintiff; that the period for incubation was too short for the illness to be due to organism commonly causing acute digestive disturbances and that even if such organisms had been the cause they must have gained access to the salmon after it was opened, as the ordinary process to which canned salmon is subjected is much more than sufficient to kill organisms of that type.

The judge ruled out any testimony regarding the examination of the remaining contents of the can, saying it was impossible to identify the can with sufficient certainty. He also excluded testimony as to the quality of

other cans examined on the ground that it was immaterial.

In his charge to the jury the judge held that the plaintiff must show beyond doubt that the salmon had caused the illness in order to justify a verdict for the plaintiff, and even if the jury decided to award damages he did not feel that the evidence indicated that the plaintiff had suffered much, physically or financially.

It was a complete victory for the Alaska Packers, as the jury found that the fish was not in any way responsible for the illness. John A. Lee.

Somewhere Sometime:

It is raining on the river and
The sky is low and gray;
It is raining in the timber;
It's a dismal sort of day.
But a fellow shouldn't holler,
Though the day is dark and drear;
For it's always raining somewhere—
And it happens to be here.

Somewhere else the sun is shining,
Somewhere else the world is glad,
Somewhere else they're having weather
Of the sort we wish we had.
Sometime, maybe right to-morrow,
For it's always shining somewhere—
Sun will shine and skies will clear;
It may happen to be here!

Douglas Malloch.

Fast Moving Stock

is the only kind that pays. You cannot afford to invest your money in any other sort.



VAN DUZER'S
Certified Flavoring
Extracts

are generally acknowledged the most popular extracts on the market. Sell 'em and see how rapidly they move across the counter. It's a profitable line to handle.

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

The Best Known— The Best Liked

Fifty years of advertising has made Royal Baking Powder the best known Baking powder on the market. Its purity, and insurance of baking success have made it the best liked. These are reasons the demand for Royal has grown greater every year.

Today Royal stands as one of the quality products upon which you can depend for quick turnover and constant profits.

ROYAL

Baking Powder

Absolutely Pure

Contains No Alum—Leaves No Bitter Taste

Itemized Indebtedness of the Manistique Handle Co.

Manistique, Sept. 5—The following is a complete list of all creditors of the Manistique Handle Company, who have filed proof of claim, showing in each instance the name, post office address and amount claimed:

Anchor Packing Co., Philadelphia	\$ 1.81
American Glue Co., Boston	12.10
Allis-Chalmers Manufacturing Co., Milwaukee	38.00
Boggs Broom Corn Co., St. Louis	3,742.63
Behr Herman & Co., Chicago	60.36
Bradstreet Co., Milwaukee	62.50
Berry Chemical Co., Manistique	51.62
Bay De Noquet Lbr. Co., Chicago	1,780.43
Brown Land & Lumber Co., Rhinelander, Wis.	1,711.53
Burroughs Adding Machine Co., Kansas City	2.80
Barry & Potter, Manistique	392.39
Burrell Orin, Steuben	252.68
Baker, H. T., Manistique	3,245.42
Cloverland Oil Co., Manistique	128.76
Costello John Estate, Manistique	4.88
Chicago Knife Works, Chicago	12.00
Cloverland Auto Co., Marquette	110.39
Chatfield Machine & Foundry Co., Escanaba	122.94
Cookson-LeRoy Hardware Co., Manistique	144.47
Christensen, N. F., Manistique	18.00
Broom & Broom Corn News, Arcola, Ill.	157.50
Churchill, R. H., Marinette	13.00
City of Manistique, Manistique	128.99
Chesbrough, A. M., Toledo	29,441.79
Curtis & Co., Mfg. Co., Chicago	69.55
Delta Hardware Co., Escanaba	963.72
Doubleday Bros. & Co., Kalamazoo	32.85
Disston, Henry, & Sons, Chicago	102.65
R. G. Dun & Co., Marinette	150.00
First National Agency, Manistique	368.59
First National Bank, Manistique	8,160.29
Fuller-Peerless Co., Peoria	18.10
Handy, S. L., Manistique	119.16
Halcomb Steel Co., Syracuse	4.27
Hewett Grain & Provision Co., Manistique	5.50
Gardner, James, Manistique	200.00
Garlock Packing Co., Chicago	29.44
Gray, Fred L., Co., Minneapolis	912.37
Goodwillie Bros., Manistique	30.22
Greenhoot Brothers, Escanaba	82.77
Kavanagh, C. J., Indianapolis	1,587.68
Kelly, Wm., & Blomquist Fritz, Manistique	258.02
Kempf, Fred, Manistique	399.00
LeDuc, W. A., Marquette	457.07
Linden, Otto, Manistique	55.10
Manistique Telephone Co., Manistique	182.50
Manistique Bank, Manistique	3,860.00
M. & L. S. Ry. Co., Manistique	331.06
Miller, Louis, Cooks	466.70
Johns-Manville, Chicago	3.09
Mason Donaldson Lumber Co., Rhinelander, Wis.	1,575.00
Mahin Shipping & Storage Warehouse, Chicago	1,141.00
M. St. P. & S. Ste. M. Ry. Co., Manistique	295.90
Manistique Light & Power, Manistique	197.48
McIntyre, C. A., Manistique	45.92
National Text Co., Philadelphia	176.51
People's Auto & Tractor Co., Manistique	78.86
Putnam, A. S., Co., Manistique	11.55
Standard Oil Co., Duluth	590.98
State Savings Bank, Manistique	4,291.12
Schubring, Albert, Manistique	813.04
State Trooper Publishing Co., Detroit	60.00
Stephenson Co., Trustees, Wells	4,432.49
Shirk, Frank, Manistique	82.50
Trade Press Publishing Co., Milwaukee	396.71
Tradesman Co., Grand Rapids	6.00
Tribune Publishing Co., Manistique	108.35
Chicago & Alton Ry. Co., Chicago	741.38
Van Dyck, Joseph, Manistique	159.90
Waddell Lumber & Supply Co., Manistique	9.00
Winegar Gorman Lumber Co., Chicago	1,126.16
White Machine Works, Eau Claire	5.25
Wadams Oil Co., Milwaukee	21.67
First National Bank, Manistique	2,116.42
Western Union Telegraph Co., Manistique	21.56
Zion Institutions & Industries, Zion City	15.53
Baker, H. T., Manistique	1,783.51
Labor claims	8,506.81
Notes payable	1,173.48
Total indebtedness	\$90,470.47
Edwin Exdahl, Receiver.	

What Is Meat?

Some of the constituents of meat are protein, which already has been mentioned; phosphorus, iron, fat, nitrogenous extractives and vitamins. These things have high-sounding names but they render very practical service to man. Consider each of them for a moment.

The tissues of the human body need constantly to be repaired or replaced. This need becomes even greater in the cases of growing children, nursing mothers, and persons convalescing.

For replacement of worn-out tissue,

it is necessary at all times to have a supply of protein in the diet. If one is doing labor of some sort, his appetite will demand a greater supply of protein. However, ordinary work does not make protein tissue wear out faster for work is performed through the oxidation of carbohydrate; that is to say, certain food, or part of it, is transformed into energy. Such foods serve as "fuel," being "burned" by the oxygen in the air which we inhale into our lungs.

Although ordinary work is done through the oxidation of carbohydrate yet protein stimulates, and heavy labor is performed most easily on a diet containing considerable protein.

Probably most of us would associate phosphorus with matches or Halloween pranks more readily than with our own bodies; but, as a matter of fact, phosphorus is a constituent of every cell nucleus and, therefore, of all the tissues in our bodies.

Combined with other elements in numerous and diverse compounds, phosphorus enters in essential ways into every living process. It is worth special notice that the phosphorus compounds in meat are of all kinds, valuable for all of the bodily requirements of this important element.

Similarly, the iron of meat serves all body requirements for iron. Moreover, meat contains iron in comparative abundance. Iron is involved in the basic chemical reaction of life, in this manner:

The fundamental process in living things is the production of energy as a result of oxidation. Oxygen, drawn into the lungs when we breathe, is carried to the tissues of our bodies through the agency of the hemoglobin of the red corpuscles. The characteristic compound of hemoglobin is iron.

Just as we need foods which can be transformed into tissue, we also need other foods which can be transformed into energy. Fats and carbohydrates are useful primarily for producing energy.

More Value in Light Weight Hogs.

U. S. Vice-Consul Barringer, at Belfast, Ireland, reports that when a pig in Northern Ireland reaches a weight of from 170 to 195 pounds he had better be marketed, because to fatten him up any more would require more feed than the extra pork is worth. The smaller the pig the greater the gain in live weight from the consumption of a given quantity of food. Farmers are being urged, therefore, to market their pigs when they weigh from 170 to 195 pounds, and not continue feeding them until they have reached considerably heavier weights.

The Devil's Beestub.

The singular natural curiosity located in the valley of the Annan in Scotland is what is known as the Devil's Beestub.

It is in the form of a hollow basin, surrounded by high hills which make it so secluded a spot that a large number of persons can conceal themselves in it with ease and remain unseen by others in the immediate neighborhood.

In ancient times it was frequently used as a hiding place for stolen cattle, and it is this fact which has given it its name.

FLOUR

It was inevitable that wheat should decline the last month with the constantly increased estimate of the Northwest crop, the Government now putting its yield at almost 264,000,000 bushels, but it is just as certain that there is, some place, a bottom to the decline. The last of this week has seen prices on the up-grade, and it may be that the low point of the crop has been reached. That is not possible to tell, of course, but the farmers are now receiving such a close price for their wheat that they cannot afford to sell at much less, and the last two years have been so disastrous for them that they must recoup some of their losses on this crop.

Europe's crops are far below normal. The Greek harvest is less than three-fourths what it was last year, the Italian, the German and Spanish only some four-fifths. Canada has probably 20,000,000 bushels more than in 1921, but the Southwest crop is 45,000,000 bushels less.

We make no predictions, but we cannot help but feel it is a safe thing to protect yourself against at least part of your requirements on the present market, and we are prepared to make you a price on Fanchon, Red Star or Ceresota which will surprise you.

JUDSON GROCER CO. GRAND RAPIDS, MICHIGAN



BARLOW BROS. Grand Rapids, Mich.

DRINK

DWINELL-WRIGHT CO'S

WHITE HOUSE COFFEE

BEST GROCERS

TELL YOUR CUSTOMERS
TO DRINK IT AND DO IT
YOURSELF

SUITS WHEN OTHERS DISAPPOINT

LEE & CADY—Detroit
Wholesale Distributors of
Dwinell-Wright Co.'s Products



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

Official Programme For the Lansing Meeting.

Lansing, Sept. 5—The following programme has been arranged for the annual meeting of the Michigan Retail Dry Goods Association, to be held here Sept. 13 and 14:

September 13—Forenoon.

Registration of all members and guests.

Meeting called to order by Charles H. Davis, Secretary Lansing Chamber of Commerce.

Welcome to the Capitol City by Hon. Jacob W. Ferle, Mayor of Lansing.

The Association's finances by Secretary-Treasurer, Fred Cutler, Ionia.
 Brief review for the year by Jason E. Hammond, Lansing.

Afternoon.

Address on Four Years of Service by J. W. Knapp, President of Association, Lansing.

Address on Building Business in Infants' and Children's Wear, Including Misses Six to Sixteen by Mrs. M. B. Campbell, Gilmore Brothers, Kalamazoo.

Address on A Program for Preventing Panics by Austin H. Fitz, Babson's Statistical Organization, Wellesley Hills, Boston, Mass.

Reports of Committees—Pattern, Order Forms, Insurance, etc.

Filling up the Question Box for evening session.

Evening.

Experience Meeting—Question Box Discussion.

Presided over by Joseph W. Knapp President of the Association. This program will follow the general plan of the experience meetings of previous conventions. Mr. Knapp will be assisted by A. T. VanderVoort, of Lansing, with charts to develop the question, "Why Overhead Increases and How to Stop Leaks."

September 14—Forenoon.

Call to order by Director D. M. Christian, Owosso.

Announcement by President and Manager.

Address on Analysis and Possible Solution of Existing Retail Conditions by John W. Pattee, Educational Director, Dry Goods Economist, New York.

Address on Department Store Systems and Accounting as Applied to Small Stores by Charles MacDonald, Boston.

Address on A Merchant's Duty to the Public, by Tom N. Witten, Witten Hardware Co., Trenton, Missouri.

Election of officers and miscellaneous business.

Afternoon.

Call to order by Director L. G. Cook, Jackson.

Address on Promoting a Middle West Market by John W. Gorby, Director of Research for Chicago Chamber of Commerce.

Address on Community Co-operation by Alexander Karr, Founder of American Community Association, Fargo, North Dakota.

Discussion by N. P. Hull, Former Master Michigan State Grange.

Address on the Human Factor in Business and Industrial Life by W. W. Kincaid, President National Personnel Association, Niagara Falls, N. Y. Evening.

Banquet in Strand theater building. Toastmaster—Rev. C. Jeffares McCombe, Pastor Central Methodist Episcopal church, Lansing.

The following speakers will talk: Dr. Alexander Karr, Fargo. John W. Gorby, Chicago.

President David Friday, Lansing, on The Prices of the Future.

United States Senator Irvine L. Lenroot, of Wisconsin, on Some National Problems.

Music in charge of Lansing Conservatory of Music.

The Sports Wear Department.

Sports wear should not be confused with sporting goods, nor do the departments need to be closely connected. But a sports wear department might be located close to the ready-to-wear department. It should be marked by its individuality and by its decoration. Large space is not necessary. Garments, like dresses, blouses, silk skirts, silk sweaters, etc., should if possible be kept under glass, preferably on hangers.

It is essential to have a buyer or merchandise man whose entire time and attention is devoted to this department. He should have the co-operation of the other buyers and authority to ask them to buy such goods as he needs. He should know what he wants and clearly define it to the buyer whom he delegates to purchase it.

Sales girls should know, in addition to their stock, something about sports and what to wear on different occasions. Some sports departments carry also a cheaper line of sports goods, not bearing the store name.

A turn-over of five or six times a year is considered good in the sports wear department. The mark-up is slightly higher than in the other departments. Only a small variety of models is carried.

Successful Retail Advertising.

Some men are shy of department stores. They regard them as belonging exclusively to women and women's apparel, and go for their own clothes to a men's clothing store. Lord & Taylor of New York decided to benefit by this tendency in trying to induce the men who held charge accounts with them to buy their own as well as their families' clothes and house furnishings from their store. They drew together all their men's departments into one shop on the airy and large upper floor, to which they run express elevators.

The place is as exclusively masculine as the grill room of a hotel. Three days before the opening 30,000 an-

JUST RECEIVED

MANY SHIPMENTS STAPLE PIECE GOODS

Our buyers have just returned from Eastern markets where we have been hurrying deliveries and purchasing additional quantities of staple Piece Goods, many lines of which have been hard to get on account of Textile strikes, etc. You can do nice business this fall on moderately priced staple lines of merchandise and we would be pleased to take care of your needs. Ask our salesmen or come and see us.

Mail Orders shipped the day received at lowest prevailing prices.

GRAND RAPIDS DRY GOODS CO.

Wholesale Only.

Duro Belle

HUMAN HAIR NETS

Have you our new three gross Metal Cabinet? It's a beauty and real salesman, working for you every day. Get one through your jobber, and display it prominently. Sales and profits will then take care of themselves.

NATIONAL TRADING COMPANY

630 SO. WABASH AVE.

CHICAGO, ILL.

PANAMA GIRL

Elastic Web is used for hundreds of different purposes. Why not get the best for the same price you pay for inferior qualities? We stock this in twelve and thirty-six yard reels.

Quality Merchandise — Right Prices — Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Flannel Shirt Time Is Here

All Grades and Colors.

\$10.00 to \$48.00 per dozen.

You should see them.

Daniel T. Patton & Company

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

The Men's Furnishing Goods House of Michigan

nouncements illustrated with black and white drawings, were sent out, each bearing the addressee's name. The list was compiled from "charge accounts of the store and from club membership lists. Two months later a somewhat different folder, illustrated with half tones of featured merchandise was sent to the same list. Then personal letters all signed were sent to 10,000 business and professional men in the neighborhood. A recent advertising feature has been addressed to golfers. A book, compiled by a golf expert, was mailed to a list compiled from the membership of golf clubs, with an invitation to visit the shop.

Newspaper advertising is kept distinct from store advertising, and has a character of its own.

His Majesty, the Boy.

Boys' clothing, which was formerly considered a tiresome side line, has now become a business of its own with problems and methods, differing widely from those of men's clothing.

It pays to make a boys' clothing store attractive to women, for the mother usually accompanies the boy. It should have comfortable chairs, carpeted floors, a quiet, pleasant atmosphere and sunshine. Do not attempt to make it feminine in appearance for this will annoy the boy. Do not keep all sizes of boys' clothing in one section, for a boy of 10 will be insulted if he has to try on a suit alongside of a youngster aged 5. Have different varieties of styles for boys of different ages. Secure pictures of local high school, elemental school and college athletic teams to hand in the department. Provide mirrors with sides, so that the boy can see how he looks without appearing to. Playgrounds are a dubious advantage, with much to be said on both sides. Mail sent directly to the boys themselves brings good results. Men are better than women for selling, but they must be men who can sell both to the mother and to the boy. It is absolutely necessary that the salesman shall like the boys.

At Hand.

Little Mary came home the other day from a neighbor's with her mouth full of chocolates, a circumstance that elicited a scolding from her mother.

"Mary," she asked, "how many times have I told you not to ask Mrs. Martin for chocolates?"

"Mother," said Mary, solemnly, "I didn't ask her—indeed I didn't. The truth is, mother, I didn't have to. I know where she keeps 'em."

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

PRICES CURRENT ON STAPLE DRY GOODS.

