

BLINDFOLDED AND ALONE

Blindfolded and alone I stand
With unknown thresholds on each hand
The darkness deepens as I grope,
Afraid to fear, afraid to hope;
Yet this one thing I learn to know
Each day more surely as I go,
That doors are opened, ways are made,
Burdens are lifted or are laid,
By some great law unseen and still,
Unfathomed purpose to fulfill,
"Not as I will."

Blindfolded and alone I wait;
Loss seems too bitter, gain too late;
Too heavy burdens in the load
And too few helpers on the road;
And joy is weak and grief is strong,
And years and days are long, so long,
Yet this one thing I learn to know
Each day more surely as I go,
That I am glad the good and ill
By changeless law are ordered still,
"Not as I will."

"Not as I will," the sound grows sweet
Each time my lips the words repeat,
"Not as I will;" the darkness feels
More safe than light when this thought steals
Like whispered voice to calm and bless
All unrest and all loneliness.
"Not as I will," because the One
Who loved us first and best is gone
Before us on the road and still
For us must all His love fulfill,
"Not as we will."

Helen Hunt Jackson.

Keep Pushing

National advertising of Yeast-for-Health has created unprecedented demand for FLEISCHMANN'S YEAST. Sales just come your way without effort.

But active salesmanship pushes up these sales many-fold. Whatever your sales, you can always increase them.

The Fleischmann Company

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.

NATION WIDE CANDY DAY

Saturday, October 14th

PREPARE FOR IT
WRITE US FOR WINDOW TRIMS



Everybody Likes
CANDY

**Putnam
Factory**

Grand Rapids, Mich.



Ready Sellers to Increase Volume

Franklin Sugar Honey
Franklin Cinnamon & Sugar
Franklin Golden Syrup
Franklin Tea Sugar

Unusually attractive packages, lending themselves to beautiful display, quick sellers at a good profit.

Get your sugar profits by concentrating on

Franklin Sugar in Packages

The Franklin Sugar Refining Company

PHILADELPHIA, PA.

"A Franklin Cane Sugar for every use"

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

A Red-Letter Year

The outlook is bright. Optimism is a condition of mind. If you think the sales will be big this year they will be big. Let's all pull together for a red-letter year. We are advertising in all-the newspapers and putting a free sample of our product in every home in order to help you sell

Shredded Wheat

This Company has spent twenty-five years and many millions of dollars in developing a clean, pure, wholesome, whole wheat cereal and in creating a demand for it. There is no substitute for it. It is the one staple, universal whole wheat cereal eaten by youngsters and grown-ups for any meal in every season. We solicit the friendly co-operation of our distributors.

MADE ONLY BY

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



MICHIGAN TRADESMAN

Fortieth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 11, 1922

Number 2038

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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INTERESTING ORGANISMS.

Despite the strict inspection of foods by the Federal and municipal authorities many cases of food poisoning have occurred lately in our country. It seems that the number of cases have increased instead of decreased. This strange phenomenon can probably be explained when we have a better and more complete registration and investigation of all cases of food poisoning than we have had in the past. Statistics show us that more food poisoning occurs from home prepared food articles than from the commercial ones, and the cases are more frequent in the Southern states than in the Northern states.

The situation is readily understood when we learn that micro-organisms develop with astonishing activity in all kinds of food products. All changes of food are attributed to these small but powerful in-mass action organisms. They are abundant in the air, in water, in short, whatever we take for investigation. The micro-organisms differ in size, form and behavior. They reproduce differently and live on certain kinds of food in such contrast to other species that their classification and identification is possible so as to designate their species. Their living necessitates the production of waste material, which is discharged by them into the medium where they live or this waste material remains in the cells of the micro-organisms. These waste materials, from a biological point of view, are often of commercial importance to mankind. Common products, as, for instance, alcohol, vinegar, citric acid and many others, are also known materials produced by special species of organisms as a consequence of their specific biological functions.

Other waste materials, on the other hand, are sometimes highly poisonous and are called either ptomaines or toxins. Ptomaines are basic in character, and they are amino compounds. Most of them do not contain oxygen, and some members of the general

group are poisonous. The toxins are albuminous substances which are changed by heat into their non-poisonous modifications. The temperature and time required to destroy toxins vary largely in the various classes of micro-organisms. It is a settled fact that heat destroys micro-organisms more easily than their toxins. When the food becomes exhausted by the organisms and they feel its scarcity, or when the conditions of living are not favorable to them, they either degenerate and die, or produce spores, the primitive eggs, covered with a thick wall, in which form the species may survive for a very long time. It is known that the spores of micro-organisms resist the adverse conditions of living better than the real organisms themselves. It is their way of surviving these conditions until the time when prosperity will come back to them. The temperature for destroying spores of bacteria is higher and the heat must be administered to them for a longer time than to the real bacteria themselves.

The neglect of taking into account the above biological modes of bacteria often causes very grave consequences, which result, in many cases, with death.

ANOTHER BUOYANT WEEK.

Considerable buoyancy has been in evidence in business and financial circles during nearly the past week, but reports of another deadlock in the negotiations concerning the Near Eastern situation brought a momentary reaction in the securities and exchange markets, although without offsetting the earlier gains. In the domestic situation the gradual improvement in basic industries continues. The output of the steel mills now approaches 70 per cent. of their capacity, compared with 75 per cent in June, when production was at the high point of the year. With slight improvement in the fuel and transportation situation, steel operations are slowly expanding, but the trade is doubtful whether traffic conditions will permit a return to the June peak before the end of the year. The supply of bituminous coal is ample for all requirements, the only difficulty encountered being in its distribution. Car loadings continue to increase, and for the week ending September 23 were the largest since October, 1920, and were within about 4 per cent. of the best record ever attained by American railroads. Business in the secondary markets continues satisfactory, with prices showing a tendency to advance slightly. The weekly Reserve Bank statement gives further evidence of only moderate changes in the banking situation, with but minor differences in any of the significant items from the previous week.

THE LABOR SITUATION.

A year ago alarming stories were being circulated concerning unemployment. The number of idle workers was even placed as high as 5,000,000. To-day the stories are wholly different, but probably there is some exaggeration in the stories of labor shortage, just as there was in the stories of unemployment last year. Most industries have all the labor they need and it is doubtful if any line is seriously handicapped by inability to get workers. Normally there is a great deal of complaint from the grain-growing States of a labor shortage at harvest time, but this year farmhands were plentiful, except in sparsely populated regions of the Northwest, where there were bumper crops after short harvests for three successive years. In the North Atlantic States the railroads had little trouble in filling the places of the striking shopmen, but skilled machinists were harder to find in the South and West, and the roads in those sections have been badly hampered by the strike. There is complaint of lack of skilled labor in the building trades, but in view of the record-breaking expansion of building during the current year, after a prolonged state of quiescence, the difficulty in adjusting labor supply to the sudden demand is not surprising. The chief difficulty appears to lie in the lack of common labor, which is reported from nearly all sections of the country, and in these reports there is less exaggeration than in those of shortage of skilled labor. The frequent announcement of wage increases for common labor attest the fact that the supply is limited.

Buy To Meet Thirty Day Requirements.

Written for the Tradesman.

There has been a very slight change in the price during the past week. Wheat is 1@1½¢ per bushel higher than a week ago, but general conditions remain about the same.

The demand for flour is fair in the domestic market. The demand for wheat from abroad has been rather heavy; in fact, there has been a much heavier export business on wheat than has been reported and choice grades of cash wheat are well cleaned up. There is considerable competition in buying. This indicates a good healthy condition and forecasts well maintained prices.

The car shortage has not improved; in fact, it is becoming daily more difficult to obtain empty cars, and the seriousness of this condition is going to increase rather than decrease during the next sixty days.

We believe the same policy should be pursued by the trade as has been advocated recently; that is, ample stocks of flour should be carried to

provide for trade requirements. As a matter of fact, the shortage in rolling stock makes it advisable to anticipate at least thirty days' requirements and act accordingly.

Radical advances are not looked for unless the result of the Near Eastern political situation is war. Then sharp advances will certainly materialize on all grains.

However, as stated above, wheat and flour appear to be in a good healthy condition, so far as price is concerned, and while it is not advisable to stock heavily from the price standpoint, we believe no losses would be sustained on account of lower prices. There may be some further advances, but, as stated above, good business dictates the policy of buying in sufficient quantity to provide for at least thirty days' requirements because of the car shortage situation.

Lloyd E. Smith.

When Something Isn't Something.

Every tariff measure, no matter how carefully drawn, gives the customs officials a lot of hard nuts to crack. There are many nondescript articles that must be defined and classified, so that there will be no misunderstanding as to the duty they must pay. It will be recalled that under the Dingley bill the Treasury Department ruled with all solemnity that frog legs, so far as the tariff was concerned, were "poultry." It was once a matter of some importance whether small evergreen Christmas trees, imported from Canada, were forest products or household decorations or merely "vegetables not otherwise provided for." The story has often been told of the importer of lead who noted that works of art were on the free list and had his ingots moulded before shipment into the form of classic Olympian deities and sought to have them admitted free as statuary. Already the new tariff is bringing a number of such cases. Many articles of colored glass were classified under the Underwood act as toys, and this suited the importers because the rate for toys was lower than that for manufactures of colored glass. The new act, however, has a very high duty on toys, aimed at the German products, and a lower duty on glassware. Naturally, importers are now convinced that glass playthings are not toys any longer, but merely glass. Of course, this attitude means a complete change of front on their part, but didn't Emerson once declare that a "foolish consistency was the hobgoblin of small minds?"

The only snap worth while in business is one made of ginger and dough. If you put plenty of ginger into it you will get the dough, and the result will be a dandy snap.

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Oct. 4.—On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Martin C. Hoek, Bankrupt No. 2156. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of the village of Whitehall and is a wage earner. The schedules of the bankrupt list assets in the sum of \$200, all of which are claimed as exempt to the bankrupt, and liabilities in the sum of \$404.87. From the fact that all of the assets are claimed as exempt the court has written for funds and upon the arrival of the same the first meeting will be called and note of such date made here. A list of the creditors of the bankrupt is as follows:

Elmer Mitchell, Chicago	2.25
Pike Garage, Whitehall	20.00
Nyström Bros., Whitehall	15.00
Pikin & Son, Whitehall	6.00
Quaker Valley Mfg. Co., Aurora, Ill.	15.00
White Lake Garage, Whitehall	5.00
W. Sweet, Whitehall	33.00
Eli Ruggles, Whitehall	64.00
W. Springer, Whitehall	7.50
John Reed, Whitehall	7.00
Ripley Bros., Montague	6.50
Erickson & Steffy, Whitehall	13.00
Albert Michaelson, Whitehall	5.00
Eagle Ottawa Leather Co., Whitehall	8.00
Mrs. Myrtil Whitehall, Whitehall	57.78
George Nelson, Whitehall	6.50
L. Potter, Whitehall	10.00
Lyman T. Covell, Whitehall	5.00
J. H. Barnard, Whitehall	5.50
Hall J. Campbell, Whitehall	40.00
Ed. Petticon, Whitehall	3.10
Gee & Carr, Whitehall	3.45
Thomas Mitawe, Whitehall	1.98
Nestrom Garage, Whitehall	20.81
Sam Sears, Clay Banks	5.00
John J. Concerse, Muskegon	5.50

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Clarence Hall, Bankrupt No. 2157. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of the city of Muskegon Heights and is a drayman at that city. The schedules of the bankrupt list assets in the sum of \$550, none of which is claimed as exempt, and liabilities in the sum of \$1,073.98. From the fact that all of the assets of the bankrupt are of doubtful value, the court has written for funds for the conduct of the first meeting, on the arrival of which the date of first meeting will be noted here. A list of the creditors of the bankrupt is as follows:

Muskegon Trust Co., Muskegon	\$500.00
Will Seng, Muskegon	450.00
Boyd's Tire House, Muskegon	2.98
Reliable Tire & Acc. Co., Muskegon	70.00
Curtis Tire Store, Muskegon	112.00
W. J. Carl, Muskegon Heights	30.00
Dalie Vulcanizing Co., Muskegon Heights	21.00
C. H. Boelkins, Muskegon Heights	8.00
Gus Johnson, Newaygo	60.00
Ruiter Bros., Ferrysburg	110.00
Clarence Becker, Muskegon	250.00
T. H. Auto Supply Co., Muskegon	75.00
Close Electric Co., Muskegon	30.00
John Kolkema, Muskegon	42.00
O. Peterson, Muskegon	10.00
Langland Mfg. Co., Muskegon	21.00
Dr. I. R. Busard, Muskegon	20.00
John W. Nienhuis, Crisp	12.00
Standard Oil Co., Muskegon	5.00
Fitzjohn Erwin Mfg. Co., Muskegon	12.00
Muskegon Motor Specialties, Musk.	37.00
Bernadice & Biksacki, Muskegon H.	15.00
The Weller Nurseries, Holland	10.00
Anderson Market, Muskegon Hgts.	12.00
Elmer Richards, Chicago	24.00
Peoples Credit Co., Muskegon	25.00

Oct. 5.—On this day were received the schedules in the matter of Edward Saslow, as Muskegon Garage, Bankrupt No. 2110. The matter is involuntary and notice of the same has previously been given here. The schedules of the bankrupt list assets in the sum of \$6,943.08, of which the sum of \$250 is claimed as exempt to the bankrupt, and liabilities in the sum of \$13,435.00. The first meeting of creditors in this matter will be held at the referee's office Oct. 23. A list of the creditors of the bankrupt is as follows:

William H. Smith, Muskegon	\$ 375.00
B. F. Goodrich Rubber Co., Akron	200.90
Steketee & Son, Muskegon	363.43
Close Electric Co., Muskegon	30.40
Illinois Electric Co., Chicago	160.60
Vacuum Oil Co., Chicago	2,072.85
Hackley Nat. Bank, Muskegon	5,700.00
Co-operative Press, Muskegon	53.38
Sigmund Steindler, Muskegon	6,550.00
Fytrac Mfg. Co., Rockford	56.32
Chas. Witt & Son, Muskegon	43.98
Muskegon Chronicle, Muskegon	40.77
Industrial Finance Corp., New Y.	1,740.98
Brickner & Kropf Machine Co., Muskegon Heights	24.36
Boomhower Auto Supply Co., Muskegon	87.93
Sinclair Refining Co., Muskegon	190.00
Chas. C. Tillman, Chicago	25.00
Chaddock Agency, Muskegon	20.00

Oct. 6.—On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Edward Aronson, Bankrupt No. 2159. The bankrupt is a resident of Grand Rapids and has conducted a tire business at that city. The schedules list assets in the sum of \$2,200, of which \$50 is claimed as exempt, and liabilities in the sum of \$3,467.63. The assets of the bankrupt are not of sufficient probable value to warrant expending funds for the first meeting, therefore the same have

been written for, upon the arrival of which the first meeting of creditors will be called. A list of the creditors of the bankrupt is as follows:

City of Grand Rapids	\$ 63.63
Hannibal Rubber Co., Hannibal, Mo.	3,199.00
Erwin Treusch & L. W. Smith, Grand Rapids	305.00

Oct. 6.—On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Nick Cramer, Bankrupt No. 2158. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Muskegon, engaged in the grocery business. From the fact that the assets of the bankrupt are of doubtful value, funds for the first meeting have been written for and when the same have been furnished, the first meeting will be called and the date of meeting noted here. The schedules of the bankrupt list assets of \$477.01, of which no exemptions are claimed, and liabilities in the sum of \$1,522.41. A list of the creditors of the bankrupt is as follows:

Peoples Milling Co., Muskegon	\$ 52.29
Muskegon Dairy Co., Muskegon	58.86
Coca Cola Bottling Co., Muskegon	10.71
Muskegon Candy & Supply Co., Muskegon	20.00
Walker Candy Co., Muskegon	40.00
Brown Seed Co., Grand Rapids	19.59
Hasper Baking Co., Muskegon	129.63
Mona Lake Ice Co., Muskegon H.	27.97
Francis Jiroch, Muskegon	30.00
T. Schillaci Co., Muskegon	9.24
M. Plowaty & Sons, Muskegon	54.22
Arbuckle Bros., Chicago	8.48
Anderson Packing Co., Muskegon	14.71
C. W. Mills Paper Co., Grand Rap.	90.00
William Mulder, Muskegon	50.00
G. R. Candy Co., Grand Rapids	20.00
Moulton Grocer Co., Muskegon	480.00
Henry Meyer Co., Grand Rapids	30.60
United Auto Co., Muskegon	23.79
Hume Grocer Co., Muskegon	72.00
Alpha Creamery Co., Muskegon	75.00
Witt Grocery, Muskegon	42.32
Haveman & Uns, Muskegon	55.00
Proctor & Gamble, Detroit	10.00
Ralph Buitendorp, Muskegon	22.00
Hekman Biscuit Co., Grand Rapids	20.00
Crane Medicine Co., Chicago	9.00
Geo. D. Vanderwerf, Muskegon	17.00

Oct. 6.—On this day was held the first meeting of creditors in the matter of Frank Matz, Bankrupt No. 2149. The bankrupt was present in person and by attorney. Several creditors were present in person. The schedules of the bankrupt were amended by the addition of more items. Claims were proved against the estate. The creditors present elected Frank V. Blakely trustee and placed the amount of his bond at \$500. No appraisers were appointed, as the property of the bankrupt had been sold prior to bankruptcy. The bankrupt was then sworn and examined without a reporter. The first meeting was then adjourned no date.

On this day also was held the first meeting of creditors in the matter of Producers Fuel Co., Bankrupt No. 2148. The bankrupt corporation was present by Dwight Williams, its vice-president and by attorney, M. Thos. Ward and Geo. S. Norcross were present for various creditors. Claims were allowed against the estate. The appraisal taken by the receiver was approved by the creditors. Dwight Williams was then sworn and examined without a reporter. W. C. Robertson was elected trustee and the amount of his bond fixed by the referee at \$5,000. The first meeting was then adjourned no date.

Oct. 7.—On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of John VanAndel, Bankrupt No. 2160. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Hudsonville, and is a truck driver. The schedules of the bankrupt list assets in the sum of \$10,100, of which the sum of \$2,000 is claimed as exempt to the bankrupt, and liabilities in the sum of \$9,119.30. The date of the first meeting of creditors has not been determined as yet. The date when fixed will be named here. A list of the creditors of the bankrupt is as follows:

Cornelius Besteman, Jamestown	\$ 7.20
Chris VanAndel, Hudsonville	7.20
Jacob & Laura Kiel, Hudsonville	7,350.00
Henry Jonker, Hudsonville	660.00
B. & T. Hughes, Hudsonville	75.00
Bert Alward, Hudsonville	12.00
Farmers Co-operative Mill, Hudsonville	160.00
D. Ross, Hudsonville	31.00
A. Oolman, Hudsonville	39.60
H. Van Oord, Hudsonville	15.00
Dr. Henry Moes, Hudsonville	5.00
H. DeWeerd, Hudsonville	15.00
Henry Verhage, Hudsonville	7.50
Hudsonville Lbr. Co., Hudsonville	200.00
J. Kiel, Hudsonville	26.00
Tony Rodering, Hudsonville	12.00
John Karsten, Forest Grove	75.00
C. Zwagerman, Hudsonville	35.00
A. Tolsma, Hudsonville	4.00
N. Fames, Hudsonville	6.00
Carl Olman, Hudsonville	39.00
E. Edson, Hudsonville	5.00
K. Tolsma, Hudsonville	26.00
De Grondyett, Holland	3.00
J. Kiel, Hudsonville	100.00
B. & T. Hughes, Hudsonville	175.00

In the matter of William & Frank Cutler and as Cutler Bros., Bankrupt No. 2096, the trustee has filed his final report and account and a final meeting of creditors will be held at the office of the referee Oct. 23. The meeting is for the

purpose of passing upon the final report and account of the trustee, administration expenses, to dispose of the balance of the accounts receivable that have not been collected by the trustee, and for the declaration and payment of a final dividend to creditors.

In the matter of Hielkema & Co., Bankrupt No. 2142, the trustee has filed his final report and account and the final meeting of creditors will be held at the office of the referee Oct. 16. The purpose of this final meeting is to pass upon the trustee's final report and account and to pay administration expenses. There will be no dividend paid to creditors from the fact that the funds in the estate will probably not pay all of the expenses of administration.

In the matter of Ernest L. Wellman, Bankrupt No. 2099, the court has received offers for certain portions of his estate and a special meeting will be held at the referee's office Oct. 17 for the purpose of selling such assets. The offers range from \$500 for certain lots in Fairmont Park replatted addition, \$50 for the shares of stock held by the bankrupt in the Freeport Farmers Elevator Co., Factory Construction Co. and United Truck & Equipment Co., preferred and common, and the sum of \$100 for the twenty-two shares of the American-Newfoundland Pulp & Lumber Co. Anyone interested in any of the assets to be sold may see the inventory and appraisal at the office of the referee at Grand Rapids. The above mentioned lots are located at the city of Grand Rapids.

Oct. 9.—On this day was held the final meeting of creditors in the matter of John Abbott, Bankrupt No. 2125. The bankrupt was not present or represented. The trustee was not present. The trustee's final report and account was approved and allowed and an order for the payment of administration expenses made, there being insufficient funds for the declaration and payment of any dividend to creditors. The first meeting was then adjourned without date. This case will now be closed and returned to the district court.

On this day also was held the special meeting and sale in the matter of Charles E. Messner, Bankrupt No. 2120. The bankrupt was not present or represented. The trustee was present in person. The various offers for the property were considered and B. A. Vrieling, having made an offer for all the balance of this estate which was more than the combined several offers, the same was approved and the sale confirmed for \$190 to B. A. Vrieling. The special meeting was then adjourned without date.

On this day also was held the special meeting in the matter of Abraham Sigel, Bankrupt No. 2123. The meeting was for the purpose of considering the offer of the Central States Tire Co. in the sum of \$1,000 as a settlement of any and all interest that the bankrupt estate might have in such Central States Tire Co. by reason of any investments made by the bankrupt in such company. The Central States Tire Co. then made an amended offer of \$800 in place of the offer of \$1,000, which was based upon a note settlement over a period of time.

The amended offer was then submitted to the creditors and the matter held open for one day for their determination as to whether or not the same should be accepted.

In the matter of Advance Brass Co., Bankrupt No. 2055, the trustee has filed his final report and account and a final meeting of creditors will be held at the referee's office in Grand Rapids Oct. 24 for the purpose of passing upon such report, paying administration expenses, as the funds of the estate will not warrant the payment of any dividends to general creditors after the payment of taxes.

In the matter of Nick Cramer, Bankrupt No. 2158, the first meeting of creditors will be held at the referee's office Oct. 23.

In the matter of Ellis J. Weller, Bankrupt No. 2153, the first meeting of creditors will be held at the office of the referee Oct. 21.

In the matter of Tracey E. Laubscher, Bankrupt No. 1986, the trustee has filed his final report and account and a final meeting of creditors will be held at the office of the referee on Oct. 23. The purpose of such meeting is to pass upon the trustee's report, pay administration expenses, pay a final dividend to creditors, and to pass upon the question of the bankrupt's discharge.

In the matter of Bert S. Smith, Bankrupt No. 2144, the trustee has filed in court his report of an offer from Hamilton Porter and George S. Joslin of \$800 for all of the property of this estate, as shown by the inventory and appraisal to be the sum of \$1,017.04. Individual offers for certain portions of such assets were also filed. A special meeting on such offers will be held at the office of the referee, Grand Rapids, Oct. 24, at which time the creditors will consider the offers and further offers will be received. The stock to be sold is located at Grand Rapids and is complete for the conduct of a bakery. All interested are requested to be present at that time and place. An inventory and appraisal is on file at the referee's office and may be seen at his office.

He Was Experienced Also.

The determined-looking woman alighted from the driver's seat as the victim of her car picked himself up from the dust and began to take stock of his injuries.

"I'm sorry I hit you," she said grudgingly, "but it was your fault. You must have been walking carelessly. I am an experienced driver. I've been driving a car for seven years."

"Well," replied the man as he dusted himself off, "I'm no novice myself, I've been walking for fifty-seven years."

Claims Paid \$1,176,132.85

Covering Fire, Theft, Liability and Collision

Automobile owners have been using greater care this year in the selection of the company carrying their insurance. The Citizens' Mutual Automobile Insurance Company of Howell has a state-wide organization of attorneys, agents and adjusters to assist the policy holder in trouble. The company has settled over ten thousand claims and has paid during this year over \$200,000.00.

When your car is damaged by fire, theft or collision or when a damage suit for liability is brought against you, you will be glad that you have a policy in a substantial company. Automobile losses are complicated and it takes men of experience to assist in the adjustment or the settlement of the liability claims. You can obtain this service for a small cost. Do not take chances on a new or untried company but insure in a company strong enough to stand the test of heavy losses.

Total Assets, October 1	\$254,746.33
Gain over a year ago	88,338.68

The cost of insuring a Ford car covering fire, theft and liability in the country districts is only \$9.60 and other cars in proportion.

See local agent or write to

**The Citizens' Mutual
Automobile Insurance Co.**
HOWELL, MICH.

Items From the Cloverland of Michigan.

Sault Ste. Marie, Oct. 10—The golf season is just about over for the season in the Soo. The last tournament golf match was played last week, which ends the series of matches between the golf clubs of the two Soos.

The Soo celebrated the completion of the pavement of Ashmun street with a community dance last Friday evening. Tom Hansen and his crew furnished the music to a crowded street of dancers. Mrs. Eugene Navin sang two solos, which were heartily applauded. Confetti and streamers were much in evidence and an enjoyable time was had by all.

Clayton Schenk, formerly of the Marks-Schenk Co., has been appointed manager of the Soo Machine & Auto Co. The company has chosen new officers as follows: A. J. Short, President; Roy D. Hollingsworth, Vice-President; C. J. Schenk, Secretary; A. E. Cullis, Treasurer. Mr. Schenk succeeds J. W. Roberts as manager. Mr. Roberts is now connected with the Ferguson Motor Company, of Albany, N. Y., which is the successful agency of the Durant cars. A. E. Ferguson, formerly of this city, is President of the company. Mr. Schenk is very optimistic for the automobile business in this city and declares he has every reason to believe that the Soo Machine & Auto Co., which is the largest concern of its kind in the Northern part of Michigan, will continue to merit the patronage and approval of the people of this territory.

From all reports the Upper Peninsula will not be short of coal this year, as 2,364,500 tons were "locked" up during September. According to the report of the general superintendent of the canal this is nearly twice as much as passed up in September of last year.

Very little hard coal is moving up the lakes, the largest shipments being soft coal. The wind and smoke from

forest fires is delaying the speed of the boats.

By the first of the year 1,500 people will have left the Canadian Soo for positions on the American side, is the belief of Thos. N. Ross, who has charge of the immigration department here. Two thirds of the immigrants are men, Mr. Ross announces. They are going to Duluth, Minn., and Gary, Ind., where practically everyone has secured work in the steel industry. Many of the people coming over are some of the best citizens of the Canadian Sault, who own their homes, have money saved up, but with no work available are forced to leave.

It is believed by Soo merchants that the night police force should be enlarged. Three robberies and a number of attempted robberies have brought officials to the belief that something should be done. The Man store on West Portage avenue, conducted by D. H. Moloney, was the heaviest loser. Entry was gained through a window and clothes valued at \$200 were taken from the store. Thus far no clue to the robbers has been found. The London restaurant operated by L. Sinigus, was entered and \$17 was taken from the till, along with cigarettes and tobacco. Apparently the robbers were in no rush as evidence shows that they helped themselves to a dish of ice cream.

All roads leading to the Soo will be open to fords on October 18. In cooperation with the Soo Ford Co., the merchants will celebrate their new garage and establishment. Twenty-seven prizes are offered to ford owners ranging from \$10 to \$25. There will be a big parade of "lizzies" which will pass through the city and the prizes will be decided on by the judges.

Mr. and Mrs. W. G. Tapert motored to Bay City, Saginaw and Detroit this week. They were accompanied by Mr. and Mrs. Herb Fletcher and Mr. and Mrs. Isaac DeYoung. Mr. DeYoung expects to drive home a new Buick, as

his old one was out of style. Mr. and Mrs. Tapert expect to spend a few days in Lower Michigan cities, returning home by way of Wisconsin.