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

Bleached Muslins.	
Auto	16 1/2%
Fruit of the Loom	17 1/2%
Bravo	14 1/2%
Cabot	14 1/2%
44 in. Indian Hd. S.F.	26
Big Injun	13 1/2%
Lonsdale	16
Hope	12 1/2%
36 in. Indian Head	30
33 in. Indian Head	18 1/2%
54 in. Ind. Head L.F.	32 1/2%

Unbleached Muslins.	
Plaza	09 1/2%
96A 36 in.	13 1/2%
Giant	13 1/2%
40 in. Exposition	13 1/2%
40 in. 96A shorts	13 1/2%

Pillow Tubing.	
42 in. Seneca	30
45 in. Seneca	33 1/2%
42 in. Pepperell	30
45 in. Pepperell	31
36 in. Edwards	25
42 in. Indian Head	30
42 in. Cabot	31 1/2%
45 in. Cabot	32 1/2%
42 in. Pequot	35
45 in. Pequot	37 1/2%
40 in. Quinebaug	30

Denims, Drills and Ticks.	
220 Blue Denim	20
240 Blue Denim	18 1/2%
260 Blue Denim	17 1/2%
Steffels Drill	16 1/2%
8 oz. Canvas	18 1/2%
Armour, ACA Tick	27 1/2%
Cordis, ACA Tick	25
Warren Fancy Tick	35
Thorndyke Fy. Sat.	37 1/2%
Amoskeag, ACA	27 1/2%

Cambrics and Longcloths.	
Berkley, 60 Cambric	20
Berkley, 60 Nainsook	20
Berkley, 100 Nainsook	25
Old Glory, 60 Camb.	18
Old Glory, 60 Nain.	13
Diamond Hill, Nain.	16
Diamond Hill, Camb.	16
77 Longcloth	12 1/2%
81 Longcloth	16
84 Longcloth	17 1/2%
7001 Longcloth	15
7002 Longcloth	16 1/2%
7003 Longcloth	19 1/2%
7004 Longcloth	24 1/2%

Ginghams.	
Seminol Dress Ginghams, solid colors	15
A. F. C.	17
Tolle du Nord	18 1/2%
Red Rose	16 1/2%
Dan River	15
Everett Classics	15
Amoskeag Staples	12 1/2%
Haynes Staples	12 1/2%
Lowe Chevrolts, 32 in.	15
Bates, 32 in.	22 1/2%
Treffan, 32 in.	25
B. M. C. Seersucker	17 1/2%
Kalburnie, 32 in.	19
Jacquelin, 32 in.	12
Glbrae, 32 in.	37 1/2%
32 in. Tissue	42 1/2%
Manville Chambray	16 1/2%
Red Seal Zephyr	18 1/2%

Prints and Percalines.	
Columbia, Lights	13 1/2%
Columbia, Darks	15
Am. Prints, Greys	10
Am. Prints, Indigo	10 1/2%
Manchester 30x30 Lt.	18 1/2%
Manchester 30x30 Dk.	19 1/2%
Scout, 64x60, Lights	12 1/2%
Scout, 64x60, Darks	14 1/2%
Shirtings	09
Reds	11

Children's Waists.	
"Cub" Knit Waist	2 50
"Bear" Knit Waist	3 75
"R & J" Muslin Waist	\$2 25, \$3 50 4 50

Ladies' Knit Summer Vests.	
1x1 Rib Gauze Vest, Bodice Top	
V nk., Band top ect. reg. szs. 36-38	2 00
extra sizes 40-42-44	2 25
Mercedized 1x1 and 2x1 rib vests,	
Asst. Styles, reg. sizes 36x38	4 50
extra sizes 40-42-44	5 00

Ladies' Knit Summer Union Suits.	
12 Cut Double Carded, Asst. Style,	
reg. size 36-38	4 75
extra sizes 40-42-44	5 25
14 Cut Combed Yarn, Asst. Style,	
Regular Sizes 36-38	6 50
Extra Sizes, 40-44	7 00
14 Cut Mercerized Lisle, Asst. Styles,	
Regular Sizes	7 50
Extra Sizes	8 00

Hosiery—Men's.	
Men's Cotton Hose, Engineer & Fireman, Black & Brown, doz.	1 40
Men's 176 Needle Cotton Cut Toe	1 25
Men's 200 needle full combed yarn	
hose	1 85
Men's 220 needle full merc. hose	2 85
Men's 240 needle fiber silk hose	4 50
Men's pure silk hose	6 00
Nelson's Rockford socks, bdis.	1 30
Nelson's Rockford socks, bdis.	1 45
Nelson's Rockford socks, bdis.	1 55

Outings and Cantons.	
Cashmere Twill	15
27 in. Unble. Canton	14
100 Plannelette	13 1/2%
1931 Outing Lights	14
Appledown Shaker	16
24 in. White Shaker	11 1/2%
26 in. White Shaker	12 1/2%
Daisy Cloth	14 1/2%
1931 Dark Outings	15 1/2%

Draperies and Cretonnes.	
Hamilton Twill	14 1/2%
Dresden Fy. Drapery	17 1/2%
Tudor Fcy Drapery	19
Nu Drapery	32
Westmoreland Creto.	16 1/2%
Fancy Silkoline	16 1/2%
Stratford Cretonne	16 1/2%
3544 D. B. Scrim	13 1/2%
8177 Curtain Net	30
8432 Curtain Net	62 1/2%
4039 Marquissette	19 1/2%
Dragon Drapery	25
36 in. Art Cretonne	25
36 in. Elco Tapestry	30

Linings and Cambrics.	
Tico D Satine	30
No. 40 Blk. Satine	18 1/2%
No. 1 White Satine	14 1/2%
No. 50 Percaline	16 1/2%
DD Black Satine	25
Satin Finished Satine	42 1/2%
Raidant Bloomer Sat.	42 1/2%
36 in. Printed Satine	52 1/2%
Windsor Cambric	10
Parkwood Wash Sat.	57 1/2%

Meritas Oil Cloth.	
5-4 White	3.35
5-4 Mossaics	3.25
5-4 Blue Figure	3.35
6-4 White	4.50
6-4 Fancy	4.25
5-4 Sanitas	3.35
All oil cloth sold net cash,	
no discount.	

Flags.	
16x24 in. Spearheads	1 32 1/2%
18x30 in. Spearheads	1 90
24x36 in. Spearheads	2 95
Each	
3x5 ft. Reliance Prt.	70
4x6 ft. Reliance Prt.	1 25
5x8 ft. Reliance Prt.	1 90
6x9 ft. Reliance Prt.	2 90
8x12 ft. Reliance Prt.	4 25
4x6 ft. Defiance Swd.	2 75
5x8 ft. Defiance Swd.	3 60
6x9 ft. Defiance Swd.	5 20
8x12 ft. Defiance Swd.	8 00
6x9 ft. Sterling Wool	7 50
8x12 ft. Sterling Wool	11 50
No. 7 Muslin Flags	7 20

Sheets and Pillow Cases.	
63x90 Pequot Blea.	13 75
63x99 Pequot Blea.	15 04
72x90 Pequot Blea.	15 25
72x90 Pequot Blea.	16 69
81x90 Pequot Blea.	16 75
81x90 Standard	13 50
42x38 1/2 Utica Cases.	3 75
42x36 Pequot Plain	3 96
45x36 Pequot Plain	4 20
42x36 Pequot S. S.	4 26
45x36 Pequot S. S.	5 20
42x36 Meadowbrook	2 50
42x36 Lenox	2 75
42x36 Standard	3 00

Infants Hosiery.	
Cashmere, Silk Heel and Toe,	
60 per cent. Wool	4 12 1/2%
Infants' Cotton Hose 1x1 Rib	1 00
Infants' Mercerized 1x1 Rib	2 50
Infants' Fibre and Wool Hose	6 50

Boys', Misses and Ladies' Hosiery.	
Boys' Bearskin No. 1, 1X1 Rib Hose,	
2.10-8 Rise & fall	07 1/2%
Boys' 2x1 Cotton Ribbed Hose	
\$2.25 on 8 R. 10c. F. 5c	
Boys' 3 lbs. on 9, extra clean yarn	
on 8 (R10P5)	2 25
Misses 1x1 Cotton Ribbed Hose	
\$1.35 on 7 R. & F. 5c	
Misses 360 needle combed hose,	
bxd. 1 doz. \$2.25 on 7 rise 10 fall	05
Ladies' 220 needle combed yarn	
hose, seamed back	2 50
Ladies' 220 needle merc. hose with	
440 needle rib. top fashion seam	
in back	5 25
Ladies' fleeced hose, hem top	2 25
Ladies' fleeced hose, rib. top	3 00
Ladies' fleeced hose, rib. top	3 25

Bathing Suits for Spring Delivery.	
Men's all pure worsted, plain	22 50
Men's all pure worsted with chest	
stripes	27 00 to 32 00
Ladies' all pure worsted, plain	25 00
Ladies' all pure worsted striped and	
color combinations	27 00 up

Wool Goods.	
36 in. Hamilton, All	
Wool Storm Serge	57 1/2%
No. 75, 44 in. Storm	
Serge	92 1/2%
No. 4040, 50 in. Storm	
Serge	1 10
40 in. Julliards Pla.	1.15
50 in. Julliards Pla.	1.67 1/2%
4120, 50 in. French	
Serge	1 50
K S, 36 in. Storm	
Serge	42 1/2%
2215, 50 in. Storm	
Serge	1 22 1/2%
56 in. All Wool	
Coating	2 00
D R N Tricotline	1 65

Carpet Warp.	
Pearless, White	42
Pearless, Colors	43
Diaper Cloth.	
18 in. Seconds	75
20 in.	1 25
22 in.	1 85
24 in.	1 45
27 in.	1 60
30 in.	1 75

Notions.	
718 Sat Pad Garter	2 00
Rubber Fly Swatters	90
Roberts Needles	Per M 50
Stork Needles	1 00
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	80
Doz.	
Coats Thread	59
Clarks Mile-End Td.	59
J. J. Clarks Thread	56
Gainsborough Hairnets	
D. Mesh	1 00
Gainsborough Hairnets	
S. Mesh	80
Per Box	
R. M. C. Crochet Cot.	75
B-4 Clarks Crochet C.	90
Silkine Crochet Cotton	90
Sansilk Crochet Cot.	55
Dexters' Knitting	
Cotton, White	1 50
Dexters' Knitting	
Cotton, Blk., col'd.	1 75
Allies' Yarn, bundle	6 50
Gross	
Fleishers Knitted	
Worsted, skeins	2 30
Fleishers Spanish	
Worsted, balls	2 60
Fleishers Germantown	
Zephyr, balls	3 70
Fleishers Saxony, ba.	3 70
Fleishers Knitted	
Worsted, balls	2 60
Fleishers Scotch & Heather, balls	2 90
Doz.	
Ironweave Handkfs.	90
Rit Dye Soap	80
Wolverine Dmesh Cap	
Net	80

Men's Dress Furnishings.	
Slidewell collars, linen or soft	1 60
Neckwear 2 10, 3 75, 4 50, 6 00, 7 50	9 00
Flannel night shirts	10 50
Dress pants	22 50 to 43 00
Mufflers	12 00 to 19 50
Dress shirts	8 00 to 43 00
Laundered stiff cuff shirts, 80 sq.	
percale	16 50
President and Shirley suspenders	4 50
Men's "Lining" Collars, per box	34 1/2%
Men's "Challenge" cleanable, doz.	2 75
Men's Wash Ties	\$1 35, \$2 00 2 75
Men's Muslin Night Shirt, doz.	9 00
Men's Muslin Pajamas, per doz.	16 50

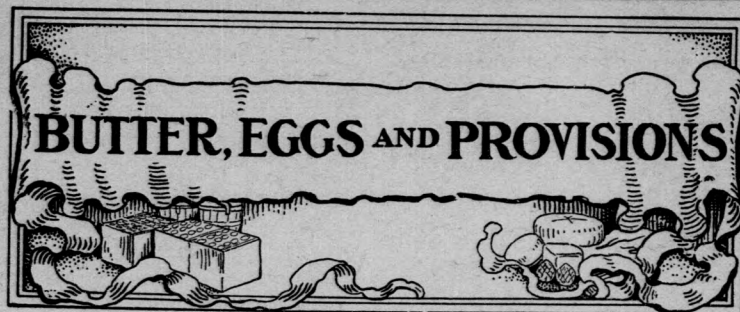
Men's Work Furnishings.	
No. 220 overalls or jackets	13 50
No. 240 overalls or jackets	12 00
No. 260 overalls or jackets	10 50
Stiefel rope stripe, Wabash stripe	
Club or Spade overall or jacket,	
2 seam, triple stitched	13 50
Coverall khaki, heavy drill	27 00
Cottonade pants	13 50 to 21 00
Black sateen work shirts	9 00
Navy blue chambray work shirts	8 00
Golden Rule work shirts	7 50
Piece dyed work shirts	6 75
Best Quality work shirts	9 00 to 16 50
Work suspenders	2 25 to 7 50
Shirley Police or X Back work Sus.	4 50

Boys' Furnishings.	
Knickerbockers	6 00 to 15 00
Overalls, Brownies, etc.	4 25 to 8 50
Overalls, Brownies, etc.	6 50 to 9 00
Youths' Wabash stripe overall	10 25
Coverall	12 00 to 16 50
68x72 dress shirts	8 50
"Honor Bright" Stiefels Wabash	
Stripe Romper, Red Trim	7 50
"Honor Bright" Khaki Romper,	
Red Trim	8 00
"Honor Bright" Plain Blue Romper,	
Red Trim	7 50
Play and Wash Suits	\$11 00 to 24 00
Boys' Suspenders, Fish Back,	
Flat Ends	1 42 1/2%
Youths' Suspenders, 28 in. Cross-	
backs, Lea. Ends	2 25

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 43 00
Men's "Scotch Tweed" Caps, Silk	
Lined, Plated Backs, One Piece	
Tops, Extra Quality	16 50
Men's, Boys' and Ladies' Straw	
Hats, "Peanuts"	2 00

Ladies' Furnishings.	
Middy Blouses, red, green, or navy	
wool flannel, each	4 00
Serge middy blouses, each	3 50
Voile waists, doz.	9 00 to 15 00
Georgette waists, each	4 00
Creme De Chine waists, each	3 25
Tricollette waists, each	3 25
Bungalow percale aprons, ds.	7 50 to 9 50
Bungalow Gingham aprons, doz.	13 50
Gingham house dresses, ds.	13 50 to 43 00
Best sateen petticoats, doz.	9 00 to 13 50
Pettibockers, doz.	8 50
Bandeaux, doz.	2 25 to 12 00
Brassiers, doz.	3 25 to 13 50
Silk and cot. Env. Chem, ds.	6 00 to 19 50
"Prilla" Sunbonnets, doz.	3 50
Muslin Petticoats	\$12 00 to 19 50
Wash or Tub Over Shirts	\$15 00 to 26 00

Children's Dresses.	
Children's Gingham Dresses	9 00 to 23 50



Michigan Poultry, Butter and Egg Association.

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

Skippers Once Appetizer, Now Regarded as a Menace.

In packing establishments under Government inspection, meat to the value of \$1,000,000 is annually condemned because of damage by skippers. The scattered and sporadic damage from this source in small abattoirs and on farms not subject to Federal inspection cannot be estimated but is undoubtedly very great, as the larger establishments are usually more thoroughly screened and the meat is scientifically refrigerated and properly wrapped.

Skippers are the larvae of the skipper fly, which is common where meat handling operations are going on. The skipper fly thrives on carrion, and rotting meat on the hoofs, horns and dried bones from slaughtered animals. Bologna sausage, lean ham and dried beef have all served in the laboratory as satisfactory foods for it, says a writer in *Delicatessen*.

The fly lays from 50 to 200 or more eggs in whatever meat is accessible and promising as larval food, but particularly chooses ham. The young skippers, larvae, maggots, worms, hoppers, or jumpers as they are variously called, begin to feed as soon as they have hatched. They are smooth and shining, with two small sharp black hooks at the head end. These hooks are used to scrape the food material, to "hitch" the larvae along, and to secure a hold on the posterior end of the skipper when it doubles up and prepares to jump. It can spring 8 or 10 inches horizontally and 6 inches vertically.

Great damage is done at the feeding stage, because of the habit of clustering in masses. In temperatures of 80 degrees F. or higher, the feeding stage lasts five days. The skippers then migrate from the ham or other food to dry, close dark places for the period of pupation, which also takes about five days. When the adult fly emerges it mates immediately and the female begins to lay eggs within twenty-four hours. The egg, after incubating for one day, hatches and becomes larvae, thus completing a life cycle in twelve days.

In the case of a ham that was kept under observation from the time it was taken from the smoke and exposed to flies, a total production of 52,627 skippers was recorded in a period of eighteen months. This represented many generations, of course, but also a

period of winter cold during which the larvae are usually inactive. Apparently ham beetles eventually stopped the production of skippers. The ham shrunk six pounds four ounces in weight while it was under observation, partly through evaporation and partly due to the feeding of the skippers, and finally of the ham beetles.

Natural enemies of the ham skipper, such as the red-legged ham beetle and the *Pediculoides* mite, are themselves undesirable pests and cannot be relied upon to control this insect. Further investigation is needed in regard to a parasite that has proved partly successful in controlling the ham skipper and other insects.

Demand For Good Cheese.

The New York Agricultural Experiment Station at Geneva, N. Y., has issued the following circular:

"One frequently hears the complaint that it is difficult or impossible to buy good cheddar cheese, but opinions differ so widely as to what is good cheese that it is not surprising to find many people perfectly satisfied with the product handed out by the storekeeper. The cheese men say that popular tastes in this country do not demand a high grade product and that the general public does not discriminate between well-ripened cheese of good quality and inferior cheese. Undoubtedly most of the cheddar cheese found on the market to-day is not of a high quality when judged by the standards established by the cheese industry. However, American cheese factories do produce good cheese, and the output of a high grade product will be stimulated whenever the public demands a well-ripened cheese of good quality.

"The cheese experts at the New York Agricultural Experiment Station at Geneva had occasion recently to buy a rather large number of samples of cheddar cheeses in the open market for experimental purposes. These samples were bought without regard to quality, and the cheeses had come from factories in New York, Canada and Wisconsin. According to the experts, none of the cheeses were of really high quality and most of them had been placed on the market without a sufficient period of ripening.

"A well-ripened cheese has a much better flavor, is more easily digested, and has, therefore, a higher food value than a poorly ripened cheese. Until there is a strong demand for a high grade product, however, the market will be flooded with insufficiently ripened cheeses, and there will be no special inducement for the cheesemaker to strive for a product of uniformly high quality."

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.

MAKES
THE

Insist Upon
Tea Table
FLOUR

IDEAL
BREAD

BLUE
GRASS

STANDS FOR QUALITY
IN DAIRY PRODUCTS



Better
Butter

Better
Milk

The Repeat Sales makes it profitable for "Grocers" to handle these lines.

KENT STORAGE COMPANY
GRAND RAPIDS - BATTLE CREEK
Wholesale Distributors

Order a bunch of **GOLDEN KING BANANAS** of

ABE SCHEFMAN & CO.

Wholesale Fruits and Vegetables

22-24-26 Ottawa Ave.

Grand Rapids, Mich.

WHEN YOU THINK OF FRUIT—THINK OF ABE.

HOW about that new CASH REGISTER? The largest and best assorted stock—attractively priced—is at

Grand Rapids Store Fixture Co.

7 Ionia Ave. N. W.

Grand Rapids, Michigan

PIOWATY METHODS

INSURES

PLEASURE AND PROFIT

TO YOUR

FRUIT AND VEGETABLE DEPT.



M. PIOWATY & SONS, of Michigan

Time To Call a Halt on Existing Conditions.

Grandville, Sept. 5—The times are certainly out of joint.

However this is not the first time in American history when this has been the case. In certain parts of the fruit belt apples are said to be left unpicked to rot on the trees and ground as they fall. One queer thing about this is that while the price of apples is too low to pay for picking, the consumer sees little benefit from such a state of demoralization.

It is stated that grapes will sell this year for \$40 per ton, which would have been considered an excellent price a few years ago. Despite this fact that rates to growers are around \$1 per bushel, the consumer pays four times that at the stores. Therefore we may consider the consumer the goat in this transaction.

Farmers have refused to sell peaches at 50c, preferring to let them rot than accept such a price from truckers. Perhaps they can afford to do this, but in an earlier day the writer sold hundreds of bushels for 30c and drew them five miles at that. The high war prices have given men in all kinds of business high ideas. It may be admitted that half a dollar for Elberta peaches at the orchard seems low, yet even at that, it would seem wiser to sell than to let them fall to earth and rot.

Twenty dollars per ton for grapes was the price in ante bellum days. Not enough, to be sure, and yet we agriculturists managed to survive and live well even then. Learning to take things as they come is something desirable to all of us.

The present wretched condition of things on railroads and at coal mines hasn't served to better conditions or appease minds wrought up over the injustice and villainy of it all. The murders at Herrin, the derailment of several trains, the arrest of four of the perpetrators with unpronounceable names, all speak of sadly disorganized conditions which only sound judgment and sensible determination to see justice done can bring to a settlement.

A dozen years ago, when apples in red heaps rotted in our Michigan orchards the consumer in Northern towns along Lake Superior were paying \$2 per bushel for them without a thought that they were being robbed.

We are told that there is even plenty of soft coal in the country, but it is being held at exorbitant rates, there being men mean enough to seek to line their pockets at the expense of the poorer people of the State.

Prison doors should yawn for such creatures with human forms, but with souls so small a million of them could dance on the point of a cambric needle and not tread on each other's toes. There ought to be a place prepared for such scoundrels where they might eke out a few years at hard labor in penalty for their gross, unfeeling robberies.

Conditions from almost every point of view seem discouraging, yet the American people never have suffered from famine, nor have they frozen in large numbers for want of fuel. It will not come to them now. There is certainly a way out which must be discovered and acted upon before it is too late.

Most of us have suffered ourselves to be systematically robbed in the matter of coal in years gone by. Much of this was submitted to because of the great war and a patriotic desire to do all possible for our common country. That condition does not exist to-day and we are now on different ground; in fact, rather in a mood for rebellion against being held up and robbed at the behest of conspirators in the coal business.

The Government hasn't performed its duty in connection with the coal and railway conspiracies.

The people are the Government, and when a man or a set of men conspire together for the infliction of an injury

to that public it is the plain duty of Government to take those conspirators by the neck and shake the daylight out of them. It requires no special act of Congress for the Nation to protect its citizens under such conditions as exist this hour throughout the United States.

If we had an Andrew Jackson, a General Grant, a Grover Cleveland or a Theodore Roosevelt at the head of the Government this railway conspiracy and this coal treason would have long ago been throttled, and business would have resumed its sway throughout the country. A little backbone and sand at the right time is often more needed than barrels of oratory and the calling of commissions for investigation.

How much better off is the country to-day than it was in the days of yore when no gomper-bossed labor unions, no profiteering coal barons nor plotting reds figured in the news of every day?

Those men arrested for derailing a Michigan Central express train killed only two. It was no fault of theirs they did not slay a thousand. The motive was there and their unpronounceable names mark them as members of a foreign clique which seeks to Russianize America and which now dominate the ranks of the labor unions. Swift retribution upon these miserable wretches will undoubtedly serve as a restraining influence on others who may meditate some new villainy.

The farmers may lay a part of their small prices to the striking unions of the country which they at one time were urged to merge in their own farm organization. Doubtless by now the farmers have gotten their eyes open as to the treasonable preaching of labor union leaders and will keep completely out of their clutches.

Old Timer.

Canned Prunes in Syrup Are in Favor.

Canned prunes in syrup are coming into favor. The general idea of a prune is something dry and black and tough until it is stewed, but the fresh prunes are tender and as fine flavored as when they are first pulled from the trees except that they are sweeter, having had syrup made from granulated sugar poured over them before the cans are sealed.

They are being offered by Oregon and Washington canneries at \$1.75@1.85 for 2½ size cans, and at \$5.50@6.00 for No. 10 cans f. o. b. canneries. This excellent article should be used more extensively. A finer fruit is not canned.

Green gage p'ums and egg plums are also canned to perfection on the Pacific Coast and are as delicious products as ever placed upon the table. They should be more generally used.

World's Walnut Crop Large.

With a large production of Sorrento walnuts in sight, the foreign markets, as well as domestic buyers, are slow to place business at primary points. A letter from the heart of the Sorrento section says that the market is weak with very little buying. The crop is estimated at 250,000 bags, which is larger than the 1921 yield, but quality will be fine. France's walnut crop is said to be the largest in history and three times the output of 1921 is anticipated. California also will produce a big tonnage.

A good clerk does not have to be told to watch the advertising and the window displays of the store in which he works.

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables



Why not control
in your town, the
exclusive sale of
the finest line of teas
and coffees in the
country?

Write us about
our SOLE AGENCY

CHASE & SANBORN
CHICAGO



"Yellow Kid" Bananas are a wholesome and delicious summer fruit that is inexpensive and very healthful.

"A pound of Bananas is better than a pound of meat."

Vinkemulder
Company

Grand Rapids, Mich.

Proceedings of Grand Rapids Bankruptcy Court.

Grand Rapids, Aug. 22—On this day was held the meeting of creditors in the matter of Fred E. Miller, Bankrupt No. 1973. The bankrupt was not present in person or by attorney. The trustee was present in person. Several additional claims were allowed against the estate. The trustee's final report and account was approved and allowed. An order for distribution was made and for the payment of a first and final dividend to creditors on all allowed claims. There were no objections to the bankrupt's discharge. The final meeting was then adjourned without date.

Aug. 29. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of William Vandenberg, Sr., Bankrupt No. 2139. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Holland and was proprietor of a laundry at that city. The schedules of the bankrupt list assets in the sum of \$523.38, of which none is claimed as exempt, and liabilities in the sum of \$934.77. The first meeting will be held Sept. 15. A list of the creditors of the bankrupt is as follows:

City of Holland	\$105.12
P. B. Gast Soap Co., Grand Rapids	48.65
Geo. Jantion & Sons, Detroit	15.21
Waterhouse Laundry Supply Co., Detroit	131.26
Carmen & Co., Chicago	31.37
Wing & Evans, Inc., Detroit	37.80
Garratt-Calligan Co., Chicago	18.54
John C. Winston, Chicago	46.00
Van Dyke Coal Co., Grand Rapids	248.28
Standard Education Soc., Chicago	40.00
Standard Oil Co., Holland	10.00

Aug. 31. On this day was held the special meeting and sale of stock in the matter of Harry Vander Veen, Bankrupt No. 2003. The bankrupt was present in person. Butterfield, Keeney & Amberg were present for creditors. Several additional claims were allowed against the estate of the bankrupt. The stock of the Vander Veen Construction Co., held by the bankrupt, was sold to Fred N. Searl for \$250. The offer on which this meeting was called was for the sum of \$100 and made by Howard Vander Veen. An order for the payment of administration expenses was made, there being insufficient for the payment of any dividend. The meeting was then adjourned without date. This case will now be closed and returned.

On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Kersten Composition Products Co., Bankrupt No. 2140. The matter has been referred to Benn M. Corwin, referee, who has also been appointed receiver. A custodian has been appointed and has taken charge of the property. The bankrupt is a resident corporation of the city of Grand Rapids and operated a business of manufacturing composition articles for the trade. The schedules list assets in the sum of \$3,312.64 and liabilities in the sum of \$12,758.00. The first meeting of creditors will be held Sept. 5. A list of the creditors of the bankrupt is as follows:

Collector of Internal Revenue amt. unkn. State of Michigan	\$ 50.00
Jacob Kersten, Grand Rapids	790.78
M. Ratkeric, Grand Rapids	137.50

The following claims have been settled by notes, all of which are outstanding and unpaid:

Consumers Power Co., Grand R.	\$ 4.16
Chicago Mill & Lbr. Co., Chicago	50.38
A. Daigger & Co., Chicago	4.80
E. I. Du Pont De Nemours & Co., Chicago	63.00
Gold Metal Polish Co., Racine	15.99
Grand Haven Brass Foundry, Grand Haven	45.00
G. R. Gas Light Co., Grand Rapids	37.78
Leutkemeyer Co., Cleveland	.71
Oliver Machinery Co., Grand Rap.	14.10
Sullivan Transfer Co., Grand Rap.	5.00
Walter K. Schmidt Co., Grand R.	3.95
Steel Sales Corp., Chicago	13.38
Max P. Thiele & Co., Grand Rapids	5.38
Union Insulating & Construction Co., Chicago	15.48
Star Transfer Co., Grand Rapids	3.49
Jeffers & Co., Grand Rapids	83.17
W. F. Zoerner, Grand Rapids	7.20
Citizens Tel. Co., Grand Rapids	4.50
Kent Printing Co., Grand Rapids	27.50
Central Engraving Co., Grand Rap.	38.13
Mich. Litho. Co., Grand Rapids	149.00
Lewis Electric Co., Grand Rapids	6.94
L. H. Ruehl & Co., Chicago	10.35
Advance Wood Turning Co., Chicago	32.08
Swiss-American Knit. Mills, G. R.	10.00
G. R. Gas Light Co., Grand Rapids	1.50
J. Crisswell, Grand Rapids	464.08
Chas. Vetter, Columbus	500.00

The following claims are on open account:

Advance Wood Furn. Co., Chicago	32.80
Alabastine Co., Grand Rapids	92.40
Am. Cement Plaste Co., Grand R.	14.20
Am. Corrugating Co., Grand Rapids	232.74
Am. Fibre Package Co., Grand R.	1,037.55
Armstrong Cork Co., Chicago	5.94
C. A. Batchelder Co., St. Louis	30.00
Herman Behr, Grand Rapids	11.08
Bradstreet Co., Grand Rapids	150.00
Brander, Oost & Douma, Grand R.	5.63
Fred J. Brogger, Grand Rapids	53.66
Celluloid Zapon Co., Grand Rapids	4.75
Cen. Mich. Paper Co., Grand Rapids	8.65
G. C. Clark, Grand Rapids	2.50
Walter Clark Veneer Co., Grand R.	28.75
Commonwealth Ptg. Co., Grand R.	9.90

Conner Foundry Co., Grand Rapids	112.37
Consumers Power Co., Grand Rap.	23.45
Crisswell Furn. Co., Grand Rapids	11.50
A. Daigger & Co., Chicago	32.00
Dall Bros. Excelsior Co., Grand R.	20.37
Det. Pattern & Model Wks., G. R.	18.30
De Vilbiss Mfg. Co., Toledo	71.31
A. De Windst, Grand Rapids	40.00
E. I. Du Pont De Nemours Co., Chicago	144.85
Eagle Products Co., Grand Rapids	17.33
Conway Wall Paper Co., Grand R.	3.50
Egyptian Lacquer Co., New York	148.50
Engstrom & Johnston Furn. Co., Grand Rapids	82.67
F. D. Findley Co., Milwaukee	198.33
Foster Stevens Co., Grand Rapids	69.58
Friedrich Music House, Grand R.	13.70
Furniture City Plating Wks., G. R.	9.05
Association of Commerce, Grand R.	10.00
G. R. Brass Co., Grand Rapids	28
G. R. Dry Goods Co., Grand Rapids	12.30
G. R. Label Co., Grand Rapids	12.00
G. R. Lumber Co., Grand Rapids	8.00
G. R. Metal Products Co., Grand R.	40.18
G. R. Piano Case Co., Grand Rapids	6.00
G. R. Varnish Co., Grand Rapids	238.31
G. R. Veneer Wks., Grand Rapids	5.00
G. R. Wood Finishing Co., Grand R.	29.43
Hazeltine & Perkins Drug Co., Grand Rapids	19.50
J. M. Hayden Supply Co., Grand R.	22.42
Hegeman & Dryburg, Grand Rapids	112.25
A. L. Holcomb Co., Grand Rapids	4.50
Ideal Spinning Co., Chicago	30.00
Innis-Speiden Co., Chicago	6.00
Interstate Appliance Co., Grand R.	.40
Robert K. Jardine Lbr. Co., G. R.	197.15
Kluse Mfg. Co., Grand Rapids	843.30
Koester School & Decorating Co., Chicago	20.00
Leutkemeyer Co., Cleveland	62.73
Merchants Record Co., Chicago	213.47
Mich. Engraving Co., Grand Rapids	112.25
Mich. Litho. Co., Grand Rapids	149.00
O. K. Display Pictures Co., N. Y.	46.10
Presquele Finishing Co., Grand R.	97.00
Rempis & Gallmeyer Co., G. R.	15.34
Root Newspaper Assoc., Chicago	147.50
Royal Typewriter Co., Grand Rap.	75.00
Serfling-Sinke Co., Grand Rapids	1.40
Service Steel Co., Grand Rapids	34.43
P. Steketee & Sons, Grand Rapids	17.05
A. Stell Mfg. Co., Grand Rapids	140.15
Star Transfer Co., Grand Rapids	80.41
Stanley Foundry Co., Grand Rap.	46.69
Tish-Hine Co., Grand Rapids	18.61
Chas. Trankla & Co., Grand Rap.	2.00
Tubergin Bros., Grand Rapids	4.00
United Appliance Co., Grand Rap.	3.00
Visel-Darling Co., Bronson	160.25
Wadsworth-Howling Co., Chicago	27.50
Weatherly Co., Grand Rapids	2.60
Weiss & Weiss, Grand Rapids	900.00
Zeller Lacquer Mfg. Co., Grand R.	11.47
Crisswell Furn. Co., Grand Rapids	3,500.00
Scudder & Co., Grand Rapids	45.00

In the matter of Muskegon Commercial Letter Service, Bankrupt No. 2136, the original notice to creditors having contained a mistake as to the name of the corporation by listing it as Muskegon Letter Service, a corporation, the same has been published again and the date of first meeting fixed at Sept. 16.

In the matter of Reuben Page, Bankrupt No. 2131, the bankrupt having furnished funds for the first meeting, the same will be held Sept. 16.

In the matter of Leslie B. Sankey, Bankrupt No. 2135, funds having been furnished the first meeting is called for Sept. 11.

In the matter of Peter Moerland, Bankrupt No. 2138, the funds for first meeting have been received and the same will be held on Sept. 13.

In the matter of Chester A. Moyer, Bankrupt No. 2128, funds have been furnished and the first meeting has been called to be held Sept. 15.

Michigan State Normal College

OPENED IN 1852

EDUCATIONAL PLANT

Campus of fifty-five acres.
Ten Buildings with modern equipment.
Training School, including Elementary and High School Departments.

CERTIFICATES AND DEGREES

Life Certificates on completion of Two Years' Curriculum.
A. B. and B. S. (In Education) Degrees on completion of Four Years' Curriculum.

SPECIAL CURRICULA

Home Economics, Kindergarten, Physical Education, Public School Music, Music and Drawing, Drawing and Manual Arts, Commercial, Rural, Agriculture, Special Education.
Normal College Conservatory of Music offers courses in Voice, Piano, Organ and Violin.

Fall Term Begins September 25, 1922.
Write for bulletin.

C. P. STEIMLE, Registrar,
Ypsilanti, Michigan.

Did You Ever Notice It?

Some merchants are lavish in their use of price tags. It is never necessary for their customers to ask the price of an article.

They recognize that displaying prices means additional sales—they know that many sales are lost because the customer will not ask prices and they are **cashing in** on that knowledge.

To display prices on well known merchandise is good business and helps turnover, but the system is doubly effective where you can offer your customers such a product as

K C

Baking Powder

Same price for over 30 years

25 ounces for 25¢

The price is established through advertising and being shown on the package.

Your customers accept it without question.

You Can Get Your Full Profit—
ALWAYS

The government used
millions of pounds.

Reduction in freight rates July 1, passed on to
the trade in reduced list prices on K C

Write us. Let us show you the
greater profit in selling K C than you
can get on other advertised brands.

JAQUES MFG. CO. - Chicago

FOUR OF A KIND.

Worden Grocer Co. Buys Two Battle Creek Stores.

The largest mercantile transfer in Battle Creek in recent months came to-day when the Grocers, Inc., including building and stock, and the Godsmark-Durand & Co., wholesale grocery stock, were sold to the Worden Grocer Company, of Grand Rapids.

The Godsmark-Durand structure was not included in the deal. The stock is to be moved at once to the Grocers, Inc., building.

Although the Worden interests would not say anything concerning the price consideration, it is reported to be in the neighborhood of \$300,000.

Miss Hope Columbus, president, treasurer and general manager of the Grocers, Inc., William A. Durand, secretary of the Godsmark-Durand & Co., and Miss Mae Rock, secretary of the Grocers, Inc., will remain with the new company. The plant personnel will remain intact.

G. R. Clark, who has been assistant manager of the Worden Grocer Company's Kalamazoo branch, and who is regarded as one of the best merchandise men in the organization, will take charge of the combined business here.

"We have been trying, for some time, to gain a foothold in Battle Creek," Guy W. Rouse, President of the Worden Grocer Company, said to the Enquirer and News to-day. "We are impressed with the business activity of Battle Creek, its future possibilities, the agreeable attitude of its merchants toward this local house and their marked business ability."

"The Worden Grocer Company has its headquarters in Grand Rapids and branches in Kalamazoo and Lansing. By adding this community, we are given the shortest possible haul with the opportunity for best possible service."

Mr. Rouse said that by combining the two wholesale grocery interests that have been secured here, a broader list of articles will be available than formerly was possible and that stocks here will be backed by those manufactured in Grand Rapids and also at the Kalamazoo and Lansing branches.

He added that there is 50 per cent. more room in the Grocers, Inc., building than is now in use but that it was quite likely that, in the near future, an addition would be necessary.

"The Grocers, Inc., building," he said, "is known as one of the best built wholesale grocery structures in the country."

Mr. Durand, if not the entire Godsmark-Durand & Co., interests, now become financially affiliated with the Worden Grocer Company, and the same is true of some of the Grocers, Inc., interests.

The Worden Grocer Company is one of the three major wholesale grocery companies in Michigan and is rated as a \$1,500,000 concern. At Grand Rapids it has a manufacturing plant and a large coffee roasting plant, while at Lansing extracts and different items of the grocery trade are manufactured.

A specialty of the new concern is its cigar line having exclusive agency

for many of the big sellers, including Harvester, Webster, R. R. Sanchez, N. Haya and La Azora brands.

In financial circles to-day it was generally regarded that Battle Creek has made a big step forward as a jobbing center through the decision of the large wholesale company to add this city to its organization, while the business acumen of Mr. Rouse and his frank admiration for the city was expected to count heavily in the city's business future.

Battle Creek is practically the hub of the Worden Grocer interests, with Grand Rapids to the North, Lansing to the East and Kalamazoo to the West. Consequently distribution from this city to either of the Lansing or Kalamazoo branches will save haulage, as compared with Grand Rapids and there is good reason to believe that this significant item will appear to the city's advantage in time to come.

Mr. Rouse said to-day that he plans to be in Battle Creek a considerable portion of the time in the future. Whether manufacturing will be combined with wholesaling here, he was not prepared to state at this time but, considering Battle Creek's central position and the wide variety of articles handled on an extensive scale by the company, the manufacturing consideration was thought to be regarded as an important future achievement.—Battle Creek Enquirer.

Corporations Wound Up.

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State:

Downtown Garage & Annex, Inc., Detroit.
Pilgrim Development Co., Detroit.
Christian Lantern & Slide Bureau, Detroit.
Saginaw Products Co., Saginaw.
M. G. Murphy Co., Detroit.
George H. Harris Co., Utica.
Spencer Hat Co., Detroit.
Butler Construction Co., Waukesha, Wis.—Battle Creek.
Northern Woods Lumber Co., Ltd., Champion-Marquette.
Tailor Made Girl Corset Shop, Detroit.
Duroy Manufacturing Co., Park Lake.
Detroit Marvel Brass Manufacturing Co., Detroit.
Odessa Baking Co., Detroit.
Speelman-Boer Electric Co., Grand Rapids.
James Henry & Son Co., Detroit.
Kampenga Co., Inc., Grand Rapids.



Vote for

Cornelius Hoffius

Prosecuting Attorney Kent county.

Candidate for Renomination.

He Stands on the Record Made—Not Promises.

Let's Leave Well Enough Alone.

OELERICH & BERRY CO.



O & L
Ginger Cake
and
Red Hen
Brands
are
Real Pure
New Orleans
Molasses



We pack our molasses in standard size cans.
which contain from 4 to 6 ounces each more
than other packers.



Old Manse Syrup

It always pays to
BUY THE BEST

Distributed by
ALL MICHIGAN JOBBERS

Packed by
OELERICH & BERRY CO.

CHICAGO, ILL.

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

Learn More—Earn More!

You want to start into a good position
which will lead you steadily up the ladder
of success.

FALL TERM SEPTEMBER 5



Michigan's most successful Business
School for over a quarter century.

Why not get out of the rut? Write
for our beautiful new catalog. It is free.

SCHOOL SUPPLIES

Pencils

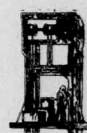
Tablets

Paints

Ruled Papers, etc.

WRITE US FOR SAMPLES

The Dudley Paper Co.
LANSING, MICH.



SIDNEY ELEVATORS

Will reduce handling expense and speed
up work—will make money for you. Easily
installed. Plans and instructions sent with
each elevator. Write stating requirements,
giving kind of machine and size platform
wanted, as well as height. We will quote
a money saving price.

Sidney Elevator Mfg. Co., Sidney, Ohio

Sand Lime Brick

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

Brick is Everlasting

Grande Brick Co., Grand
Rapids
Saginaw Brick Co., Saginaw
Jackson-Lansing Brick Co.,
Rives Junction

Signs of the Times
Are
Electric Signs

Progressive merchants and man-
ufacturers 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



Gabby Gleanings From Grand Rapids.

Grand Rapids, Sept. 5.—The State of Indiana is still in disgrace because of the wretched stretch of road, thirty miles in length, between Michigan City and Gary. This road was once good, but has been permitted to get worse and worse for several years. With thousands of automobiles traversing the road each way every day, the good name once enjoyed by Indiana as a road builder has long since been dissipated. It is very unfortunate for all concerned that this condition should be permitted to exist.