The voters of Chippewa county will be asked to decide, a month from Oct. 9, to bond Chippewa county for the new modern hospital. That a hospital is imperatively needed is the general belief of the board of supervisors. The American Legion is 100 per cent. behind the project, and in the minds of many there should be no question as to how the vote will result.

A tea room to be known as the Pin Ton tea room and bake shop will be opened this week at 122 East Portage avenue. The tea room will be ready to serve meals after Monday Oct. 16. Only baked goods made on the home made style will be sold the first week. The owners of the new tea room and delicatessen are Mrs. Nellie Dunn, who formerly conducted the Home bakery here, and Mrs. Helen Berger. The tea room will be something new for this city and will, no doubt, be a decided success.

James Cohen, cigar maker at 1800 Ashmun street, sustained a broken arm this week when the car he was in turned over into the ditch. All occupants of the car escaped uninjured except Mr. Cohen. The car was damaged to the extent of \$300. Mr. Cohen is improving as speedily as can be expected, but it will be some time before he can resume his duties. However, business at the shop will go on as usual.

The State fish hatchery here is to re-open for business and will be aided in doing so by the donation of such city water as is needed by the hatchery when its own pumping system is not in operation. A new pumping system, by which the hatchery will draw the water it needs, from the river North of the building is being installed. Many local citizens have interested themselves in the opening of the Soo hatchery.

The Liggett & Meyers Tobacco Co., of St. Louis, Mo., was surely represented here last week, when four of its representatives called on the jobbers. Mr. Hummel, of Detroit, specializing on Polo cigarettes, left with Mr. Peters for Marquette this week.

William G. Tapert.

Detroit — The Detroit Approved Spring Co., 5531 Woodward avenue, has been incorporated with an authorized capital stock of \$50,000, \$37,000 of which has been subscribed and paid in in property.

Business Opportunity BANKRUPT SALE

St. Louis Tile Company, Bankrupt.

Notice Is Hereby Given: That on the 27th day of October, 1922, at Two o'clock, P. M., Central Standard Time, or Three o'clock P. M. Eastern Time, at the plant of the Bankrupt, in St. Louis, Michigan, the Trustee in Bankruptcy, will offer for sale and sell to the highest bidder the entire property of said Bankrupt, consisting of about thirty acres of land, upon which is located a plant and equipment used in the manufacture of tile and other clay products; consisting of five kilns, office building, tile manufacturing buildings, driers, tools and equipment, the appraised value of said property above described being \$12,400.00; also a quantity of brick, tile and building blocks, of the appraised value of, to-wit; \$6,000.00, sale subject to confirmation by Referee in Bankruptcy.

For information write Trustee.

HARRY GERBER, Trustee.
Alma, Michigan.

WE HAVE HELD TO OUR COURSE WE HAVE KEPT OUR CREED WE HAVE GROWN WITH OUR CUSTOMERS

When the present management of the Worden Grocer Company assumed control of the business, about twenty years ago, they started on their managerial career with a creed which to-day remains intact. It was their aim and purpose to make the Worden Grocer Company a place to which retail merchants could come freely for advice, friendly counsel and co-operation.

It was their aim to confine the business of this house to the fundamental food industries of the Nation; to make it a productive institution, dealing with productive people, with men and organizations engaged in developing and conserving the natural wealth and resources of the country.

The years have rolled by and conditions have changed, but through it all this house has held to its course, kept its creed and grown with its customers in a relationship of mutual confidence and understanding.

WORDEN GROCER COMPANY

Grand Rapids.

Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.

MOVEMENT OF MERCHANTS.

Coleman—Floyd Cade has sold his drug stock to R. A. Turrel.

Caledonia—George Newell has sold his drug stock to W. R. Nolan.

Hillsdale—Z. W. Fuller is remodeling and redecorating his shoe store.

Detroit—Kehrer & Rieder have opened a cigar store on Cass avenue.

Belding—Arthur Waite succeeds C. E. Holcomb in the grocery business.

Cassopolis—The Cassopolis Oil & Supply Co. has changed its name to the Cass Oil Co.

Penn—Thieves entered the general store of L. R. Hartse'l and carried away considerable stock.

Lansing—The National Fruit Co. has engaged in the wholesale business at 513 East Michigan avenue.

Bancroft—D. M. C. Joyce succeeds C. W. Bennett in the drug business. Mr. Bennett will continue the general merchandise business.

Kalamazoo—The Fuller Garden Paint Co. has opened a store at 118½ Farmer's avenue, under the management of E. F. Zander.

Albion—E. W. Griffin, former Albion grocer, has left for Los Angeles, where he will spend several months at the home of his daughter.

Detroit—Blome Bros. Co. art goods and wholesale dealer in photographers supplies, has increased its capital stock from \$15,000 to \$30,000.

Bauer—Fire destroyed the store building and stock of general merchandise of William E. Haas Oct. 4, entailing a loss of about \$2,500.

Jackson—H. W. Legard and R. E. O'Dwyer have engaged in business on Wildwood avenue under the style of the Wildwood Avenue Fuel & Supply Co.

Harbor Springs—Edward A. Burnett has sold his grocery stock and meat market here to E. Hildebrandt. Mr. Burnett will move to California soon.

Holland—Egbert Pelon, formerly engaged in general trade at May, has engaged in the grocery business here, the Worden Grocer Co. furnishing the stock.

Monroe—The firm Rupp, Humphrey & Huber, furniture dealers and undertakers of this city, has been dissolved by mutual consent, Huber retiring from the firm.

Marcellus—Simon Brody has closed out his stock of confectionery and soft drinks and leased the store building to Vaughan Bartlett, who will convert it into a restaurant.

Jackson—J. B. Schumacher has opened Sunny Side Inn, east of this city on state road M. 17, where he will specialize on chicken and frog leg dinners the year round.

St. Joseph—The Huebsch Motor Sales Co. has been incorporated with an authorized capital stock of \$25,000, \$13,000 of which has been subscribed and paid in in property.

Kalamazoo—Mrs. Vivian L. Johnson has leased the store building at 808 Washington avenue which she will remodel and occupy with a stock of millinery about Nov. 1.

Kalamazoo—Richards & Co., dealer in clothing for men, women and children, has engaged in business at 121-23 North Burdick street, under the management of Edward F. Kilian.

Bear Lake—John Shira, recently of Frankfort has opened a restaurant and cigar stand in the Cook building.

Marshall—C. L. Beers succeeds S. N. Osborn in the drug business.

Marcellus—Patch & Remington, hardware dealers, have dissolved partnership and the business will be continued by Frank W. Patch, who has taken over the interest of his partner, Ora W. Remington.

Detroit—The C. C. Damon Cigar Co., 3703 Woodward avenue, has been incorporated to deal in tobacco, tobacco goods, etc., with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Detroit—The Euth-Lambrecht Co., 3060 Michigan avenue, has been incorporated to deal in refrigerating machinery, etc., with an authorized capital stock of \$3,000, all of which has been subscribed and \$1,000 paid in in cash.

Bay City—Isaac Van Duser, a grocer here for the past twenty-five years, died Sunday of injuries suffered when he fell from a ladder while painting a house. He leaves three children, one of whom is Mrs. Laura Gould, of Detroit.

Ludington—Frank Krause has sold the meat market which he conducted under the style of the Avenue Market to Elmer Hoyer, recently of Chicago, who has taken possession and will continue the business under the style of the City Market.

Detroit—The Dilworth Motor Sales Corporation, with business offices at 1315 Dime Savings Bank building, has been incorporated with an authorized capital stock of \$15,000, of which amount \$3,000 has been subscribed and \$1,000 paid in in cash.

Detroit—Young Bros. Sales Corporation, 6460 East Jefferson street, has been incorporated to deal in auto parts, accessories, appliances, etc., with an authorized capital stock of \$10,000, \$2,040 of which has been subscribed and paid in in cash.

Croswell—The Phillip L. Graham Estate has merged its general merchandise business into a stock company under the style of the P. L. Graham Co., Ltd., with an authorized capital stock of \$23,000, all of which has been subscribed and paid in in property.

Grand Rapids—The Grand Rapids Bean Co., 238 Logan street, has been incorporated to deal in beans, grain, hay, potatoes and produce and to conduct a general elevator business with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Saginaw—The Saginaw Motor Sales Corporation, 521 East Genesee avenue, has been incorporated to deal in motor vehicles, accessories, parts and supplies at wholesale and retail, with an authorized capital stock of \$50,000, \$39,000 of which has been subscribed and paid in in cash.

Detroit—The Cass Chevrolet Co., 4433-35 Cass avenue, has been incorporated to deal in autos, accessories, parts and supplies and to conduct a general garage business with an authorized capital stock of \$15,000, all of which has been subscribed and paid in, \$9,000 in cash and \$6,000 in property.

Lansing—The Bement Stove Repair

Co. has sold its hardware stock to A. T. Vandervoort and will discontinue its hardware line. A. L. Hummell, manager of the business, has purchased the stove repair business, the patterns and properties of the company and will continue it under the same style at 122 East Ottawa street.

Manufacturing Matters.

Howell—The Ideal Valve Co. has increased its capital stock from \$30,000 to \$50,000.

Allegan—The Hughes Steel Equipment Co. has increased its capital stock from \$15,000 to \$50,000.

Saginaw—The Saginaw Construction Co., 315 Genesee avenue, has increased its capital stock from \$100,000 to \$200,000.

Lowell—Dawson Bros. have sold their bakery to its former owner, Frank Howk, who has taken possession.

Casnovia—The creamery, which has been closed for several years, has been opened by B. Peck, recently of Hastings.

Grand Rapids—The Marine Wheel Co. has increased its capitalization from \$25,000 to \$25,000 and 7,500 shares no par value.

Detroit—The Caton Pipe & Fittings Co., 473-485 Columbia street, West, has been incorporated with an authorized capital stock of \$20,000, \$19,000 of which has been subscribed and paid in in cash.

Flint—The Martin Demountable Rim Co., 120½ West Kearsley street, has been incorporated with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in property.

Detroit—The New Detroit Heater Co., 3957 Grand River avenue, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$2,500 in cash and \$7,500 in property.

Port Huron—The Michigan Moulding Sand Co., 516 Water street, has been incorporated with an authorized capital stock of \$9,000, all of which has been subscribed and paid in, \$900 in cash and \$8,100 in property.

Battle Creek—The Chef Aluminum Co. has been incorporated to manufacture cooking utensils from cast and pressed aluminum, with an authorized capital stock of \$25,000, of which amount \$15,700 has been subscribed, \$1,195 paid in in cash and \$9,850 in property.

Detroit—The Paul Manufacturing Co., 5259 Western avenue, has merged its tools, dies and metal products business into a stock company under the same style, with an authorized capital stock of \$30,000, all of which has been subscribed and paid in, \$9,000 in cash and \$21,000 in property.

More Truth Than Poetry.

There's a law for this and a law for that
The man in business sighed,
It keeps me guessing where I'm at
And how my hands are tied.

My great concern to-day is not
That I may shortly fall;
I have to give my every thought
To keeping out of jail.

For profits that may comfort me
No longer can I plan.
It's taking all my time to be—
A law-abiding man.

Oh, sorry is the plight I'm in.
I have no path to choose,
The court will nab me if I win.
The sheriff if I lose.

Money Expected To Continue Easy.

The weight of opinion in financial circles is that money will continue fairly easy during the autumn, but there is no expectation that it will continue to become easier, as it has been doing during the year. With better business developing, the demand for commercial credits will increase, and a number of banks which during the period of slack demand for credit had invested their plethoric funds in Liberty bonds and other gilt-edged securities are now reported to be disposing of their holdings on which they have realized a fair profit and are preparing to meet the expected increase in demand for commercial credits. Had the boom period or the return of inflation predicted by some business observers actually materialized, a considerable tightening of money rates would have developed. There has been some tightening incident to the crop-moving period, but the weekly reports of the Federal Reserve System show that member banks can still meet all calls for accommodations without resort to rediscounting operations at the regional banks.

Fuel Prices Slightly Lower.

One of the best evidences that the fuel situation, so far as industries are concerned, is being relieved was shown last week by a decline in coal prices in the Pittsburgh district, amounting to about 50 cents per ton. Equally significant has been the disappearance of inferior coal, of a class that is regarded as emergency grades, from the market. Although prices have softened, they are still high compared with what they were before the miners' strike, and when miners' wages were as high as they are at present. As usually happens when prices begin to recede, there is a check of consumer buying and a tendency to wait for still further recessions. This, it is to be noted, applies only in the case of bituminous coal. The supply of anthracite is still far from catching up with demand, and it is probable that the shortage of this commodity will be felt even more acutely in the late winter months.

Father and Son.

Be more than his dad,
Be a chum to the lad;
Be a part of his life,
Every hour of the day.
Find time to talk with him,
Take time to walk with him.
Share in his studies
And share in his play.
Take him to places,
To ball games and races.
Teach him the things
That you want him to know;
Don't live apart from him,
Don't keep your heart from him,
Be his best comrade,
He's needing you so!

Never neglect him,
Though young still respect him,
Hear his opinions
With patience and pride;
Show him his error,
But be not a terror,
Grim-visaged and fearful,
When he's at your side.
Know what his thoughts are,
Know what his sports are,
Know all his playmates,
It's easy to learn to
Be such a father
That when troubles gather
You'll be the first one
For counsel he'll turn to.

It is a mistake to sit back and wait for business to get better in the vague "Some day" when competition shall grow less. Competition is more likely to go the other way.

Essential Features of the Grocery Staples.

Sugar—Second hands granulated has practically disappeared from the market. Raws are a fraction higher for the week and the trading throughout the market is quite brisk. There is no good reason to expect anything sensational in sugar, either up or down, but the tendency is upward. Local jobbers hold granulated at 7¼c.

Tea—The past week has brought an uneventful business in tea. The situation, however, is strong. Nobody is anticipating his wants very much but is buying right along as he needs to and the aggregate of this is a good fair business. The demand for the week has been fairly general throughout the list, being particularly active for Ceylons, which at the present range of prices ought to be very good property.

Coffee—The market has been rather weak since the last report, speaking now of green coffees bought and sold in a large way. Rio grades are about ½@¼c lower than a week ago, whereas Santos grades, if anything, are a trifle firmer. Milds show some fluctuations but no material change so far as the jobbing market in roasted is concerned.

Canned Fruits—An improved peach market on the Coast was the market's main feature last week. Choice and fancy are decidedly firmer, and because the crop ran to a small percentage of the larger sizes desirable counts are not plentiful. The better the pack the harder it is to find it and the more firmly it is held. Standards are improving, but pie and water grades are still weak as the pack went more to that end of the line than it did to the other. Apricots, pears and cherries are all unchanged, the latter two being decidedly firm and the latter in that classification, but not to such a marked extent. Hawaiian pineapple sells readily in sliced packs wherever it happens to be. It is easier to turn the fruit into money than it is to replace it, and for that reason there is no rush to unload. Grated and crushed are merely steady. Apples are weak. They are now the most neglected of canned foods and extreme caution in buying is exercised.

Canned Vegetables—While the whole tomato family is regarded as in an excellent state of health, the most robust member, the canner thinks, is the No. 10. In all packing sections that size was not used as extensively as in other seasons in favor of the smaller packs, and No. 10s are getting to the point where they will soon be owned by jobbers. Pure standard and solid packs are all in the same class. There is relatively greater strength in gallons than in other types. The next firmest is No. 3s or No. 2½s, according to the district. No. 2s were used more freely in the tri-States than No. 3s to anticipate a relatively heavier call than for the former leader. Last year, and for several seasons, in fact, No. 2s have gained in importance because they could be retailed at popular prices. The greatest surplus of No. 2s is in New Jersey. Canners, generally, do not appear to be anxious to make trades. The pea situation is without radical change. Cheap grades of all kinds in

the country have been snapped up and now nothing remains to tempt the buyer to make large trades. This has slowed down the turnover, but the statistical position of the market maintains the undertone of firmness. No. 10s are scarce. There has been no improvement in corn. While sentiment appears to be drifting toward better conditions, jobbing operations are not extensive. Most distributors prefer to buy in small blocks to cover their actual wants. They seem willing to let the market harden 5c or more before buying freely for later account. The usual minimum on good standards is 80c, factory.

Canned Fish—Salmon is weak in Alaska fish on the spot and on the Coast. Minimum lots are taken and though frequently replaced there is not enough movement to give the market character. Columbia River fish is firm. Maine sardines are held with more confidence in the country, but jobbing operations are still restricted. Tuna fish is scarce in all grades and firm. Shrimp is steady.

Dried Fruits—The clean up of old crop California prunes here and to arrive has put the market in better shape and because new fruit is slow in arriving and will be so for some time greater confidence is entertained in 1921 lines. Local jobbers have not changed their attitudes regarding new crop and refuse to buy liberally. The Coast, however, reports steady buying by other markets with a much stronger tone now prevailing in prunes, apricots, raisins and peaches. Apricots on the spot are picking up in sympathy with the primary markets because there is a realization that fancy packs are in light supply, but there are some local holders who are weak sellers. Peaches are quiet on the spot but are held with more confidence in California. Raisins are firm in all grades. To counteract this tendency reports of rain damage were circulated but advices from California state that the recent rains have done no damage as they were too late to injure the crop and not extensive enough to affect the little stock which was on the trays. Currants are firm in all grades with very little on the spot. Most California fig packers have withdrawn their offerings leaving supplies to come from second hands.

Syrup and Molasses—The demand for all grades of molasses during the week has been fair at steady prices. Sugar syrups are moving in small quantities at unchanged values. Compound syrup steady and unchanged.

Fruit Jars—After a period in which the market was bare of fruit jars cars have been received and wholesalers are now able to handle orders with their usual promptness. Because the end of the canning season is at hand is no reason why the retailer should not skirmish for business right up to the final drop of the curtain on the season.

Chimneys and Globes—The entire glass industry is seriously handicapped by the coal and freight situation and some manufacturers are refusing to accept orders for delivery before the first of next year. A slight advance on some numbers has taken effect.

Brooms—The situation with reference to brooms has been frequently referred to in this department. Advances

ranging from \$1.50 to \$3 per dozen have been necessitated by higher costs of broom corn and other materials entering into the finished product. It is said that further advances are not to be regarded as unlikely.

Nuts—The demand for fall requirements is making the market more active as buying for Halloween is apparent. It is not as heavy as normal as distributors are slow to extend their purchases. Cooler weather and a curtailment in the supply of competing products are necessary to increase the movement. Brazil nuts are easy in tone. Pecans are scarce in both shelled and nut in the shell. All shelving centers are short of supplies and are active in competing with each other in producing sections. Other nuts are about the same as at last week's opening.

Cheese—The market is firm at prices ranging about the same as last week with a fair consumptive demand. Stocks are about the same as they were a year ago. The market is likely to remain unchanged for a few days at least.

Provisions—Everything in the smoked meat line is steady at unchanged prices with a slight decrease in the consumptive demand. Pure lard is steady with a light demand at unchanged prices, and lard substitutes are in better demand at about ¼c per pound advance over last week. Canned meats, dried beef and barreled pork are all unchanged with a moderate demand.

Beans and Peas—The only material fluctuation in this market during the week has been an advance of 15 points in California limas. The balance of the list is dull and weak. Green and Scotch peas about unchanged with a light demand.

Salt Fish—Outside of new catch Norway mackerel, there is very little imported mackerel available. Prices on these are comparatively low, so low in fact that they have caused an increase in the demand during the week. No changes have occurred in price since the last report. The new duty on mackerel amounts to \$2 per barrel.

Freight Delays—Wholesalers are experiencing difficulty in obtaining deliveries of merchandise because of delay in transportation. There are instances where cars containing badly needed goods have been in transit for more than a month. As a result back-ordering has been necessary. Retailers will understand from this paragraph that their failure to obtain prompt shipment of some merchandise is due to this difficulty which the jobber is facing.

Strange Ideas of Some Americans.

Niles, Oct. 10—The American citizen who thinks he has enough to worry about in the effort to get coal, pay his taxes and keep an eye on other domestic affairs is exhorted to set apart a portion of sleepless nights for meditation on America's responsibility toward Turks, Armenians, Soviet Russia and toward the world in general. Perhaps we also have obligations toward other planets, but for the time being we shall have enough to do in surveying mankind from China to Peru.

Europe fervently believes that this country has tacitly assumed a universal mandate, a roving commission and

a moral duty to play the role of omnipresent benefactor of humanity and international policeman. A good many Americans share this belief. They blame their Government both for what it does and what it does not do. They arraign the Government for its sins of commission and of omission in failing to stop all present troubles and prevent all future troubles, and if anything goes wrong anywhere and any enterprising nation starts a fight, they hang their heads, strike their breasts and dejectedly exclaim "Mea culpa."

It's our fault, ours alone and nobody else's, these fussy Americans declare. It's our fault that the Turks are running riot, although it is not clear that we could have prevented it by trying moral suasion on the Turks; our fault, they hold, that some people in Europe and Asia would rather fight than eat and work and pay their bills. The obligations are all on our side they seem to think, and we ought to worry about our obligations and not those of other people. This is generous and simplifies our task.

The idea of a providential and messianic mission of America in the service of mankind (and never mind the cost and our rights and duties to ourselves) is not confined to Europe. It is reminiscent of the experience of Great Britain in the early part of the last century when England, as a result of the Napoleonic wars, was forced into a similar role with respect to the European continent until the harassed British taxpayer rose in revolt, put his foot down and proclaimed a policy of "splendid isolation" instead of costly and unlimited meddling.

Having studied all our various world responsibilities, the average American may humbly ask whether the American Government has any responsibility toward America. It used to be assumed that its first duty was toward its own country.

George Washington Morgan.

Post Tavern To Be Duplicated in Ann Arbor.

Ann Arbor, Oct. 10—Rev. Fr. T. Bourke confirms a rumor that Carl F. Montgomery, of Battle Creek, manager of the Post Tavern of that city, and manager of Laverne Hotel, also of Battle Creek, had made an offer for the Catholic property on State street, across from the administration building of the University.

It is Mr. Montgomery's desire to erect a hotel on that site, intended as a general hotel property, catering, however principally to students of the University.

This is the property purchased some years ago by the Roman Catholic church of Ann Arbor for a student chapel. A dwelling house has been remodeled as a chapel, but plans have been drawn for a beautiful white stone chapel, to cost in the neighborhood of \$600,000, ground for which was to have been broken within a couple of years. Recently the University regents notified Father Bourke that, eventually, they intended taking the property over as a part of the regular University campus. However, Father Bourke was given to understand this would not be done for some years.

However, because the Catholic church would not care to erect a chapel that might be taken by the University in a few years on condemnation proceedings, the plans for raising money for the proposed chapel have not been pushed.

Mr. Montgomery says it is the intention of the owners of the Post Tavern to erect several hotels in Michigan, and one of the cities decided upon was Ann Arbor. There was no desire to enter into the hotel business in the business part of the town, but rather near the campus, where they would be able to cater to the University people, both faculty and students, and to those people attracted to the town by the University.

Back Again After Eating the Husks of Adversity.

Grandville, Oct. 10—"Of all sad words of tongue or pen the saddest are these, it might have been."

Two of our leading public men may well repeat this all too true saying and take to heart the fact that but for an ill advised bolt from party allegiance their lives would have run in pleasant grooves and their names would be recorded in history as among the great Presidents of the foremost republic of the world.

Theodore Roosevelt fell down in 1912, making the one great mistake of his life. The Democratic party has him to thank for its eight years of public place in the affairs of the Nation.

One can conceive a far different current of events had Roosevelt smothered his indignation in that year and stood firmly by the party which made him President eight years previously. It requires no great stretch of the imagination to see that the rough rider would have copped the nomination on the Republican ticket in 1916, would have been elected President, and the name of Woodrow Wilson would never have mounted higher than that of Governor of New Jersey.

In case of Roosevelt's election, he would have managed the situation which led up to our participation in the kaiser's war. His superior statesmanship would have kept the United States out of that war, in which case there would never have been that awful loss of young American life on the fields of France and Belgium.

What might have been thrills the heart and surges through the brain of all true Americans with impressive force. Had the Lusitania remained unmolested and other ships with Americans on board left to plow the waters of the ocean without being subject to German attack there would be far different history for us to read to-day.

Non partisanship has never won a great National victory.

It might be well to remember that no man is greater than his party. No man is greater than his creator. Buildd to great political prominence by the Republican party, Roosevelt, beloved by millions of his countrymen, made a single false step when he betrayed the party that made him what he was in the political world and paved the way for an erratic idealist to succeed in the National election of 1912.

No doubt the man saw his mistake and regretted it bitterly in after time, yet it was a mistake that could not be rectified, and a new deal in history was consummated.

In a late number of the Saturday Evening Post is a partial history of recent events in the life of that other brilliant yet misguided American citizen, Albert J. Beveridge, a man whose chance to have ascended to the Presidential chair was more than probable when he, through his sublime ego, believed himself greater than his party, hence became an insurgent seeking to stab that party of which he was an individual part under the fifth rib.

From becoming a leading figure in the great party of freedom founded by Fremont and Lincoln Mr. Beveridge found himself dropped from the rolls, a mere common citizen, with no party affiliations whatsoever.

No man, however great his ancestors, however brilliant of intellect, may hope to succeed and place his name high up among the statesmen of his country by going off on a tangent, slamming his party as being unjust to him in his aspirations for power and place.

When a man proclaims himself better than his party you may set him down as an egotist of the most pronounced type. Even the Great and Godlike Daniel Webster fell down when, in his aspirations for the Presidency, he side stepped from the great

party that had made him what he was. The word "Tylerize" meant much in the last century.

Following the death of President Harrison, the Vice-President, John Tyler, made overtures to the opposition party. While pleasing them, he made no real friends for himself and died a disappointed man in after years.

Andrew Johnson essayed to read the Republican party out of existence with his declaration of "my policy" and a seeming determination to boost himself at the expense of those who elected him. History tells of his sorry failure. Even the brilliant Roscoe Conkling erred at one fatal moment while U. S. Senator from New York, went home by resignation, seeking vindication from the people, and lost out for good. Never again did he come into his own as the great leader of his party, not only in New York but in the Nation.

Judging from the few speeches Beveridge has made since his nomination for Senator from Indiana, he has seen the error of his ways, and is now anxious to return to the good graces of the party he betrayed ten years ago. By that betrayal he lost his prominence in National affairs, and was retired to private life, which fact gave him leisure to write the life of America's greatest jurist, John Marshall. The preparing of this biography has again brought the name of Beveridge before the country.

The man's ego has taken a tumble since 1912. He has fully realized that no man is greater than his party. Neither can that party be killed by the defection of one man, no matter how eminent that man may be.

To succeed even the wisest and best statesman must have a party behind him. Beveridge seems to realize this after eating the husks of adversity, and may possibly come back into the American Senate as a humbled and wiser man because of his last few years outside the public station.

Old Timer.

Inter-Allied War Loans.

Buffalo, Oct. 10—What was the issue of the war of nations? What was the World War about? Rights of nations was the issue. Wilhelm had a plan—Middle Europe—meaning Germany from the North Sea to Arabia. In order to carry out his plan it was necessary for Wilhelm to steal nations. This he did. This plan was started in 1908 when Austria stole two little nations, Bosnia and Herzegovina. Wilhelm followed up this plan in 1914, when he stole Serbia, Belgium, Luxembourg, parts of France, Poland, Russia, Roumania and other states. All of these operations were violations of the rights of nations, as Von Bethmann-Holweg admitted concerning Belgium. Wilhelm's plan is revealed by what he did, not by what he said. Germany made war on the rights of nations.

Eventually, the allied and associated nations were forced to combine their military strength in order to stop Wilhelm from stealing nations, in order to establish the rights of nations principle in Europe. It must be very evident that the United States of America is deeply indebted to its European allies for the preservation of the rights of nations principle in Europe. How much is the United States indebted to its allies for the establishment of the rights of nations principle in Europe? The writer contends that the United States is indebted to its European allies in an amount equal to the war loans that it advanced to these several nations nations, the proceeds of which were expended for military supplies that were used by these nations in establishing the rights of nations principle in Europe. Therefore, the inter-allied war loans mutually should be cancelled. This is provided for in Section 62 of H. Res. 312, Sixty-seventh Congress, "The United Nations of the World Resolution," that is offered as a substitute for the League of Nations

Covenant, and of which the undersigned is the author.