The new Spaulding Hotel, at Michigan City, is able to house only about half the guests who apply for accommodations, owing to the sleeping rooms not being all completed. Although the Spaulding is a long ways in advance of anything Michigan City has ever had before in the hotel line, it is a long ways from being an up-to-date hotel. The sleeping rooms and the dining room are full of flies and mosquitos, due to the fact that the hotel was not properly fumigated before it was opened for business. Because this was not done the modern screens which have been installed with such care are practically useless for the time being. There is another cardinal feature which has been overlooked in the hotel. With ground rent as low as it is in Michigan City, there is no sense in making the sleeping rooms so small as they are. They should be large enough to enable two people to dress or undress at the same time with both comfort and satisfaction. The beds are clean and wholesome and the housekeeping appears to be first-class. The clerks do not try very hard to satisfy the customers of the house as to the accommodations furnished, but perhaps a little more experience will improve their methods and show them that a hotel clerk has not done his full duty when he marks down a room number opposite the name of a guest at the hotel.

Rice Bros., who have conducted a grocery store at St. Joseph for the past fifty years, will close out their grocery stock about Sept. 10 and confine their mercantile activities to the crockery and glassware business.

Arthur L. Leonard, who has conducted the Pipestone Grocery, at Pipestone and High streets, Benton Harbor, for the past seven years, has purchased the two-story and basement brick building at 196 Pipestone street and will remove his grocery stock and bakery to that location about March 1 of next year. Mr. Leonard's success since he embarked on a mercantile career has been away beyond his expectations.

The new House of David hotel, at Benton Harbor, is up to the second story. It will be a very imposing structure, because of the cut stone used in building it, but will not be ready for occupancy before some time in 1923.

The detour between New Buffalo and LaPorte is one of the worst ever experienced by automobilists. It is about five miles long and is rendered necessary by the construction of the remaining gap in the excellent stone road between the two towns.

Charlie Ziegler has sold the Royal Hotel, at Cadillac, to Harold A. Bottrell and will enter other lines. For seventeen years Charlie has conducted

a lunch room and hotel in Cadillac. While small, his place was always clean and orderly and one of the few Northern hotels awarded the "white card" for cleanliness. The new owner got his early training from Mr. Ziegler.

The Russell House, at Cadillac, is being overhauled and running water installed in all rooms. Plumbers, carpenters and paper hangers will finish their work during the coming week.

Patrons of the McKinnon Hotel are treated to radio entertainments nightly. Some difficulty has been experienced in manipulating the outfit since its installation last month.

The cities of Grand Haven and Holland are neighbors, geographically speaking, but the telephone service between them is so poor they might as well be separated by the ocean.

Dining car service on the South Shore is better this year than last. Service on the Soo line is not as good.

"Billy" Evers has fitted up the East side of his building at Soo Junction for a restaurant. He has a real cook and is serving bang-up meals and lunches. Plain fare, but good and clean. The portions are much larger than necessary and to the traveler accustomed to the usual American plan meals it looks like a bit of extravagance. There are nearly two hours wait at this place, if you are going East or West. Possibly you could clean up on one of "Billy's" big meals in that time. They are worth trying.

A fitting monument is soon to be erected in Sault Ste. Marie, marking the Northern terminus of the Dixie Highway, the Southern end of which is Miami, Florida.

Success is an elusive quality. Sometimes it is measured in dollars; sometimes in deeds. Often the millionaire is not particularly successful and often the comparatively poor man is distinctly so. In every case success means accomplishment in some form, and in greater than average measure. Success is always the result of some definite endeavor and always the result of persistent, consistent and conscious effort. Results obtained without conscious effort do not constitute success. Finally then success is achievement as the result of conscious effort.

Did you ever see a good salesman who was not enthusiastic? Did you ever know a poor salesman who did not lack enthusiasm? Did you ever consider that this most powerful and most "catching" of all human emotions, so essential to successful selling, can be acquired and developed by you?

If you want to see how far real enthusiasm can carry a man in this country, look at the record of that great American, Theodore Roosevelt. Weak and sickly in childhood, he had in him the determination to make the most of himself and his opportunities. So he improved himself physically and mentally, trained himself, forced himself to do the things he knew he should do, and whatever he undertook he went into with the utmost enthusiasm, vim and vigor—and others believed in

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.

CODY HOTEL



IN THE HEART OF THE CITY
Division and Fulton

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

CODY CAFETERIA IN CONNECTION

New Hotel Mertens GRAND RAPIDS

Union
Station

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



75 Steps East

Fire Proof

OCCIDENTAL HOTEL
FIRE PROOF
CENTRALLY LOCATED
Rates \$1.50 and up
EDWARD R. SWETT, Mgr.
Muskegon Michigan

HANNAFORDS NEW CAFETERIA

9-11 Commerce Ave., or
45 Monroe Ave.

For The Past 10 Years
Prop. of Cody Hotel Cafeteria

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, refurnished and redecorated throughout.

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

J. T. TOWNSEND, Manager.

PARK-AMERICAN HOTEL

Near G. R. & I. Depot

Kalamazoo

European Plan \$1.50 and Up

ERNEST McLEAN, Manager

Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

3 Short Blocks from Union Depot and Business Center

HOTEL BROWNING MOST MODERN AND NEWEST IN GRAND RAPIDS

ROOMS with Duplex Bath \$2.00; With Private Bath \$2.50 or \$3.00

it because they were swept off their feet by his enthusiasm.

The door to the temple of success is never left open.

Our business in life is not to get ahead of others, but to get ahead of ourselves. To break our own record, to outstrip our yesterday by our today, to do our work with more force and finer finish than ever; this is the true idea, to get ahead of ourselves.

Death is not a calamity, but the fear of death is.

Every day we see men of only average talent passing their brothers on the road to success, simply because they are possessed of that blessed trait of application.

Right in the midst of what some people call drudgery is the very best place to get the transformed, transfigured life. The doing of common tasks patiently, promptly, cheerfully, makes the character beautiful and bright.

Take care that the face which looks out from your mirror in the morning is a pleasant face. You may not see it again all day, but others will.

A smile is never wasted. Even though the other fellow doesn't appreciate it, it is a graciousness that acts as a tonic on the giver.

If all of us would think as much of our duties as we do of our rights, how much happier the world would be.

Don't bet on elections, horseraces or ball games; bet on yourself. Back your chance in life; you can't risk too much on that. If you are in earnest, you can't lose. You are your own competitor and the only real one you have. If you always try to better your best, to improve something somewhere every day of your life, to make every day a winner, you will reach the goal of your ambition. Then your life will be a winner, indeed.

There is always someone in every organization to whom the boss instinctively turns when he wants something out of the ordinary done—and done right.

When a wind-storm sweeps the forest, it is the weakened trees, those with rotten hearts, that fall.

This is an age of competition. If you want anything you must go after it, not in a half-hearted way, but with a determination that will brook no interference. The one thing that you may as well understand right in the beginning is, that you will get no more than you are willing to pay for, but you can have almost anything you want, when you want it bad enough.

There never will come a day in which a man can be made into a man except by going into the fire and onto the anvil and under the hammer.

Three American cities have more than 100 hotels each. These are in New York, San Francisco and Chicago. The largest number of residential hotels is in New York and Chicago. American hotels are divided into five groups, thus having between 25 and 50 rooms, those between 50 and 200, those between 200 and 250, and those more than 450. In all there are 22,760 first class hotels in the United States. The commercial houses number 20,194, and the residential, 2,566.

Three branch offices and salesrooms of shoe manufacturers, which have long been located in the Washington Arcade building, (Detroit) moved Sept. 1 to new and more spacious quarters in the Hotel Tuller, on Grand Circus Park. Those making the change and their local representatives are, L. L. Lindsey, of the Selby Shoe Company; K. Fred Pitcher, of E. T. Wright & Co., makers of the "Arch-Preserver" shoes, and Fred A. Renck, of the G. Edwin Smith Shoe Company. For a long period of years these men have been located on the third floor of the Washington Arcade. In the Tuller they feel that they will be easier of access than ever before, and that they will be closer to the out-of-town buyer, than in the old location. In many cases it is figured the buyer

will stop at the Tuller and will be able to select his stock without leaving the building. This is a decided advantage, and in addition, they feel that in larger and more modern quarters, they will be better able to render that quality of service to which they feel their customers are entitled.

Consolidation of the Grand Rapids Wood Finishing Co. and the Walter K. Schmidt Co., under the name of the former, has been announced. The capitalization of the Grand Rapids Wood Finishing Co. remains at \$280,000.

The Battle Creek house of the Worden Grocer Company will be represented on the road by the following six salesmen: Earl M. Meyers, John H. Sylvester, Claud Newton, C. H. Ashley, M. J. Loomis, S. G. Broesamle. The first three were formerly with the Grocers, Inc., and the latter three with the Godsmark-Durand Co.

Another Creasey House Explodes.

The Interstate Grocer Co., of Cairo, Ill., one of Creasey's branches, has made a most disastrous fiasco. It owes \$18,900 to creditors and has assets to the amount of \$2,600—all junk.

Creasey branches have met with hard luck in undertaking to sell goods to the Creasey dupes on 3 per cent. profit. The Columbus, Ohio, Creasey dump blew up with a bang in 1920 with much greater liabilities than the Cairo joint. It was a local co-operative managed by a handpicked Creaseyte who put it on the rocks buying a boat-load of sugar at peak prices. The Omaha Creasey house went on the rocks. It was also a local co-operative which could not recover from the mismanagement of a hand-picked Creaseyte. The Texas Brite Mawnin, the Kansas City Brite Mawnin, the St. Louis Brite Mawnin were recently re-organized, the local stockholders trading the worthless stock for still more worthless "service contracts" in the Creasey Corporation. The Creasey dumps at Jacksonville and Tampa were recently closed and the members directed to purchase through the Atlanta, Ga., branch.

Why the Shopmen's Strike Must Fail.

Grand Rapids, Sept. 5—Looking over the daily reports from the carriers, it seems that the present shopmen's strike is doomed to failure, the real reason being very apparent and is based on working conditions and remuneration.

Railroad mechanics work on an average of 313 working days annually, as against 275 days in other shops, with the rate of pay from 8 to 12 per cent. higher. The pension, sick relief and other benefits of the railroads are also more liberal than in outside shops.

These facts have caused mechanics in other than railroad employ to "keep their eyes open" for railroad jobs, and the present strike, not having the moral backing of either the public or the Federal Government, has made these mechanics feel that they have both a legal and moral right to take the places of the strikers.

Further, having held their former jobs on merit alone and not being members of a powerful union, they are more efficient, and while the figures of the roads show 56 per cent. normal shop forces, in my opinion efficiency of the new mechanics will show the shops at least 70 per cent. normal.

A. R. Wilkins.

"Easy street" is usually down grade and to control engine and brakes is usually as difficult as on the up-grade to success.

Cotton Estimates and Cotton Fabrics.

Quotations of, and trading in, cotton during the past week were listless, awaiting the report of the Agricultural Department of the estimate of conditions as of Aug. 25. This was made public on Friday. Although it turned out to be more bullish than most of the private estimates, the immediate effect of its publication was to lower quotations. Most persons were prepared for a deterioration in conditions and had apparently discounted the worst. By the report condition of cotton was placed at 57.0 of normal and as indicating a crop of about 10,575,000 bales. How near this will come to the actual yield is what will furnish the speculative fraternity plenty of opportunity for guessing and betting until the final Census Bureau return is made early in the next calendar year. But the general impression seems to be that price fluctuations will range between 21 and 23 cents for what will come to market. The exports have been dropping for some months, July showing the large decrease of about 225,000 bales, as compared with the same month last year. In the goods market, the report of the probable size of the crop awakened much interest. Mill men and traders in cotton goods of various kinds were awaiting it in order to determine their course. While the smallness of the crop means dearer cotton than manufacturers like, it would seem to indicate a rise in the price of fabrics and other articles into which the raw material enters. Already there has been a firming up in the prices of gray goods and the same is likely to occur in knit goods. Jobbers have been holding off in purchases of the latter in the expectation of some softening of prices. What is disturbing is whether the consumers will be willing to meet the higher values.

Result of the Colfax Gibbs Swindling Campaigns.

Lansing, Sept. 6—Employees of State banks who lend their assistance in promoting stock sales and accept pay for such services are not only violating the regulations of the State banking department, which has supervision of such institutions, but also will face removal from their positions upon proven violation, State Banking Commissioner Hugh A. McPherson declared Wednesday.

The State banking department has been checking up on State banks for several months, following investigations by the Michigan Securities Commission of the operation of various organizations of stock salesmen. It was found that it was the general practice of the so-called "high powered" salesmen to go into a well-to-do agricultural community which maintained a State bank. About the first thing he would do would be to get friendly with the cashier of the bank. Inasmuch as the persons of means in the community would be customers of the bank, the cashier would be in a position to know those who had money and credit at the banks. Generally a commission of various percentage is offered the cashier on all sales resulting from "leads" furnished the salesman by him.

"This practice is not only grossly in violation of the policies laid down for State banks by this department, but is highly unethical in banking circles," declared Mr. McPherson. "This department has been aware for some time that such a practice was being followed by the cashiers in a number

of State banks, and in each instance coming to our attention the matter has been promptly taken up with the directors of the institution in question.

"The cashier of a State bank should not be a party to either a stock or a bond transaction. When he 'tips off' a salesman to some customer of his institution who has funds which might be invested he is violating the confidence that customer places in his institution. He is leaving open the way for a smooth-talking salesman to get to this individual and oftentimes obtain possession of his life's savings.

"This department will not tolerate such action, and any complaint received by me will be personally taken up with the directors of the bank, and we will insist that the cashier be removed."

While such action under the present State laws is not a criminal offense, Mr. McPherson declares he would favor making such an act criminal, and it is probably that such a proposal will find its way before the next Legislature.

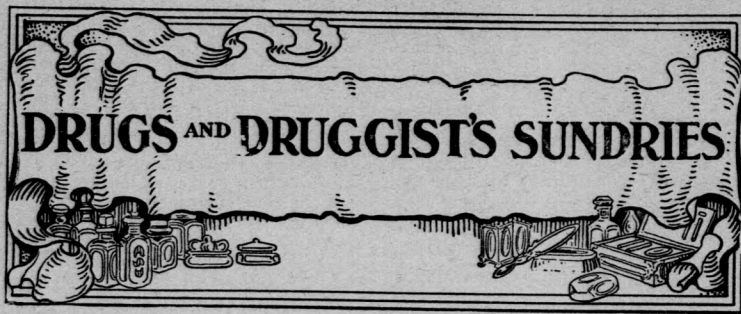
The rural communities have proven a mecca for highly organized bodies of stock and bond salesmen during the past two or three years. As a result of the activities of these organizations it has kept the State banking department extremely busy, checking up on all State banks, to insure that certain kinds of negotiable paper were not carried to such an extent as would impair the assets and deposits of the institutions.

Some time ago a report was circulated that a number of State banks were in a precarious position. This Mr. McPherson says is not the case, and that upon last examination, all State banks were found to be in a sound condition.

Because of the tightening up on the State banks these institutions are now in many instances refusing to handle the paper on bond and stock transactions.

Foreign Debt and the Bonus.

Bonus advocates claim that they have now met the objections to their bill raised by the President and others by amending the measure so that the funds derived from foreign Governments as interest on their debts to the United States shall be used for paying the former service men. The President, it will be recalled, had announced his opposition to any bonus measure that did not carry with it a provision for making the payment. The setting aside of interest on the Allied debts, however, will hardly meet this objection. In the first place, such receipts have been virtually "earmarked" by the Treasury Department as a fund from which interest on the war bonds of our own Government is to be paid. The diversion of this fund to any other purpose is not quite playing fair with the present bondholders. In the next place, only one of the debtor nations is in a position to begin the payment of interest on its debt, and what it will pay as interest amounts to only a small fraction of the total estimated cost of the bonus. It would take at least sixteen years for such payments to accumulate a sufficient fund for this purpose. Finally, unless this interest on the British war debt is devoted to its original purpose the Treasury at the end of the next fiscal year is likely to face an embarrassing deficit. This means that Federal taxes will have to be increased, although business is already oppressed by heavy taxation. There is no such thing as a taxless bonus.



Mich. State Pharmaceutical Ass'n.

President—George H. Grommet, Detroit.
 Secretary—L. V. Middleton, Grand Rapids.
 Treasurer—E. E. Faulkner, Middleville.
 Executive Committee—J. A. Skinner, D. D. Alton and A. J. Miller.

Michigan Board of Pharmacy.

Members—James E. Way, Jackson; Chas. S. Koon, Muskegon; H. H. Hoffman, Sandusky; Oscar W. Gorenflo, Detroit; Jacob C. Dykema, Grand Rapids; J. A. Skinner, Cedar Springs.
 President—James E. Way, Jackson.
 Sec'y and Treas.—Charles S. Koon, Muskegon.
 Director of Drugs and Drug Stores—H. H. Hoffman, Sandusky.
 November Meeting—Grand Rapids, Nov. 21, 22 and 23.

Constructive and Destructive Resolutions.

Gary, Ind., Sept. 5—During the fortieth annual convention of the Michigan State Pharmaceutical Association, the following outstanding resolutions were passed:

First. The association went on record as opposed to the patronizing of the so-called "Bootlegging," jobbing houses.

Second. It was decided to make the dues of the association a part of the license for state board registration. A procedure followed in several other states.

I consider the first mentioned resolution as "Constructive." It is within the spirit of fair play and "Live and Let Live." Our Michigan friends realize the importance of the legitimate drug jobber to the conduct of a legitimate and successful retail drug store. They may be congratulated upon their earnest desire in readiness to co-operate with all the elements which are striving to elevate everything that there is in the drugdom. The regular drug jobber for his services he offers to the retailer, certainly deserves all the patronage and influence.

The second mentioned resolution I call "destructive." I contend that it is the duty of every pharmacist to join his local, state and National association. I emphasize join by his own free will.

A pharmaceutical association as well as any other association is primarily a voluntary organization or society of a group of people with similar commercial or professional interests bound together for the purpose of bettering and elevating their "personal" welfare. Their existence is justified to the extent of good that they bring to the profession or trade direct and the public indirect. It is desirable that all of the same calling should join, just as it is desirable that everybody should join and attend church.

If we permit this or similar resolutions be enacted into laws it will mean that every registered pharmacist will be compelled to join or become a member of the state association whether he wishes to or not, or lose his privilege of being registered as a pharmacist. It will also mean the direct interference with one's personal liberties. Otherwise speaking, the State Association will be changed from a voluntary association to a compulsory one. It will breed contempt for both the association and the Boards of Pharmacy. Such a feeling will eventually solidify itself into a well organized opposition and will destroy not only the state association but also the Boards of Pharmacy.

The proposition of the state board collecting dues for the state association and the secretary of the state association also becoming the secretary of the State Board of Pharmacy originated from a few perpetual pharmaceutical office holders. To them it means "bonanza," but no benefits for the pharmacist as a whole. In their lust for mercenary gain, they, the dollar patriots, are ready to sacrifice principle, turn the state into collecting agency, and build up a political machine for themselves and their kind.

The State Associations are responsible for the existence of the boards. We shall ask and expect of the board co-operation in promulgating and enforcing pharmacy laws. The State Board of Pharmacy is the only official agency where a pharmacist may state his case and be understood. We shall preserve and keep the boards intact and be ever ready to assist them with our moral and other support that may be necessary, but at no time shall we allow the prostituting and degenerating of the boards into a dollar collecting agency.

Let the deeds, good and unselfish work of our pharmaceutical association attract members into its camps not coercion and arbitrary legislation. P. Honorof.

Getting Your Visitors.

There are many modernly equipped establishments which cater to the every-day necessities of the general public and about which they know little or hear seldom about. If such persons could be induced to visit and inspect the up-to-dateness of the place, service or article sold would be more widely appreciated. A baker whose goods are distributed through the retail dealers of the district had just installed a modern equipment, and wanted to get the folks to come and see it. He arranged with the society editor of his local paper to organize parties for the purpose of visiting the various industries of the community. The women of the district were soon divided into several groups and they visited the manufactories, among which, of course, was the plant of the baker.

Spice-filled Test-tubes.