When the inter-Allied war loans are canceled among the nations, the way is opened for the financial and economic reconstruction of Europe and the restoration of the parts of exchange among all the nations.

Roderick H. Smith.

New Sport Hats Use Unusual All-over Effects.

Several new features in all-over trimmings are shown by a line of the "dressier" kind of sport hats offered in this market, according to the current bulletin of the Retail Millinery Association of America. Instead of the small aluminum roses that ushered in the Fall season, it says, dahlias five times their size are used in all-over appliques on rich velvet "tams." Tinsel thread embroidery and floss whipstitched work fill in the design, according to the bulletin, which continues:

"Some interesting French embroideries, hoods and facings are also used—biège and silver all-over embroidery, quite thick and heavy, making the crown and small top flange of a brown velvet mushroom. Narrow as a hair line is a soutache braid that is faintly recognizable as black leather or cire

on dark green velvet. This completely covers dark green Lyons velvet on a poke shape with high soft crown that is frankly a trotteur of merit.

"Narrow tinsel edged grossgrain ribbons, in a variety of colors, entirely face small colorful felt shapes. Both crown and brim in these colored and black felts are of the finest French for quality and are taking well with the smarter departments. Row on row of fluted ribbon for large and small shapes are seen in two-tone and multi-toned treatments. Round disks or plaques of shirred ribbons adorn the crown in overlapping applique formation and the felt brim is faced in a matching or dark-toned velvet.

"Tricones in the two-tone brown effect of Lyons velvet and felt facings are used, with huge cocardes and fan-flare facings of the badger fur that is so smart. Like a man's shaving brush spread out in pompon effect are the badger cachets. The brick, green and blue shades are said to be selling best, with emphasis on the brick."

It may be all right to be content with what you have; never with what you are.



Lily White

"The Flour the Best Cooks Use"



A GOOD RECIPE FOR ENGLISH TEA BISCUITS
4 cups Lily White Flour, 4 level teaspoons baking powder, 1 teaspoon salt, 2 tablespoons butter or fat, 1 cup of mashed potatoes, 1 cup of milk. Boil and mash potatoes, having them free from lumps. Sift the flour, salt and baking powder, add potatoes and rub in fat or butter. Mix to a light dough with egg and milk; roll out a little thinner than ordinary biscuits and bake in hot oven. Serve hot. Use potatoes while warm.

Our Guarantee

We Guarantee you will like Lily White Flour, 'the flour the best cooks use' better than any flour you ever used for every requirement of home baking.

If for any reason whatsoever you do not, your dealer will refund the purchase price.---He's so instructed.

Is Supremely Wholesome

The light, tender, firm breads baked with Lily White are good to eat. They are fine in appearance. They are baking successes. But also the breads baked with Lily White are absolutely wholesome, digestible, muscle-making and bone-building. Remember this!

Why You Should Use Lily White

REASON No. 7

Excellent for Growing Children

Lily White is milled of the most nutritious portion of the wheat berry—the berry of the finest wheat in the world. It is clean and is milled to a state of perfectly uniform granulation. This uniform granulation assures an evenly baked loaf of bread. Bread made of Lily White Flour is excellent for growing children, because it contains a maximum amount of food value properly combined.

Your Grocer Will Send You a Sack.

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.

Proceedings of St. Joseph Bankruptcy Court.

St. Joseph, Oct. 2—Herbert Freese, a farmer of the township of Penn, Cass county, filed a voluntary petition and was adjudicated bankrupt and the matter was referred to Referee Banyon. The schedules of the bankrupt show no assets over and above his statutory exemptions and before proceeding with the administration of the estate, costs will have to be advanced. The following are scheduled as creditors:

Edward Trattles, Jones	\$166.46
U. S. Eby, Trustee of Farmers & Merchants Bank of Jones	701.42
Walter Jones for Farmers & Merchants Bank	60.58
Notes Farmers & Merchants Bank of Jones	190.54
Kantz & Aurand, Vandalla	21.78
Dr. E. W. Bivvins, Vandalla	38.00
Dr. E. N. Cunningham, Cassopolis	18.50
Lee Darling, Jones	11.94
Dr. McCoy, Cassopolis	5.00

\$1,224.46

In the matter of Walter F. Clements and Edgar A. Pauley and Clements & Pauley, a co-partnership, bankrupt, the trustee filed his final report and account, showing total receipts of \$1,148.32 and disbursements of \$360.72, and balance on hand of \$787.59, with a request that the final meeting of creditors be called for the purpose of passing upon the trustee's final report and account, the payment of administration expenses and the declaration and payment of a final dividend. The referee entered an order calling the final meeting of creditors at his office on Oct. 16, as requested by the trustee. Creditors were directed to show cause, if any they have, why a certificate should not be made by the referee recommending the bankrupt's discharge.

Oct. 3—In the matter of Cornelius Brown Co., a corporation, bankrupt, of Hopkins, the first meeting of creditors was held at the court house in Allegan and William Watkins, of the former place, was elected trustee, his bond being fixed at \$500. C. L. Walter, William Huffmaster and A. K. Stevens were appointed appraisers. The officers of the bankrupt having left the State, no meeting of the regular officers was held. The meeting was adjourned for six weeks at the referee's office in the city of St. Joseph.

In the matter of Thomas I. Hamden, bankrupt, of Kalamazoo, formerly doing business under the name of the Liberty Cash & Carry Market, a co-partnership, as Hamden & Johnston, the final meeting of creditors was held at the referee's office and the trustee's final report and account approved and allowed. The amount received from the sale of the property not being sufficient to pay all the administrations expenses and the secured claims of Cornelius Sagers and Lincoln H. Titus, it was determined that no dividends could be declared to the common creditors. The final order of distribution was entered and the trustee was directed to pay the Cornelius Sagers secured mortgage claim, also the secured mortgage claim with taxed costs of Lincoln H. Titus as allowed by the Circuit Court of Appeals. Creditors having been directed to show cause why a certificate should not be made recommending the bankrupt's discharge and no cause having been shown, it was determined that such favorable certificate be made by the referee. The trustee was directed not to interpose objections to the bankrupt's discharge.

Oct. 4.—Asahel H. Woodward, of Coloma, operating for the past twenty years what is known as Woodward's pavilion and dance hall, at Paw Paw Lake, filed a voluntary petition and was adjudicated bankrupt and the matter referred to Referee Banyon. The schedules of the bankrupt disclose scarcely any assets over and above the bankrupt's statutory exemptions, which are not secured so that there will not be anything for the common creditors. The following creditors are scheduled:

Creditors Holding Liens.	
Coloma State Bank, Coloma	\$1,600.00
Messner Motor Co., Benton Har.	150.00
American Box Ball, Indianapolis	250.00
Fuller-Morrison Co., Chicago	143.81
James Sterling, Benton Harbor	750.00
	\$2,493.81

Unsecured Creditors.	
Oxweld Machine Co., St. Joseph	\$ 93.57
H. B. Brooks, Chicago	12.59
Bunte Bros. Candy Co., Chicago	143.45
Twin City Grocery Co., Niles	336.22
H. Baron & Co., New York	23.50
Nathan Elson & Co., Chicago	30.25
Albert Pick & Co., Chicago	35.10
S. Gumpert & Co., Kalamazoo	295.65
F. F. Smith & Son, Watervliet	367.75
S. Gumpert & Co., Brooklyn	43.50
Wholesale Grocers Corp., Chicago	10.00
Muir Art, Chicago	24.00
W. M. Walker, Chicago	20.00
Coloma Hardware Co., Coloma	99.75
Berrien County Fruit Association, Coloma	30.00
Coloma Oil Co., Coloma	200.00
Scott & Toland, Benton Harbor	108.00
Chicago Daily News, Chicago	100.00
Farmers & Merchants Bank, Benton Harbor	350.00
Kloess Grocery Co., Coloma	350.00
E. Hoffman & Co., Chicago	48.50
East & Russell, Chicago	73.00
Shepard & Benning, St. Joseph	60.00
H. O. Wilson, St. Joseph	66.25
Woodhouse Co., Chicago	368.45

A. G. Morris Candy Co., Chicago	72.33
Temperance Beverage Co., Chicago	6.90
Brunswick Balke Callander Co., Chicago	27.36
Havana Importing Co., Chicago	35.75
Paul Beich Candy Co., Chicago	29.29
Dolly Varden Candy Co., Cincinnati	194.46
United States Brewing Co., Chicago	7.00
Barlow Bros., St. Joseph	30.65
Wm. Barenstey, Benton Harbor	200.00
Kidd Dater & Price Co., Benton H.	162.04
Bradford & Co., St. Joseph	296.60
Kalamazoo Adv. Co., Kalamazoo	6.71
Favor Paper Works, Chicago	115.00
Gottman Candy Co., Chicago	99.68
M. Piowaty, South Bend, Ind.	27.00
Chicago Range Co., Chicago	210.00
Chicago Herald & Examiner, Chi.	291.00
Randall-Landfield Cigar Co., Benton Harbor	125.00
News-Palladium Co., Benton Har.	31.60
Atkinson Novelty Co., Benton H.	56.19
Eli Lyons, Grand Rapids	454.00
Armour & Co., Chicago	88.53
S. H. Bottling Works, South Haven	33.00
Benton Harbor Bottling Works	60.00
St. Joseph Herald-Press	14.40
General Cigar Co., Grand Rapids	154.15
Beattie-Bernard Press, Benton H.	64.80
B. H. & St. Jo. Ry. & Light Co., Benton Harbor	127.00

Oct. 5—In the matter of the Moline Milling Co., bankrupt, the adjourned final meeting of creditors was held at the referee's office and the trustee's supplemental final report and account, showing cash on hand for distribution to creditors of \$6,427.12, after the payment of administration expenses was considered and approved and allowed. All the administration expenses having been previously paid it was determined that a final dividend of 34.53 per cent. be declared and ordered paid to all unsecured creditors. No cause to the contrary having been shown it was determined that favorable recommendation be made as to the bankrupt's discharge. The final dividend list of creditors was filed and the meeting adjourned without day.

In the matter of John A. McCormick, bankrupt, South Haven, the first meeting of creditors was held at Hartford. No creditors were present or represented and no claims proved. An order was made by the referee, allowing the bankrupt his exemptions as claimed, and that no trustee be appointed. The bankrupt was sworn and examined by the referee without a reporter. The estate will be closed within thirty days.

Oct. 6—In the matter of Alfred Speyer, bankrupt, of Kalamazoo, the trustee filed his final report and account, showing total receipts of \$4,971.06 and disbursements of \$2,340.08 and balance on hand of \$2,630.98 with request that the final meeting of creditors be called for the purpose of passing upon his final report, the payment of administration expenses, and the declaration and payment of a final dividend. An order was made by the referee calling the final meeting of creditors at his office on Oct. 16, as requested by the trustee. Creditors were directed to show cause why a certificate should not be made by the referee recommending the bankrupt's discharge.

Oct. 7—In the matter of H. H. Roth, bankrupt, of Penn, of the township of Penn, Cass county, the trustee filed report of sale of the assets, showing sale of the same to Lyle Hartsel for \$750. As the same is less than 60 per cent. of the appraised value it has not been determined whether or not the same will be confirmed by the referee or whether or not to order a public sale of the store by the operation of the store for a period of ten days.

Better Live Stock Prices.

The demand for meat products has recently tended to outrun the supply, and the result has been an upward trend in the prices of hogs and cattle. This has special importance for general business interests for the reason that it will afford the grain growers a profitable outlet for their heavy crops, which will tend to offset present low prices. The price of corn has shown some improvement as a result of unfavorable growing conditions in the belt, but grain prices in general are still far from satisfactory to farmers, and the higher prices for live stock will afford them a chance to make a profit by first converting their products into meat. This obviously means greater buying power in farm communities and the further liquidation of some of the credits that still remain "frozen."

Printer's ink will bring people into the store once to see what it is like, but printer's ink will not bring them back if they are not courteously treated the first trip.

Domino Syrup

fills the demand for an all-season, popular syrup

The tempting taste of sweet sugar cane in Domino Syrup makes it more than a delicious table spread for hot cake and waffle days. It makes it a preferred flavor for cooking and preparing desserts all year round.

Women have learned the wisdom and economy of using Domino Syrup to vary their menus in many delightful ways. This is reflected in the broad, increasing demand for Domino Syrup in all seasons.

American Sugar Refining Company
"Sweeten it with Domino"
 Granulated, Tablet, Powdered, Confectioners, Brown; Golden Syrup; Cinnamon and Sugar; Sugar-Honey; Molasses

INVEST FOR DIVIDENDS

Investors are learning from past experiences that it is far better business judgment to invest in enterprises that are paying dividends, than to invest in enterprises that promise fortunes.

More people have become independent by investments in dividend paying concerns than by investing with the expectation of making a fortune.

We are completing the financing of an enterprise that has proven its ability to pay good dividends regularly.

Full information can be had upon request.

F. A. SAWALL COMPANY

313-314-315 Murray Building Grand Rapids, Michigan



Wilmarth show cases and store fixtures in West Michigan's biggest store

In Show Cases and Store Fixtures Wilmarth is the best buy—bar none
 Catalog—to merchants

WILMARTH SHOW CASE COMPANY

1542 Jefferson Avenue Grand Rapids, Michigan

Made In Grand Rapids

A YEAR OF JEWISH HISTORY.

The opening of the Jewish year 5683 finds the world of Jewry in better plight than a year ago. Peace between Poland and Russia has been a direct boon to more than half the Jewish population of the earth resident in "the cockpit of Eastern Europe," where they suffered terribly by war for nearly seven years. Famine, according to the American Jewish Year Book, is nearly forgotten there, thanks to the effective measures of the American Relief Association co-operating with the Joint Jewish Distribution Committee.

Soviet Russia's attitude towards the Jews stirs mingled feelings throughout Jewry. On the credit side there has been a let-down in pogroms. The Year Book notes the suppression of such anti-Jewish "banditry" as Mak-hno and Grigoriev in the Ukraine and observes: "To the everlasting credit of the Soviet government it must be said—no matter what may be said to its discredit—that it was merciless and unrelenting in its war against and its punishment of these villainous land pirates." Restoration of the right to trade, under the new economic policy of the Communist regime, has also benefited Russian Jews. The economic position of Russian Jews is no longer one of catastrophic misery, and many who left Russia are returning.

On the other hand, the Year Book notes that Soviet officials, many of whom are Jews, fight fanatically against the religious expressions of Judaism, suppressing Jewish schools, festivals, organizations, and the Hebrew language, on the ground that these promote reaction and are part and parcel of bourgeois control. The Russian government is fighting Zionism also on the ground that it strengthens British policy.

Concerning Zionism itself the year cleared the Palestine situation. The British mandate was approved and the Balfour Declaration interpreted in terms described as "sufficiently liberal to satisfy every Jew who has held back from aiding for fear of that boggy 'political Zionism.'" The Jewish community is to have an opportunity to develop in Palestine "as of right and not on sufferance." Arab antagonism, it is held, will disappear, as the development of the Jewish National Home is seen to be "not the imposition of a Jewish nationality upon the inhabitants of Palestine as a whole but the further development of the Jewish community . . . as a center in which the Jewish people as a whole may take, on grounds of religion and race, an interest and a pride."

In domestic affairs the Year Book cites, with just appreciation, the raising of \$17,000,000 among American Jews for foreign relief, in addition to meeting the usual charitable and Zionist calls. Mexico's offer of land for Jewish settlers is noted without comment. Jews are watching in dismay, but not without hope that the tendency will be corrected, the disposition of American universities to restrict enrollment of Jews. But generally speaking, the Year Book finds anti-Semitism on the wane, drawing special comfort from the London Times' exposure of "The Protocols of the Learned Elders

of Zion" as forgeries. This exposure is held to be the reason why Ford's Dear-born Independent ceased publishing its anti-Jewish articles, although pamphlets bearing the Ford imprint are still being circulated to supply "Jew baiters with ammunition made in America." Present hotbeds of anti-Semitism are Hungary, "which reverted to the shameful practices of old Russia," and Germany, where anti-Semitism is the stock in trade of minor political parties.

All in all, there is cause for rejoicing in Jewry, and the vast majority of Gentiles will be glad to hear that some of the disabilities under which Jews have suffered so greatly have at last been lifted.

WHY WHEAT PRICES ARE LOW.

Whatever may be the effect of the new duties in the case of wool, it is certain that they have had no wide effect on the price of wheat. There are certain grades of spring wheat which are needed for making the whitest kinds of flour, and which are not produced in this country in quantities sufficient to meet our milling requirements. The duty on wheat under the emergency tariff has already had some effect on the price of such grades. Nevertheless, for the wheat market as a whole the tariff has not succeeded in keeping prices from dropping to approximately their pre-war level. In spite of the fact that the duty was intended as a bar to Canadian imports, the enormous Canadian wheat crop this year is depressing prices on this side of the border. The reason for this is that the price of wheat is determined in a world market, and that this country produces a surplus for export. Canada's exportable surplus is 80,000,000 bushels larger than last year, and this grain will compete with ours in foreign markets. We can shut Canada's wheat out of our own market by a tariff, but we cannot keep its bumper crop out of our foreign market, where it will directly affect prices in our domestic markets.

THE "PERMANENT" IDEA.

The word "permanently" should be abolished from the business man's vocabulary, says an economist. Business conditions are anything but permanent; they are constantly changing. But in every new development there is somebody who comes forward to proclaim that the change is "permanent." Thus, in the post-armistice period it will be readily recalled how many prosperous producers and distributors were convinced that the boom of that day was permanent, and that prices had risen to "a permanently higher level." Now we are being told that the present shortage of cotton is going to be permanent, although only two years ago the staple was almost a drug on the market. Prices are moving upward, and there are plenty of self-constituted prophets who are assuring us that "higher prices have come to stay." This belief in permanence has led to many absurd conclusions and to many costly mistakes. It is the man who can sense the coming changes who will take from the bacon.

PRESIDENT HAYES.

Rutherford B. Hayes belongs distinctly to that second rank of Presidents whose birthdays—he was born a century ago last Wednesday—are remembered with an effort if at all; yet his reputation has grown in recent years. He had the misfortune to enter office with a clouded title, but the good fortune to follow a President, Ulysses S. Grant, whose administration had been so wretched that even a mediocre performance would shine by comparison. His four years bear two great blots—one his approval for sentimental reasons of the arrears of pensions act, which subjected him to a storm of criticism at the time, and the other the fact that all the members of the Louisiana Returning Board, whose work had been unquestionably crooked received lucrative Federal posts. Yet it was starred by acts of praiseworthy courage, like his veto of the Bland silver bill, his insistence upon resumption of specie payments, and his steady pressure in favor of civil service reform.

Above all Hayes did offer the country a return to "normalcy" in the best sense. For the first time since Appomattox the people found respite from reconstruction squabbles and alarms. Part of the credit for this goes to the healing effects of time and part to the fact that the House was Democratic from beginning to end, but the wisdom of President Hayes and of one of the ablest Cabinets that have ever sat in Washington—the Cabinet of Evarts, Sherman, and Schurz—deserves most of it.

The country can accept a President without super-eminent abilities now and then, reflecting that he only gives added luster to incumbents of the highest capacity. Cleveland seems the greater from following Hayes and Arthur; Roosevelt from following Harrison and McKinley; Harding from following Wilson; but if its Executive lacks leadership and hard sense it is bound to suffer. Hayes, who came to his position as a "dark horse," had both.

LAWSON DROPS OUT.

Thomas W. Lawson years ago did the country a service in a series of confessions which he called "Frenzied Finance." By themselves they would have been inconsiderable, but taken with contemporary writings by sound investigators they led the country to see that too many of our leading men and institutions gambled with wealth instead of using it conservatively for the upbuilding of the country. There have been and will continue to be outbursts of that gambling mania from time to time; but the exposures in which Lawson figured caught a seventh wave at its crest and flattened it perceptibly.

This service would have been all the greater if Lawson himself had been better balanced and fairer to his enemies. There was a touch of charlatanry about the whole performance. Lawson never quite reformed himself before he set out to reform the world. Indeed, he was a born gambler and kept on gambling to the inevitable denouement. Some of those he flayed changed their ways, but he never

changed his. Still, it is a melancholy fact to think of this picaresque, self-revealing figure as "broke." To the common man he seemed in the heyday of his revelations a veritable superman, uncanny in his knowledge of how things were done in the realm of high finance. The fact is that he was merely a lucky plunger who enjoyed a brief strut upon the public stage at a time when circumstances conspired to magnify him into something approaching National significance.

Lawson seemed strangely ignorant of some of the copy-book maxims of business; there were some vital things he did not know about sound finance, and these lacks were finally his undoing.

AMERICAN LEADERSHIP.

America's responsibility to the world for financial leadership was the constantly recurring theme of the speakers before the American Bankers Association at its annual convention in New York last week. The idea was voiced not merely by the "international financiers," whose motives have been sometimes questioned and misconstrued by the advocates of isolation from Europe. Bankers from the interior, who are concerned mainly with the needs of the great agricultural sections which they serve, were equally firm in their conviction that American prosperity and European bankruptcy could not exist side by side, and that Europe cannot prosper without America's help. It was not altruism that they were urging upon this country, but simply a policy of enlightened selfishness.

We have tried isolation since the armistice, and during this time we have stacked all the gold that Europe had to give us in the vaults of our banks, but it has profited us nothing. Our policy has been compared to that of the householder in the Middle Ages who when his neighbor's dwelling burst into flames sat on the lid of his cistern so that he would have the water for his own house when the fire reached it. This may be too strong an indictment, but there is in it at least a grain of truth. If the picture had been further elaborated by showing the mediaeval householder ordering the members of his family to prepare bandages and ointments to apply to the burns of his unfortunate neighbors the likeness would have been carried further. Our unselfishness in administering aid after the damage has occurred is not to be gainsaid. We have been rather slow, however, in perceiving the value of the ounce of prevention.

The man who counts is the man who is decent and who makes himself felt as a force for decency, cleanliness and civic righteousness. First he must be honest. In the next place he must have courage; the timid man counts but little in the rough business of trying to do the world's work. In addition he must have common sense. If he does not have it, no matter what other qualities he may have, he will find himself at the mercy of those who, without possessing his desire to do right, know only too well how to make the wrong effective.—Theodore Roosevelt.

The Mylodon* belongs in the Zoo— *not the Grocery Store*

THE reason for the peculiar heading of this advertisement is to bring forcibly to every grocer's attention this fact:

There are *two* kinds of merchandise:

Quick-movers and slow-movers.

There's no need to dwell on the slow movers or Mylodons in merchandise. The grocer knows them.

What we do want to impress on every grocer is that—

POST TOASTIES, GRAPE-NUTS, INSTANT POSTUM and POSTUM CEREAL are four live products. They move—and move fast. Money makers for the grocer who gives selling attention to these popular foods.

Year-round publicity; absolute purity and highest quality; moderate price, together with the Postum Company's well-known sale guarantee, go to make up the significance back of the slogan—

“There's a Reason”



Postum Cereal Company, Incorporated
Battle Creek - - - Michigan

*Mylodon—A small animal sluggish in temperament and slow of movement.



Building a Shoe Business on a Strong Foundation.

They grow up faster than you think. Who? Why, children of course.

And in the growing, they are the best asset of the merchant who caters wisely to them and holds their esteem, affection and the trade that goes with it.

The arithmetic is simple. The babies of this season who wear \$1.50 cacks, next season wear \$2 wedge heel run of 4 to 8 sizes, a sale increase of 33 1/3 per cent. In a year or two they are up to the 8 1/2 to 11 run, selling for \$3 or more. Then in a few seasons into the misses' run. In 10 years a baby represents a sales increase of 300 per cent. or more, according to the grades.

Worth catering to, aren't they, purely from the mathematics involved? But that is not the whole story. Usually people marry and have babies when their incomes are small. Because this is America, a goodly proportion of people prosper and incomes increase with years. They buy better grades of shoes, as in other things, and there is no surer way to build up the quality and grade of a business than to attract people when young and share the prosperity of their evolution.

Far from being the "side line" of the general store, the children's shoe business should take first rank in the plans of the merchant.

Another asset of no mean proportion in building a business is that mothers buy the children's shoes, and thus the juvenile trade increases the circulation for the store. So when a retailer treats children's shoes as a side line, he is far from visualizing the possibilities of trade building which can be developed.

Department store managers have been quicker to see these points than exclusive shoe retailers, and some truly remarkable businesses have been built up within 10, 15 and 20 years. But there is yet time for shoe merchants to attack this problem intelligently and inaugurate this year plans that will have a great bearing on the sales future of their business.

How can this be done? What are the essential fundamentals to keep in mind to build a better children's shoe business?

Merchandise, first of all. Let no retailer think for a minute that the details of children's shoes are less important than men's and women's. On the contrary, they are equally or more important. Too many merchants believe that when they select any line of juvenile shoes made on a broad toe last they are on the right track. Far from it, because too many lines of children's shoes are carelessly built, with

little real knowledge of the needs of growing feet.

As an illustration, there are several lines of juvenile shoes that stand out above others in year-in and year-out popularity with merchants who have found out their sales values. One maker in particular has several customers who buy that line exclusively to the extent of from \$50,000 to \$100,000 a year. There must be extraordinary sales value and business building qualities to have achieved this result with keen buyers and merchants who are constantly besieged to try other lines in competition. This point is emphasized because the right sort of children's shoes is paramount as a starting point to build a business that will grow and continue to grow. This is a point which receives too little consideration on the part of the average merchant.

After merchandise comes service. This includes physical layout, convenience, attractiveness, and actual selling service. Too much space cannot be given to suggestions for layout, but the subject cannot be dismissed without stressing the importance of it being a clearly defined section by itself, if no more than a corner in the rear of the store, equipped with inexpensive decorations of juvenile character, and with suitable seats. Play features can be overdone and consume too much space for the average store, but a touch of nursery atmosphere is appreciated by little tots.

Selling service is most important next to the character of the shoes themselves. These points have been taken from actual experience, tried out and found to be sound requisites to a successful children's department. Women and girls get along better with children than do men. Or perhaps it would be truer to say that children are less self-conscious, more at ease with women than men, and react better with women. Children respond to spontaneous affection and, make no mistake they are discerning in this respect. So in assigning salespeople to the children's section, even if it be only one clerk, make sure that person really does love children. If she does not the kiddies will find it out. This has been proved many times and always shows up in results.

In selling, the objective is the child itself, with due regard and attention to the mother. But it is a fact that mother love and pride can be appealed to most strongly through a spontaneous outpouring of affectionate talking to and amusing of a child. It was a wise man who said that "patting a child on the head was better than slapping the mother on the back."

The aim of the talk during the sale

The "Bertsch" shoes are shoes your customers want. Reasonably priced ---quick sellers---they will give you a larger volume of sales with increased profit, and the unusual value will mark you as the leading shoe merchant in your city.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

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**Rouge Rex Shoes
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Playmate Shoes
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Reaches more people in Western Michigan than can be reached through any other telephone medium.

20,050 telephones in Grand Rapids.

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USE CITIZENS SERVICE

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should be two-fold. First, to so make a personal appeal to the child as to leave a remembrance of the event—for it is an event to the child—so that it will want to come back to that particular place and person again. A mother goose story or a collection of them will make an impression.

The second impression is to be created on the mother. The salesperson should emphasize the necessity for correct fitting of growing feet, pointing out how fast the toes will grow to the end of the shoe, and what happens if the shoe is too short. Therefore, one should never buy a shoe for a child without bringing it to be fitted. Buy anything else on guess, but never shoes, and finally, do all this in a manner that will leave the impression with the mother that she had unusual and special attention because the clerk likes the child and is really interested in its welfare. When this is done persistently, intelligently and conscientiously for a long time, a certain percentage of those mothers are going to tell other mothers of this real service. This is word of mouth advertising which has all other kinds "stopped dead" and is the least expensive to create.