When canning time comes an Illinois druggist always lays his plans to capture as much business as possible in the way of supplies. He arranges a window display of rubber rings, paraffin, sealing-wax, and the other canning necessities, backed up with a row of assorted spices packed in large size test-tubes.

The test-tubes are filled with the spices and corked, then placed head down in a rack so made that the cork is invisible. A small, neat strip is pasted on each tube indicating its contents. The rack is stained some appropriate color. Altogether this arrangement presents a very attractive window display for the canning season.

A Novel Store Service.

Service to customers is the keynote of successful business. A Western dealer has started a different kind of service which has more than doubled the popularity of his store since inaugurated. The plan consists of placing a glass bulletin board in a prominent position of the store. Customers have full privileges to avail themselves of its uses by posting personal notices, want advertisements, rooms to let, and other such things. Besides these, the dealer posts some store personality slogans serially. One reads: "Know one thing better than all the world and you can't fail." Below this appears: "We know better than anyone else how to serve you well." Sometimes a heading entitled: "Twenty years or more of efficient service in this community," lists below the oldest and most prominent customers of the store. These are only some of the features, besides having pictures, cartoons, humor, and everything that help the bulletin become a medium of good will and help. Sometimes, the customers are asked to criticize the store and a box placed nearby to receive the contributions. Some of the better ones are posted. The personal service of this bulletin board makes it a pulling factor of getting people to patronize the store, and if they want to use it, they have to be regular customers before they can do so.

What Druggists Sell.

Boston, Aug. 1—Figures collected by the Harvard Research Bureau from eighty-five independent drug stores show the following relative amounts of merchandise sold by druggists of the United States:

Rubber goods	3 per cent.
Candy	5 per cent.
Cigars and tobacco	8 per cent.
Toilet articles	10 per cent.
Prescriptions	10 per cent.
Soda water	14 per cent.
Proprietary medicines	22 per cent.
Unclassified	28 per cent.
Total	100 per cent.

Selling With a Card of Introduction.

Merchants and manufacturers who carry a variety of articles which the average retailer cannot completely stock are often at a disadvantage in getting their wares known to the consumer. This difficulty has been successfully solved by a large furniture company. They printed neat cards of introduction which were distributed to the retail dealer and other merchants

of the district. Blank spaces were left on the card for the customer's name, the dealer's signature, and the date. With one of these cards, the prospective customer is permitted to choose from the large display of merchandise of the wholesale house. When a choice is made, a note is made of the fact, the article sent to the retailer who subsequently makes the sale. In this way, the retailer has a larger variety of goods to sell from, the wholesaler gets his wares known to the consumer, and the consumer enjoys the distinctiveness of the service.

A salesman with a toothache is better than one with a grouch. A tooth can be pulled. A grouch may be ingrained in the system.



STRAIGHT
SIZE—

The Johnson
Original 10¢ Cigar

VAN DAM

MANUFACTURED BY
TUNIS JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN

THE NEW NATIONAL CONFECTIONERS SLOGAN IS,



Remember **Everybody Likes CANDY**

MAKE USE OF THIS SLOGAN IN YOUR STORE AND ON YOUR WINDOWS

ALSO REMEMBER EVERYBODY LIKES GOOD CANDY.

Putnam's

Paris

LOWNEY'S

ARE IN THIS CLASS.

Putnam Factory,

Grand Rapids, Michigan

Why Hoffius Should Be Retained As Prosecuting Attorney.

The budget prepared for the four lawyers which comprise his office force by the Board of forty-eight Supervisors has never been exceeded. He has prosecuted successfully twelve murderers and thirteen bank robbers and convicted every one of them. He has convicted scores of felonious assault cases on young girls and children. He has cleaned up on railroad yard thieves, convicted all of them and they are all now serving time in prison, including John Mohl, Cyrus Sanderson, Levi Cook and Donald Jordan. These men stole thousands of dollars' worth of merchandise a month. Larceny of this kind was reduced to zero after disposing of these cases. He received fine letters of commendation from superintendents of railroads and the special agent of the American Railway Express Co. No damages have been recovered against the county or Road Commission since he has been in office. He has recovered over \$12,000 for the county on defaulted bonds—usually overlooked. He believes that every day attention to business is the best politics. He handles fifty to a hundred complaints in his office daily, analyzes them and handles an average of 1,300 cases in the various courts per year. He is advisor to all township, school district and county officials. No one complains except his opponent. Frank Cook, the notorious crook who assumed he was immune from punishment for his numerous crimes because of his political influence, is now serving time in prison. Mehrige, driver of the bandit car in the Grandville avenue bank robbery, was convicted after four weeks' trial. He and his associates are now in prison for life.

In the light of this record, this is

no time to make a change and turn so important an office over to ambitious men whose mettle has not been tried in the fire of experience.

You Pay the Freight.

I believe my suit is wool. Now when it started its existence, before it came to me, it was wool on the back of a sheep way down on the farm. The farmer had it insured; he computed the cost and sold that to the next man and that became his cost. He added his profit and sold it to the next man. Now as soon as he got it he had it insured he had overhead, he had rent, he had a good deal of freight to pay and all of those different charges he put to his original cost, and then he added his profit and sold it to the next man, who did the same thing. When I bought this suit and took it out of the store, I paid for the entire proposition from the beginning, when it was wool on the back of a sheep, until the day I took it out of the store. And so it is with every article you wear, that you eat or that may in any way come into your daily life. Decrease the cost by decreasing the number of fires. Add your help in the great work of fire prevention.

T. Alfred Fleming.

Wants Salmon Season Extended.

If the fishing industry of British Columbia is to be developed to its fullest, means must be found to change it from a seasonal occupation to one that may be followed the year round, declared William Duff, chairman of the Parliamentary Fisheries Committee. Salmon fishing would always be seasonal, Mr. Duff said, but he thought that halibut, cod, herring and flat fish should be able to support a large white fishing population the year round.

Laughter spells life; sourness disease.

1922—HOLIDAY SEASON—1922

Grand Rapids, Sept. 10.

We are pleased to announce that our line of Holiday Goods and Staple Sundries will as usual be displayed here in Grand Rapids in our own building for the months of September, October and November. The line is complete and will be ready for inspection on or about September 10th. We cordially invite our friends and customers to visit us and see the line.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

Wholesale Drug Price Current

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

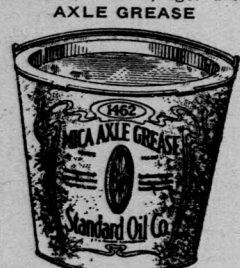
Acids		Almonds, Sweet.		Tinctures	
Boric (Powd.)	17 1/2 @ 25	Amber, crude	2 00 @ 25	Aconite	@ 1 80
Borix (Xtal)	17 1/2 @ 25	Amber, rectified	2 25 @ 25	Aloe	@ 1 45
Carbolic	34 @ 39	Anise	1 25 @ 1 50	Arnica	@ 1 10
Citric	57 @ 65	Bergamont	5 00 @ 6 25	Asafoetida	@ 2 40
Muriatic	3 1/2 @ 8	Cajeput	1 50 @ 1 75	Belladonna	@ 1 35
Nitric	9 @ 15	Cassia	2 50 @ 2 75	Benzoin	@ 2 10
Oxalic	20 1/2 @ 30	Castor	1 40 @ 1 70	Benzoin Comp'd	@ 2 55
Sulphuric	3 1/2 @ 8	Cedar Leaf	1 50 @ 1 75	Buchu	@ 2 65
Tartaric	40 @ 50	Citronella	1 20 @ 1 40	Cantharides	@ 2 85
Ammonia		Cloves	3 25 @ 3 50	Capsicum	@ 2 20
Water, 26 deg.	10 @ 15	Cocunut	25 @ 35	Catechu	@ 1 75
Water, 18 deg.	3 1/2 @ 13	Cod Liver	1 30 @ 1 40	Cinchona	@ 2 10
Water, 14 deg.	6 1/2 @ 12	Croton	2 25 @ 2 50	Colchicum	@ 1 80
Carbonate	20 @ 25	Cotton Seed	1 25 @ 1 35	Cubebs	@ 2 00
Chloride (Gran)	10 @ 20	Cuba	3 50 @ 4 75	Digitalis	@ 1 80
Balsams		Elgeron	4 00 @ 4 25	Gentian	@ 1 35
Copaiba	60 @ 1 00	Eucalyptus	75 @ 1 00	Ginger, D. S.	@ 1 80
Fir (Canada)	2 50 @ 2 75	Hemlock, pure	1 50 @ 1 75	Gualac	@ 2 20
Fir (Oregon)	60 @ 80	Juniper Berries	2 50 @ 2 75	Gualac, Ammon.	@ 2 00
Peru	3 00 @ 3 25	Juniper Wood	1 50 @ 1 75	Iodine	@ 95
Tolu	1 10 @ 1 40	Lard, extra	1 25 @ 1 45	Iodine, Colorless	@ 1 50
Barks		Lard, No. 1	1 10 @ 1 20	Iron, clo.	@ 1 35
Cassia (ordinary)	25 @ 30	Lavender Flow	5 00 @ 5 25	Kino	@ 2 50
Cassia (Saigon)	50 @ 60	Lavender Gar'n	1 75 @ 2 00	Myrrh	@ 1 55
Sassafras (pw. 45c)	@ 40	Lemon	1 75 @ 2 00	Nux Vomica	@ 3 50
Soap Cut (powd.)	15 @ 20	Limon Billed bbl	@ 94	Opium	@ 85
Berries		Linseed bld less	1 03 @ 1 11	Opium, Camp.	@ 85
Cubeb	1 75 @ 1 85	Linseed, raw, bbl.	@ 94	Opium, Deodor'd	@ 3 50
Fish	25 @ 36	Linseed, ra. less	1 01 @ 1 09	Rhubarb	@ 1 70
Juniper	7 @ 15	Mustard, artifl. oz.	@ 50	Paints	
Prickly Ash	@ 30	Neatsfoot	1 15 @ 1 30	Lead, red dry	12 1/2 @ 13
Extracts		Olive, pure	3 75 @ 4 50	Lead, white dry	12 1/2 @ 13
Licorice	60 @ 65	Olive, Malaga.	2 75 @ 3 00	Lead, white oil	12 1/2 @ 13
Licorice powd.	70 @ 80	Orange, Sweet	2 75 @ 3 00	Ochre, yellow bbl.	@ 2
Flowers		Orange, pure	@ 2 50	Ochre, yellow less	2 1/2 @ 3
Arnica	25 @ 30	Origanum, com'l	1 00 @ 1 20	Putty	@ 8
Chamomile (Ger.)	50 @ 60	Pennyroyal	2 50 @ 2 75	Red Venet'n Am.	3 1/2 @ 7
Chamomile Rom	75 @ 1 25	Peppermint	4 00 @ 4 25	Red Venet'n Eng.	@ 8
Gums		Rose, pure	12 00 @ 15 00	Whiting, bbl.	@ 4 1/2
Acacia, 1st	50 @ 55	Rosemary Flows	1 50 @ 1 75	Whiting	5 1/2 @ 10
Acacia, 2nd	45 @ 50	Sandalwood, E.	10 00 @ 10 25	L. H. P. Prep.	2 60 @ 2 75
Acacia, Sorts	25 @ 30	Sassafras, true	1 50 @ 1 80	Rogers Prep.	2 60 @ 2 75
Acacia, powdered	30 @ 35	Sassafras, artifl	1 00 @ 1 25	Miscellaneous	
Aloes (Barb Pow)	25 @ 35	Spearment	4 50 @ 4 75	Acetanallid	55 @ 75
Aloes (Cape Pow)	25 @ 35	Sperm	2 40 @ 2 60	Alum	08 @ 12
Aloes (Soc. Pow.)	70 @ 75	Tansy	16 50 @ 16 75	Alum, powd. and	09 @ 15
Asafoetida	65 @ 75	Tar, USP	50 @ 65	Alum, powd. and	09 @ 15
Pow.	1 00 @ 1 25	Turpentine, bbl.	@ 34	Bismuth, Subni-	09 @ 15
Camphor	1 12 @ 1 15	Turpentine, less	1 41 @ 1 49	trate	3 10 @ 3 27
Guaiaac	@ 1 10	Wintergreen,	6 50 @ 7 06	Borax xtal or	07 @ 13
Guaiaac, pow'd	@ 1 25	leaf	6 50 @ 7 06	powdered	10 @ 13
Kino	@ 75	Wintergreen, sweet	3 25 @ 3 60	Cantharades, po	1 75 @ 7 00
Kino, powdered	@ 85	Wintergreen art	8 10 @ 8 15	Calomel	1 29 @ 1 40
Myrrh	@ 70	Wormseed	5 00 @ 5 25	Capsicum	50 @ 55
Myrrh, powdered	@ 70	Wormwood	17 00 @ 17 25	Carmine	6 00 @ 6 50
Opium	9 00 @ 9 40	Potassium		Cassia Buda	25 @ 30
Opium, powd.	10 65 @ 11 00	Bicarbonate	35 @ 40	Cloves	50 @ 55
Opium, gran.	10 65 @ 11 00	Bichromate	15 @ 25	Chalk Prepared	14 @ 16
Shellac	1 00 @ 1 15	Bromide	35 @ 45	Chloroform	45 @ 55
Shellac Bleached	1 05 @ 1 20	Carbonate	30 @ 35	Chloral Hydrate	1 35 @ 1 50
Tragacanth, pw.	2 25 @ 2 50	Chlorate, gran'r	23 @ 30	Cocaine	9 25 @ 10 25
Tragacanth	2 75 @ 3 25	Chlorate, powd.	16 @ 25	Cocoa Butter	55 @ 75
Turpentine	25 @ 30	Cyanide	35 @ 50	Corks, list, less	40 @ 50 1/2
Insecticides		Iodide	4 25 @ 4 50	Copperas	3 @ 10
Arsenic	12 @ 20	Permanganate	25 @ 40	Copperas, Powd.	4 @ 10
Blue Vitriol, bbl.	@ 08	Prussate, yellow	45 @ 55	Corrosive Sublim	1 11 @ 1 30
Blue Vitriol, less	9 @ 15	Prussate, red.	65 @ 75	Cream Tartar	35 @ 45
Bordeaux Mix Dry	14 @ 29	Sulphate	35 @ 40	Cuttle bone	55 @ 75
Hellebore, White	20 @ 30	Roots		Dextrine	4 1/2 @ 15
powdered	20 @ 30	Alkanet	@ 40	Dover's Powder	3 50 @ 4 00
Insect Powder	45 @ 75	Blood, powdered	30 @ 40	Emery, All Nos.	10 @ 15
Lead Arsenate Po.	29 @ 31	Calamus	25 @ 35	Emery, Powdered	8 @ 10
Lime and Sulphur	09 1/2 @ 23 1/2	Calampane, pwd	25 @ 30	Epsom Salts, bbls.	@ 3 1/2
Dry	09 1/2 @ 23 1/2	Elecampane, pwd	25 @ 30	Epsom Salts, less	4 1/2 @ 09
Paris Green	30 @ 43	Gentian, powd.	20 @ 30	Ergot, powdered	1 75 @ 2 00
Leaves		Ginger, African,	23 @ 30	Flake, White	15 @ 20
Buchu	1 75 @ 1 90	powdered	23 @ 30	Formaldehyde, lb.	13 @ 20
Buchu, powdered	@ 2 00	Ginger, Jamaica,	52 @ 60	Gelatine	1 30 @ 1 50
Sage, Bulk	67 @ 70	powdered	42 @ 50	Glassware, less	55 %
Sage, 1/4 loose	72 @ 78	Goldenseal, pow.	5 50 @ 6 00	Glassware, full case	50 %
Sage, powdered	55 @ 60	Ipecac, powd.	@ 3 00	Glauber Salts, bbl.	@ 02 1/2
Senna, Alex.	75 @ 80	Licorice	40 @ 45	Glauber Salts, less	04 @ 10
Senna, Tinn.	80 @ 85	Licorice, powd.	25 @ 30	Glue, Brown	21 @ 30
Senna, Tinn. pow	25 @ 35	Orrie, powdered	30 @ 40	Glue, Brown Grd	12 1/2 @ 20
Uva Ursi	20 @ 25	Poke, powdered	30 @ 35	Glue, White	25 @ 35
Oils		Rhubarb, powd.	1 15 @ 1 25	Glue, White Grd.	30 @ 35
Almonds, Bitter,	10 50 @ 10 75	Rosinwood, powd.	30 @ 35	Glycerine	23 @ 30
Almonds, Bitter,	2 50 @ 2 75	Sarsaparilla, Hond.	1 25 @ 1 40	Hops	55 @ 75
Almonds, Sweet,	1 00 @ 1 25	ground	1 25 @ 1 40	Iodine	6 06 @ 6 51
true	1 00 @ 1 25	Sarsaparilla Mexican,	@ 70	Iodoform	6 75 @ 7 20
Seeds		ground	@ 70	Lead Acetate	18 @ 25
Anise	33 @ 35	Squills	35 @ 40	Lycopodium	1 50 @ 1 75
Anise, powdered	38 @ 40	Squills, powdered	60 @ 70	Mace	75 @ 80
Bird, 1s	13 @ 15	Turmeric, powd.	15 @ 20	Mace, powdered	95 @ 1 00
Canary	9 @ 15	Valerian, powd.	40 @ 50	Menthol	8 50 @ 9 00
Caraway, Po.	28 @ 35	Seeds		Morphine	8 70 @ 9 60
Cardamon	1 50 @ 1 75	Anise	33 @ 35	Nux Vomica	@ 30
Celery, powd.	45 @ 50	Anise, powdered	38 @ 40	Nux Vomica, pow.	15 @ 25
Coriander pow.	25 @ 30	Bird, 1s	13 @ 15	Pepper black pow.	32 @ 35
Dill	10 @ 20	Canary	9 @ 15	Pepper, White	40 @ 45
Fennel	25 @ 35	Caraway, Po.	28 @ 35	Pitch, Burgundy	10 @ 15
Flax	08 1/2 @ 13	Cardamon	1 50 @ 1 75	Quassia	12 @ 15
Flax, ground	08 1/2 @ 13	Celery, powd.	45 @ 50	Quinine	72 @ 1 33
Poenugreek pow.	8 @ 15	Coriander pow.	25 @ 30	Rochelle Salts	30 @ 40
Hemp	8 @ 15	Dill	10 @ 20	Saccharine	@ 30
Lobelia, Powd.	@ 1 50	Fennel	25 @ 35	Salt Peter	11 @ 22
Mustard, yellow	12 1/2 @ 20	Flax	08 1/2 @ 13	Seidlitz Mixture	30 @ 40
Mustard, black	15 @ 20	Flax, ground	08 1/2 @ 13	Soap, green	15 @ 30
Poppy	30 @ 40	Poenugreek pow.	8 @ 15	Soap mott cast.	22 1/2 @ 25
Quince	@ 2 25	Hemp	8 @ 15	Soap, white castile	@ 11 50
Rape	15 @ 20	Lobelia, Powd.	@ 1 50	Soap, white castile	@ 11 50
Sabadilla	20 @ 30	Mustard, yellow	12 1/2 @ 20	Soda Ash	@ 1 25
Sunflower	11 1/2 @ 15	Mustard, black	15 @ 20	Soda Bicarbonate	3 1/2 @ 10
Worm American	30 @ 40	Poppy	30 @ 40	Soda, Sal	03 @ 08
Worm Levant	@ 4 00	Quince	@ 2 25	Spirits Camphor	@ 1 35

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
Split Peas	Brooms	Wheat
Rice	Fruit Jars	Feed
Cocoon		Lamb
Med. Hand Picked Beans		Hogs
Whole Cloves		Loins
Nutmegs		Shoulders
Calfskin-Pelts-Wool		Hams

AMMONIA	
Arctic Brand	
16 oz., 2 doz. in carton,	
per doz.	1 75
I X L, 3 doz., 12 oz.	3 75
Parsons, 3 doz. small	5 00
Parsons, 2 doz. med.	4 20
Parsons, 1 doz., lge.	2 85



AXLE GREASE	
48, 1 lb.	4 25
24, 3 lb.	5 50
10 lb. pails, per doz.	8 20
15 lb. pails, per doz.	11 20
25 lb. pails, per doz.	17 70