It takes some one of personality to put this over, but it can be done. Young girls, care free and happy as a type, with a motherly instinct, get the best results. If they are good looking, that also helps. This may create a smile, but it has been tested and proved that kiddies love beauty just as do grown-ups, and all other things equal, they respond to and remember a pretty girl who fits them longer than otherwise.

These are the simple fundamentals that can be put in operation at any shoe store of fair size and equipment. Good and right merchandise, a distinctive if not necessarily elaborate section, and a selling service that is a real service. Then let the facts be known, preferably by intensive work inside the store. Have all fitters point out what has been done to all customers, stressing the value of properly fitting growing feet; that is, the value which accrues to the individual when grown up by evading corns, hammer toes and bunions—the most common foot ills. Let them spread the news. It is worth talking about and worthwhile conversation during the selling of adults shoes. Nearly all adults have children, or nieces or nephews, or at least, they know someone who has. It is much better than conversation about the weather, strikes, hard times, etc.

Finally, let the whole matter develop along the lines of sincerity of purpose. Any "dumb Dora" with money can buy a few good shoes, fix up an attractive department, hire a pretty girl or two, but unless there is a sincere desire to serve the coming generation to attain a better crop of sound feet, the entire enterprise will only bear half the fruit of achievement.—Shoe Retailer.

If you have the idea that salesmanship is mainly talk, you don't understand all the phases of sales making. Both action and listening have their part.

Decision of Great Value To Creditors.

Kalamazoo, Oct. 10—The final chapter in one of the most far reaching decisions, affecting the general partnership law of this State, was enacted when Referee Willard J. Banyon, in the matter of Thomas I. Hamden, bankrupt, formerly doing business as the Liberty Cash & Carry Market, as ordered by the Circuit Court of Appeals in the recent decision of Lincoln H. Titus vs. William Maxwell, trustee, directed the trustees to pay in full the secured chattel mortgage claim of Titus to the exclusion of the common creditors.

Titus, who was Hamden's attorney in February, 1921, took an assignment of a chattel mortgage given by the bankrupt to his former partner, Albert O. Johnson, for Johnsons payment for interest in the co-operation business of Hamden & Johnson. Hamden conducted the business in his own name until June, 1921, when he filed a voluntary petition in bankruptcy.

The stock of goods, fixtures, etc., with the consent of Titus, was sold free of lien of his mortgage; also another or prior mortgage; and, later, the trustee contested the Titus mortgage as a secured claim as being invalid under the bankruptcy law for the reason that it violated the bulk sales law; also act 72 of the Public Acts of Michigan, 1917, known as the General Partnership law.

Judge Banyon, in a decision rendered in October of last year, held that Titus as the assignee of Johnson, was entitled to prove his claim in full as secured claim to the exclusion of the common creditors and that the general partnership law, also the Michigan bulk sales law, had no application to the facts in the case, as the trustee had now shown that the former firm of Hamden & Johnson was insolvent at the time of giving the chattel mortgage by Hamden to Johnson and that more than four months elapsed from the giving of the chattel mortgage until the bankruptcy petition was filed. The trustee appealed from the decision of the Referee and the same was reversed by the District Judge. Appeal thereupon was taken by Titus to the Circuit Court of Appeals at Cincinnati and that court the latter part of July disaffirmed the decision of the District Judge and remanded the proceedings, with direction to pay the Titus mortgage in full in accordance with the original ruling of the Referee.

The court held that Johnson's intangible interest in the partnership was a valuable consideration for the giving of the chattel mortgage by the bankrupt to him; and that Titus, as assignee of Johnson, could even acquire greater rights than his assignor.

The opinion of the court, delivered by Justice Knappen, explodes the frequently misquoted principle, "Partnership assets go to pay partnership debts," as was argued prevailed under the Michigan General partnership statute, especially when the same conflicts with the rule announced and followed by the Federal decisions as applied to the distribution of assets in co-partnership and individual property.

The decision has just been published in the advance sheets of the Federal Reporter, by the West Publishing Co. and should be of interest to all merchants, and especially credit men and members of the legal profession.

There is no salesmanship in merely handing out the goods asked for, or saying, "We're out of that to-day." Salesmanship is making sales.

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Science For the Common Good.

Someone has said that disliking a man is a pretty sure sign that we do not know him well enough. There are plenty of things to like in everyone if we only take the trouble to become well acquainted.

Of late, trade associations have come to our attention in a worse light than they deserve. Many folks conclude that all associations and all the activities of associations are undesirable. That these conclusions are wrong and show unfamiliarity with modern conditions is too obvious for extensive comment. Trade associations in their scientific work have performed a service for the public that has been too little appreciated.

The days of casual discovery have gone by for most industries. In general, the easy things have been found out and most of the underbrush cleared away, leaving only the giants of the forest for more systematic attack. The days of strict economy are here. We know that production costs are the sum of time and materials. Already many plans have been devised to conserve time, to check carefully and to make every moment count, but it does not pay to spend the time of expensive men upon designs or materials that are ill-suited to the purpose. Seconds are expensive and industry can no longer afford inefficiency in processes. The time has come when the saving of half a per cent. here and there is a factor.

To put it another way, the industries are learning individually and collectively that in scientific methods and in the application of data learned in fundamental researches lies their most potent weapon in fighting losses involving materials. Science goes quite beyond this and strives not only to improve the process or find the better one but to seek cheaper raw materials or perfect substitutes and to minimize, eliminate or utilize waste. It often completely revolutionizes the industry, causes an organization to begin the manufacture of entirely new products, and frequently sends it off into ways of remuneration quite beyond the dream of the founders.

It has always been maintained that industries gain the greatest benefit from applied science when individual manufacturers establish their own research and control laboratories. When these scientific organizations are made an intimate, integral, internal part of the business establishment, are properly equipped and manned, and consistently supported, they become more important than the sales, advertising or many other departments. Thus, the great Hadfield Steel Works in England have actually become attached to the research and control laboratories,

rather than the laboratories attached to the works.

But every industry finds it necessary to engage upon work in the field of fundamental or pure science from which are obtained the data necessary for technological or so-called practical work. These problems are common to all concerns in a given branch of industry. It would be unfortunate if it were necessary for each corporation to determine these fundamental data independent of the others interested. Indeed, the expense involved in many instances would be too great to justify the stockholders of a single company meeting it if the work were done with sufficient thoroughness.

The data when once obtained can be applied by the various corporations in the group in the way best suited to their individual problems, and obviously the corporation best equipped with scientific men is in a position to gain the most from the new knowledge. Fundamental details, therefore, do not of themselves alter the relative position of competitors. It is the ability to apply the information obtained for the group in common that makes the difference between the success of rivals within the group.

An appreciation of these facts has led trade associations to engage upon programs of scientific research, and indeed some associations have been formed for no other purpose. In Great Britain it was seen that the great advantage gained early in the war by her adversaries was due largely to a thorough organization among scientific men and the confidence which the manufacturers of those countries had always had in science. Great Britain proceeded at once with the organization of her scientific resources and latterly encouraged various groups in industry to form research associations, toward the expenses of which the Government paid an amount equal to that provided by the manufacturers. In some instances the trades not only contributed funds but information as well, and one group actually agreed voluntarily to pool their so-called trade secrets.

In America it has seemed best for trade associations to conduct their scientific activities without the aid of government money, for with the use of public funds there always goes a certain amount of necessary control which may become irksome. Many of our trade associations have undertaken scientific work only after a long period of education, during which it has been demonstrated that even competitors can work harmoniously on a scientific program, provided only that the problems selected are fundamental to all.



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Three Viewpoints

THREE men who named a trust company as executor and trustee were each asked the principal reason for so doing.

"Efficiency," answered the first. "I know that my affairs will be handled with good business judgment after I am gone."

"Economy," said the second. "I am confident that the trust company, because it makes a business of handling estates, will serve mine to the best advantage."

"To have my wishes carried out," replied the third man. "My will has been carefully drawn by my attorney with every wish well defined, and I know that my dependents will be cared for in accordance with my desires."

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There are a large number of trade associations in the United States. A great many of these have undertaken standardization or simplified practice. The United States Bureau of Standards has prepared a report in which it is noted that 102 trade associations are co-operating with the bureau. Thus the Glass Container Association found 210 styles and sizes of prescription bottles alone. There has been no difficulty in reducing this to 20 without inconvenience or loss of business. The reduction of costs and improvement in trade conditions through standardization has been carried on in such industries as paint, paving-brick and paper, cement, clay products, and canning, automobiles, asphalt, and asbestos, brass, boilers, boxes and brick—just to mention a partial list. The variety of which there is a record indicates clearly that there are no limitations imposed by the nature of the business.

Nor is the size of the association a factor. The California Fruit Growers' Association is a co-operative, non-profit, non-capital stock corporation composed of 12,500 growers, while the Magnesia Association of America has never consisted of more than four members. It is interesting to note that these four manufacturers have undertaken to determine constants and engineering data relative to the proper use of 85 per cent. magnesia as an insulating material. With these data at hand, the education of engineers, architects and plant owners to the importance of using insulating material in accordance with these constants has been pursued.

The budget has varied from a minimum of \$20,000 annually to \$125,000. The secretary-treasurer of the association makes periodic audits of the books and accounts of the member companies against whom a flat percentage tax is laid on the list price of the actual goods shipped. This official determines the amount of merchandise sent out during a given period, levies the tax, collects it, and pays the bills, all in a manner such that no one member knows the amount of the contribution or percentage of the whole business done by the other companies. The findings of the research of this association are given wide publicity, generally through the engineering and technical papers.

Before the California Fruit Growers' Exchange began their research work in co-operation with government bureaus, there was a great waste in that portion of the citrus fruit crop which for one reason or another cannot stand the long freight hauls to the Eastern market. To-day between 30 and 40 thousand tons of citrus fruits are consumed in the production of citric acid, lemon oil, orange oil and orange vinegar. The research labora-

tory, maintained at an average annual cost of \$12,500, has won an established place in the industry and of late, in addition to the development of methods for the conversion of the lower grades of fruits into saleable products, has addressed itself to problems involving insecticides, fungicides and other phases of growing the crop, utilizing and transporting it. The funds are obtained by an assessment of a few cents per box on fruit marketed through the Exchange facilities, while at the end of three-year periods adjustments are made to cover the exact cost of operating the exchange without profit.

Among the most successful of the trade associations in research has been the National Canners' Association. The fees for membership are 1 per cent. per case of canned goods manufactured. This tax supports the work of the secretary's office, commodity advertising and the general machinery of the association, besides the scientific work. This research goes back to the agricultural problems involved in the growing of canners' crops and continues through physiological research, such as the study of food poisoning. Chemistry, physics, bacteriology and engineering are brought to bear on production problems and new products, while during the canning season an inspection and production service is maintained. The inspection now self-imposed is in some respects more strict than that first suggested by the Government and to which at the time there was much objection.

The association has carried on extensive studies on such subjects as the relation between the thickness of tin plate to the keeping qualities of the canned material, the heat penetration of canned foods during processing, the relation of acidity, time and temperature in destroying bacteria, and the fundamental causes of certain types of discoloration sometimes found in canned goods. The Association maintains its own laboratory, which co-operates with many others, and as conclusions are reached valuable publications are issued.

The National Fertilizer Association maintains a soil improvement committee which finds it advantageous to conduct its research through fellowships at various agricultural colleges.

The loss of life and property by preventable fire is one of the annual occurrences in America of which we should be ashamed. These losses would be much greater than they are but for the research that has been carried on by the National Board of Fire Underwriters. This association established the Underwriters' Laboratories in Chicago, with branches now in other cities. The principal laboratory represents an investment of above

Fate Often Claims the Strongest

THE removal of a strong man and the stoppage of his earnings is going to be felt some day. His widow will miss that income very much.

She has every right to insist that he provide against that day.

Our "Living Trusts" make it possible to accumulate your fund and place it out of reach of chance. A trust agreement with this strong company can limit the use of the fund as desired. Consult our trust officers in this service.

Ask for our new booklet: "What you should know about Wills and the Conservation of Estates."

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\$225,000 and 150 people are employed.

The American Malleable Castings Association realized some years ago that the considerable number of inferior castings then being made interfered decidedly with the development of the market for malleable castings. The association was far-sighted enough to form a research committee equip a laboratory, secure a competent director and begin the work of improving the products of every member of the association. As a result, malleable castings have a reputation for high and uniform quality. For ten years this research has been in progress, during which time the average ultimate strength of the castings made by association members has been increased from 38,000 to 53,000 pounds, while the elongation has been raised from an average of 4 per cent. to something over 15 per cent.

The association goes so far as to have its technical men visit member plants each month to inspect castings and see to it that those shipped are equivalent in quality to the test bars submitted to the laboratory. When quality is found to be deteriorating, specialists proceed at once to the seat of the trouble, ascertain its cause, and endeavor to eliminate it.

The work of the research laboratory of the National Association of Corrugated and Fiber Box Manufacturers consists in designing fiber containers for various articles and then testing them. This test work is done in a large revolving drum, where a great variety of conditions can be obtained. An examination of the average car of parcel freight will indicate something of the problems involved. The annual loss in America due to improper or imperfect containers runs into millions. The work of this association has contributed greatly to the reduction in loss and damage in shipment, while at the same time the cost of containers has been reduced.

The American Gas Association is rendering very definite service to its member companies in engineering and on such problems as industrial fuel development, heating standards, the examination of fire appliances, and gas consuming devices. Service men in the field have been known to turn a loss into a profit by the checking of meters and the discovery of a number of small losses that are preventable.

The Asphalt Association concerns itself not only with the utilization of asphalt in paving, but with the chemical and physical factors involved in its application. In view of the large sums now being spent throughout the country on various types of street, alley and highway construction, it will be seen that studies upon improved designs for highways and the behavior of asphaltic types of pavement under various conditions of service are important.

An outstanding example of the utility of science to a long-established industry is to be found in the American Institute of Baking, which is one of the major activities of the American Baking Association. The institute began in a modest way upon the advice of leaders who had learned by experience what science could do for so old an industry.

The Association of Manufacturers of Chilled Car Wheels has for its purpose the advancement of knowledge concerning the manufacture and service of car and locomotive wheels. When the association was formed, every wheel maker had a special design of wheel. There were some 175 patterns, which have been reduced to four types designed for cars of different capacities. A consulting engineer is retained and a physical laboratory has been installed to further the work of the association.

The Portland Cement Association is another group active in scientific work. The Association maintains district offices to render service to the users of cement, and through a structural materials laboratory research of value to manufacturer and user alike has been forwarded. These studies have been directed toward the part played by the various components of concrete and cement, the influence upon strength of such factors as temperature and moisture during mixing and setting, and the part which excess water—a common evil—plays. Assistance has been rendered in designing standard structures and in devising uniform, rational construction practice.

Something more than 165 industries use lime, and it may be surprising to know that in so old a material as lime there is much need for investigation and research. The effort is to give the public better information on lime to the end that it may be used more accurately. The properties of materials produced at different quarries and the use of different equipment is included in the score of the work, which is divided into construction, agricultural, and the chemical field.

The American Petroleum Institute deals only with matters which are international or National in scope. The director of research has made a care-

ful study of the principal problems confronting the producers and refiners of petroleum, and co-operation with various scientific bodies has been begun.

The Tanners' Council of the United States has recently reorganized its research laboratory and is proceeding with fundamental work on raw materials. The tanner works with exceedingly complex material and applies reagents which are themselves quite varied in their characteristics.

Another active group is the Laundry

Owners' National Association. Much has been accomplished in a short time by the research department, which advises members regarding the best supplies to use from the standpoint of effect upon the goods treated, the quality of the work accomplished, and the net cost. A miniature laundry is an aid in the work and through the general improvement of laundry processes conservation of textiles has been accomplished and the number of claims has been substantially reduced. An engineering department has given at-

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The following record has been made by the MICHIGAN MUTUAL LIFE agents in the state of Michigan, outside of Detroit. During:

March	\$421,571.00
April	580,262.00
May	686,728.00
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The reason is their wonderful new Savings Bank Policy, combining the savings bank with Life Insurance. You have no investment and can make from \$200 to \$500 per month selling this policy.

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Fourth National Bank GRAND RAPIDS MICHIGAN

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Capital and Surplus \$600,000

3% interest paid on Savings Deposits, payable semi-annually.

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We shall be pleased to send descriptive circulars to investors upon request.

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tention to the fuel problem and in the future expects to study structural engineering, ventilation, design and layout of plants. The experience of the association in research has been so satisfactory that an American institute of laundering is about to be inaugurated.

The Southern Pine Association is supporting research through appropriations to scientific bodies with which states are co-operating to study the cut over lands problem and the best method of perpetuating forests of desirable species on those lands which are best set aside for forest purposes.

Only a few of the thirty-five or more associations engaged in research have been noted here. Several other important groups, originally brought together without regard to scientific work, are beginning to see the desirability of laying out a program for the good of the public and themselves. Thus, the Institute of American Meat Packers is working upon a plan to combine the activities of a research institute, an educational center, a trade association and an industrial museum. The achievements of scientific research in the packing industry become classic and are often used to illustrate how exceedingly profitable research can be made in commerce. It is now recognized that there is extensive duplication of research with an undesirable limitation in individual plants to such lines as may be expected to return a quick profit, but it may easily prepare the way for great wealth.

The Institute of Margarin Manufacturers have on their calendar a study of what they may do in research, and may soon be added to the list of those who look upon such activities as one of their most important functions.

A great deal might be said concerning the plans followed by the various associations in raising the funds for research and the methods of conducting the work, but my purpose here has been to indicate in what a varied field and to what a great extent trade associations have adopted constructive scientific work as one of their principal activities, and to emphasize the fact that in such research there lies great potentialities, not alone for the association and its members but for the consumers. Harrison E. Howe.

Taken on the Mi Lola Line.

Lewellyn & Co. have secured the sole agency for Western Michigan for the Mi Lola line of cigars manufactured by the Mi Lola Cigar Co., of Milwaukee. This factory, which is constructed of steel and glass and has one of the finest cafes in the country for its employes was the originator of the Java wrapped cigar. The President of the company is ex-Governor Phillips, of Wisconsin. The Manager of the plant is W. M. Fitzgerald, whose knowledge of the cigar business is conceded to be superb. The Michigan representative is Harry Bassett, who has been connected with the cigar industry for seventeen years and who has a wide acquaintance among Michigan merchants and distributors. Lewellyn & Co. look forward to a long and prosperous connection with the Mi Lola line.

A 7% Preferred worthy of your careful consideration.

Supervision Electric Bond and Share Company (Electric Bond and Share Company is owned by the General Electric Company—its supervision insures unlimited financial backing and best of management—Electric Bond and Share has never discontinued a dividend policy once inaugurated on any of their companies.)—Long Record **EXCESS EARNINGS** applicable to dividends—unbroken Record Dividend Payments—**99% of output from Hydro-Electric Stations**—long term leases and franchises with over 81,000 actual customers for Electric Light and Power make this a most satisfactory investment.

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Dividends payable 13 $\frac{1}{4}$ % quarterly, January 1, April 1, July 1 and October 1

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Utah Power & Light Company owns and operates electric power and light properties in Utah and Southeastern Idaho and, in addition, owns all the bonds and all the capital stock of The Western Colorado Power Company. Utah Power & Light Company also owns all the capital stock, except directors' shares, of the Utah Light and Traction Company.

Summarizing a letter of Mr. D. F. McGee, Vice-President of the Company, as follows:

Utah Power & Light Company operates in an extensive territory in Utah, Southeastern Idaho and Southwestern Colorado, serving 153 communities, including Salt Lake City and Ogden.

Company has many important long term contracts for the sale of power to diversified industries, including street and interurban railways, copper, lead, silver, coal and other mines, smelters, cement plants, packing houses, sugar mills and irrigation systems.

More than 81,500 customers are served.

Franchises are satisfactory. The Salt Lake City franchise extends to 1955 and the Ogden franchise to 1965.

Physical property operated includes electric stations having a combined installed generating capacity of 155,624 kilowatts (of which 89% is hydro-electric), 2,214 miles of high voltage transmission lines, and 1,805 miles of electric distributing lines.

More than 99% of the Company's total electric output is generated at hydro-electric plants, the steam generating properties being maintained at reserve stations.

Earnings applicable to payment of dividends on Preferred Stock for each year since the Company's incorporation (1912) have been equal to at least twice dividend requirements, and for the last twelve months were more than twice the annual dividend requirements on all the Preferred Stock now outstanding, including that now offered for sale, and dividends have been paid regularly.

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(INCORPORATED)

INVESTMENT SECURITIES

Grand Rapids Savings Bldg.
Grand Rapids, Mich.

120 Broadway
New York City

310 Ford Building
Detroit, Mich.

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

Incident in the Political Campaign of 1864.

Redford, Oct. 10—As a youth just entering my 'teens, I took part in the campaign which resulted in the second election of Abraham Lincoln to the Presidency of the United States.

That campaign was marked by a State mass meeting of the Republicans of Michigan in the city of Detroit, at which William H. Seward, with his coinage of the phrase "The irrepressible conflict," and his advocacy of the removal of various political disability provisions affecting aliens, together with his National distinction as an orator and statesman, combined in the development of a superlative aid to the great force and value—to the Federal cause—of the wondrous closing campaigns of the military forces of General Grant and his eminent lieutenants.

Then, too, the split between Lincoln and Johnson, as to the treatment of the Southern leaders, was a potent factor, intensified by Mr. Seward's success in obtaining Governmental consent that the pupils of parents who were members of the Catholic faith should be admitted to the public schools, combined in the evolution of a remarkably intense political campaign.

And it produced, in a spectacular fashion, an abundance of marching clubs known as Wide Awakes. These clubs, varying from 40 or 50 to 80 or 100 members each, were organized in communities all over the State. And, as a rule, each one of the larger bodies included its own brass band.

The Grand Rapids Wide Awakes—two companies—had as officers Captain Samuel Judd (killed at Fair Oaks) Lieutenant George Judd, who lost an arm there; Peter Weber (killed in the charge at Falling Waters) and Charles E. Bolza. Barnhart's band provided the music.

The night before the mass meeting, the company boarded the Detroit & Milwaukee train bound for Detroit. There were no sleeping cars in those days. A 15 year old boy named Edward Judd and another one (myself) were aboard as guardians and managers of the cords affixed to the lower corners of the elaborate silken banner which, depending from a cross stick on the staff, told the world that the Grand Rapids Wide Awakes could be depended upon.

We arrived at Detroit at 6:30 a. m., rapidly debarked and marching into the street, received instructions to report at 1 o'clock p. m., in front of the Railroad Hotel, on the site of the old Detroit opera house.

As the city was alive with Wide Awakes with large delegations among them from other cities in Western Michigan, no member of any marching club was long without near-by acquaintances as all-day companions.

As though by common consent these invaded adjacent hotels and restaurants for breakfast and very shortly, having tacitly formed distinctive groups, Woodward avenue and the Campus were at once marked by the occult impulse to reach the ferry dock as soon as possible and to "get outside the boundary limits of the United States" likewise.

Later enquiry and consultation revealed the fact that the major purpose was to tell the boys when we got home that we had been off from United States territory and had tramped over a lot of Canadian country.

Still under strict orders and observance by our officers, even though on alien soil, it was with some difficulty that we were able to escape contention and a possible fracas, because of almost continuous discord between the many Southern citizens who, vivacious and emphatic in their contemptuous use of such terms as "abolitionists" and "Yankee nigger-lovers" and still, reversely, we were rarely outside the immediate and reassuring presence of native born Canadians and old sod British born citizens whose attitude and voices advised caution on the part

of the recreant emigrants from the South.

About noon a majority of the Wide Awakes were back in Detroit for dinner and for the mass meeting. By 1 o'clock fully 10,000 Wide Awakes, according to a newspaper estimate, were on hand in orderly disposal, to listen to the great Secretary of State. It was, I think, in October, 1864, in the days when it was common in politics to specify all men who did not harmonize their political views and expressions with your own as "Locofos." Such a man was a firebrand and a bigot, and that settled it for all campaign purposes.

Of course, I heard Mr. Seward's speech. I was so entranced by his exquisite diction, his eloquent voice and his supreme conviction that the continuous and somewhat turbulent and noisy excitement of the occasion served as a distraction which sadly confused my comprehension and the continuity of the argument. Then, too, as a powerful interruption to the arrangement and appreciation of the address, I was filled to the limit with expectation of the long-discussed and eagerly-contemplated torch light procession which was to take place in the evening.

Briefly, we knew that the Grand Rapids Wide Awakes were assigned to the right of the second division in the formation for the parade. And that was glory enough for us, because our Captain Samuel Judd was at the head of the division.

The line of march that evening was enough and more, too. Just how long and where it was I am unable to say accurately. But, speaking broadly, it included, from the Campus Martius, Lafayette avenue to third street to Fort street to Woodward avenue to Jefferson avenue to St. Aubin avenue to Congress street to Woodward avenue.

Carrying a leaking, lighted and dripping torch light over that course with thousands of enthusiastic citizens cheering continuously, with stores and dwellings ablaze with lights (candles chiefly) and with men, women and children filling door yards, porches, balconies and open windows all along the line of march, with bands of music loudly blowing continuously the measured beat of the endless marching embodied a considerable tax upon the loyalty and endurance of the thousands of men and boys who had eaten, worked and caught their sleep "catch-as-catch-can" during the preceding seventy-two hours.

An immediate and practically general result of this experience was a woe-ful ruination of the caps and capes—of yellow nankeen cloth—a sort of khaki-cloth but not as heavy or coarse as the army uses now, and at that time, much used in making capes for Shaken bonnets, then worn by women and girls everywhere.

My recollections of the very wonderful demonstrations include an almost unbelievable example of perfection of both military and municipal arrangements, as well as the seemingly unanimous co-operation of the citizens. There were, never, at any time during the entire demonstration—so far as could be discerned from a point about one-third of the way from the front of the column—any evidence indicating confusion as the result of erratic commands or intentional obstruction to the movement of the column. Reversely, loaded trucks carrying fresh loaded torches, intact and ready for use, passed along each side of the line, picking up leaky or disabled torches and giving good illuminaries in exchange. Then, too, the ladies of Detroit, elderly and youthful, conducted relief stations at frequent points, distributing hot coffee as well as cold water. Occasionally one might see, toward the end of the parade, one or two of the Wide Awakes who had, necessarily, dropped out of the line to rest in a chair or receive meanwhile the motherly attention of dear white-

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haired matrons who were ably assisted by the younger ones.

It was an evening of soul stirring experiences never to be forgotten.

Charles S. Hathaway.

Optimistic Parents Help Their Children To Succeed.

Written for the Tradesman.

"My mother was always so optimistic—I felt that I could do anything," a very successful man said to me, many years ago. "It was a great help to me always, to have mother invariably encourage me.

"We'll, try it anyway," she would say. "I'll help you if you get into a tight place."

"I seldom got into a tight place; just to know that some one I loved and who loved me was standing behind me, encouraging me and believing in me was enough to make the difference between failure and success. It has helped me all my life."

This testimony came back to me the other day when a young woman, who has marked artistic ability and hopes to make art her profession, said to me:

"I do wish my father were not so discouraging. He thinks, and tells me, that probably I can't make a success of it; he never encourages me. I should be completely discouraged and never try anything new if I did not remember always that he is a born pessimist, and make big allowances for that. I know that his own lack of courage and optimism has kept him back all his life, and I try not to let him cloud my own determination."

A Hindu, a profound and deeply cultured man, told me last winter that his earliest memory of his mother was of her saying to him repeatedly, when he was a very little child:

"Never forget, my son, that you are immortal and omnipotent. There is nothing that you cannot do, if you hold to that knowledge and act upon it."

"Every Hindu mother," this man said to me, "begins saying that to her child when he is not more than four years old. It is woven into his earliest memories, and becomes the cornerstone of his life."

What a difference there is between that and the attitude of the mother who impresses her child with fears and a sense of limitations!

The negative teaching of fear goes into the smallest things, and breeds a spirit that hampers the child all the rest of his life. How often you have heard a mother say at table:

"Don't take that, dear; you won't like it."

The infallible way to make a fussy eater. And generally the mother says it because she doesn't like the thing herself.

Cultivate in your children a positive, forward looking, hopeful attitude. Never say to a child who is trying to accomplish something, perhaps beyond your idea of his strength:

"Oh, dearie, you can't do that!"