BAKING POWDERS	
Calumet, 4 oz., doz.	97 1/2
Calumet, 8 oz., doz.	1 95
Calumet, 16 oz., doz.	3 35
Calumet, 5 lb., doz.	12 75
Calumet, 10 lb., doz.	19 00
K. C., 10c, doz.	1 92 1/2
K. C., 15c, doz.	1 37 1/2
K. C., 20c, doz.	1 80
K. C., 25c, doz.	2 30
K. C., 50c, doz.	4 40
K. C., 80c, doz.	6 85
K. C., 10 lb. doz.	13 50
Queen Flake, 6 oz.	1 35
Queen Flake, 50s, kegs	11
Royal, 10c, doz.	95
Royal, 6 oz., doz.	2 70
Royal, 12 oz., doz.	5 20
Royal, 5 lb., doz.	21 20
Rumford, 10c, doz.	1 95
Rumford, 8 oz., doz.	1 85
Rumford, 12 oz., doz.	2 40
Rumford, 5 lb., doz.	12 50
Rumford, 4 oz., doz.	1 35
Rumford, 8 oz., doz.	2 25
Rumford, 16 oz., doz.	4 05
Rumford, 5 lb., doz.	18 00
Rocket, 16 oz., doz.	1 25

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

BREAKFAST FOODS	
Cracked Wheat, 24-2	4 85
Cream of Wheat	7 50
Pillsbury's Best Cerl	2 20
Quaker Puffed Wheat	5 45
Quaker Puffed Rice	4 30
Quaker Brist Biscuit	1 90
Ralston Purina	4 00
Ralston Branzen	2 70
Ralston Food, large	3 60
Ralston Food, small	2 90
Saxon Wheat Food	3 30
Shred. Wheat Biscuit	3 85

Post's Brands.	
Grape-Nuts, 24s	3 30
Grape-Nuts, 100s	2 75
Postum Cereal, 12s	2 25
Post Toasties, 36s	2 85
Post Toasties, 24s	2 85

BROOMS	
No. 4, 4 String	4 00
Standard Parlor 23 lb.	6 50
Fancy Parlor, 23 lb.	8 00
Ex. Fancy Parlor 25 lb.	9 00
Ex. Fcy. Parlor 26 lb.	10 00
Toy	2 00
Whisk, No. 3	2 25
Whisk, No. 1	3 00

BRUSHES	
Scrub	
Solid Back, 8 in.	1 50
Solid Back, 1 1/2 in.	1 75
Pointed Ends	1 25

Stove	
No. 1	1 10
No. 2	1 35

Shoe	
No. 1	90
No. 2	1 25
No. 3	2 00

BUTTER COLOR	
Dandelion, 25c size	2 85
Nedrow, 3 oz., doz.	2 50

CANDLES	
Electric Light, 40 lbs.	12 1
Plumber, 40 lbs.	12 3
Paraffine, 6s	14 1/2
Paraffine, 12s	14 1/2
Wicking	40
Tudor, 6s, per box	30

CANNED FRUIT.	
Apples, 3 lb. Standard	1 75
Apples, No. 10	5 50
Apple Sauce, No. 2	2 35
Apricots, No. 1	1 90
Apricots, No. 2	2 25
Apricots, No. 2 1/2	2 35
Apricots, No. 10	9 00
Blueberries, No. 2	2 50
Blueberries, No. 10	11 50
Cherries, No. 2	3 00
Cherries, No. 2 1/2	4 00
Cherries, No. 10	11 50
Cherry's, No. 10	11 50
Loganberries, No. 2	3 00
Peaches, No. 1	1 85
Peaches, No. 1, Sliced	1 40
Peaches, No. 2	2 75
Peaches, No. 2 1/2, Mich	2 60
Peaches, 2 1/2 Cal. 3 00	3 75
Peaches, No. 10, Mich	7 75
Peaches, No. 10, Cal.	10 50
Pineapple, 1, slic.	1 60
Pineapple, No. 2, slic.	2 90
Pineapple, 2, Brk slic.	2 25
Pineapple, 2 1/2, sliced	3 90
Pineapple, No. 2, crus.	2 25
Pineap., 10, cru.	6 50
Pears, No. 2	3 25
Pears, No. 2 1/2	4 25
Plums, No. 2	2 25
Plums, No. 2 1/2	3 00
Raspberries, No. 2, blk.	3 25
Rhubarb, No. 10	6 25

CANNED VEGETABLES.	
Asparagus.	
No. 1, Green tips	3 90
No. 2 1/2, Lge. Gr.	3 75
Wax Beans, 2s	3 35
Wax Beans, No. 10	6 00
Green Beans, 2s	1 60
Green Beans, No. 10	8 25
Lima Beans, No. 2 Gr.	2 00
Lima Beans, 2s, Soaked	95
Red Kid., No. 2	1 30
Beets, No. 2, wh.	1 60
Beets, No. 2, cut	1 25
Beets, No. 3, cut	1 40
Corn, No. 2, St.	1 10
Corn, No. 2, Ex-Stan.	1 10
Corn, No. 2, Fan	1 60
Corn, No. 2, Fy. glass	3 25
Corn, No. 10	7 25
Hominy, No. 3	1 15
Okra, No. 2, whole	1 90
Okra, No. 2, cut	1 60
Dehydrated Veg Soup	90
Dehydrated Potatoes, lb	45
Mushrooms, Choice	38
Mushrooms, Sur Extra	48
Peas, No. 2, E.J.	1 25
Peas, No. 2, Sift.	1 60
Peas, No. 2, Ex. Sift.	1 60
Peas, No. 2, Sift.	1 90
Peas, Ex. Fine, French	32
Pumpkin, No. 3	1 60
Pumpkin, No. 10	3 75
Pimentos, 1/2, each	15
Pimentos, No. 2	27
Sw't Potatoes, No. 2 1/2	18
Sauerkraut, No. 3	1 85
Succotash, No. 2	1 60
Succotash, No. 2, glass	3 45
Spinach, No. 1	1 35
Spinach, No. 2	1 35
Spinach, No. 3	2 15
Spinach, No. 10	6 75
Tomatoes, No. 2	1 45
Tomatoes, No. 3	1 90
Tomatoes, No. 2, glass	2 25
Tomatoes, No. 10	7 00

CANNED FISH.	
Clam Ch'der, 10 1/2 oz.	1 85
Clam Ch., No. 3	3 00
Clams, Steamed, No. 1	1 75
Clams, Minced, No. 1	2 50
Finnan Haddie, 10 oz.	2 30
Clam Bouillon, 7 oz.	2 50
Chicken Haddie, No. 1	1 75
Fish Flakes, small	1 35
Cod Fish Cake, 10 oz.	1 85
Cove Oysters, 5 oz.	1 45
Lobsters, No. 1/2, Star	4 50
Lobster, No. 1/2, Star	2 75
Shrimp, No. 1, wet	1 75
Shrimp, No. 1, dry	1 75
Sard's, 1/2 Oil, k.	4 25
Sardines, 1/2 Oil, kless	3 85
Sardines, 1/2 Mus.	3 85
Sardines, 1/2 Mus.	3 85
Salmon, Warrens, 1/2	2 75
Salmon, Red Alaska	2 85
Salmon, Med. Alaska	2 00
Salmon, Pink Alaska	1 45
Sardines, Im. 1/2, ea.	10 25
Sardines, Im. 1/2, ea.	25
Sardines, Cal.	1 75
Tuna, 1/2, Albacore	1 95
Tuna, 1/2, Nekco	1 65
Tuna, 1/2, Regent	2 25

CATSUP.	
B-nut, Large	2 95
B-nut, Small	1 80
Libby, 14 oz.	2 90
Libby, 8 oz.	1 90
Van Camp, 8 oz.	1 90
Van Camp, 16 oz.	3 15
Lilly Valley, pint	2 95
Lilly Valley, 1/2 Pint	1 80

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

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

CHEESE.	
Roquefort	65
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	24
Wisconsin Flats	23
Wisconsin Daisy	23
Longhorn	23
Michigan Full Cream	22 1/2
New York full cream	26
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
Beechut	70
Doublemint	65
Juicy Fruit	65
Peppermint, Wrigleys	65
Spearmint, Wrigleys	65
Spice-Spanx Mxd Flavors	65
Wrigley's F-K	65
Zeno	65

Baked Beans.	
Beechut, 16 oz.	1 50
Campbell's	1 25
Climatic Gem, 18 oz.	95
Freemont, No. 2	1 15
Snider, No. 1	90
Snider, No. 2	1 30
Van Camp Small	1 10
Van Camp, Med.	1 65

COCOANUT	
1/2s, 5 lb. case Dunham	50
1/2s, 5 lb. case	48
1/2s & 1/4s, 15 lb. case	49
Bulk barrels	17
96 2 oz. pkgs., per case	8 00
48 4 oz. pkgs., per case	7 00

CLOTHES LINE	
Hemp, 50 ft.	1 50
Twisted Cotton, 50 ft.	1 75
Brailded, 50 ft.	2 75
Sash Cord	3 75

COFFEE ROASTED	
Bulk	
Rio	16 1/2
Santos	23 1/2
Maracaibo	26
Guatemala	26
Java and Mocha	39
Bogota	27
Peaberry	26

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	11
Frank's 50 pkgs.	4 25
Hummel's 50 lb.	09 1/2

CONDENSED MILK	
Eagle, 4 doz.	9 00
Leader, 4 doz.	5 50

MILK COMPOUND	
Hebe, Tall, 4 doz.	3 70
Hebe, Baby, 8 doz.	3 60
Caroline, Tall, 4 doz.	3 40
Caroline, Baby	3 35

EVAPORATED MILK	
Carnation, Tall, 4 doz.	4 50
Carnation, Baby, 8 doz.	4 40
Every Day, Tall	4 50
Every Day, Baby	3 30
Goshen, Tall	4 25
Goshen, Gallon	4 25
Oatman's Dun., 4 doz.	4 50
Oatman's Dun., 8 doz.	4 40
Pet, Tall	4 50
Pet, Baby, 8 oz.	4 40
Silver Cow, Tall	4 50
Silver Cow, Baby	4 40
Van Camp, Tall	4 50
Van Camp, Baby	3 30
White House, Tall	4 35
White House, Baby	4 30

CIGARS	
Worden Grocer Co. Brands	
Harvester Line.	
Kiddies, 100s	37 50
Record Breakers, 50s	75 00
Delmonico, 50s	75 00
Epicure Panetela, 50	75 00
Perfecto, 50s	95 00

The La Azora Line.	
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
Rosa, 50s	125 00
Orig Favorita, 50	135 00
Original Queens, 50s	150 00
Worden Special, 25s	185 00

A. S. Valentine Brands.	
Little Valentines, 100 37 50	
Victory, 50, Wood	75 00
DeLux Inv., 50, Wd.	95 00
Royal, 25, Wood	112 00
Abram Clark, 50 wd	53 00
Alvas, 1-40, Wood	125 00

Webster Cigar Co.	
Plaza, 50s, Wood	95 00
Belmont, 50s, Wood	110 00
St. Reges, 50s, Wood	125 00
Vanderbilt, 25s, Wd	140 00

COCOANUT	
1/2s, 5 lb. case Dunham	50
1/2s, 5 lb. case	48
1/2s & 1/4s, 15 lb. case	49
Bulk barrels	17
96 2 oz. pkgs., per case	8 00
48 4 oz. pkgs., per case	7 00

CLOTHES LINE	
Hemp, 50 ft.	1 50
Twisted Cotton, 50 ft.	1 75
Brailded, 50 ft.	2 75
Sash Cord	3 75

COFFEE ROASTED	
Bulk	
Rio	16 1/2
Santos	23 1/2
Maracaibo	26
Guatemala	26
Java and Mocha	39
Bogota	27
Peaberry	26

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	11
Frank's 50 pkgs.	4 25
Hummel's 50 lb.	09 1/2

Summertime, 65c Pails 6 50
Sweet Tip Top, 10c, doz. 96
Velvet, Cut Plug, 10c 96
Velvet, Cut Plug, tins 1 53
Velvet, Cut Plug, 8 oz. 6 72
Velvet, C. Pl., 16 oz. 15 84
Yum Yum, 10c, doz. 96
Yum Yum, 70c pails 6 80

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

Scotten Dillon Co. Brands.
Dan Patch, 10c, doz. 96
Dillon's Mixture, 10c 96
G. O. P., 35c, doz. 3 00
G. O. P., 10c, doz. 96
Loredo, 10c, doz. 96
Peachy, Do. Cut, 10c 96
Peachy Scrap, 10c, doz. 96
Peninsular, 10c, doz. 96
Peninsular, 8 oz., doz. 3 00
Reel Cut Plug, 10c, doz. 96
Union Workman Scrap, 10c, doz. 96
Way Up, 10c, doz. 96
Way Up, 8 oz., doz. 3 25
Way Up, 16 oz., doz. 7 10
Way Up, 16 oz. pails 7 40
Yankee Girl Scrap, 10c 96

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

J. J. Bagley & Co. Brands.
Broadleaf, 10c 96
Buckingham, 10c, doz. 96
Buckingham, 15c tins 1 44
Gold Shore, 15c, doz. 1 44
Hazel Nut, 10c, doz. 96
Klecko, 25c, doz. 2 40
Old Colony, Pl. C. 17c 1 53
Old Crop, 50c, doz. 4 80
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, 10c, doz. 96
New Factory Pails, dz 7 60

Schmidt Bros. Brands.
Eight Bros., 10c, doz. 96
Eight Bros., Pails, dz. 8 40
R. J. Reynolds Tobacco Co. Brands.

George Washington, 10c, doz. 96
Old Rover, 10c, doz. 96
Our Advertiser, 10c, 96
Prince Albert, 10c, doz. 96
Prince Albert, 17c, dz. 1 53
Prince Albert, 8 oz. tins, without pipes - 6 72
Prince Albert, 8 oz. and pipes, doz. - 8 88
Prince Albert, 16 oz. 12 96
Stud, Gran. 5c, doz. 48
Whale, 16 oz., doz. - 4 80

Block Bros. Tobacco Co.
Mail Pouch, 10c, doz. 96
Falk Tobacco Co., Brands.
American Mixture, 35c 3 30
Arcadia Mixture, 25c 2 40
Champagne Sparklets, 30c, doz. 2 70
Champagne Sparklets, 90c, doz. 8 10
Personal Mixture, 6 60
Perique, 25c, per doz. 2 25
Serene Mixture, 15c 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 90
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, doz. 14 50
Edgeworth Sliced Plug, 17c tins, doz. 1 62
Edgeworth Sliced Plug, 35c tins, doz. 3 55

United States Tobacco Co. 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 52
Dill's Best Gran., 16c 1 52
Dill's Best, 17c Tins 1 52

Snuff.
Copenhagen, 10c, roll 64
Seal Blandening, 10c 64
Seal Göteborg, 10c, roll 64
Seal SWE. Rapese, 10c 64
Seal Norkopping, 10c 64
Seal Norkopping, 1 lb. 85

CONFECTIONERY
Stick Candy Pails
Standard - 16
Jumbo Wrapped - 18
Pure Sugar Stick, 600's 4 20
Big Stick, 20 Lb. case 18

Mixed Candy Pails
Kindergarten - 18
Leader - 16
X. L. O. - 13
French Creams - 18
Cameo - 19
Grocers - 11

Fancy Chocolates.
Bittersweets, 5 lb. Boxes 1 75
Choc. Marshmallow Dp 1 60
Milk Chocolate A. A. 1 05
Nibble Sticks - 2 25
Primrose Choc. - 1 25
No. 12 Choc. - 1 70
Chocolate Nut Rolls - 1 90

Gum Drops Pails
Orange Gums - 17
Challenge Gums - 14
Favorite - 20
Superior - 19

Lozenges, Pails
A. A. P. Lozenges 16
A. A. P. Pink Lozenges 16
A. A. Choc. Lozenges 17
Motto Hearts - 19
Malted Milk Lozenges 21

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

Pop Corn Goods.
Cracker Jack, Prize 3 75
Checkers, Prize 3 75

Cough Drops
Putnam's - 1 30
Smith Bros. - 1 50

Package Goods
Creamery Marshmallows
4 oz. pkg, 12s, cart. 95
4 oz. pkg, 48s, case 3 75

Specialties.
Arcadian Bon Bons - 19
Walnut Fudge - 23
Pineapple Fudge - 21
Italian Bon Bons - 18
National Cream Mints 25
Silver King M. Mallows 30

CRISCO
36s, 24s and 12s.
Less than 5 cases - 21
Five cases - 20 1/4
Ten cases - 20
Twenty-five cases - 19 3/4
6s and 4s.
Less than 5 cases - 20 1/4
Five cases - 19 3/4
Ten cases - 19 3/4
Twenty-five cases - 19

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

CREAM OF TARTAR
6 lb. boxes - 38

DRIED FRUITS
Apple -
Evap'd Choice, blk. - 20
Apricots, Slab - 30
Evaporated, Fancy - 36

Citron
10 lb. box - 45

Currents
Package, 15 oz. - 18 1/2
Boxes, Bulk, per lb. - 18

Peaches
Evap. Fancy, Unpeeled 21

Peel
Lemon, American - 24
Orange, American - 26

Raisins
Seeded, bulk - 12 1/2
Seeded, 15 oz. pkg. - 14 1/2
Seedless, Thompson - 13 1/2
Seedless, 1 lb. pkg. - 19

California Prunes
90-100 25 lb. boxes - @12
80-90 25 lb. boxes - @13
70-80 25 lb. boxes - @15
60-70 25 lb. boxes - @17
40-50 25 lb. boxes - @18
30-40 25 lb. boxes - @21

FARINACEOUS GOODS
Beans
Med. Hand Picked - 09
Can. Limas - 09
Brown, Swedish - 08
Red Kidney - 10

Farina
25 1 lb. packages - 2 80
Bulk, per 100 lbs. - 06 1/2

Hominy
Pearl, 100 lb. sack - 2 50

Macaroni
Domestic, 20 lb. box 07 1/2
Domestic, broken bbls. 06 1/2
Armours, 2 doz. - 1 60
Fould's, 2 doz., 8 oz. 1 80
Quaker, 2 doz. - 1 85

Pearl Barley
Chester - 3 75

Peas
Scotch, lb. - 07
Split, lb. - 08

Sago
East India - 07 1/2

Taploca
Pearl, 00 lb. sacks - 07 1/2
Minute, 8 oz., 3 doz. 4 05
Dromedary Instant - 3 50

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

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

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

Hooks—Kirby
Size 1-12, per 1,000 - 1 05
Size 1-10, per 1,000 - 1 20
Size 2-10, per 1,000 - 1 45
Size 3-10, per 1,000 - 1 65
Size 4-10, per 1,000 - 2 10
Size 5-10, 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 75
2 Ounce - 2 75
3 Ounce - 3 00
4 Ounce - 3 25
5 Ounce - 3 50
6 Ounce - 3 80
7 Dram, Assorted - 1 35
1 1/2 Ounce, Assorted - 1 75

FLOUR AND FEED
Valley City Milling Co.
Lily White, 1/2 Paper sack -
Harvest Queen, 24 1/2
Light Loaf Spring Wheat, 24 1/2
Roller Champion 24 1/2
Snow Flake, 24 1/2
Graham 25 lb. per cwt
Golden Granulated Meal, 25 lbs., per cwt., N
Rowena Pancake Compound, 5 lb. sack
Buckwheat Compound, 5 lb. sack

Watson Higgins Milling Co.
New Perfection, 1/2s 7 20
Red Arrow, 1/2s 7 80

Worden Grocer Co.
American Eagle, Quaker, Pure Gold, Forest King, Winner.