The only possible excuse for it would be that the child was doing something quite certain to injure him.

Let him try it. Encourage him in the belief that he can do it, and help him only so much as to prevent failure.

One father whom I know always tells his boy that he doesn't expect

him to pass his examinations. The best he ever says is, very dubiously, that he "hopes" he will "get by somehow." I wonder how many boys and girls went to college this fall with real mental stimulus from their parents, full of confidence and encouragement from home.

Keep the ideal of splendid accomplishment before your children. Never talk of possible failure. Let them see that you have unshakable confidence that they will do their best—better than you ever did. And if they slip, help them up again and give them a fresh idea of your own belief in them.

If they propose some enterprise, don't begin by scoffing at it, or letting them see in your mind any doubt of their success. Talk it over carefully and affirmatively. Begin with friendliness to the project, and if it is clearly something that they cannot do, or ought not to do, bring them around to see that for themselves. Always approach the subject from the affirmative angle. Never, never, "squelch" a child!

My own mother used to say, when I proposed a trip or some other project that seemed to her impracticable:

"Well, let's build an air castle about it first, and play we are going to do it. We shall have to build very carefully, and be sure that our materials are plenty and strong enough to make it real."

Sometimes we would both be surprised to see how the obstacles vanished one by one as we put our heads together. Other times I would see myself as I faced the facts that the thing was impossible. Whatever the disappointment, the conclusion was my own.

Optimists, constructive people, are so much pleasanter to live with than those who always see first the dark, negative side of everything.

What the psychologists are calling the "inferiority complex" is usually created in childhood by parents and others who impress the child with fear and a sense of helplessness and limitations. This is especially true with children who are naturally timid—if there be such children.

Hopeful effort, even if it fails, gives added power for new endeavor. Cheerful encouragement increases the desire in childhood to do right. Long after you have passed through the Veil your children will remember that you always helped them to believe in their own powers and to increase them by trying even things that seemed beyond their strength.

Prudence Bradish.

(Copyrighted, 1922.)

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Clothing Prices Under New Tariff Subject of Controversy.

A lively newspaper controversy has developed between clothing dealers and manufacturers on the one hand and some of the defenders of the new tariff on the other, as to the probable effects of the wool duties on the price of men's clothing. Senator Smoot has stated that the permanent tariff ought, if anything, to make clothing prices lower, inasmuch as the duties which it imposes on raw wool are below those of the emergency tariff law, and he has even intimated that dealers are trying to make the new tariff an excuse for profiteering. Quite naturally clothing men do not allow that statement to pass unchallenged. They point out that any comparison of duties under the new law with those under the emergency tariff is misleading, for the reason that very little wool was withdrawn for entry under the latter measure, owing to its joker providing double duties for wools that had been "skirted," and most imported wools were in that category. The emergency tariff thus has had little effect on prices, since most of the imported wools that so far have gone into the manufacture of clothing have been brought in free under the Underwood act. The effects of the permanent duties will not be noted, it is said until the spring of 1923 when woolen goods made up of the dutiable raw materials will be on the market. There has been no marking up of clothing prices in anticipation of the higher prices for the reason that the "buyers' psychology" is not favorable to such a procedure. It is to the interest of manufacturers and distributors to co-operate in keeping clothing prices down, and to make advances only when higher production costs render this compulsory.

The duties on raw wool in the emergency and the permanent tariff acts have had varying effects on the attitude of importers in making withdrawals from the Custom Houses. In some instances the permanent measure has imposed lower duties than those in the emergency act, and wherever this has been the case the wool has been allowed to remain in bonded warehouses awaiting the signing of the new bill. This was true for example, in the case of the "skirted" wools referred to above. Such wools consist of fleeces from which the portion coming from under the body of the sheep has been cut away. This

part has a low percentage of clean content and is relatively unprofitable to import, but on the wools from which it was removed the duty under the emergency tariff was prohibitive. The new law has therefore facilitated withdrawals of wools of this class. On the other hand, there were stories in the newspapers on the eve of the signing of the new bill of ships rushing their cargoes of wool into the country in order to escape the higher duties. This applied to carpet wools, which were not dutiable under the emergency act but are included in the schedules of the Fordney-McCumber act.

William O. Scroggs.

Making the Tariff Flexible.

The Tariff Commission has had additional duties and responsibilities placed upon it by the provisions in the new law for so-called "flexible rates." Already it is receiving enquiries from many sources with regard to the procedure that must be followed in seeking changes in certain of the new rates. A thorough investigation of each complaint filed with the Commission concerning a stipulated rate will require an enlargement of its personnel and consequently more funds from Congress. Until Congress sees fit to provide the money, therefore, the flexible rate feature of the new law cannot be administered. In the opinion of the Commission several months must elapse before the real effect of any new duty can be ascertained. In many cases there have been heavy importations in advance of the new tariff and until these stocks have been reduced and new importations are resumed, it will not be practicable to ascertain whether a duty in a given case is too high or too low. The attitude of the Tariff Commission for the time being therefore, will be one of "wait and see." Eventually what it may achieve in the way of making the tariff really flexible will depend on the willingness of Congress to provide the facilities for such work.

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

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If possible drive in and see us. You can take your merchandise with you. We specialize on waiting orders.

In view of the advancing market and congested railroad conditions, you are fortunate in being able to secure your wants in staple merchandise on the old market from us.

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PRICES CURRENT ON STAPLE DRY GOODS.

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

Dress Goods. 32 in. Wool Mixed Storm Serge -- 42 1/2
36 in. All Wool Storm Serge -- 77 1/2
44 in. All Wool Storm Serge -- 97 1/2
50 in. All Wool Storm Serge -- 1 20

White Goods. All widths and both finishes of Indian Head, account strike, at value only.

Ginghams and Wash Goods. 27 in. Plain Colors -- 15 @ 17 1/2
27 in. Checks & Plaids -- 17 1/2
27 in. Checks & Plaids -- 21 1/2
32 in. Checks & Plaids, better quality from -- 23 1/2 @ 32 1/2

Percales. 36 in. 64x60 -- Lights 14, Darks 15
36 in. 68x72 -- Lights 15 1/2, Darks 16 1/2
36 in. 80x80 -- Lights 18 1/2, Darks 19 1/2

Crashes. 18 in. P. Bleached -- 22
18 in. P. Brown -- 21
Other grades accordingly and less 10% for quantities.

Diaper Cloth. 18 in. Red Star -- 1 15
20 in. Red Star -- 1 25
22 in. Red Star -- 1 35
24 in. Red Star -- 1 45
27 in. Red Star -- 1 70

Damask. 64 in. Mercerized -- 67 1/2
72 in. Mercerized -- 82 1/2
58 in. Mercerized -- 45
58 in. Bates or Imp. Hol. Red Dmk. -- 75

Pattern Cloth. 58x72 Mercerized -- 1 25
Larger sizes, good qual. from 2 50 @ 3 00

Towels & Wash Cloths. Turkish Towels from \$2.25 @ 9.00 depending on size and quality, and whether plain or fancy.

Draperies. 32 in. Cretonne -- 16 1/2
Harmony Art Cretonne -- 25
Normandy Silkoline -- 19 1/2
36 in. Better Grades Cretonnes from 25c @ 62c, depending on quality.

Blankets. 45x72 Cotton Felted Blankets -- 1 07 1/2
50x72 Cotton Felted Blankets -- 1 20
54x74 Cotton Felted Blankets -- 1 30

Blankets (cont). 60x76 Cotton Felted Blankets -- 1 45
64x76 Cotton Felted Blankets -- 1 55
64x80 Cotton Felted Blankets -- 1 65

Comfortables, Indian Blankets & Bath Robe Blankets. 64x78 Bath Robe Comfortables -- 2 50
66x80 Bath Robe Comfortables -- 3 10
72x80 Bath Robe Comfortables -- 3 25

Crib Blankets. 30x40 Stitched -- 70
30x40 Scaloped -- 75
36x50 Stitched -- 1 00
36x50 Scaloped -- 1 10
36x50 Bound -- 1 37 1/2

Camp Blankets. Camp Blankets -- 2 50
Auto Robes. Auto Robes -- 2 50

Wool Blankets. 66x80 Wool Mixed -- 5 75 @ 6 25
66x 80 All Wool -- 7 50 @ 8 50
70x80 Wool Mixed -- 6 50 @ 7 50
70x80 All Wool -- 8 50 @ 12 00

Comforts. Small sizes cheap Grades -- 22 50
Larger sizes, better grades from -- 24 00 @ 48 00

Sheets. 63x90 Pequot -- 13 75
63x99 Pequot -- 15 04
72x90 Pequot -- 15 25
72x99 Pequot -- 16 69
81x90 Pequot -- 16 75
81x99 Pequot -- 18 34

Pillow Cases. 42x36 Pequot -- 3 96
45x36 Pequot -- 4 20
42x36 Pepperell -- 3 48
45x36 Pepperell -- 3 72
42x36 Lockwood -- 3 48
45x36 Lockwood -- 3 72

Bedspreads. 72x84 Bedspreads -- 1 50
Better qualities and larger sizes up to -- 5 00

Carpet Warp. White -- 45
Colors -- 50

Oilcloth. 5-4 White -- 2 85
5-4 Meritas White -- 3 35
5-4 Meritas Fancy -- 3 25
6-4 Meritas White -- 4 50
6-4 Meritas Fancy -- 4 35

Batts. 3 lb. Quilted Cot. Batts -- 72 per batt
3 lb. Plain Cotton Batt -- 69 per batt
8 oz. Small Cotton Batt -- 10 1/2 per batt

Wide Sheetings. 7-4 Pequot Bleached -- 43
8-4 Pequot Bleached -- 43
9-4 Pequot Bleached -- 53
10-4 Pequot Bleached -- 58

Tubings. 42 in. Pepperell -- 30
45 in. Pepperell -- 31 1/2
42 in. Pequot -- 34
45 in. Pequot -- 36
42 in. Cabot -- 30
45 in. Cabot -- 31 1/2
36 in. Tubing -- 25

4.4 Bleached Cottons. Lonsdale -- 18
Hope -- 17 1/2
Cabot -- 16 1/2

4.4 Brown Cottons. Black Rock -- 14 1/2
Velvet -- 13 1/2
Giant -- 13 1/2
Cheaper Cottons -- 10 1/2 @ 11

Cambrics & Nainsooks. Knights -- 21
Berkley, 60 -- 20
Old Glory, 60 -- 19 1/2
Diamond Hill -- 15 1/2

Ticking. Straw Ticking -- 15
Feather Tickings from -- 22 1/2 @ 30
Fancy Satine Tickings from -- 29 1/2 @ 35
36 in. Imp Hol. Ticking -- 42 1/2

Denim. 220 -- 21 1/2
240 -- 20
260 -- 18 1/2

Prints. In Various colors -- 10 1/2

Cheese Cloth. 36 in. Bleached Curly Gauze -- 06 1/2
Better Grades -- 07 1/2 @ 08 1/2 @ 10

Flags. Small Spearheads, doz. -- 1 90
Larger sizes from 4x6 ft. to 10x15 ft. ranging from, each -- \$2.00 @ 8.00

Napped Goods. 25 in. White Shaker -- 11
27 in. White & Twill. Shaker 12 1/2 @ 14 1/2
Cashmere Twill -- 16

Notions. Star Snaps, gro. -- 60
Kohinoor Snaps, gro. -- 60
Wilsnaps, gro. -- 75

Notions (cont). Self Threading Needles, paper -- 06 1/2
Steel Pins S. C., 300, per box -- 43
Steel Pins M. C., 300, per box -- 45

Infants' Hosiery. Cotton 1x1 Rib Hose -- 1 00
Combed Yarn 1x1 Rib Hose -- 1 85

Children's Hosiery. BS No. 1 Cotton Hose -- 2 10 / 8
2 Thread 200 Needle, 3 lbs. on 9 2 25 / 8
Misses Mercerized 300 Needle Combed Yarn Hose -- 2 25 / 7

Ladies' Cotton & Silk Hosiery. 176 Needle Cotton Hose -- 1 15
220 Needle Cotton Hose -- 1 35
220 Nee. Co. Yarn seam back Hose -- 2 50

Ladies' Fleece & Wool. 220 needle, 2 lb. combed yarn -- 2 25
200 needle, 2 1/2 lb. comb. yarn hose -- 3 00

Men's Hose. E. & F. Hose Cotton -- 1 40
Record, med. weight Cotton -- 1 90
R. & D. Heavy Cotton Hose -- 1 50

Childs Waists. "Cub", Knit Waist -- 2 50
"Bear", Knit Waist -- 3 75
Muslin Waist -- 2 25 @ 3 50 @ 4 50

Boys' Underwear. Fleece Union Suits -- 7 00 / 2
Egypt Ribbed Union Suits -- Rise .75
"Hanes" No. 958 Ribbed U. S. -- 4 25 / 20

Boys' Underwear (cont). Part Wool Union Suits, all sizes -- Rise .62 1/2
50% Wool Union Suits -- Rise & Fall .75

Misses' Underwear. Vellastic Vests & Pants -- 3 00 / 16
Heavy Fleece Union Suits -- Rise .37 1/2
Med. weight Fleece Union Suits -- 6 50 / 2

Ladies' Underwear. 7 lb. Brush Back Vest & Pants, Reg. -- 7 25
Heavy Fleece Vest & Pants, Reg. -- Ex. 8 00

Ladies' Underwear (cont). 11 lb. Brush Back Union Suits, Reg. -- 11 25
Silkateen & Wool U. S. -- Reg. 22 00

Men's Underwear. Red Label Shirts & Drawers -- 9 00
Red Label Fleece Union Suits -- 16 50

Men's Underwear (cont). 100% Wool Union Suits -- 45 00
Lawrence Shirts & Drawers 7 00 @ 7 50
Balbriggan Ecu Union Suits -- 8 00

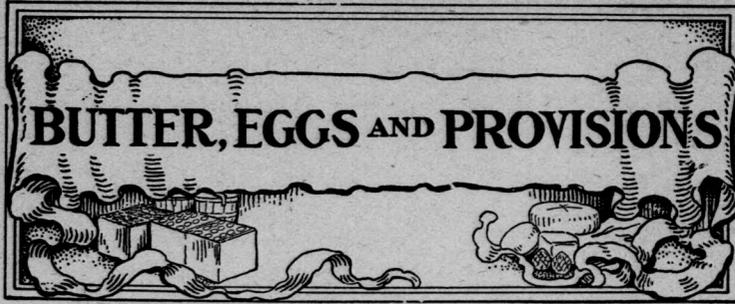
Men's Dress Furnishings. Slidwell Collars, linen -- 1 60
Flannel Night Shirts -- 10 50 @ 13 50
"Linne" Collars, per box -- 3 43

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

Boys' Furnishings. Knickerbockers -- 6 00 @ 15 00
Mackinaws, each -- 4 25 @ 8 50
Overalls, Brownies, etc. -- 6 50 @ 9 00

Ladies' Furnishings. Middy Blouses, red, green or navy, Parker & Wilder, wool flan., each -- 4 00

Ladies' Furnishings (cont). Tricollette Overblouses, each -- 3 25
64x60 Percale aprons, Lights -- 8 50
64x60 Percale aprons, Indigo -- 9 50



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 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.

Advantage of Advertising Eggs To Be Determined.

The advertising campaign in connection with eggs and butter, which was prepared for the Chicago Mercantile Exchange and co-operating exchanges in other cities, and which has appeared, is appearing and is to continue to appear in the metropolitan papers of the United States, has been of no little interest to the Egg Reporter.

For some time, it will be remembered by those who read these columns even casually, it has been the talk of the Egg Reporter that the industry has been all too reticent about letting the world know about egg values, their importance in the diet and the economy of their use as a food product. We have read a good many of these advertisements very carefully. They are well prepared, evidently state the facts after the manner of good authorities, and drop along with the argument for the use of eggs a recipe in which they can be used in a dish that will be appetizing and that is, possibly, somewhat new. Each advertisement carries the slogan, "There is no such thing as a substitute for butter and eggs." The other little slogan, "When you leave out the butter and eggs you leave out the goodness," is also used to advantage in each advertisement. This advertising, we believe, will do a good deal toward putting butter and eggs in everybody's mouth.

The whole campaign, as it has been prepared appears to be comprehensive. There are twenty advertisements in the series, exploiting the value of butter and eggs from every angle. In addition to these are posters for dealers' stores and strips for their windows. All of these different pieces dovetail into one another and make a well balanced campaign. There are letters for dealers, jobbers, wagon men, etc., showing how they can co-operate in the movement.

As a rule, in the cities the co-operation of the food department and departments of a similar sort, though, perhaps, known by another name, has pretty generally been received. We have noticed objection on the part of one of these organizations, however, after its indorsement had been given, because the public demand, which we are inclined to credit to the running of the advertisement, picked up and this evidently, also forced up the market

somewhat. This bureau seems to favor increasing egg consumption but not increasing egg prices.

Egg, butter and poultry dealers should remember, they are engaged in a tremendous business. They should remember that people buy the things that are properly and continuously presented to them in the right way. They should remember, as Fred Kimball was accustomed to say, "that the public's hide is as thick as a plank," and they should keep their business and their products continuously in the public eye in the right sort of way.

The time is coming—though we don't know just how soon this will be—when the people in the industry will see the point, and, from producer on up, perhaps lay aside continuously a little tax of a proper sort that will be used in exploiting the product of the industry from year to year. We would like to see the National Poultry, Butter & Egg Association as the instigator of this movement and this organization perfect its plan, on through the various trade bodies in the large centers, through the state associations and on down through to the local shippers and even the producers.

Unassisted.

A man tells of visiting a certain country district. Speaking to a native of the community's lack of material comforts, he said:

"You don't mean to tell me that you are twenty miles from the nearest doctor? What do you do in serious cases?"

"Well, suh," was the response, "we jest dies a natural death!"

Moseley Brothers

GRAND RAPIDS, MICH

Jobbers of Farm Produce.

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

BLUE GRASS BUTTER



EVAPORATED
 MILK

KENT STORAGE COMPANY
 GRAND RAPIDS - BATTLE CREEK
 Wholesale Distributors

NEED NEW CASH REGISTER? BETTER SEE

Grand Rapids Store Fixture Co.

7 Ionia Ave. N. W.

Grand Rapids, Michigan

They have a splendid line—both "new and rebuilt."

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.

PIOWATY METHODS

INSURES

PLEASURE AND PROFIT

TO YOUR

FRUIT AND VEGETABLE DEPT.



M. PIOWATY & SONS, of Michigan

MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
 Grand Rapids, Michigan

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

Federal Treasury Faces an Enormous Deficit.

Glen Lake, Oct. 10—According to Secretary of the Treasury Mellon, Uncle Sam must solve many difficult financial problems in the near future.

By the close of this fiscal year, ending June 30, 1923, he must raise nearly two and one quarter billions of dollars to meet a deficit in running expenses and maturing obligations.

This is in accordance with the estimates prepared by the recently created Budget Bureau.

Mind you, this enormous sum must be raised in addition to ordinary Governmental receipts.

Of this amount at least one and one-half billion must be raised by Dec. 31 of the present year.

Among the largest items for liquidation are \$900,000,000 of so-called Victory notes, redeemable Dec. 15 \$515,000,000 to take up war savings certificates maturing January 1, in addition to which \$125,000,000 is to be required for interest accumulation on the last named securities.

Not a small item is the estimated deficit of \$425,000,000 in the ordinary operating expenses of the Government.

How will this enormous sum be secured? The new tariff schedule is supposed to result in additional customs receipts, but it is too early to judge of the effects of tariff revision and many political writers assume that the increase will be normal, owing to the prohibitory features of the enactment, which places such a high duty on many staples that their importation will cease or at least dwindle down to a negligible aggregate.

The one great Governmental disappointment of the year has been the almost unaccountable falling off in receipts from income taxes, totaling nearly three-quarters of a billion, and which promise to be ever less in the future.

As an offset or as an economic element in the Nation's financial status is the budget system which will have its influence on future expense of Government. This was one of the reforms fathered by the lamented Roosevelt, later on accepted by Uncle Sam and it is to be hoped and presumed will do much toward reducing the cost of Government. It will at least have much to do with discouraging the too frequent deficiency appropriations of Congress.

Speaking of budgets, when the next Legislature convenes in Lansing it will find waiting for it the first complete budget estimate ever presented to guide it in making appropriations for the next two years.

With the exact expenditures of every State department, institution and commission available, through the comprehensive accounting system adopted by the present State administration, estimates will be made on the exact requirements of each division of government, and from figures now available it is believed a saving of at least \$3,000,000 will result, unless the forthcoming Legislature decides to convert order into chaos for petty political reasons.

The re-election of Governor Groesbeck will be almost a positive guarantee that the budget system will have additional safeguards thrown around it and it is predicted that a much desired reduction in State taxes will be one of the joys dispensed to tax payers.

A great hue and cry prevailed when the Governor announced early in his administrative term that State institutions must live within their stated incomes and it was predicted that State wards would suffer positive hardships unless the old policy of keeping one's self from the public funds continued.

It did not continue and we never heard of the hardships so freely predicted.

Governor Groesbeck is on the right track, enjoys public confidence and, no doubt, will find ample confirmation of his economic acts from the returns in the coming election.

We notice one of our State papers editorially comments on our recent political upheaval as a "satisfying primary," and especially remarks about the substantial victory of Senator Townsend, who, to be exact, was re-nominated by a 40 per cent. vote of a 33 1/3 percentage of a total vote. In other words, Senator Townsend received a trifle more than 13 per cent. of a normal Republican vote in a regular election.

The "satisfying" primary undoubtedly is an advance over the old fashioned much abused caucus system, but is still a long way from reflecting the desires of the normal voting population though the fault is theirs purely.

The unfairness of a system which permits of the nomination of any one by a bare plurality, when there are more than two contestants for a particular office, is readily discernable, but how to improve it is a matter for mature consideration.

In Maryland they have a system of avoiding minority nominations which is, in many respects, quite satisfactory. It allows the voters a first and second choice for any official. Then if no candidate gets a majority of all votes cast, the one getting the most firsts and seconds is declared the nominee.

No question of unfairness is raised here under the existing law. Senator Townsend is the legal nominee, but the satisfying element of the present primary operation is debatable and ought certainly to be remedied or we will be but little better off than we were under the old cut-and-dried-slate of the old fashioned caucus.

State Health Commissioner Olin is on record as in favor of a crusade to eradicate, so far as possible, noxious weeds which may be responsible for hay fever.

Michigan resort owners are usually beneficiaries when the so-called fever season is inaugurated, but unless radical action is taken to destroy the various weeds which are largely responsible for this ailment, much financial loss will result on account of diminishing patronage.

In attendance at a Rotary club dinner at Traverse City the other day I made the discovery that the local organization is making war on the rag weed by paying a bounty for its destruction to such persons as interest themselves in such work. Quite a large sum was disbursed and it is claimed much good has resulted.

Whether it would do any good to add to the list of outlawed vegetation, as recognized by the State, such as are conducive to hay fever, is hard to predict. When one looks over the thousands of acres of Michigan land, once productive, but now choked with milk weed, Canada thistles and mullein, he doubts the efficacy of any law which compels one to destroy them, and quite likely the destruction of rag weed would prove a similar perfunctory proceeding.

The bounty system might work out to better advantage and divert the youthful attention from bird life, which certainly would be far more satisfactory from a humanitarian viewpoint.

Frank S. Verbeck.

Difference Between Dollars and Ideas.

You have a dollar,
I have a dollar.
We swap.
Now you have my dollar,
And I have yours.
We are no better off.

You have an idea.
I have an idea.
We swap.
Now you have two ideas,
And I have two ideas.
That's the difference.

There is another difference. A dollar does only so much work. It buys so many potatoes and no more. But an idea that fits your purpose may keep you in potatoes all of your life. It may, incidentally, build you a palace to eat them in.

Lewellyn & Co.
WHOLESALE GROCERS

Grand Rapids and Detroit

M. J. DARK & SONS
GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

ONIONS

When you want fancy red or yellow globe onions, in any quantity, get in touch with us. We will take care of your needs to your complete satisfaction.

Vinkemulder Company
Grand Rapids, Michigan

SOLD EVERYWHERE

RYZON
REG. U.S. PAT. OFF.

BAKING POWDER

Ryzon-raised cakes keep fresh longer.

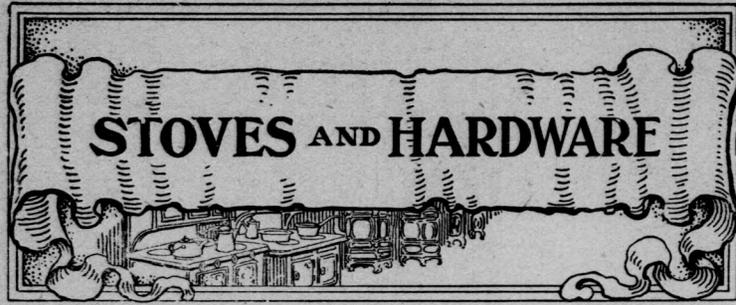
You use less

Not merely baking powder but increased leavening power.

The special process of manufacture is the reason.

RYZON is an improvement over old-fashioned powders. It has more raising power, is a slow, steady raiser. It retains its full strength to the last spoonful.

If your jobber cannot supply you address 40 Rector St., New York



Michigan Retail Hardware Association.
 President—Charles A. Sturmer, Port Huron.
 Vice-President—J. Charles Ross, Kalamazoo.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.
 Directors—R. G. Ferguson, Sault Ste. Marie; George W. Leedle, Marshall; Cassius L. Glasgow, Nashville; Lee E. Hardy, Detroit; George L. Gripton, Britton.

Making Paint an All-the-Year-Round Line.

Written for the Tradesman.

Many hardware dealers look to their paint department to show up largely in two seasons—the spring and, to a lesser extent, the fall. Outside of these seasons, the department is given relatively little attention.

Yet paint can be made an all-the-year-round line and the gaps between the spring and fall demand for exterior paint can be very profitably bridged. The key to the situation is in pushing the paint specialties of one sort or another; which, if they do not bulk so large in piling up gross sales, at the same time yield, as a rule, a very comfortable margin when it comes to net profits.

One hardware dealer declared to me recently that this was the great secret of making the paint department profitable—to keep sales going from January 1 to January 1. And this in turn he has accomplished by always working for sales.

Thus, when outside painting is done, this dealer loses no time in bringing forward his interior paints and varnishes. Throughout the late fall and early winter he holds frequent demonstrations. Last year he conducted a demonstration two weeks before Christmas and advertised it under the caption of "Let us show you how to decorate your home for Christmas." A good deal of interest resulted, and the sales in the paint department were remarkable for that time of year.

In January this dealer sent out a small leaflet to a selected list of women in his district. It gave ideas and suggestions for the decorating of the interior of the home and the proper preparing of floors. The introduction was captioned, "When you entertain" and the leaflet went on to point out the necessity for a handsome appearing home during the winter months when social activities are at their height. Perhaps the most effective part of the booklet was a table showing the cost of preparing floors etc. This piece of progressive publicity stimulated sales at a time of the year when the hardware business is normally quiet. More than that, it aroused a great deal of interest in the problem of interior decoration. That publicity will likely pull results year after year.

This dealer keeps his paint stock in a prominent position throughout the

year and puts in a window display at least once a month. It is seldom that a customer leaves the store without having the question addressed to him, in one form or another, as to whether he needs anything in the paint department.

As a matter of fact, the sale of paint specialties offers a large field for the hardware dealer who is willing to make a special effort to push these lines. The demand for such specialties is rapidly growing, and dealers and public are coming to realize that there are hundreds of household and other articles that can be refinished to look just like new. The fact that many exclusive paint stores do a good business all the year round is a pointer to hardware dealers in regard to the possibilities.

All the leading paint manufacturers make full lines of paint specialties on which the dealer can secure a good profit margin. Some paint travelers declare that their difficulty is, not to get the dealer to stock these specialties but to get him to push the goods after they have been put into stock. With some—though not all—merchants there is a noticeable tendency to leave such goods to sell themselves. Exterior paints, stoves and ranges, washing machines, and the like, run up into big money very rapidly; but the 65 cent can of some paint specialty looks small in comparison and hardly worth pushing.