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

Wheat
No. 1 Red - 88
No. 1 White - 86

Oats
Carlots - 38
Less than Carlots - 46

Corn
Carlots - 72
Less than Carlots - 77

Hay
Carlots - 18 00
Less than Carlots - 22 00

Feed
Street Car Feed - 29 00
No. 1 Corn & Oat Fed - 29 00
Cracked Corn - 29 00
Coarse Corn Meal - 29 00

FRUIT JARS
Mason, pts., per gross
Mason, qts., per gross
Ideal Glass Top, pts. 10 00
Ideal Glass Top, qts. 12 00
Ideal Glass Top, 1/2 gallon - 16 00

GELATINE
Cox's 1 doz., large - 1 90
Cox's 1 doz., small - 1 25
Jello-O, 3 doz. - 3 45
Knox's Sparkling, doz. 2 25
Knox's Sliced, doz. 2 25
Minute, 3 doz. - 4 05
Plymouth, White - 1 55

GRANULATED LYE.
Wanders.
Single cases - 5 15
2 1/2 cases - 5 04
5 1/2 cases - 4 95
10 cases - 4 87
1 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 - 12
Green, No. 2 - 11
Cured, No. 1 - 13
Cured, No. 2 - 12
Calfskin, green, No. 1 16
Calfskin, green, No. 2 14 1/2
Calfskin, cured, No. 1 17
Calfskin, cured, No. 2 15 1/2
Horse, No. 1 - 3 50
Horse, No. 2 - 2 50

Pelts
Old Wool - 75 @ 1 00
Lambs - 50 @ 1 00
Shearlings - 50 @ 1 00

Tallow
Prime - @ 5
No. 1 - @ 4
No. 2 - @ 3

Wool
Unwashed, medium - @ 33
Unwashed, rejects - @ 23
Fine - @ 35

HORSE RADISH
Per doz., 7 oz. - 1 25

JELLY AND PRESERVES
Pure, 30 lb. pails - 2 60
Pure 7 oz. Asst., doz. 1 20
Buckeye, 22 oz., doz. 2 00
O. B., 15 oz., per doz. 1 40

JELLY GLASSES
8 oz., per doz. - 35

MATCHES.
Blue Ribbon, 144 box. 7 55
Searchlight, 144 box. 8 00
Safe Home, 144 boxes 8 00
Old Pal, 144 boxes - 8 00
Red Stick, 120 lb. boxes 5 50
Red Stick, 144 lbs - 5 25

Safety Matches.
Quaker, 5 gro. case 4 75
Red Top, 5 gro. case 5 25

MINCE MEAT.
None Such, 3 doz. - 4 85
Quaker, 3 doz. case - 4 00
Libby Kegs, Wet, lb. 25

MOLASSES.
New Orleans
Fancy Open Kettle - 60
Choice - 48
Good - 36
Fair - 32

Half barrels 5c extra
Molasses in Cans.
Red Hen, 24, 2 lb. - 2 70
Red Hen, 24, 2 1/2 lb. 3 25
Red Hen, 12, 5 lb. - 3 00
Red Hen, 6, 10 lb. - 2 90
Ginger Cake, 24, 2 lb. 3 00
Ginger Cake, 24, 2 1/2 lb. 3 75
Ginger Cake, 12, 5 lb. 3 75
Ginger Cake, 6, 10 lb. 3 50
Dove, 36, 2 lb. Wh. L. 5 60
Dove, 24, 2 1/2 lb. Wh. L. 5 20
Dove, 12, 5 lb. Black 3 90
Dove, 6, 10 lb. Blue L. 4 45
Palmetto, 24, 2 1/2 lb. 4 15

NUTS.
Whole
Almonds, Terregona - 22
Brazil, Large - 21
Fancy mixed - 14
Filberts, Sicily - 16
Peanuts, Virginia, raw 08 1/2
Peanuts, Vir. roasted 10 1/2
Peanuts, Jumbo raw 09 1/2
Peanuts, Jumbo, rstd 12 1/2
Pecans, 3 star - 22
Pecans, Jumbo - 80
Walnuts, Grenoble - 34
Walnuts, Sorento - 35

Salted Peanuts
Fancy, No. 1 - 13
Jumbo - 21

Shelled
Almonds - 50
Peanuts, Spanish, 125 lb. bags - 11 1/2
Filberts - 50
Pecans - 80
Walnuts - 75

OLIVES.
Bulk, 2 gal. keg - 3 00
Bulk, 3 gal. keg - 4 50
Bulk, 5 gal. keg - 7 00
Quart. jars, dozen - 5 25
4 1/2 oz. Jar, plain, dz. 1 35
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
8 oz. Jar, Stu., doz. 2 40
9 oz. Jar, Stuffed, dz. 3 50
12 oz. Jar, Stuffed, dz. 4 50

PEANUT BUTTER.

Bel-Car-Mo Brand
8 oz. 2 doz. in case 2 55
24 1 lb. pails - 4 45
12 2 lb. pails - 4 25
5 lb. pails 6 in crate 4 85
25 lb. pails - 14 1/2
50 lb. tins - 13 1/2

PETROLEUM PRODUCTS
Iron Barrels
Perfection Kerosine - 12.6
Red Crown Gasoline - 22.3
Tank Wagon - 22.3
Gas Machine Gasoline 40.2
V. M. & P. Naptha 26.2
Capitol Cylinder 42.2
Atlantic Red Engine 23.2
Winter Black - 13.7

Beef
Kits, 15 lbs. - 90
3/4 bbls., 40 lbs. - 1 60
3/4 bbls., 80 lbs. - 3 00

Casings
Hogs, per lb. - @ 42
Beef, round set - 14 @ 28
Beef, middles, set - 25 @ 30
Sheep, a skein 1 75 @ 2 00

Uncolored Oleomargarine
Solid Dairy - 20 @ 23
Country Rolls - 22 @ 24
Gem Nut - 22

RICE
Fancy Head - 6 @ 8
Blue Rose - 06 1/2
Broken - 03 1/2

ROLLED OATS
Steel Cut, 100 lb. sks. 3 25
Silver Flake, 10 Fam. 1 90
Quaker, 18 Regular - 1 80
Quaker, 12s Family - 2 60
Mothers 10s, Ill'num 3 35
Silver Flake, 18 Reg. 1 45
Sacks, 90 lb. Jute - 2 75
Sacks, 90 lb. Cotton - 2 85

SALAD DRESSING
Durkee's large, 1 doz. 6 75
Durkee's med., 2 doz. 7 35
Durkee's Picnic, 2 dz. 3 00
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 00
Granulated, 100 lbs cs 2 25
granulated, 36 2 1/2 lb. packages - 2 50

COD FISH.
Middles - 16 1/2
Tablets, 1 lb. Pure - 22
Tablets, 1/2 lb. Pure, doz. - 1 40
Wood boxes, Pure - 24
Porter House, 1 lb. Tab. 19
Whole Cod - 12

Holland Herring
Standards, kegs - 90

Herring
K K K K, Norway - 20 00
8 lb. pails - 1 40
Cut Lunch - 90
Boned, 10 lb. boxes - 15

Lake Herring
1/2 bbl., 100 lbs. - 6 00

Mackerel
Tubs, 50 lb. fancy fat 13 75
Tubs, 60 count - 5 50

White Fish
Med. Fancy, 100 lb. 13 00

Veal.
Top - 17
Good - 16
Medium - 14
Lamb.
Good - 25
Medium - 23
Poor - 18
Mutton.
Good - 12
Medium - 11
Poor - 08
Heavy hogs - 11
Medium hogs - 12
Light hogs - 12
Sows and stags - 09
Loins - 21
Butts - 18
Shoulders - 14
Hams - 16
Spareribs - 09
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 - 17 00 @ 19 00
Lard
80 lb. tubs - advance 1/4
Pure in tierces - 13 @ 13 1/2
Compound Lard - 12 @ 12 1/2
69 lb. tubs - advance 1/2
50 lb. tubs - advance 1/4
20 lb. pails - advance 1/4
5 lb. pails - advance 1/4
3 lb. pails - advance 1/4
Sausages
Bologna - 12
Liver - 12
Frankfort - 16
Pork - 18 @ 20
Veal - 11
Tongue - 11
Headcheese - 14
Smoked Meats
Hams, 14-16, lb. 22 @ 25
Hams, 16-18, lb. 22 @ 25
Ham, dried beef sets - 38 @ 39
California Hams 14 @ 15
Picnic Boiled Hams - 30 @ 32
Boiled Hams - 39 @ 41
Minced Hams - 14 @ 15
Bacon - 22 @ 36
Beef
Boneless - 23 00 @ 24 00
Rump, new - 23 00 @ 24 00
Mince Meat
Condensed No. 1 car. 2 00
Condensed Bakers brick 31
Moist in glass - 8 00
Pig's Feet
1/2 bbls. - 2 15
3/4 bbls., 35 lbs. - 4 00
1/2 bbls. - 7 00
1 bbl. - 14 15
Tripe
Kits, 15 lbs. - 90
3/4 bbls., 40 lbs. - 1 60
3/4 bbls., 80 lbs. - 3 00

SALT	
Colonial 24 2 lb. ---	90
Med. No. 1, Bbls. ---	2 70
Med. No. 1, 100 lb. bag	90
Farmer Spec., 70 lb. ---	90
Packers Meat, 56 lb. ---	56
Packers for ice cream	
100 lb., each ---	95
Blocks, 50 lb. ---	47
Butter Salt, 280 lb bbl. 4	50
Baker Salt, 280 lb. bbl. 4	25
100, 3 lb. Table ---	6 07
60, 5 lb. Table ---	5 57
30, 10 lb. Table ---	5 30
28 lb. bags, butter ---	48



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

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

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

SOAP.	
Am. Family, 100 box 5	75
Export, 120 box ---	4 65
Flake White, 100 box 4	50
Fels Naphtha, 100 box 5	60
Grana White Na. 100s 4	85
Rub No More White	
Naptha, 100 box ---	5 00
Swift Classic, 100 box 4	90
20 Mule Borax, 100 bx 7	55
Wool, 100 box ---	6 50
Fairy, 100 box ---	5 50
Jap Rose, 100 box ---	7 85
Palm Olive, 144 box 11	00
Lava, 100 box ---	4 75
Pummo, 100 box ---	4 85
Sweetheart, 100 box ---	4 75
Grandpa Tar, 50 sm. 2	00
Grandpa Tar, 50 Lge 3	35
Fairbank Tar, 100 bx 4	00
Trilby, 100, 12c ---	8 50
Williams Barber Bar, 9s	50
Williams Mug, per doz. 48	

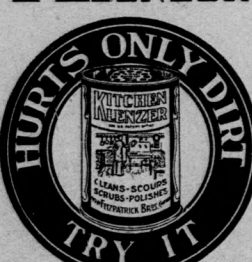
Proctor & Gamble.	
5 box lots, assorted	
Ivory, 100, 6 oz. ---	6 50
Ivory Soap Flks., 100s 8	00
Ivory Soap Flks., 50s 4	10
Lenox, 120 cakes ---	4 50
P. & G. White Naptha	
Star, 100 No. 11 cakes 5	25
Star Nap. Pow. 60-16s 3	65
Star Nap. Pw., 100-10s 3	85
Star Nap. Pw., 24-60s 4	85

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.

CLEANSERS.

KITCHEN KLENZER



80 can cases, \$4.80 per case

WASHING POWDERS.	
Bon Ami Pd, 3 dz. bx 3	75
Bon Ami Cake, 3 dz. 3	25
Chalmers, 4 doz. ---	4 20
Grandma, 100, 5c ---	3 90
Grandma, 24 Large ---	3 80
Gold Dust, 100s ---	4 00
Gold Dust, 12 Large 3	20
Golden Rod, 24 ---	4 25

Jinx, 3 doz. ---	
La France Laun, 4 ds. 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	00
Queen Ann, 60 oz. ---	2 40
Rinso, 100 oz. ---	6 40
Rub No More, 100, 10 oz. ---	3 85
Rub No More, 18 Lg. 4	25
Spotless Cleanser, 48, 20 oz. ---	3 85
Sani Flush, 1 doz. ---	2 25
Sapallo, 3 doz. ---	3 15
Soapine, 100, 12 oz. ---	6 40
Snowboy, 100, 10 oz. ---	4 00
Snowboy, 24 Large ---	4 70
Speedee, 3 doz. ---	7 20
Sunrite, 72 doz. ---	4 00
Wyandotte, 48 ---	4 75

SPICES.	
Whole Spices.	
Allspice, Jamaica ---	@13
Cloves, Zanzibar ---	@42
Cassia, Canton ---	@16
Cassia, 5c pkg., doz. ---	@40
Ginger, African ---	@15
Ginger, Cochon ---	@20
Mace, Penang ---	@70
Mixed, No. 1 ---	@22
Mixed, 5c pkgs., doz. ---	@45
Nutmegs, 70-80 ---	@40
Nutmegs, 105-110 ---	@38
Pepper, Black ---	@715

Pure Ground in Bulk.	
Allspice, Jamaica ---	@16
Cloves, Zanzibar ---	48
Cassia, Canton ---	@22
Ginger, African ---	@22
Mustard ---	@28
Mace, Penang ---	@70
Nutmegs ---	@32
Pepper, Black ---	@18
Pepper, White ---	@32
Pepper, Cayenne ---	@32
Paprika, Spanish ---	@32

Seasoning	
Chili Powder, 15c ---	1 35
Celery Salt, 3 oz. ---	95
Sage, 2 oz. ---	90
Onion Salt ---	1 35
Garlic ---	1 35
Poneltz, 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 ---	03
Arco, 48 1 lb. pkgs. ---	3 75
Cream, 48-1 ---	4 80
Quaker, 40 1 ---	6
Gloss	
Arco, 48 1 lb. pkgs. ---	3 75
Arco, 12 3 lb. pkgs. ---	2 74
Arco, 8 5 lb. pkgs. ---	3 10
Silver Gloss, 48 1s ---	11 1/4
Elastic, 64 pkgs. ---	5 35
Tiger, 48-1 ---	2 85
Tiger, 50 lbs. ---	05 1/2

SYRUPS	
Corn	
Blue Karo, No. 1 1/2, 2 doz. ---	1 88
Blue Karo, No. 5, 1 dz 2	60
Blue Karo, No. 10, 1/2 doz. ---	2 40
Red Karo, No. 1 1/2, 2 doz. ---	2 00
Red Karo, No. 5, 1 dz 2	80
Red Karo, No. 10, 1/2 doz. ---	2 60

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. ---	9 00
Sugar Bird, 8 oz., 4 doz. ---	12 00

Maple.	
Johnson Purity, Gal. 2	50
Johnson Purity, 4 doz., 18 oz. ---	18 50

Sugar Syrup.	
Domino, 6 5 lb. cans 2	50
Bbls., bulk, per gal. ---	30

Old Manse.	
6, 10 lb. cans ---	10 40
12, 5 lb. cans ---	11 40
24, 2 1/2 lb. cans ---	12 40
24, 1 1/4 lb. cans ---	7 00
5 gal. jacket cans, ea. 8	15
36, 8 oz. bottles ---	5 75
24, pint bottles ---	7 25
24, 18 oz. bottles ---	7 75
12, quart bottles ---	6 25

Silver Kettle.	
6, 10 lb. cans ---	8 40
12, 5 lb. cans ---	9 15
24, 2 1/2 lb. cans ---	10 15
48, 1 1/4 lb. cans ---	12 00
5 gal. jacket cans, ea. 6	90
36, 8 oz. bottles ---	4 90
24, pint bottles ---	6 00
24, 18 oz. ---	6 25
12, quart bottles ---	5 25

Ko-Ka-Ma.	
6, 10 lb. cans ---	5 40
12, 5 lb. cans ---	5 90
24, 2 1/2 lb. cans ---	6 65
5 gal. jacket cans, ea. 4	15
24, pint bottles ---	4 50
24, 18 oz. bottles ---	4 75

TABLE SAUCES.	
Lea & Perrin, large. ---	6 00
Lea & Perrin, small. ---	3 35
Pepper ---	1 60
Royal Mint ---	2 40
Tobasco ---	2 75
Sho You, 9 oz., doz. ---	2 70
A-1, large ---	5 75
A-1, small ---	3 60
Capers ---	1 90

TEA.	
Japan.	
Medium ---	34@38
Choice ---	45@56
Fancy ---	58@60
No. 1 Nibbs ---	62
1 lb. pkg. Siftings ---	18

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 ---	50

TWINE	
Cotton, 3 ply cone ---	36
Cotton, 3 ply balls ---	38
Wool, 6 ply ---	20

VINEGAR	
Cider, 40 Grain ---	28@30
White Wine, 40 grain 17	
White Wine, 80 grain 22	
Oakland Vinegar & Pickle Co.'s Brands. ---	35
Oakland Apple Cider ---	22
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 ---	1.90
Bushels, narrow band, wood handles ---	2 00
Bushels, wide band ---	2 10
Marked, drop handle ---	75
Market, single handle ---	90
Market, extra ---	1 25
Splint, large ---	8 50
Splint, medium ---	7 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 00
Eclipse patent spring ---	2 00
No. 2, pat. brush hold ---	2 00
Ideal, No. 7 ---	1 25
12 oz. Cot. Mop Heads 1	80
16 oz. Cot. Mop Heads 2	40

Pails	
10 qt. Galvanized ---	2 00
12 qt. Galvanized d. ---	2 20
14 qt. Galvanized ---	2 40
12 qt. Flaring Gal. Ir. ---	6 75
10 qt. Tin Dairy ---	4 25
12 qt. Tin Dairy ---	4 75

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 ---	80

Tubs	
Large Galvanized ---	7 80
Medium Galvanized ---	6 75
Small Galvanized ---	6 00

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

Items From the Cloverland of Michigan.

Sault Ste. Marie, Sept. 5.—Art. Smith, the hustling Polo cigarette salesman, representing the Liggett & Meyers Tobacco Co., is in the Soo on business for a few days. Art. reports a marked improvement in business throughout the copper country, but states that the Soo, his home town, still beats them all for business. "A man is known by the company that refuses to have anything to do with him."

We were pleased to receive a visit from our brother scribe, John B. Olney, who spent some time looking over the Soo locks last week. He is also looking over the hotels while here and will see that favorable mention is made to his friends of any improvements which are being made.

H. D. Wyman, Swift's popular soap salesman, is covering his territory this week in a new Oldsmobile. Harry is enjoying lots of business, which prohibits his spending more time than necessary taking his friends out in his new car, consequently he is obliged to spend an extra day covering the territory in the summer resort district this month, which is not a bad idea, as the good old summer time will soon have passed away.

"Don't laugh at the misfortunes of others. You may be a second hand auto yourself some day." The Luce county fair, at Newberry, closed a very successful exhibition last week and they are to be congratulated on the stand-in they had with the weather man, who made every day one of sunshine (not mentioning the moonshine). The fair was one of the best ever held at Newberry and was a grand success in every way.

Isaac DeYoung, Assistant Superintendent at the locks, accompanied by his family, returned last week from an extended trip through the copper country. They were delighted with the fine scenery en route and state that the glad hand was extended to them at the various towns visited. The hotel accommodations were O. K., which resulted in their having a most enjoyable trip.

Louis Sinigus returned last week from an extended visit in the copper country. He says he would not exchange the Soo for any of the cities visited, including Marquette. He intends to stick to the Soo Boosters' from now on for a better Soo.

Robert Taylor, of Chicago, formerly of the Soo, paid a flying visit to his many friends here last week, returning to Chicago by auto. It is about ten years since Bob left the Soo and he noticed many changes and improvements during that time. He says there is nothing in Chicago to excel the new pavement on Ashmun street, which is being completed.

Chas. Haase returned last week from Escanaba. He was accompanied by his family, who have been visiting in that city.

James Vincenetti has purchased the grocery business of Frank Capucilli, on Minneapolis street. He will continue the business as heretofore. Mr.

Vincenetti has had several years' experience in the grocery business. He was formerly manager of the National Co-Operative Association in Sault, Ont. Mr. Capucilli, having accumulated a comfortable fortune during his twenty years in the business, expects to reap the fruits of his labor and will enjoy life for the remainder of his days without having to worry about business cares.

"A man has to decide between being single and staying at home."

John Pastolis, who for a number of years has been conducting a confectionery store on Portage avenue, has been missing for several days. Some of his friends are feeling somewhat uneasy about his sudden disappearance and are living in hopes that he will turn up again.

William G. Tapert.

Decline of Bobbed Hair.