Yet these lines are worth pushing; because the business, once started, is recurrent. The floor varnish that proves satisfactory will draw a repeat order a few years hence. The flat tone wall paint that goes on smoothly and looks well will require a second coat in a few years. The same is true of floor wax, enamels and practically every other specialty.

Pushing these lines is not so difficult either. The majority of these specialties are got up in attractive packages, lending themselves readily to display. Good advertising material and often

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



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 Oakes

GRAND RAPIDS, MICH.

Exclusive Jobbers of Shelf Hardware,
 Sporting Goods and
FISHING TACKLE

Foster, Stevens & Co.

Wholesale Hardware

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

Grand Rapids, Mich.

W. M. Ackerman Electric Co.

Electrical Contractors

All Kinds of Electrical Work.

Complete Line of Fixtures.

Will show evenings by appointment.

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

Citizens 4294

Bell Main 288

samples are supplied; and the makers give all reasonable assistance to the dealer. Demonstrations are, of course, a very efficient way of selling such specialties; and these can often be arranged.

It is very important in selling paint specialties to have your salespeople well posted as to the goods, and the correct method of using them. Some dealers when the paint traveler comes along have him spend some time in conference with their salespeople, discussing the goods, methods, selling points, etc. A well informed sales staff will gain the confidence of customers by being able to promptly and correctly answer any questions that may arise regarding the goods. If your salespeople learn to demonstrate them, so much the better.

There is a large potential sale for bath and other enamels, floor stains and finishes. Flat wall finishes, wagon and buggy paints, aluminum and gold paints, oil stains, hardwood floor and linoleum finishes floor wax, etc. There is hardly a household where some of these lines cannot be placed as a result of judicious advertising and salesmanship.

A good stunt is to take an old piece of furniture, linoleum or other article, refinish it wholly or in part with your specialty, and use it as the center of a window display, or place it prominently inside the store. As a rule it is best to leave a part of the article in its unfinished state. The contrast is very effective.

As an instance of what a little enthusiasm will do, I recall the experience of a certain dealer in a small town. A traveler sold him a gross of stove pipe enamel, to retail at 20c. The goods arrived and were placed on the shelves. It being the fall of the year, the dealer had a certain number of calls for enamel; but on looking at his stock a short time afterward, he found he still had the larger part of the gross in stock. He decided then that the traveler had simply "loaded" him with it.

A salesman suggested putting in a window display of the enamel. The dealer agreed, and told him to go ahead. The clerk procured about ten lengths of rust-spotted stove pipe and varnished one-half of each pipe. He arranged a neat display in the window and used the stove pipe to good advantage in the display. He also had a couple of lengths of pipe in the store where they could be shown to customers. The dealer also featured in his advertisement the announcement that he was handling Bank's stove pipe enamel for stove pipes, registers, etc., at 20c. With this assistance the salespeople, by personal contact were able to clear out the whole stock of enamel in a short time. A tray of cheap brushes was shown near the enamel, and in quite a few instances brush and enamel were sold together. The line has been a good repeat seller ever since.

Methods of this kind may be applied to a good number of specialties, and, in the majority of cases, intelligent enthusiasm on the part of the hardware dealer and his salespeople will produce excellent results. If paint specialties are allowed to remain on the

shelves until asked for by the public, the dealer will find his paint sales very small; but showing and demonstrating the new lines and getting them started will not merely produce immediate sales but pave the way for constant repeat orders.

The majority of householders have no idea that they can refinish and re-decorate many articles around the home at small expense. If their attention is drawn to the possibilities, they will be much interested; and in many cases steady customers for paint specialties will be developed. At the same time, no dealer should attempt to push a line in which he has not the fullest confidence.

The specialty lines of paint, varnishes, etc., afford a wide field for intelligent selling activity. The biggest results are not those accomplished in a spurt of enthusiasm. To get the best returns from the business you must keep at it, season after season, now featuring one line now another, and neglecting no line. Featuring these small lines in the "off" seasons will help materially to keep the paint department before the public throughout the entire year, and will react beneficially on the sale of exterior paints when the spring and fall campaigns are on.

Victor Lauriston.

Echo of the Jones Co-Operative Co. Failure.

Cassopolis, Oct. 10—Circuit Judge Dingeman, of Detroit, sitting for Judge Des Voignes, in the case of Calvin Jones, President of the Jones Co-operative Co., against the First State Savings Bank of Marcellus for the recovery of some \$15,000 directed a verdict for the defendant.

Jones is a creditor of the Farmers & Merchants Bank of Jones, bankrupt and in his suit contended that the former bank was only a branch of the Marcellus bank. The case was tried last April before Judge Des Voignes, who permitted the same to go to the jury and after being out for nearly a day the jury were discharged because they could not reach an agreement.

Attorneys for Jones have given notice of appeal and will take the case to the Supreme Court. If the Supreme Court should reverse the ruling of Judge Dingeman and judgment is finally given for Jones, other creditors of the Farmers & Merchants Bank, as well as the trustee of the bankrupt have indicated that they will bring suit against the Marcellus bank, which has been in the hands of Receiver, Jesse R. Bilderback, of Dowagiac, and who has brought the liquidation of the bank, it is stated, to 100 per cent. solvent.

Mr. Retail Grocer:—

Here is something you have been looking for.

Your Jobber has a special for you on

SKINNER'S

the superior macaroni, spaghetti, and pure egg noodles—a cash advertising display allowance paid direct to you by check upon receipt of jobber's invoice and free freight on drop shipments.

Ask your jobber's salesman for particulars.

Skinner Manufacturing Company,
OMAHA, U. S. A.

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

A. B. KNOWLSON CO
Grand Rapids Michigan

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

Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants



New Perfection Flour

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks



FLOUR

This is not a time to speculate in flour. Prices are not influenced by supply and demand but by the money supply, transportation and a score of abnormal factors. If you have definite market views, back them with side-bets; and when it comes to flour, keep up your supply regardless of your guess on the market. But as you need it—with a little something in reserve.

To the dealer of flour, we would say:
"Study your local conditions and maintain your share of the local trade. Sell flour and make money on the volume of your business."

Ceresota—Fanchon—Red Star

JUDSON GROCER CO.
GRAND RAPIDS, MICHIGAN

MCCRAY REFRIGERATORS
for ALL PURPOSES

Send for Catalogue

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

MCCRAY REFRIGERATOR CO.
2244 Lake St., Kendallville, Ind.

RICH & FRANCE

MANUFACTURERS OF

Guaranteed Brooms

The DANDY Line

ALSO

The BEST ON EARTH Line

OF PATENT BROOMS

SEE GROCERY LIST FOR CURRENT PRICES

CHICAGO 607-9 W. 12th Place ILLINOIS



Respectable Hotels Discard "Choice of Swindle."

Glen Lake, Oct. 10—Somebody page John Olney. Here is an honest-to-goodness bill of fare from an honest-to-goodness hotel—the Park Place, at Traverse City—which does not contain the objectionable words, "choice of."

DINNER	
Navy Bean Soup	Sliced Tomatoes
Fried Trout	Potato Chips
Fricassee of Chicken with Dumplings	
Spaghetti, Italian Style	Orange Fritters
Roast Prime Ribs of Beef, au Jus	
Roast Premium Ham	
Shrimp Salad	
Boiled Potatoes	Mashed Potatoes
Carrots in Cream	Wax Beans
Apple Pie	Lemon Pie
Vanilla Ice Cream	Assorted Cakes
American Cheese	
Coffee	Tea
	Milk

From my personal observation I find a great many Michigan hotels which serve meals on the table d'hote plan have eliminated the contemptible "choice of" catch line. This is true elsewhere, to a great extent, as I find from a perusal of the various hotel publications. I will be very glad to report other instances than the above from time to time, as I discover them or my attention is called to them.

Also I find the objectionable paper napkin is being discarded by nearly all respectable eating establishments. It was never used to any extent by self-respecting caterers. It has never met the requirements in any case and has given many a smaller institution a "black eye" among the traveling men. The paper towel is still a matter of contention among some, but is far and away to be preferred to the unsanitary roller towels, outlawed by legislative enactment but still in use in some inferior hotels.

Last week I made a trip overland of 540 miles, starting from Ludington and finishing at Glen Lake, visiting hotel men at various towns in nine counties, with Cheboygan on the North and the smart little village of Johannesburg on the East.

At Kalkaska I found a very comfortable and up-to-date hotel known as the Seiting, run by Mrs. C. W. Swaverly. This hotel is located directly opposite the city park, a stone's throw from the G. R. & I. depot, is built of brick, with twenty-one rooms, some of which have running water. Mrs. Swaverly, whose husband, recently deceased, was an honored member of the Michigan Hotel Association, bears the reputation among traveling men in that section of being a most competent and obliging landlady. She keeps her hotel in perfect condition, serves most satisfactory meals and deserves the patronage she is receiving. The rates at the Seiting are \$3 and \$3.50 per day, American plan, with a flat charge of 75 cents for all meals.

At Mancelona, I found the Wisler Hotel, opposite the village park and on the Mackinaw Trail, operated by Jess Wisler, who, while interested in several other town enterprises, finds time to act the part of the genial host, as well as to break an occasional lance with the boys in a friendly game of Rhum. His rooms are all steam heated with a public bath, and he also makes a flat charge of \$3 per day, on the basis of \$1 per room, 50 cents for breakfast, and 75 cents each for dinner and supper, all of which are well worth the price charged.

C. F. Rogers conducts the Hotel Otsego, at Gaylord, a brick structure,

recently rehabilitated and worthy of special mention. It contains twenty-four rooms, some of which are provided with running water, one with bath. The rates for rooms vary from \$1. to \$1.50 per day, the latter with bath, while the meal charge is 50 cents for breakfast and 75 cents each for dinner and supper. The meals I did not sample, but I had an opportunity of visiting the kitchen, which was scrupulously clean and heard commercial men speak well of the cuisine.

When I heard of the kindly treatment accorded traveling men who were marooned for a week or more during the memorable sleet storm last spring, by the New Russell House, at East Jordan, and being advised by several salesmen that it probably would fill the bill as the ideal country hotel for which I am seeking, I decided to pay it a visit.

I found here a delightful place, run by Mrs. E. Shier & Son, with twenty-five well equipped rooms, one-half of which are supplied with running water and two with private bath. The rooms so equipped are reserved exclusively for traveling men and never go begging, as the hotel register plainly indicates. The room charge is \$1 per day, \$1.50 with bath, and the meals are 50 cents for breakfast and 75 cents for dinner and supper. I am going to write more particularly of this hotel on a future visit.

The Wolverine, Boyne City, a big city affair in a small municipality, managed by Miss Marie Mortensen, was only given the once over on account of haste, but I shall visit this institution again soon, as well as the various hotels at Cheboygan, Boyne Falls, Petoskey and Charlevoix.

At Petoskey my good friend McManus, of the Cushman, was conspicuous by his absence attending the Democratic State convention at Bay City, but that will not relieve him of the responsibility of entertaining me at a later date. Mr. Cartwright, of the Perry, was taking a dose of his own medicine—resorting—and the brevity of my stay did not permit of securing data for a write up which will also come later.

In many of the country hotels which I visit, I notice a woeful lack of fresh vegetables being served on the tables. The products of the canning factories will legitimately have their inning later, but I hold it is in very poor taste at this season of the year to serve canned vegetables. In most instances it constitutes the only excuse for criticising such meals, but if the hotel man only knew and fully realized the feelings of his guests on this very subject, he would pack away his can opener with the winter flannels and utilize the fresh garden products which are bountifully in evidence everywhere.

Occasionally, I find a hotel man who does not belong to his State Association, and I naturally at all times under such circumstances solicit him to join. It ought not to be a question for any sort of argument. In the first place the fraternal enjoyment offered at the State conventions each season amply repays the participant for the trifling outlay involved in dues.

Far and beyond this is the matter of co-operation and material benefits to be derived from association. The commercial, hardware, grocery, dry goods

and other business organizations hold annual meetings which are well attended and are profitable and pleasurable. The hotel man, above all others, is the one who can profit most by associating with his fellows. He not only enjoys the pleasure of acquaintance with his fellow craftsmen, but he absorbs ideas which are bound to end in profits.

At the recent convention of the State Association, held at Battle Creek, Mr. McManus, of the Cushman Hotel, at Petoskey read a very interesting paper on this very subject, in which he said, in part:

"To the hotel man especially is co-operation an essential. Many hotel men operate at a loss through failure to familiarize themselves with the essentials of the hotel business. They work through the year and when they go over their accounts they find they have gained nothing. Their carpets are worn out. Their bedding is damaged. They have no money to re-decorate and have nothing to show for a year's hard work, excepting only that they have had three meals a day and part of them taken on the run in the kitchen. Co-operation would prove a panacea of many of these ills. The State Association is doing a wonderful work in this direction and will continue to do so. Round table meetings for the proprietors of hotels in towns of 15,000 and under are a feature of these State conventions, the benefits of which should not be overlooked."

While on this topic I want to say that the round table gathering at Battle Creek brought out much information valuable to participants which could not have been secured in any other manner.

The legal phases of hotel operation are fully covered by a booklet prepared by Tod. Lunsford, Muskegon, attorney for the Association, and worth many times the cost of membership in that body. It is supplied gratuitously to all members.

The writer, hereof, as a special representative of the Michigan State Hotel Association, will visit during the coming winter, without compensation of any sort, many of the hotels in Michigan with a view to securing their membership to the Association, and he hopes to receive the same cordial reception he did last year, with as satisfactory results.

Among the most faithful members of the State Hotel Association are Mr. and Mrs. Roy Hinckley, of that popular hostelry, the Hartford House, at Hartford. Members of the Association will rejoice with this estimable couple over the press report to the effect that Mrs. Hinckley's son, H. R. Hewitt, who completed a law course at the University of Michigan, after graduating from the Hartford high school, has been appointed Deputy Attorney General of Hawaii, where he has been practicing his profession since graduation. Young Hewitt left the University to enter the military service and was made a lieutenant. After the war he completed his course and began law practice in Honolulu.

Frank S. Verbeck.

When the traveling salesman wants to visit, you will profit more from his observations on trade conditions and other merchants' business methods than from his funny stories.

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

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION



HOTEL WHITCOMB

St. Joseph, Mich.

European Plan

Headquarters for Commercial Men making the Twin Cities of

ST. JOSEPH AND BENTON HARBOR

Remodeled, refurbished and redecorated throughout.

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

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

J. T. TOWNSEND, Manager.

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.

HANNAFORDS NEW CAFETERIA

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

For The Past 10 Years

Prop. of Cody Hotel Cafeteria



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

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.

OCCIDENTAL HOTEL

FIRE PROOF

CENTRALLY LOCATED

Rates \$1.50 and up

EDWARD R. SWETT, Mgr.

Muskegon 1-1 Michigan

Gabby Gleanings From Grand Rapids.

Grand Rapids, Oct. 10—The Pere Marquette train from Petoskey to Grand Rapids, due here at 4:50 p. m., was two hours and twenty minutes late when it pulled into union station last Saturday evening. It was first marked up as 15 minutes late. When it was a half hour late the original notation was changed to 45 minutes. No further change was made on the board, as that when the train finally arrived the notation was an hour and forty-five minutes out of the way. The State law prescribes that these memorandums shall accurately represent the exact situation of trains, but because no one undertakes to enforce the law, it is practically a dead letter, more honored in the absence than the observance. No less uncertain and unsatisfactory is the attempt frequently made to obtain any authentic information from the train dispatcher. The latter almost invariably assumes an attitude of superiority and arrogance. He speaks in riddles and appears to take keen satisfaction in deceiving and mystifying the person who is anxiously awaiting the arrival of friends—sometimes to attend a funeral or a wedding or to make close connections with another train. The "public be damned" attitude of railway officials has very largely disappeared of late years, but it still clings to the office of the train dispatcher with the same degree of unconcern and indifference which prevailed when the sentiment was originally uttered by the late William H. Vanderbilt, now more than forty years ago.

Harry D. Walbridge, who was at one time manager of the Grand Rapids Gas Light Co., and who afterward went to New York as a partner in Hodenpyl, Walbridge & Co., is now located in New Orleans, which city he is preparing to supply with natural gas in the near future. He has secured leases on several thousand acres of land in Northern Louisiana and has developed a large number of gas wells of enormous capacity which were capped as soon as the character and volume of the supply were determined. It will require several years to consummate the project Mr. Walbridge is planning with his usual care and thoroughness.

Former friends of J. Elmer Pratt in the automobile industry have raised a fund with which to purchase him a Nash touring car as a testimonial of the esteem in which he is held by his former associates. The presentation occurred at his present home at El Cajon, Calif., on the occasion of his birthday. Mr. Pratt was for many years a resident of Grand Rapids, where he acted as manager of the Clipper Wheel Co. He was subsequently advertising manager of the Michigan Tradesman.

William P. Conklin left Monday for Moline, Ill., to visit his brother, Oscar F. Conklin, who is now in a sanitarium at that place, receiving treatment for an ailment which sometimes accompanies old age. The elder Conklin is a man of dominant temperament, which will probably contribute to his recovery at an early date.

Uncle Louis Winternitz returned from Charlevoix Saturday and will spend a month or more with Grand Rapids friends, pending his hegira to Fort Meyers, Fla., where he will spend the winter months.

"Herb" Baker's potato sack speech, just a year ago in the convention ball of the Pantlind Hotel, was his real introduction to the leaders of Michigan's labor hosts and his start towards gathering in the thousands of labor votes which went to him in the recent primary, it is now recalled. When "Herb" stepped upon the rostrum, he dramatically waved a potato sack before delegates attending the session of the Michigan Federation of Labor, drew from it several choice specimens of Northern Michigan's finest spuds and put over very effectively

a selling talk on co-operation between producer and consumer, together with a cleverly contrived political argument. "Herb" sold his potatoes. Many carloads were purchased by the labor unions of the State, and there was set in motion a chain of follow-up letters that kept "Herb's" name before the workers. It was just the contact he needed to corral the labor vote last month.

A traveler from Muskegon tore a big hole in his trousers on one of those worn-out seats in the Pere Marquette depot at Holland. A "husky" to whom he complained replied that it was nothing, since it happened most every day to someone.

The Elkhart, a new eight-story hotel at Elkhart, Ind., will be opened for business in another sixty days. J. S. Wells, formerly with the famous Harvey restaurants, will be the manager.

A. H. Behrman, the "Court Royal" man, and Harry Downey, of "stogy" fame, were observed exchanging cigars in the ante-room at the U. C. T. meeting Saturday night.

Better hotel accommodations would be appreciated by travelers who visit Midland. The Day Hotel is overcrowded nearly every night and turns men away. Eating houses in Midland are not to be boasted of, by any means.

Fred Metzger, proprietor of the Metzger Hotel, at Plainwell, dropped dead in the hotel lobby Sunday evening, after remarking about the many sudden deaths he had read of recently.

Summer visitors having left for their homes, the lowly traveler is again welcomed with out-stretched hands at hotels in St. Joe and Benton Harbor.

One of the old-timers who is still in the harness tells an interesting story of his earlier experiences on the road: "Luther was quite a thriving town back in the lumber days some forty years ago. It had a railroad then and one train a day each way. Merchants kept their places open at night and we fellows used to hustle around for our orders after supper, so as to take the morning train out. In that way it was easy to make the town. I had one customer whose orders amounted to about \$50 every six weeks. One morning I overslept and the train had gone before I knew it. There was nothing to do but wait until the next day. After breakfast, for want of something to do, I strolled over for a visit with my customer. Not caring to admit the reason for my morning call, I remarked that I had wanted to see his store in daylight, that there might be a chance to make some changes. He was pleased when I pointed out space for a line he had never handled and which we were at that time pushing rather hard. I got back to the hotel in time for dinner with an \$800 order in my pocket. My commission was \$40 for the forenoon's work. Later in the day I met a fellow carrying a big deer on his shoulder. Feeling rather flush I offered him \$5, which was more than the local butcher would give. Venison was sold on the market everywhere. I expressed the deer to my butcher in Grand Rapids. The letter telling him to deliver it to my home must have been lost, for he sold it out by the pound, and when I came home at the week end he gave me \$10 as my share and paid the express. Not a bad week's business forty years ago."

Anybody who did not attend the noon luncheon Saturday, Oct. 7, of the You-See-See Club at the Pantlind Hotel certainly missed something. Admitting the fact that the weather was very bad, a good crowd turned out and in numbers about as many ladies as there was men. It was the sentiment of all who attended this luncheon that in surroundings the food served and the service given was 100 per cent efficient. We had good

music, but it is a fact we fell down on the speaker. It was the intention of our good friend—in fact, the friend of every traveling man—Fred Z. Pantlind to be with us a few minutes at this luncheon and extend the good hand of fellowship and a welcome to our organization to the Pantlind Hotel, but pressing business took Mr. Pantlind out of the city and the best he could do was to send a telegram in which he expressed some of his greeting and some of the prospects that he has in store to offer not only the You-See-See Club, but Grand Rapids Council. This telegram was sent to John D. Martin and John in his own way delivered it. There was a good big smile on President Lawton's face at the success of this first luncheon. Some discussion was entered into in regard to holding these luncheons every Saturday or every other Saturday, but the sentiment, or rather the majority of the sentiment, was in favor of every Saturday. The committee in charge for Saturday, Oct. 14, have issued postal cards to every member of 131 announcing the next luncheon Saturday Oct. 14. The lunch will be served at 12:45 in the Rotary Club room and is scheduled to close promptly at 2 o'clock. If you are a member of No. 131 and did not receive a card it occurred only through error. If you are not a member of No. 131 and a traveling man, remember the good hand of friendship is extended to you to meet with the You-See-See Club and take lunch with them at the Pantlind Hotel next Saturday. Matters of vital importance will be brought up at this meeting. Don't forget the fact that the ladies are always welcome.

John D. Martin, accompanied by Mrs. Martin, will start on an auto trip Thursday, Oct. 12, going to Saginaw, Bay City and Detroit. They will return home Thursday, Oct. 19.

The attendance at Council meetings always bears an immense ratio to the pleasantness of the weather. During the warm weather, auto drives and front porches are too big an attraction to get even the most loyal U. C. T. booster out to lodge meetings, but with the decreasing summer time and shortening of the days comes an increasing attendance at the meetings of No. 131, so that by the time for the November meeting the wise ones will get their seats reserved. The regular October meeting was held last Saturday night and much business of importance was transacted. Plans for the regular fall membership drive were formulated, with C. R. Lawton as commander-in-chief. Senior Counselor Jas. H. Bolen appointed A. G. Kaser chairman of the dance committee, who announced his assistants as J. T. Stevens, C. F. Hart, Dan Vergieuer and Walter E. Lypps. Senior Counselor Bolen advanced Page G. H. Moore to the Conductor's station to fill the vacancy made by R. A. Waite, who has moved to California and advanced Sentinel A. H. Behrman to the position of Page. The executive committee will appoint a Sentinel before the November meeting to fill the vacancy caused by the removal from the city of W. C. J. Miller. One member, Orrie Geelhoed, city salesman for Brown & Schler Co., was initiated. Plans are under way to initiate a large class in November and we hope to see a lot of the members present to boost the work along.

Mr. and Mrs. A. F. Rockwell have closed their cottage at Wall Lake for the season.

Motorists should be warned that M 16 is now in bad shape from Lansing to Fowlerville. From Lansing to Williamston it is next to impassible. People motoring from Lansing to Detroit should leave M 16 at Lansing and go via Mason, Stockbridge and Chelsea. From the latter town almost the entire distance of sixty miles is cement.

C. E. Mosher, for twenty-three years connected with the Wagemaker Co., much of the time as Secretary and Treasurer, has retired to take the position of Western Michigan distributor for the Locked Sales Slip Protectors, which are the best thing yet invented in the sales slip line. He expects to cover the trade of this territory about every two months.

Miss Margaret M. DeVine has returned from New York, where she spent several days on a buying trip for the DeVine Shoppe, which will be opened Saturday at 6 Monroe avenue.

Zeno Schoolcraft, who conducts drug stores at both Central Lake and Bellaire, has been in the city for the past week, purchasing holiday goods for his two establishments from the Hazeltine & Perkins Drug Co.

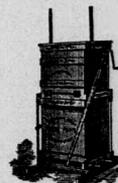
Hazel Reily is temporarily covering the trade of the Thumb district for the Hazeltine & Perkins Drug Co., pending the conclusion of a permanent arrangement with some one who resides on the territory.

Glen Wortley, druggist at Belding, and Tobey & Jackman, druggists at Sturgis, were in the market very early this week to purchase holiday goods from the Hazeltine & Perkins Drug Co.

Ralph Allen, jeweler at Harbor Beach, is in the city this week to attend the annual convention of Michigan opticians.

Big Crop of Sweets.

The sweet potato production for the coming season will probably show an increase of 13,000,000 bushels, or 13 per cent. over last year's. Estimates for leading states are as follows: Alabama, 15,500,000 bushels; Georgia, 13,300,000 bushels; Mississippi, 11,000,000 bushels, and North Carolina, 10,800,000 bushels. Last season Georgia surpassed Alabama by 250,000 bushels.

**Business Men's Paper Press Co.
Wayland, Michigan**

We are pleased to quote you prices on the six different sizes of Balers we manufacture as follows:

14x18	\$ 35	makes bales	75 to 100 lbs.
16x20	\$ 45	makes bales	100 to 125 lbs.
18x24	\$ 55	makes bales	125 to 150 lbs.
24x36	\$ 85	makes bales	300 to 500 lbs.
24x48	\$ 95	makes bales	350 to 700 lbs.
30x60	\$125	makes bales	400 to 800 lbs.

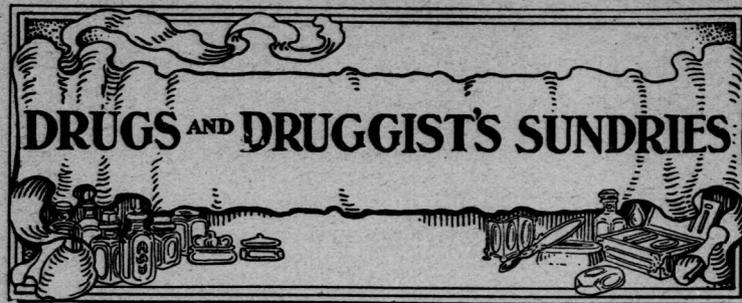
The three largest sizes are equipped with lever on each end and can be operated by one or two men as desired.

Our Balers are fully guaranteed; the castings are the very best malleable obtainable and positively will not break unless defective and we guarantee to replace any defective part for a period of one year.

Kindly send in your order, state size of machine desired and we will make shipment on thirty days trial, allowing you to be both the judge and the jury at the expiration of the trial date. If you decide to keep the machine after trying it, you can avail yourself of the large discount of 5 per cent., or you can take sixty days net. Please remember that you are under no obligation to buy this machine if it is not satisfactory in every way. All goods are F. O. B. Factory.

We hope to receive your order.

BUSINESS MEN'S PAPER PRESS CO.
Wayland, Michigan.



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.

Courtesy and the Child in the Drug Store.

After jotting down the order that came over the telephone, Boren, the drug clerk, saw a little girl standing in front of the candy display case and he walked forward to wait upon the child. Just before he reached the case where she stood he saw an attractive looking lady step into the store and stop in front of the cosmetic department and look expectantly around for some one to wait upon her.

Giving the lady a swift glance of appraisal, the clerk instantly ignored the little girl who was looking timidly at him and he hurried to where the lady was standing.

"What can I do for you?" he queried as he flashed a brilliant smile.

"I want a bottle of Almond Cream, the large size."

Boren selected the article desired, then made some suggestions about other articles on display and showed some of them to the lady. He glanced impatiently across the store at the little girl who was still waiting at the candy case and saw the child look appealingly at him, then glance anxiously toward an automobile outside.

Several moments passed by while Boren showed the different articles to the lady, and finally he began wrapping up the purchases. Suddenly a little boy dashed into the store; paused before the candy case; glanced quickly around; then hurried over to where Boren was wrapping up the lady's purchases.

"Say, Mister," the little fellow exclaimed eagerly, "Give me a nickel's worth of candy. Give it to me right now, 'cause mamma is waiting for me on the corner."