Detroit, Sept. 5.—Fashions of head-dress reflect style tendencies of women, and the hair net to-day is an accurate barometer of this. When women wear their hair long there is a big market for hair nets. When they bob their hair the sales diminish.

In 1918, during the war, bobbed hair was common. In round numbers, approximately \$11,500,000 was spent by the women of America for hair nets. When the armistice was signed bobbed hair grew long

Features of Fall Hats.

Never before has there been so little embroidery seen on Fall hats as this year, according to the current bulletin of the Retail Millinery Association of America. Usually, it says, the new season ushers in a quantity of machine and hand-stitched effects, but this year applique and fabric treatments like pleating, cire gaufre, etc., are supporters of material embellishment. The bulletin continues:

"For the fitted lines, of course, plumage is paramount, and well it may be. It symbolizes the new formal note in costumes and chapeaux. Peacock—burnt, black or dyed—and in all manner of fancies, is the natural affiliation of the smart velvet, hatters' plush and lace hats of the present mode. Glycerine and vulture contrive for this feathery grace on the less expensive hats.

"Aside from black lace, monkey fur is probably the next best all-black touch. And more than a touch of it appears on the new hats—pompons, quills, fringes, cocardes, and powder puff effects being its plumage-aping forms.

"Curved, paddle, crook and spike-like are the new painted composition pins that also enter the race for the season's popular trimmings. Buckles, too, exploit the same black lacquered surfaces. The species of flowers, other than aluminum, in vogue are velvety petaled, shaded shot-silk effects, quite large, and used singly or in pairs on one side of the hat.

"Then there are the pasted feather morning-glories of various colors that are quite smart, and jagged swan plumage fantasies in the shape of huge hydrangeas and pompon effects. In fact, any kind of clipped, paint-edged or fur pompon is good just now, tottering perilously near the brim edge in an exotic stick-out effect that is particularly confined to this season's new types.

"Pheasant tails and breasts of pheasants or peacock in glorious color effects have ousted hackle pads from prominence. Coque tipping of ostrich flues makes the new willow plume a thing of bushy beauty. Coque showers, fountain sprays, pads and other fancies are selling well. Colored, black or natural coque is highly approved. But the entire mode is paint applied, it seems. Velvets, lace, feathers, flowers and metal cloths are all being treated

to painted patterns, giving a rich and individual appearance to the voguish fancies."

California Fruit of 1921 Pack Sold Out.

The supplies of California canned fruits of the 1921 pack are about exhausted in first and second hands, and wholesale grocers will be able to do but little business in them until the new or 1922 output arrives. Peaches, pears and plums are now being packed and will come later.

Some buyers anticipate lower prices on California canned fruits than the opening, and in fact some concessions have already been made, as is always the case, by the smaller canners. Well informed buyers do not think that the higher grades, choice and fancy, will show any decline later, but think that all the fruit of those grades will be needed and will go rapidly into consumption.

Others think that from the general abundance of fruits and the large sale of glass fruit jars that there will be a lot of home canning, and that the demand for commercially canned foods will be restricted for those reasons. They argue that sugar is cheap, glass jars are cheap, fruit is abundant, the housewife will proceed to "put up" large quantities of it "like mother used to make," and that nothing will stop her or convince her that she can buy it cheaper than she can "put it up."

Canners on the Pacific Coast are generally declining to pack apples in No. 10 cans this season except to order, as they find that the fine eating quality of the apples grown out there makes them in such demand for export that the Eastern canners are able to pack pie apples cheaper than the West can produce them. John A. Lee.

No National Anthem.

Hillsdale, Sept. 5—As beautiful and inspiring as "The Star-Spangled Banner" undoubtedly is, and glorious as is the episode which it commemorates, it is absolutely unsuitable as our National anthem.

Such an anthem should uncover our National history as well as the very tenets of our National ideas. In another generation or two we shall lead the entire English-speaking world and it will be then beneath our dignity to use as a National anthem a song referring to our last war with England. J. W. Hamilton.

There is little meat on any bone of contention.

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.

Open an accessory store and become independent, or add accessories to your other merchandise and make money. Write for a copy of the Blakeslee success, it is free. The most gripping merchandise story ever printed.
E. A. BOWMAN, Inc.
41 Harper Avenue, Detroit, Mich.

Wanted—To hear from owner of good merchandise store for sale. Cash price, particulars. D. F. Bush, Minneapolis, Minn. 810

For Sale—Good going general store in live town in Central Michigan. Will sell right if taken at once. Dissolving partnership. H. H. Morrow & Co., Millington, Mich. 895

For Sale—Hardware stock in one of Michigan's best towns. Stock will invoice \$10,000 to \$12,000. Quick sale is expected. Address No. 896, care Tradesman.

TO TRADE—I have a beautiful residence property in Reed City, well located, and modern in all of its appointments, to trade for real estate or a stock of merchandise. Address Lock Box 7, Reed City, Mich. 897

A FORTY-ROOM hotel, doing good business, for sale or trade for smaller place. A real bargain. Address Riverside Hotel, 606 S. Main St., Kalamazoo, Mich. 898

REBUILT
CASH REGISTER CO., Inc.
Cash Registers, Computing Scales, Adding Machines, Typewriters And Other Store and Office Specialties. 122 N. Washington, SAGINAW, Mich. Repairs and Supplies for all makes.

Exchange—Good forty-acre farm, stock and tools, for country store. De Coudres, Bloomingdale, Mich. 889

WANTED—To hear from merchants with stocks of goods to sell or trade. Write us—we have waiting lists of prospects. MERCANTILE BROKERAGE CO., MANCHESTER, TENN. 890

FOR SALE—Hardware and implement stock in good Southern Michigan town, on main line railroad, in good farming country. Good roads, schools, and churches. Also a 150-acre farm, well located, with good buildings. Would sell one or all, account too much to handle to attend to all. Address No. 891, care Michigan Tradesman. 891

For Sale—Grocery in small town. Good trade. Reason for selling, other business. Address No. 893, care Michigan Tradesman. 893

ICE CREAM, CONFECTIONERY, light lunch. Excellent location. Near Buick factory. Wonderful bargain. Preferably cash. Illness reason for selling. Address George Rae, 901 Rankin St., Flint, Mich. 894

Bell Phone 596 Citz. Phone 61366
JOHN L. LYNCH SALES CO.
SPECIAL SALE EXPERTS
Expert Advertising
Expert Merchandising
209-210-211 Murray Bldg.
GRAND RAPIDS, MICHIGAN

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

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

Want whole or part stocks shoes, men's wear or general mdse. E. C. Greene & Co., Jackson, Mich. 887

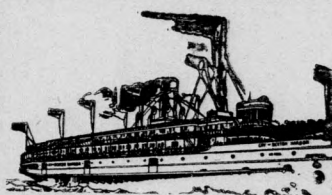
MAN WANTED

A man that has gone to the top—in present position—Must be familiar with all lines of general merchandise—with some advertising and card-writing experience.

ARROW ADVERTISING SERVICE
914 Lindquist Bldg., Grand Rapids

For Sale—Cash registers and store fixtures. Agency for Standard computing scales. Dickery Dick, Muskegon, Mich. 643

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



Graham & Morton TO CHICAGO

\$3.95 Single Trip \$7.30 Round Trip

MICHIGAN RAILWAY LINES

BOAT TRAIN 9 p. m.—G. R. Time
DAILY

Day Trip Saturdays

BOAT TRAIN 1 p. m.—G. R. Time

FREIGHT RATES LOWER

MICHIGAN RAILROAD

Foot Lyon St., Citz. 4322, Bell M 4470

GRAHAM & MORTON

Pantlind Hotel Lobby

Citz. 61111 Bell M 1429

SOLD EVERYWHERE

RYZON

REG. U.S. PAT. OFF.

BAKING POWDER

Full strength until used.
The special process of
manufacture is the reason.

You use less

Mashed potatoes—
lighter and more
digestible.

Saves time and labor.

RYZON should be put in
mashed potatoes before removing
from the fire. Less whipping is
needed. The results will surprise you.

If your jobber cannot supply you
address 40 Rector St., New York

GRAND RAPIDS SAFE CO.

Dealer in

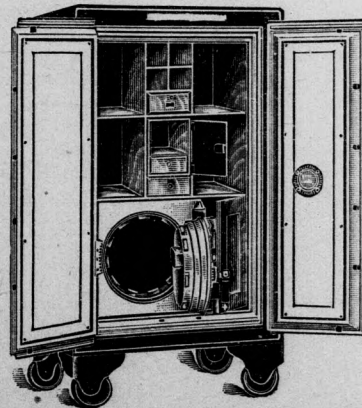
Fire and Burglar Proof Safes

Vault Doors and Time Locks

Largest Stock in the State.

Grand Rapids Safe Co.

Grand Rapids, Mich.



COAL AND TRANSPORTATION.

Two Essentials Which Must Have Governmental Control.

In the present stage of our development coal production and prompt transportation are essential to National security. Without them we cannot make and deliver to consumers the necessities of life, let alone the comforts that make life worth living. Even the wheat of the prairies cannot be threshed and brought to central markets without coal. Without coal and transportation our cities would freeze and starve in idleness, and the country would drop back, as Russia is dropping, to the village and rural stage.

Long ago society commissioned the state to keep the roads open. That was Caesar's duty in the Roman Empire. Severus, marching down from the East to assume the purple, proved his right to rule by sending in advance police forces to clear the roads of bandits unrestrained since Marcus Aurelius's death. The old city of London was forever petitioning English kings to keep the trade routes open and supporting with men and the specie those strong monarchs who met the test of transportation. So, in due course, our states and Federal Government, following ancient precedent founded on common sense, have accepted a sovereign responsibility for transportation. "The mails must run." It is not too much to say that any Government that does not keep transportation functioning yields its right to govern an intricate, highly articulated society.

Railroads, however, will not function without labor and coal. Congress tried to provide continuity of operation on the labor side by establishing the Railway Labor Board. That board should have been established coincidentally with the Interstate Commerce Commission, since rates and wages are obviously interdependent. Instead Government waited until the tension had increased, year by year, almost to the breaking point. Thus the Board lacked prestige and experience when confronted by the difficult task of liquidating war wages on the roads. And it blundered in its original resolution on seniority, thereby playing directly into the hands of the infamous and autocratic railway unions and rousing into primary importance an issue that might have slept. Nevertheless the public interest lies in helping the Board to recover its lost ground, which it will do if it handles the other disputes before it firmly and equitably.

Although coal is equally essential to civilized life, Congress has left its production severely alone. The Executive has interfered in coal disputes to force mediation, used court injunctions to hold up strikes and has allocated supplies, but he has never attempted any continuing control over the mining industry. Thus ever-widening organization of the labor and capital employed in coal production has gone on until their disagreement threatens to starve the Nation.

Many citizens are coming to believe that absolute insurance against these dangers can be purchased only at the

price of nationalization. Conceivably the United States Government could furnish transportation and coal when private parties could not do so. Nationalization has a strong grip on the imaginations of both railway and coal workers, but the idea is abhorrent to most business men and not any too popular with the general public. Every country-wide strike brings nearer the time when the country will be willing to accept nationalization, not joyously but as the only way of avoiding more serious difficulties. What holds the country back from this step is a well-founded distrust of the practical ability of Government to administer industry.

In this dilemma, with nationalization as one extreme and the autocratic and domineering attitude of the murderous labor unions as the other, the public must pin its faith to Government as the agency by which to check corporate greed and union selfishness. The Nation's chief stake in the change from private management is continuity of operation. Workers ultimately would be denied the right to strike and in return would be granted security in their jobs. The Railway Labor Board must be given enough strength to make a Nation-wide tie-up impossible; there must be a Coal Board to do for the industry and for the public certain things which neither operators nor workers seem disposed to do through the "meeting of minds." A next step is co-operation in the coal industry, comparable to that now participated in by agricultural producers, perhaps with regional groupings as proposed for the railroads in the Cummins bill. This, of course, would call for drastic publicity and the exercise of regulatory powers by Government.

By means of these operations, gradually worked out, we shall postpone, if not avert, the undesirable extreme of nationalization in these two fundamental industries. J. Lee Morris.

CONTINUED OPTIMISM.

The handicaps due to the fuel shortage and transportation troubles were increasingly in evidence during the past week, but business sentiment showed no loss of its optimism. The labor disputes have at least served to demonstrate the inherent soundness of business. Some one has stated that business has grown so accustomed to trouble that developments which formerly would have been "viewed with alarm" are now regarded with little concern. There may be something in this idea, but it does not suffice to explain the buoyancy that has been a surprise even to the most optimistic. The past months of readjustment have placed business on such a solid foundation that it is now able to withstand shocks that once would have been profoundly disturbing. Credits have been liquidated, costly inventories have been written down to replacement value, surplus stocks have been moved, and money has become easy. The process of readjustment was troublesome, and during its course business did grow accustomed to hard knocks, but it is not these of themselves that account for its ability to face the future with confidence. The

real explanation is to be found rather in the general shaking-down from the peak of inflation, a process in which the hard knocks were merely an incident or a means to an end.

RETAIL TRADE CONDITIONS.

The Federal Reserve Board's report on retail trade for July shows a continuation of the differences between various sections of the country that has been noted in earlier reports during the year. Substantial improvement is shown in the Boston, Cleveland, Chicago, and San Francisco districts over the same month a year ago, while sales in the New York district were practically unchanged, being only 0.1 per cent. below those of July, 1921. The districts representing the South and Southwest show no such improvement. The Richmond district showed a decline of 6.3 per cent. in sales, compared with July a year ago, the Atlanta district a decline of 6.7 per cent., the Kansas City district one of 6.5 per cent. and the Dallas district one of 9.1 per cent. These statistics tend to bear out the conclusion reached by the Department of Agriculture that the buying power of the farming population is relatively lower than it was during the early spring, owing to the relatively smaller rise in prices of farm products than of other commodities.

DEAD TREES FOR FUEL.

All over the country there are dead trees that are breeding places for fungi and spores that attack and kill healthy trees. If these dead trees were cut down they would add much to the fuel supply just now, and if two or three young trees were planted next Spring for every one cut down a future supply would be assured.

Damages Growing Out of Strikes.

The National Association of Manufacturers in its Washington Service Bulletin of Aug. 15, says:

It is the opinion of counsel who have given most intimate study to the question of damages arising to manufacturers and other shippers out of the railroad and coal strikes, that undoubtedly, the unions on strike are suable and such damages may be recovered from them, their officers and members on suits brought in the local courts where the damage does not exceed \$3,000, and in the Federal courts where the damage does exceed that amount, and where other requisite facts exist to give Federal courts jurisdiction. The suability of unions for damages for interruptions to commerce, was definitely determined by the unanimous opinion of the Supreme court of the United States in the Coronado coal case, decided last June.

Country Hides Also Looking Up.

Country Hides—Firm. Heavy steers listed 13½@15c asked; heavy cows 13@13½c; buff weights 13@13½c, with some asking 14c; extreme weights 15@16c, depending on the section, with the outside paid for best quality stock; bulls 10@11c asked.

Horse Hides—Recent movement of rendered horse at \$5.25, with some asking 50c more; ordinary lots range from \$4@5 asked depending on the percentage of renderers in the lot and the average weight of the merchandise.

Dry Hides—Quiet and unchanged.

Sheep Pelts—Firm.

Heavyweight Sole Leather in Good Request.

Tanners talk stiff prices on all lines of stock, especially sole leathers and this is most apparent in the heavyweights. More enquiry, however, appears to be developing for the lighter-weight sole leathers, on account of the extremely high prices asked for the heavy stock.

Prices generally remain unchanged with tannery run oak steer backs listed from 50@54c, according to the quality, with cows quoted from 2@5c less. Best tannages of Texas bends for finders' use range all the way from 75@80c for extra heavy stock, with lower grades listed down several cents.

Upper leather markets have been experiencing some quietness, with buyers holding off, hoping raw material values would ease off, but no reductions to speak of occurred, and the general belief is leather buyers will have to pay about the prices asked. In calf leathers, the men's weights move the best with prices showing a range of from 30c a foot for ordinary quality up to 50c asked for some high-grade makes. A better enquiry is reported on patent leathers, with values ranging from 30@35c a foot for fair quality up to 50c asked in some instances for high-grade makes of No. 1 sides.

Continued strength continues in belting butts. Up to 72c asked for some heavy-weight No. 1 stock, and 70c talked for all-weights in some instances.

The harness leather market has stiffened materially. Tanners in some sections state they have already secured 49c for their top makes of heavy harness and state they could not make any kind of a prompt delivery. Other tanners are offering their top grades of heavy stock at 48c and the "B" at 46c. Still others claim they are booked ahead for two months and are not talking prices at the present time, and one tanner claims to be booked to capacity to the end of the year.

The New Arrival.

There came to port last Sunday night
The queerest little craft,
Without an inch of rigging on.
I looked and looked—and laughed!
It seemed so curious that she
Should cross the unknown water
And moor herself within my room—
My daughter! O my daughter!

Yet by these presents witness all
She's welcome fifty times.
And comes consigned in hope and love—
And common meter rhymes.
She has no manifest but this:
No flag floats o'er the water.
She's too new for the British Lloyd's—
My daughter! O my daughter!

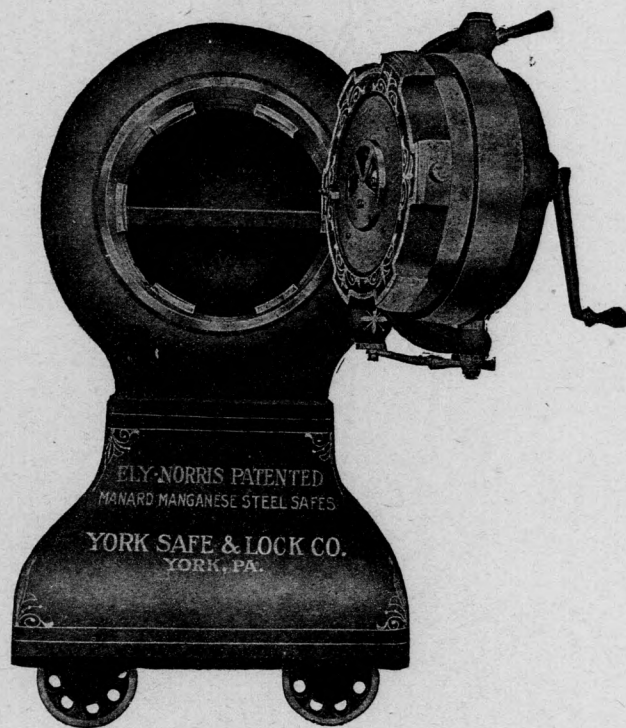
Ring out wild bells—and tame ones, too;
Ring out the lover's moon.
Ring in the little worsted socks,
Ring in the bib and spoon.
Ring out the muse, ring in the nurse,
Ring in the milk and water.
Away with paper, pen and ink—
My daughter! O my daughter!
George W. Cable.

Lansing—Concentration of all departments operating for the upkeep of the Reo Motor Car Co.'s properties, buildings and plants will be secured in a special building now in course of construction. When completed the structure will house all upkeep departments including carpenters, electricians, plumbers, masons, pipe and steam fitters and general repair men. All material for use in these departments tools, etc., will be housed in the new building.

**THE STRONGEST
SAFE IN THE WORLD**

Manufactured
Exclusively by

**YORK SAFE
AND LOCK CO.**



Sale in Western Michigan controlled exclusively by

GRAND RAPIDS SAFE CO.

Tradesman Building
GRAND RAPIDS



FAB window display for retail stores

"I wonder if Blank's sell FAB"

WHY wait until your customers "wonder" whether you sell an article like FAB which is so widely advertised? If you display FAB in your window, you make the FAB advertising in newspapers, car cards, billboards, and magazines your own. The advertising all works for you—sells the FAB off *your* shelves.

A window full of FAB will make the women stop, look, and enter. Then your sale of FAB begins—but doesn't end, for FAB is so superior that women prefer it to other soap flakes.

Send today for the above window display (beautifully printed in eight colors) or ask one of our men to set it up for you.



COLGATE & CO.

Dept. L S

199 Fulton Street, New York