With an irritation that had been accumulating all the time the little girl had been waiting at the candy case Boren gave the boy a hostile look and exclaimed angrily:

"You little scamp! Do you think I'm going to stop wrapping these goods and chase over there to give you a nickel's worth of candy? I'm busy; get out of here!"

The child stared in amazement at the clerk, then flushed a dull red.

"I—I—" he stammered, but without finishing he turned and slowly walked out of the store.

As the lady placed the money for her purchases on the counter, Boren said with angry impatience:

"Those kids would run me crazy if I didn't tell them what's what. That little brat really expected me to go trotting over there and give him that candy without waiting until I wrapped these packages up. Now there is a little girl standing up there waiting for me to sell her five cents worth of candy. There are half a dozen stores on this block that sell candy, and yet she is squirming around over there waiting for me to gallop around and wait on her. I wish the little ninny would go on home."

The clerk suddenly saw a peculiar look appear on the lady's face. She looked straight into his eyes for a moment, then said quietly:

"That is my little girl. She got out of the car before I did, and came on in."

Boren turned hot, then cold.

"I—I—" he stammered in a desperate attempt to apologize, but the lady stepped over and seizing the little girl by the hand, walked on out of the store.

The rest of the morning the clerk experienced some uneasy moments as he thought of the embarrassing position he had been placed in by his discourtesy toward the lady's little girl. He had a very definite idea that if Mr. McCoy, his employer found out about the matter he would have an awkward time trying to get out of the predicament.

Mr. McCoy came in at his usual hour and he was immediately called to the telephone. After conversing for several moments Boren saw him look angrily toward him as he replaced the receiver.

"Say, Boren," the druggist said with a certain grim emphasis in his tone. "Mrs. Dawson has just telephoned me that you were somewhat discourteous toward her little girl this morning. How about it?"

"Why—I—I just became impatient, that is all. The girl came in alone, and I didn't know she was Mrs. Dawson's child, and a boy had just come in and was bothering me to stop waiting on Mrs. Dawson and let him have some candy. I just spoke kinda angry about the kids."

"Well, I don't believe you were justified in any way in being discourteous to the children. I'll overlook the matter this time, but I want you to remember that I emphatically expect you to render the same service and

courtesy to a child that you would to any other customer. A little child is just as much entitled to courtesy as any one else. They may not buy more than five cents worth of something at a time, but that five cents has about the same value in their eyes that five dollars has to a grown person. You would certainly be courteous to any one who spent five dollars here every time they came in, and five cents might not look very big to you, but it does to a child, and I expect you to be as courteous to the little children as to the best customers I have. I am basing my business upon courtesy and service, and that doesn't mean courtesy to adult customers and discourtesy to the children. You govern your actions accordingly or quit—or get fired." Oran-Warder Nolen.

The Turnover Tune.

Said the clock to the dealer,
 To the dealer and his stock,
 "I am ticking off your profits,"
 To the dealer said the clock,
 "Custom, custom every minute!
 Luck is in it—luck is in it!
 Where's the risk when Trade is brisk!
 Tick-tock! Tick-tock!"

"You're a liar, you're a stealer,"
 Said the dealer to the clock.
 "Ticking up my carrying charges—
 Making mock—making mock!
 Fractions up to dollars mounting
 Till they leave my profits nil;
 Just reversing my accounting!
 Stand still—stand still!"

Oh the goods we bought so gaily
 And the goods that will not go!
 Adding costs forever daily
 Till we tear our hair with woe!
 Moods and tenses of expenses
 On the poor retailer's stock—
 And that devilish little revel
 Twixt the profits and the clock!

"If you would be great, circulate the truth and be greater than the man who discovered it."



STRAIGHT
 SIZE—

The Johnson
 Original 10¢ Cigar

VAN DAM

MANUFACTURED BY
 TUNIS JOHNSON CIGAR CO.
 GRAND RAPIDS, MICHIGAN

DIAMOND MATCHES



THIS IS OUR TRADE MARK, and its use on a package assures quality and satisfaction to the user; a prompt sale and a fair profit to both the Retailer and the Wholesaler.



THE DIAMOND MATCH CO.

BOSTON NEW YORK CHICAGO ST. LOUIS
 SAN FRANCISCO NEW ORLEANS

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	
Canned Pineapple		Canned Apples	Beef
Evaporated Milk		No. 10 Tomatoes	Cows
Cheese		Sap Sago Cheese	Veal
Lobsters—Canned		Citron	
Hogs		Lemon Peel	
Lard		Orange Peel	
		Tomatoes	

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
Silver Cloud, 3 dz. sm. 4 80
Silver Cl'd, 2 dz., med. 4 60
Silver Cloud, 2 dz. lge. 6 70

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. 95
Calumet, 16 oz., doz. 3 35
Calumet, 5 lb., doz. 12 75
Calumet, 10 lb., doz. 19 00

K. C., 10c doz. 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, 5 oz., doz. 2 70
Royal, 12 oz., doz. 5 20
Royal, 5 lb. 31 20
Rumford, 10c, doz. 95
Rumford, 8 oz., doz. 1 85
Rumford, 12 oz., doz. 2 40
Rumford, 5 lb., doz. 12 50

BLUING

Jennings Condensed Pearl
C-P-B "Seal Cap"
3 doz. Case (15c) 3 75
Silver Cloud, 3 dz. sm. 3 80
Silver Cloud, 2 dz. lge. 3 80
with perforated crowns.

BREAKFAST FOODS

Cracked Wheat, 24-2 4 85
Cream of Wheat 7 50
Pillsbury's Best Cer'l 2 40
Quaker Puffed Rice 5 45
Quaker Puffed Wheat 4 80
Quaker Biscuit 1 20
Ralston Purina 4 00
Ralston Branos 2 70
Ralston Food, large 3 60
Ralston Food, small 2 90
Saxon Wheat Food 3 90
Shred. Wheat Biscuit 3 85

Post's Brands.
Grape-Nuts, 24s 3 80
Grape-Nuts, 100s 2 75
Postum Cereal, 12s 2 25
Post Toasties, 36s 2 85
Post Toasties, 24s 2 85
Post's Bran, 24s 2 70

BROOMS

No. 4, 4 String 5 50
Standard Parlor, 23 lb. 7 50
Fancy Parlor, 23 lb. 8 25
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 2 00

Rich & France Brands
Special 6 75
No. 24 Good Value 7 25
No. 25 Velvet 8 50
No. 27 Quality 9 75
No. 22 Miss Dandy 9 75
No. B-2 Best on Earth 9 00

BRUSHES

Scrub
Solid Back, 8 in. 1 50
Solid Back, 1 lin 1 25
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
Wedrow, 3 oz., doz. 2 50

CANDLES

Electric Light, 40 lbs. 12.1
Plumber, 40 lbs. 12.3
Fremont, No. 2 1 95
Paraffine, 12s 14 1/2
Wicking 40
Tudor, 6s, per box 30

CANNED FRUIT.

Apples, 3 lb. Standard 1 75
Apples, No. 10 5 00
Apple Sauce, No. 2 2 35
Apricots, No. 1 1 90@2 60
Apricots, No. 2 2 25
Apricots, No. 2 1/2 2 25@3 50
Apricots, No. 10 9 00@13 50
Blackberries, No. 10 9 00
Blueberries, No. 2 2 50
Blueberries, No. 10 11 50
Cherries, No. 2 3 00@3 50
Cherries, No. 2 1/2 4 00@4 95
Cherry's, No. 10 1 50@12 00
Loganberries, No. 2 3 00
Peaches, No. 1 1 85
Peaches, No. 1, Sliced 1 40
Peaches, No. 2 2 75
Peaches, No. 2 1/2, Mich 2 60
Peaches, 2 1/2 Cal. 3 00@3 75
Peaches, No. 10, Mich 7 75
Peaches, No. 10, Cal. 10 50
Pineapple, 1, sil. 1 85@2 00
Pineapple, 2, sil. 2 90@3 25
Pineapple, 2 1/2, sil. 3 90@4 25
Pineapple, No. 2, crus. 2 25
Pineap., 10, cru. 7 50@8 00
Pears, No. 2 3 25
Pears, No. 2 1/2 4 25
Plums, No. 2 2 25
Plums, No. 2 1/2 3 00
Raspberries No. 2, blk. 3 25
Raspb's, Red, No. 10 9 75
Raspb's, Black No. 10 11 00
Rhubarb, No. 10 5 25

CANNED FISH.

Clam Ch'der, 10 1/2 oz. 1 35
Clam Ch., No. 3 3 00@3 40
Clams, Steamed, No. 1 1 75
Clams, Minced, No. 1 2 50
Finnan Haddie, 10 oz. 2 50
Clam Bouillon, 7 oz. 2 50
Chicken Haddie, No. 1 2 75
Fish Flakes, small 1 35
Cod Fish Cake, 10 oz. 1 85
Cove Oysters, 5 oz. 1 45
Lobster, No. 1/2, Star 5 00
Lobster, No. 1/4, Star 2 90
Shrimp, No. 1, wet 1 75
Shrimp, No. 1, dry 1 75
Sard's, 1/4 Oil, k. 4 25@4 75
Sardines, 1/4 Oil, k-less 2 85
Sardines, 1/4 Smoked 7 00
Sardines, 1/4 Mus. 3 85@4 75
Salmon, Warrens, 1/2 lb 2 75
Salmon, Red Alaska 2 85
Salmond, Med. Alaska 2 00
Salmon, Pink Alaska 1 45
Sardines, Im. 1/4, ea. 10@23
Sardines, Im., 1/4, ea. 25
Sardines, Cal. 1 75@2 10
Tuna, 1/2, Albocore 1 65
Tuna, 1/2, Nekco 1 65
Tuna, 1/2, Regent 2 25

CANNED MEAT.

Bacon, Med. Beechnut 2 70
Bacon, Lge. Beechnut 4 50
Bacon, Large, Erie 2 25
Beef, No. 1, Corned 2 65
Beef, No. 1, Roast 2 65
Beef, No. 1/2 Rose Sil. 1 75
Beef, No. 1/2, Qua. sil. 2 25
Beef, No. 1, Qua. sil. 2 35
Beef, No. 1, B'nut, sil. 5 70
Beef, No. 1/2 B'nut sil. 3 15
Beefsteak & Onions, 1s 2 35
Chili Con Ca., 1s 1 35@1 45
Deviled Ham, 1/2s 2 20
Deviled Ham, 1/4s 3 60
Hamburg Steak & Onions, No. 1 3 15
Potted Beef, 4 oz. 1 40
Potted Meat, 1/2 Libby 50
Potted Meat, 1/2 Libby 90
Potted Meat, 1/2 Rose 80
Potted Ham, Gen. 1/2 2 1/2
Vienna Saus., No. 1/2 1 85
Well Leaf, Medium 3 30

Derby Brands in Glass.
Ox Tongue, 2 lb. 18 00
Sliced Ox Tongue, 1/4 4 30
Calf Tongue, No. 1 5 50
Lamb Tongue, Wh. 1s 5 00
Lamb Tongue, sm. sil. 1 60

Lunch Tongue, No. 1 5 50
Lunch Tongue, No. 1/2 3 55
Deviled Ham, 1/2 3 00
Vienna sausage, sm. 1 90
Vienna sausage, Lge. 3 90
Sliced Beef, small 1 45
Boneless Pig's Feet pt. 3 1/2
Boneless Pig's Feet, qt. 5 70
Sandwich Spread, 1/2 3 0

Baked Beans.
Beechnut, 16 oz. 1 50
Campbells 1 15
Climatic Gem, 18 oz. 95
Fremont, No. 2 1 15
Snider, No. 1 90
Snider, No. 2 1 30
Van Camp Small 1 19
Van Camp Med. 1 65

CANNED VEGETABLES.

Asparagus.
No. 1, Green tips 3 90
No. 2 1/2, Lge. Gr. 3 75@4 50
Wax Beans, 2s 1 35@3 75
Wax Beans, No. 10 6 00
Green Beans, No. 10 8 25
Lima Beans, No. 2 Gr. 2 00
Lima Beans, 2s, Soaked 95
Red Kid., No. 2 1 30@1 55
Okra, No. 2, cut 1 60
Dehydrated Veg. Soup 90
Dehydrated Potatoes, lb 45
Mushrooms, Hotels 38
Mushrooms, Choice 48
Mushrooms, Sur Extra 65
Peas, No. 2, E.J. 1 25@1 80
Peas, No. 2, Sift. 1 60@2 10
Peas, No. 2, Ex. Sift. 1 90
E. J. 1 90@2 10
Peas, Ex. Fine, French 3 10
Pumpkin, No. 3 1 60
Pumpkin, No. 10 3 75
Pimentos, 1/4, each 15@18
Pimentos, 1/2, each 27
Swt' Potatoes, No. 2 1/2 2 15
Sauerkraut, No. 3 1 85
Succotash, No. 21 60@2 35
Succotash, No. 2, glass 3 45
Spinach, No. 1 1 35
Spinach, No. 2 1 35@1 50
Spinach, No. 3 2 15@2 25
Spinach, No. 10 3 00
Tomatoes, No. 2 1 30@1 60
Tomatoes, No. 3 1 90@2 25
Tomatoes, No. 9 glass 35
Tomatoes, No. 10 5 00

CAISUP.

B-nut, Large 2 95
B-nut, Small 1 80
Libby, 8 oz. 2 90
Libby, 3 oz. 1 90
Van Camp, 8 oz. 1 75
Van Camp, 16 oz. 2 75
Lilly Valley, pint 2 85
Lilly Valley, 1/2 Pint 1 90

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 35
Kraft Small tins 1 40
Kraft American 2 75
Chili, small tins 1 40
Pimento, small tins 2 25
Roquefort, small tins 2 25
Camembert, small tins 2 25
Brie 30
Wisconsin Flats 27 1/2
Wisconsin Daisy 27 1/2
Longhorn 29
Michigan Full Cream 26
New York full cream 29
Sap Sago 35

CHEWING GUM

Adams Black Jack 65
Adams Bloodberry 65
Adams Calif. Fruit 65
Adams Sen Sen 65
Adams S Pepsin 65
Beechnut 70
Doublemint 65
Juicy Fruit 65
Peppermint, Wrigleys 65
Spearmint, Wrigleys 65
Spic-Spans Mxd Flavors 65
Wrigley's P-K 65
Zeno 65

CHOCOLATE.

Baker, Caracas, 1/2s 25
Baker, Caracas, 1/4s 23
Baker, Premium, 1/2s 25
Baker, Premium, 1/4s 22
Baker, Premium, 1/8s 22
Hersheys, Premium, 1/2s 25
Hersheys, Premium, 1/4s 24
Runkle, Premium, 1/2s 27
Runkle, Premium, 1/4s 27
Vienna Sweet, 24s 1 75

COCOA

Baker's 1/2s 40
Baker's 1/4s 42
Bunte, 1/2 lb. 43
Bunte, 1/4 lb. 35
Droste's Dutch, 1 lb. 9 00
Droste's Dutch, 1/2 lb. 4 75
Droste's Dutch, 1/4 lb. 2 00
Herseys, 1/2s 33
Herseys, 1/4s 28
Huyler 36
Lowney, 1/2s 40
Lowneys 1/4s 40
Lowney, 1/2s 38
Lowney, 5 lb. cans 31
Van Houten, 1/2s 75
Van Houten, 1/4s 75

COCOANUT

1/2s, 5 lb. case Dunham 50
1/2s, 5 lb. case 48
1/2s & 1/4s, 15 lb. case 49
Bulk, barrels Shredded 22
96 2 oz. pkgs., per case 8 95
48 4 oz. pkgs., per case 7 00

CLOTHES LINE

Hemp, 50 ft. 1 50
Twisted Cotton, 50 ft. 1 75
Braided, 50 ft. 2 75
Sash Cord 3 75

COFFEE ROASTED

Bulk

Rio 16 1/2
Santos 23@24
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 4 25
Frank's 50 pkgs. 11
Hummel's 50 lb. 09 1/2

CONDENSED MILK.

Eagle, 4 doz. 9 00
Leader, 4 doz. 5 60

MILK COMPOUND

Hebe, Tall, 4 doz. 3 70
Hebe, Baby, 8 doz. 3 60
Carolene, Tall, 4 doz. 3 35
Carolene, Baby 3 25

EVAPORATED MILK

Carnation, Tall, 4 doz. 5 00
Carnation, 8 dz. 4 85
Every Day, Tall 5 00
Every Day, Baby 3 70
Goshen, Tall 4 50
Goshen, Gallon 4 50
Oatman's Dun., 4 doz. 4 75
Oatman's Dun., 8 doz. 4 65
Pet, Tall 5 00
Pet, Baby, 8 oz. 4 90
Silver Cow, Tall 5 00
Silver Cow, Baby 5 00
Van Camp, Tall 3 70
Van Camp, Baby 4 50
White House, Tall 4 50
White House, Baby 4 25

CIGARS

Lewellyn & Co. Brands
Mi Lola

Capitol, 1-20 1 25
Favorite, 1-20 1 15
Victory, 1-20 95
Buckeye, 1-20 75
Panetela, 1-20 75
LaSoretta (smokers) 70

SWIFT

Perfecto, 1-20 95
Blunts, 1-20 75
Red-O, 1-10 37 50

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.

Agreement, 50s 58 00
Washington, 50s 75 00
Biltmore, 50s, wood 95 00

Sanches & Haya Line
Clear Havana Cigars made in Tampa, Fla.

Specials, 50s 75 00
Diplomatics, 50s 95 00
Bishops, 50s 115 00
Ross, 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 58 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

Ignacia Haya
Extra Fancy Clear Havana
Made in Tampa, Fla.
Delicias, 50s 115 00
Manhattan Club, 50 135 00
Bonita, 50 150 00
Corono, 25s 240 00

Starlight Bros.

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

Rosenthals Bros.

R. B. Londres, 50s, Tissue Wrapped 58 00
R. B. Invincible 50s, Foil Wrapped 70 00

Union Made Brands

El Overture, 50s, foil 75 00
Ology, 50s 58 00

Our Nickel Brands

Tiona, 100 31 00
New Currency, 50s 35 00
Lioba, 100s 35 00
New Pantella, 100 37 50

Cheroots

Old Virginia, 100s 20 00

Stogies

Home Run, 50, Tin 18 50
Dry Slitz, 100s 26 50

CIGARETTES.

One Eleven, 15 in pkg 96
Beechnut, 20, Plain 5 65
Home Run, 20, Plain 6 00
Yankee Girl, 20, Plain 6 00
Sunshine, 20, Plain 6 00
Red Band, 20, Plain 6 00
Stroller, 15 in pkg 96
Nebo, 20, Plain 7 00
Camels, 20, Plain 6 80
Relu, 20, Plain 7 80
Lucky Strike, 20s 6 90
Sweet Caporal, 20, pl. 6 90
Windsor Castle, 20 8 00
Chesterfield, 10 & 20 6 90
Fleedmont, 10 & 20, Pl. 6 90
Spar, 20, Plain 6 00
Sweet Tips, 20, Plain 7 50
Idle Hour, 20, Plain 7 50
Omar, 20, Plain 8 00
Falks Havana, 20, Pl. 9 75
Rich'm'd S Cut, 20, pl. 10 00
Rich'm'd 1 Cut, 20 ck. 10 00
Fatima, 20, Plain 8 30
Helmar, 20, Plain 10 50
English Ovals, 20 Pl. 10 50
Turkish Trop., 10 ck. 17 50
London Life, 10, cork 11 50
Helmar, 10, Plain 11 50
Herbert Tarryton, 20 12 25
Egyptian Str., 10 ck. 12 00
Murad, 20, Plain 15 50
Murad, 10, Plain 16 00
Murad, 10, cork or pl. 16 00
Luxury 10, cork 16 00
Melachino, No. 9, 10 16 00
cork or plain 16 00
Melachino, No. 9, 20, 16 00
cork or plain 16 00
Melach'o, No. 9, 10, St 16 50
Melach'o, No. 9, 20, St 16 50
Natural, 10 and 20 16 00
Markaroff, No. 15, 10, cork 16 00
Pall Mall Rd., 20, pl. 21 00
Benson & Hedges, 10 20 00
Rameses, 10, Plain 17 50
Mio Violet, 10, Gold 20 00
Detties, 10 21 00
Condex, 10 22 00
Phillips Morris, 10 21 00
Brening Own, 10, Pl. 28 00
Ambassador, 10 30 00
Benson & Hedges
Tuberettes 55 00

Stotten, Dillon & Co. Brands.

Bracer, per plug 38
Cream De Menthe, 10c 96
Peachey, per plug 64
Stronghold, per plug 64
Yankee Girl, per plug 56

P. Lorillard Brands.

Climax, 30c tins, doz. 96
Climax Smooth, plug 72
Climax Thick, per plug 72
Red Cross, 10c cuts 96
Red Cross, per plug 48

R. J. Reynolds Tobacco Co. Brands.

Apple, 5 lb. Butt, lb. 72
Caramel Twist, per lb. 34
Gravelly Superior, 10c 96
Humburg, per lb. 1 22
Kismet, per lb. 1 05
Liberty Bell, per lb. 65
Maritana, 15c Foil, dz. 1 44
Mickey Twist, per lb. 72

John J. Bagley & Co. Brands.

Maple Dip, per plug 56

SMOKING TOBACCO.

American Tobacco Co. Brands.

Banner, L. C., 10c, dz. 99
Banner, L. C., 40c, dz. 3 25
Blue Bear, 25c Foil 2 28
Blue Bear, 30c Vac tin 2 76
Bob White, gran. 10c 99
Bull Durham, 10c, dz. 99
Drum, Gran., 10c, dz. 99
Five Bros., 10c, doz. 99
Giant, L. C., 10c, dz. 99
Giant, L. C., 30c, dz. 2 88
Giant, L. C. Pails, dz 6 84
Garrick, 30c Foil, dz. 2 70
Imperial Cube Cut, 30c 2 88
Lucky Strike, R Cut 1 53
Myrtle Navy Plug Cut 1 99
Myrtle Navy, 15c Foil 1 44
Navy, G. & A., 10c 99
Nigger Hair, 10c, doz. 99
Nigger Hair, Pails, dz 8 40
Nigger Head, P. C. 10c 99
Old English, C. C. 16c 1 63
Peerless, L. C., 10c 99
Peerless, L. C., 35c dz. 3 36
Peerless, L. C. Pails 7 44
Rob Roy, L. C., 10c 99
Rob Roy, L. C., 40c 8 84
Rob Roy, L. C., pails 8 40
Sweet Maple Scrap 96
Soldier Boy, L. C., 10c 99
Soldier Boy, L.C., pl. 7 32
Tuxedo, Gran. 15@1 49
Tuxedo, Gran. Cut
plugs, 8 oz. tins 6 72
Yale Mix., 15 vac. tin 1 44

CIGARETTE PAPERS.

Riz La Croix, Wh. dz. 48
Riz La Wheat Br., dz 48
Riz Tam Tam, pr doz. 42
Riz Zag, per 100 7 25

TOBACCO—FINE CUT.

Liggett & Myers Brands

Hawatha, 10c doz. 96
Hiawatha, 16 oz., dz. 11 00
Red Bell, 10c, doz. 96
Red Bell, 35c, doz. 2 95
Red Bell, 75c Pails dz. 7 40
Sterling, 10c, doz. 96
Sweet Burley, 10c, dz. 96
Sweet Burley, 40c foil 3 85
Swt. Burley, 95c Dru. 8 50
Sweet Cuba, 10c, dz. 96
Sweet Cuba, 40c, doz. 3 85
Sweet Cuba, 95c Fall 8 50
Sweet Orange, 10c, dz. 96

Scotten Dillon & Co. Brand

Dan Patch, 10c, doz. 90
Dan Patch, 16 c., dz. 7 50
Ojibwa, 10c, d.z. 96
Ojibwa, 8 oz., doz. 3 85
Ojibwa, 95c, doz. 8 50
Ojibwa, 90c, doz. 8 00
Sweet Mist, 10c, doz. 96
Uncle Daniel, 10c, doz. 96
Uncle Daniel, 16 oz. 10 20

Liggett & Meyers Brands.

Briar Pipe, doz. 96
Cuban Star, L. C., 10c 96
Cuban Star, Pails, dz. 6 90
Corn Cake, Gran. 5c 48
Corn Cake, Gran., 10c 96
Corn Cake, Gran., 25c 2 40
Corn Cake, Gran., 50c 4 80
Duke's Mixture, 10c 96
Glad Hand, L. C., 10c 96
Growler, L. C., 10c 96
Growler, L. C., 25c 2 56
Growler, L. C., 50c 5 06
La Turka, Plug C. 15c 1 44
Nook Hour, L. C., 10c 96
O. U. G. Cut E., 10c 96
O. U. C. P., 90c jars 9 00
Pilot, Long Cut, 25c 2 50
Pilot Boy, 10c, doz. 96
Pilot Boy, 70c Pails 7 40
Summertime, 10c, doz. 96
Summertime, 30c, dz. 3 90

Summertime, 65c Pails 6 50
Sweet Tip Top, 10c, dz 96
Velvet, Cut Plug, 10c, dz 96
Velvet, Cut Plug, tins 1 53
Velvet, Cut Plug, 8 oz. 6 72
Velvet, C. Pl., 10c, dz 15 34
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
Stag, Cut P., 10c, dz. 96
Union Leader, 10c tin 96
Union Leader, 50c tin 4 80
Union Leader, 1 1/2 tin 9 60
Union Leader, 10c, dz. 96
Union Leader, 15c, dz. 1 44
War Path, 35c, doz. 3 35

Scotten Dillon Co. Brands
Dan Patch, 10c, doz. 96
Dillon's Mixture, 10c 96
G. O. P., 35c, doz. 3 00
G. O. P., 10c, doz. 96
Loredo, 10c, doz. 96
Peachy, Do. Cut, 10c 96
Peachy Scrap, 10c, dz. 96
Peninsular, 10c, doz. 96
Peninsular, 8 oz., dz. 3 00
Reel Cut Plug, 10c, dz. 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, dz 96
Big 8, Clip, 10c, doz. 96
Buck Shoe Scrap, 10c 96
Pinkerton, 30c, doz. 2 40
Pay Car Scrap, 10c, dz 96
Pinch Hit Scrap, 10c 96
Red Man Scrap, doz. 96
Red Horse Scrap, doz. 96

J. J. Bagley & Co. Brands.
Broadleaf, 10c 96
Buckingham, 10c, doz. 96
Buckingham, 15c tins 1 44
Gold Shore, 15c, doz. 1 44
Hazel Nut, 10c, doz. 96
Kleeko, 25c, doz. 2 40
Old Colony, Pl. C. 17c 1 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, dz. 3 36
Prince Albert, 17c, dz. 1 53
Prince Albert, 8 oz. tins, without pipes 6 72
Prince Albert, 10c, doz. 96
Prince Albert, 16 oz. 12 96
Prince Albert, 16 oz. 12 96
Stud, Gran. 5c, doz. 4 80
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 dob. 2 25
Serene Mixture, 16c dz. 1 60
Serene Mixture, 8 oz. 7 60
Serene Mixture, 16 oz. 14 70
Tareyton Luncheon 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., 10c, doz. 3 00
Royal Major, 10c, doz. 96
Royal Major, 6 oz., dz. 3 00
Royal Major, 14 oz. dz 7 20

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

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

Copenhagen, 10c, roll 64
Seal Blandening, 10c 64
Seal Goteberg, 10c, roll 64
Seal Sve. Rapee, 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
Choc Marshmallow Dp 1 75
Milk Chocolate A. 1 60
Nibble Sticks 2 00
Primrose Choc. 1 25
No. 12 Choc. 1 60
Chocolate Nut Rolls 1 90

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

Lozenges. Pails
A. A. Pep. Lozenges 16
A. A. Pink Lozenges 16
A. A. Choc. Lozenges 17
Motto Hearts 19
Malted Milk Lozenges 21

Hard Goods. Pails
Lemon Drops 13
O. F. Horehound Dps. 18
Anise Squares 18
Peanut Squares 20
Horehound Tablets 20

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

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

Package Goods
Creamery Marshmallows 4 oz. pkg, 12s, cart. 96
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 1/2
6s and 4s.
Less than 5 cases 20 1/4
Five cases 19 1/4
Ten cases 19 1/4
Twenty-five cases 19

COUPON BOOKS
50 Economic grade 2 60
100 Economic grade 4 60
500 Economic grade 20 00
1,000 Economic grade 37 50
Where 1,000 books are ordered at a time, special-ly printed front cover is furnished without charge.

CREAM OF TARTAR
6 lb. boxes 42

DRIED FRUITS
Apples
Evap'd Choice, blk. 15
Apricots
Evaporated, Slab 30
Evaporated, Fancy 36

Citron
10 lb. box 46

Currants
Package, 14 oz. 21
Boxes, Bulk, per lb. 21

Peaches
Evap. Fancy, Unpeeled 21

Peel
Lemon, American 24
Orange, American 26

Raisins
Seeded, bulk 16
Seeded, 15 oz. pkg. 16
Seedless, Thompson 16
Seedless, 1 lb. pkg. 16

FARINACEOUS GOODS
Beans
Med. Hand Picked 06 1/2
Cal. Limas 10
Brown, Swedish 08
Red Kidney 10

Farina
24 packages 2 10
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. 06 1/4
Split, lb. 08

Sago
East India 07 1/2

Tapioca
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 7 50

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

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

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

FLAVORING EXTRACTS
Jennings
Pure Vanilla
Turpeneless
Pure Lemon

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

FLOUR AND FEED
Valley City Milling Co.
Lily White, 1/2 Paper sack
Harvest Queen, 2 1/2 Light Loaf Spring Wheat, 2 1/2
Roller Champion 2 1/2
Snow Flake, 2 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, 1/8 7 20
Red Arrow, 1/8 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 1 01
No. 1 White 99

Oats
Carlots 41
Less than Carlots 48

Feed
Street Car Feed 30 00
No. 1 Corn & Oat Fd 30 00
Cracked Corn 30 00
Coarse Corn Meal 30 00

FRUIT JARS
Mason, pts., per gross 9 70
Mason, qts., per gross 10 65
Mason, 1/2 gal., gross 13 75
Ideal Glass Top, pts. 10 50
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 Acidu'd, 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
1/2 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 13
Green, No. 2 12
Cured, No. 1 14
Cured, No. 2 13
Calfskin, green, No. 1 17
Calfskin, green, No. 2 15 1/2
Calfskin, cured, No. 1 18
Calfskin, cured, No. 2 16 1/2
Horse, No. 1 4 00
Horse, No. 2 3 00

Pelts
Old Wool 75@1 00
Lambs 50@2 00
Shearings 50@1 00

Tallow
Prime @5
No. 1 @4
No. 2 @3

Wool
Unwashed, medium @33
Unwashed, rejects @23
Unwashed, medium @35

HORSE RADISH
Per doz., 7 oz. 1 25

JELLY AND PRESERVES
Pure, 30 lb. pails 3 00
Pure 7 oz. Ass't., 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
Red Stick, 720 lb. bxs 5 50
Red Stick, 144 bxs 5 25

Cleveland Match Co. Brands
Old Pal, 144 Boxes 8 00
Buddie, 144 Boxes 5 75

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

Molasses in Cans.
Red Hen, 24, 2 lb. 2 60
Red Hen, 24, 2 1/2 lb. 3 25
Red Hen, 12, 5 lb. 3 10
Red Hen, 6, 10 lb. 2 80
Ginger Cake, 24, 2 lb. 3 00
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, 36, 2 lb. Black 4 30
Dove, 24, 2 1/2 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 14
Fancy mixed 21
Fiberts, Sicily 16
Peanuts Virginia, raw 08 1/2
Peanuts, Vir. roasted 09 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
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, doz. 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.
Tank Wagon 20.3
Gas Machine Gasoline 38.2
V. M. & P. Naptha 24.2
Capitol Cylinder 42.2
Atlantic Red Engine 23.2
Winter Black 13.7

Smoked Meats
Hams, 14-18, 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 37 @39
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
1/4 bbls., 35 lbs. 4 00
1/2 bbls. 7 00
1 bbl. 14 15

Tripe
Kits, 15 lbs. 90
1/4 bbls., 40 lbs. 1 60
1/2 bbls., 80 lbs. 3 00

Casings
Hogs, per lb. @42
Beef, round set 14@26
Beef, middles, set 25@30
Sheep, a skem 1 75@2 00

Uncolored Oleomargarine
Solid Dairy 20@23
Country Rolls 22@24
Gem Nut 22

RICE
Fancy Head 08
Blue Rose 06
Broken 03 1/2

ROLLED OATS
Steel Cut, 100 lb. sks. 3 25
Silver Flake, 10 Fam. 1 90
Quaker, 13 Regular 1 80
Quaker, 12s Family 2 65
Mothers 10s. Illium 3 30
Silver Flake, 18 iteg. 1 45
Sacks, 90 lb. Jute 2 90
Sacks, 90 lb. Cotton 3 00

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 15
Tablets, 1 lb. Pure 22
Tablets, 1/2 lb. Pure 1 40
doz. Wood boxes, Pure 24
Whole Cod 12

Holland Herring
Standards, kegs 90
Y. M. Kegs 1 00
Standard, bbls. 15 00
Y. M. bbls. 16 00

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 14
Good 12
Medium 14
Poor 18

Lamb
Good 25
Medium 23
Poor 18

Mutton
Good 12
Medium 11
Poor 08

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 19 00@21 00

Lard
80 lb. tubs 4 1/2
Pure in tierces 14@14 1/2
Compound Lard 11@11 1/2

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

Smoked Meats
Hams, 14-18, lb. 22 @25
Hams, 16-18, lb. 22 @25
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Quaker, 13 Regular 1 80
Quaker, 12s Family 2 65
Mothers 10s. Illium 3 30
Silver Flake, 18 iteg. 1 45
Sacks, 90 lb. Jute 2 90
Sacks, 90 lb. Cotton 3 00

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

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Granulated, 100 lbs cs 2 25
Granulated, 36 2 1/2 lb. packages 2 50

COD FISH.
Middles 15
Tablets, 1 lb. Pure 22
Tablets, 1/2 lb. Pure 1 40
doz. Wood boxes, Pure 24
Whole Cod 12

Holland Herring
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Y. M. Kegs 1 00
Standard, bbls. 15 00
Y. M. bbls. 16 00

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1/2 bbl., 100 lbs. 6 00

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Tongue 11
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Mince Meat
Condensed No. 1 car. 2 00
Condensed Bakers brick 31
Moist in glass 8 00

SALT

Colonial 24 2 lb. bbl.	90
Med. No. 1, Bbls.	2 70
Med. No. 1, 100 lb. bg.	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
El. Z. Combination, dz.	1 35
Dri-Foot, doz.	2 00
Bixbys, Doz.	1 35
Shinola, doz.	85

STOVE POLISH.

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

SOAP.

Am. Family, 100 box	5 75
Export, 120 box	4 65
Flake White, 100 box	4 50
Fels Naphtha, 100 box	4 50
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
Fummo, 100 box	4 85
Sweetheart, 100 box	5 70
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	5 00
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 ds. bx	3 75
Bon Ami Cake, 3 ds.	3 25
Climaline, 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.	4 80
La France Loun, 4 ds.	3 70
Luster Box, 54	3 75
Miracle Cm, 4 oz. 3 ds.	4 00
Miracle C., 16 oz., 1 ds.	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
Sapolio, 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
Sunbrite, 72 doz.	4 00
Wyandotte, 48	4 75

SPICES.

Whole Spices.

Allspice, Jamaica	@13
Cloves, Zanzibar	@45
Cassia, Canton	@16
Cassia, 5c pkg., doz.	@40
Ginger, African	@15
Ginger, Cochin	@20
Mace, Penang	@70
Mixed, No. 1	@22
Mixed, 5c pkgs., doz.	@45
Nutmegs, 70-80	@40
Nutmegs, 105-110	@38
Pepper, Black	@15

Pure Ground in Bulk

Allspice, Jamaica	@16
Cloves, Zanzibar	@50
Cassia, Canton	@22
Ginger, African	@22
Mustard	@28
Mace, Penang	@75
Nutmegs	@32
Pepper, Black	@18
Pepper, White	@32
Pepper, Cayenne	@32
Paprika, Spanish	@32

Seasoning

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

Gloss

Argo, 48 1 lb. pkgs.	3 75
Argo, 12 3 lb. pkgs.	2 74
Argo, 8 5 lb. pkgs.	3 10
Silver Gloss, 48 is	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	38
Cotton, 3 ply balls	40
Wool, 6 ply	20

VINEGAR

Cider, 40 Grain	29
White Wine, 40 grain	17
White Wine, 80 grain	22
Oakland Vinegar & Pickle Co.'s Brands	
Oakland Apple Cider	35
Blue Ribbon Corn	22
Oakland White Pickling	24
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.	4 50
Rochester, No. 2, doz.	5 00
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 75
Marked, drop handle	2 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	5 00
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. Galvanize 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	6 75
Brass, Single	7 00
Glass, Single	8 25
Double Peerless	7 50
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
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Most Stories of Wild Animals Pure Fabrications.

Grandville, Oct. 3—When I was a lad I read wonderful stories about wild animals chasing humans who (the humans) had to either flee or fight, and sometimes do both. These stories of wolves chasing settlers who were driving through the woods, sometimes bounding into the sleigh and tearing a passenger from his seat, were thrilling enough.

Bad little boys were often eaten by bears, pigs stolen from the sty, horses run down and devoured, it was enough to send the cold chills down one's back. In fact, it is a wonder that anyone dared venture out to his daily tasks in those brave days of old.

I remember one incident that pleased me, that of two boys lost in the woods, but who had with them their uncle's violin, which proved their salvation when two lusty black bears came out upon them from a hemlock swamp.

One of the boys played that fiddle for dear life, and the bears fascinated by the music, sat back and listened, forgetting that they had come to make a meal off the youngsters.

Bruin soon went waltzing back into their haunts to the music of that violin as the boy played desperately Old Zeb Coon, Devil's Dream and the like until both bears were gone from sight and hearing.

It was a pretty story, hatched for service in the brain of a prolific writer of juvenile stories.

In Russia, too, the wolves seemed to chase people even more than in this land of the free and the brave. Mothers have been known (so we read) to toss their children to the dread enemy that their own lives might be saved, though how mothers could do that a ways puzzled my young brain.

The adventures with boy skaters on our Western rivers and lakes were quite plentiful sixty years ago, almost as plentiful as were those other terrible scraps with the murdering wild

Indians. I have sat for hours while father read those tales of Far West adventure and felt thankful that we lived in Michigan; where such horrid things never happened. We lived deep in the woods at that, but wolves, bears and wildcats seldom disturbed the serenity of our lives.

Now and then we read of wolf and bear adventures happening in the far North. The farther away the better for the success of the story. Distance now as in the olden time lends enchantment to the view.

Captain Mayne Reid was the boy's favorite writer of Western and Mexican yarns a half century ago. The captain was an Englishman who came to America in search of adventure and found it. His "War Trail" was one of the most thrilling serials ever written. It was first published in the Saturday Evening Post, the old Post which in no way resembled the present day namesake.

There were other writers of equal fame, among them Edward S. Ellis, whose Indian tales had a wide circulation in the sixties.

Wolf stories bear yarns, snake narratives, deer stalking and the like, so glibly spun by those early day spiclers, were mostly fakes pure and simple. I think it was the late Theodore Roosevelt who dubbed them nature fakers, and he was right.

I did not think it strange that these wonderful adventures took place when I was young. Although I lived near to nature's heart, and had all the surroundings of wilderness and wild animals it did not occur to me that if these wonderful experiences were vouchsafed to others why not to me and mine.

The nature faker, and he lives to-day as well as in the other time when the woods covered such a wide extent of our State and country, has no compunctions about telling his wondrous tales. He coins shekels from such prevarications; hence the work he does.

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

A residence in the woods from 1847 down through the lumbering period to now leads me to brand the most of the animal tales of wonderful adventure as fakes, pure and simple.

When I was a boy a man came through our settlement on his way to the mouth of the Muskegon. He was a lusty looking chap, yet he had very little sand, as the saying goes. He bought a lunch of crackers and cheese at the settlement store, then set out on his journey, which lay through seven miles of pine woods, after which came a wide strich of oak openings, such as Cooper tells about in the Bee Hunter.

Two hours later our traveler reappeared, puffing with exertion of fast footing, exclaiming that he had encountered a big bear three miles out. "Well," asked the store man "what did you do?"

"I came back as fast as I could leg it."

"Afr a gun to shoot the bear?" "Not much. That bear chased me for a mile, and if I hadn't been mighty swift on foot he'd a got me all right." "Sho!"

That was all the man behind the counter said, but a queer little smile wreathed his mouth. Of course, he knew that no bear had chased the man. It was pure fright which had caused him to imagine it all, and it is of such that all our wild animal stories of the early settlements were made.

It is a well known fact that a bear will never attack a man unless that bear is near starvation or completely cornered. Nor were wolves, however large the pack, ever known to run down a sleigh load of people and devour them. All such tales are pure prevarications. Old Timer.

The Church As a Peacemaker.

Chicago, Oct. 3.—With Europe and Asia again in a ferment and a new world war threatened, civilization crumbling in the Old World, world bankruptcy in peace and good-will, and with continued failure on the part of the various organizations and conferences that have tried to calm the storm, is there anything fanciful in the forecast that as a last resort appeal will be made to the Church; and the Church will speak and will declare that the only remedy for the evils which threaten to engulf civilization is to be found in religion? A League of Nations has been trying to save the world; will not the next thing be a league of churches for the same purpose?

The role of peacemaker naturally belongs to the Church. Just the other day Premier Lloyd George said to a gathering of Free Churchmen in London that if the churches of Europe and America allowed another great war to come "they had better close their doors." We may safely assume that the churches of Europe and America do not intend to close their doors or to let the world say that they ought to be closed. But they know that Lloyd George was right—that another war, to be fought with the terrible weapons now being devised, would be a war against civilization itself and an unthinkable crime against humanity, which it is up to them to prevent.

Theoretically, at least, religion affords a short cut to the peace and security which the world so desperately needs; for no one will deny that all this trouble springs from human selfishness, for which religion is the only cure. If only by some means the religion of the Golden Rule could be put into the hearts of men, the tremendous problems with which statesmen are vainly wrestling would quickly solve themselves. In the Church, if anywhere, such a solution must be found. Is it not plain that the Church is going to come forward with a programme for world peace, to which all classes will be expected to conform for the common good, and from which dissent will not be tolerated? Leon A. Smith.

Two Ideals of Food Regulation.

The annual convention of food commissioners, at Kansas City last week, was eloquent of the changes of sixteen years of the Federal pure food law. Not only have food law ideals wholly changed but the personnel of the men charged with their enforcement and the type of mind which actuates them are also radically different. All of which is a matter of congratulation.

The contrasts are rendered the more striking from the fact that in two or three instances—notably in one—the vagaries of politics have brought back into the arena some of the very radicals who almost wrecked the Pure Food law at the outset by their irreconcilable exactions of a wholly unnecessary and impracticable character. This thought is reflected in some of the addresses printed in to-day's paper, notably those of Dr. Campbell on the liberal, modernistic end and of Professor Emery on the obsolete, irreconcilable wing.

On the one side we find the present head of the Federal food inspection authority arguing in favor of the utmost co-operation between officials and the food producers and distributors and asserting that the law is not intended to enforce hair-splitting theoretical ideas by a punitive attitude but rather to waive debatable points and aim at safe, pure food in which amplitude of supply and practical cheapness will have consideration and in which the officials shall aid the trade rather than punish it. His idea rests on confidence that food manufacturers are generally honest; Emery's idea is that every food manufacturer is inherently a crook and a public enemy.

Since Emery drifted back into office again in the backwash of Wisconsin politics, a couple of years ago, he has been busily tearing open old sores and his address at Kansas City shows that he is more interested in the glorification of his radical ideas and his own political loyalty to the dairy interests of his own State who elected him than he is in either pure food, cheap foods or the public economy. Every point he raised was of the bygone days—issues supposed to have been laid on the shelf with himself long ago—such as benzoate of soda, saccharine, artificial coloring, bleached flour, chemical preservatives, artificial flavors, the oleo issue, fanciful ingredient and proportional laws on butter, cheese, etc., also pre-eminently the antagonism to "filled milk."

Evidently there are not many of the Emery type still in harness; else pure food laws would menace the public far more than occasional sophisticated food products do. The modern idea is to make food laws uniform and standard throughout the Nation, so that a legal product or a truthful label, correct in one State or in interstate commerce, shall remain legal and correct in every State. There is ample support for such a law, in spite of the fact that there are bound to be some difficulties met in its accomplishment. The demonstration that practical ideals of helpfulness for the food trades are prevalent is reassuring and when displayed against a background of radicalism become the more encouraging.

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Advertisements inserted under this head for five cents a word the first insertion and four cents a word for each subsequent continuous insertion. If set in capital letters, double price. No charge less than 50 cents. Small display advertisements in this department, \$3 per inch. Payment with order is required, as amounts are too small to open accounts.

A Great Opportunity—Stock of dry goods and novelties for sale, about \$15,000, in best Northern Michigan town, 15,000 population. Three-story brick building, on main street. Will sell cheap, on easy payments, or rent. The leading town in hundreds miles around. Three railroads, on Lake Michigan bay. Best farming and fruit belt. Good resorting. Reason for selling, can't give personal attention account of other business. If interested, address No. 935, care Michigan Tradesman. 935

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For Sale—Coal and produce business, good town. A money maker. De Coudres, Bloomingdale, Mich. 928

WANTED—SALESMAN FOR RETAIL STORE. MUST HAVE THOROUGH KNOWLEDGE OF LINENS AND DOMESTICS. STATE AGE, EXPERIENCE, AND SALARY EXPECTED IN FIRST LETTER. ADDRESS 929, CARE MICHIGAN TRADESMAN. 929

Position Wanted—As traveling salesman in wholesale store. Experience in groceries, dry goods, shoes. Can furnish the best of reference. Address No. 932, care Michigan Tradesman. 932

Plumbers and Tinsmiths Looking for Good Location—Store to rent 21x100, at South Park, between Port Huron and Marysville. Splendid location. No opposition. Factory district, formerly occupied by Barton Bros., Plumbers. Address Waddell Bros. Hardware, 2412 Connor St., Port Huron, Mich. 933

Wanted—An experienced man for manager in general store, established thirty years. Can buy an interest if satisfactory. Address No. 934, care Michigan Tradesman. 934

For Sale—Cash registers and store fixtures. Agency for Standard computing scales. Dickry Dick, Muskegon, Mich. 643

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Will pay cash for whole stores or part stocks of merchandise. Louis Levinsohn, Saginaw, Mich. 938

Want whole or part stocks shoes, men's wear or general mdse. E. C. Greene & Co., Jackson, Mich. 887

For Sale—Good paying meat market in town of 800. Only market in town. Address No. 901, care Michigan Tradesman. 901

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WANTED—Several first-class wood carvers interested in taking up same line of work in soft limestone. Permanent positions for right parties. No labor troubles. Splendid wages. Box 256, Bedford, Ind. 921

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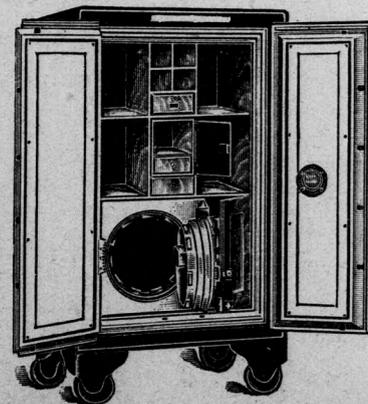
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STANDARD MELON CUTTING.

These Companies To Make Their Stockholders Happy.

New York, Oct. 10—Stockholders of the Standard Oil Company of New York will meet Dec. 3 to ratify the action of the directors in declaring a 200 per cent. stock dividend.

The capital of the company will be increased from \$75,000,000 to \$225,000,000, and the par value of the stock will be reduced from \$100 to \$25. This is in line with the plan which has proved so popular with the Standard Oil of Indiana, Standard Oil of California and Standard Oil of Kentucky.

The killing of the bonus bill caused the several plans of recapitalization to come before the directors of the various Standard Oil companies. It had been feared that the bonus legislation might have included provisions unfavorable to Standard Oil plans. The chief fear was that the Government might take steps to tax stock dividends.

Now that the Standard Oil of New York has brought its plan to a head, the next in line probably will be the Standard Oil of New Jersey. This company has done nothing for its stockholders, excepting to allow them to subscribe to preferred stock for the past ten years. Because of this Standard Oil of New Jersey's plan of recapitalization is expected to involve benefits to stockholders of greater magnitude than any other Standard Oil company.

Wall street expects that when readjustment is completed, Standard Oil of New Jersey will be a \$1,000,000,000 concern. Its assets already are well in excess of that amount. Stock outstanding amounts to approximately \$300,000,000. This consists of \$200,000,000 preferred and roughly \$100,000,000 common.

Another predicted reorganization is that of the Vacuum Oil Company, whose \$15,000,000 of capital stock has remained unchanged since 1912. Although much smaller than either Standard Oil of New York or Standard Oil of New Jersey, Vacuum yet is one of the richest of the Standard Oil group. Its surplus at the close of 1921 was more than \$62,000,000, or more than four times its present capital stock. This company, it is believed, will reduce the par value of its stock to \$25, in addition to declaring a very substantial stock dividend.

Standard Oil of Kansas, closely held by Standard Oil insiders, is the third big company known to be making capital readjustment arrangements. A stock dividend is predicted, as well as the reduction of par value from \$100 to \$25.

Standard Oil of New York is the third Rockefeller organization to declare a stock dividend within the last few weeks. Standard Oil of Kentucky took the lead, declaring a stock dividend of 33 1/3 per cent. Standard Oil of California then split a 100 per cent. stock melon, reducing the par value of its stock to \$25.

The announcement of Standard Oil of New York caused the stock of that company to soar like a rocket yesterday on the New York Curb Exchange. Opening at 572, it closed at 634, a rise of 58 points.

Standard Oil of Ohio, also quoted on the curb, advanced 30 points. Vacuum Oil moved forward 20 points, Standard Oil of Indiana 8 3/4 points and Standard Oil of Kentucky 3 3/8 points.

On the big board Standard Oil of New Jersey went up 5 points and Standard Oil of California 1 1/2.

Distribution of a Standard Oil of New York stock dividend has been discussed in official quarters for several years. In the fall of 1920 the directors called a special meeting of stockholders and announced that a stock dividend of 200 per cent. was to be declared. At that time the cap-

ital stock of \$100 par value was to split up into shares of \$25 par value. The stockholders never met, however, and announcement was made that the plan could not be carried through because a majority of the stockholders failed to appear either in person or by proxy.

Later it was learned that the plan was abandoned because certain large stockholders were opposed to a stock dividend for fear that the Government, directly or indirectly, would adopt tax measures. The matter then dropped to the spring of this year, when it was rumored that the plan again was under consideration. Next it was learned that the plan had been dropped for the second time because of the agitation for the soldier bonus and the belief that stock dividends would be taxed to help raise funds for such compensation.

The Standard Oil Company of New York was incorporated in 1882, with a capitalization of \$5,000,000. All but directors' qualifying shares were held by the Standard Oil Company of New Jersey, which at the time of dissolution of the Standard Oil group late in 1911 and early in 1912, held all but four shares of the stock of the New York company.

The outstanding capital stock of the company was increased successively to \$7,000,000 in 1892 and \$15,000,000 in 1903. On June 5, 1913, the stockholders ratified a proposal to increase the capital stock of the company by the declaration of a 400 per cent. stock dividend, distributed on June 30 of that year.

The capitalization of the company consisted solely of common stock until 1921, when it was found advisable to resort to bond issues to raise cash needed at the time. On January 2 a \$30,000,000 issue of 7 per cent. debentures was put out, which are to be redeemed beginning with 1925, and this was followed by a second issue of \$20,000,000 6 per cent. debenture bonds on May 1, redeemable on and after 1928. Hence, the company will have a yearly interest charge of \$3,400,000, which cannot be reduced for the next three years at least.

Prior to the dissolution of the Standard Oil group, two dividends were paid by the company, one of 70 per cent. in 1903 and another of 10 per cent. in 1906. Since the dissolution, the dividend record of the company has been as follows:

1911	20	1917	11
1912	6	1918	12
1913	*6	1919	16
1914	8	1920	16
1915	8	1921	16
1916	8	1922	8

*And 400 per cent. in stock.

As the company has almost consistently followed the practice of the Standard Oil group of paying small cash dividends and adding the greater part of earnings to surplus account, the book value of the stock has steadily risen from \$119 per share following the declaration of the 400 per cent. stock dividend in 1913 to \$323 at the end of 1921.

Review of the Produce Market.

Apples — Tallman Sweets, Wolf River and Wealthy command 75c per bu.; Maiden Blush, Kings, Shiawassee Beauties, Spys and Baldwins fetch \$1@1.25 per bu.

Bananas—7 3/4c per lb.

Beets—\$1 per bu.

Butter—The consumptive demand for butter has been very good. Stocks in storage are lighter than they were a year ago. The make of fresh butter is also reported to be lighter. The market is firm but we do not look for much change from the present quotations. Local jobbers hold extra at 40c and fancy at 39c in 63 lb. tubs; fancy in 30 lb. tubs, 41c; prints, 42c.

They pay 20c for packing stock.

Cabbage—60c per bu.

Carrots—75c per bu.

Cauliflower—\$2.50 per dozen heads.

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

Cocoanuts—\$8 per sack of 100.

Cranberries—Cape Cod are now in market, commanding \$5.50 per 1/2 (Philadelphia) barrel box.

Cucumbers—Illinois hot house, \$2.25 per doz.

Eggs—The demand for eggs is only fair. The receipts of new laid eggs are extremely light. Storage eggs are plentiful and the market on both fresh and storage eggs remains unchanged. We are not likely to experience any change of any consequence during the week. Local jobbers pay 37c for candled, cases included. Cold storage operators are feeding out their supplies as follows:

Firsts	32c
Seconds	29c
Checks	26c
Egg Plant	\$1.50 per doz.
Grapes—4 lb. baskets sell by the dozen as follows:	
Concords	\$2.50
Niagaras	2.75
Delawares	3.25
Bulk grapes command	\$1.90 per bu.
Green Corn	20c per doz.
Green Onions—Silverskins, 25c per doz. bunches.	
Honey—32c for comb; 25c for strained.	
Honey Dew Melons—\$2.25 per crate of 6 to 8.	

Lemons—Sunkist have advanced \$1 per box on account of scarcity. Present prices are now as follows:

300 size, per box	\$11.00
360 size, per box	11.00
270 size, per box	11.00
240 size, per box	10.50
Lettuce—Hot house leaf, 20c per lb.; head, \$2 per crate; Iceberg from California, \$7.50 per case.	

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

Onions—Home grown, \$1.50 per 100 lb. sack.

Oranges—Fancy Sunkist Valencias are now held as follows:

100	\$11.00
126	11.00
150, 176 and 200	11.00
216	11.00
252	9.00
288	7.50
324	4.50

Choice, 50c per box less.

Parsley—50c per doz. bunches.

Peaches—Gold Drop and Lemon Freeze fetch \$1@1.25 per bu.

Pears—\$1.25 per bu. for Clapp's Favorite; \$1.50 for Anjous; \$1 for Kiefers.

Peppers—\$2.25 per bu. for green; 30c per doz. for red.

Pickling Stock—Cukes, 20c per 100; white onions, \$1.25 per 20 lb. box.

Potatoes—Home grown, 60c per bu.

Poultry—The market has sustained a strong decline, due to heavy receipts. Local buyers now pay as follows for live:

Light fowls	13c
Heavy fowls	18c
Broilers, 3 lb. and up	20c
Broilers, 2 lb. and under	13c
Cox and Stags	10c

Pumpkins—20@25c apiece.

Quinces—\$2@2.50 per bu.

Radishes—20c per doz. bunches.

Squash—\$1 per bu. for Hubbard.

Sweet Potatoes—Virginia command \$1 per hamper and \$3 per bbl.

Tokay Grapes—\$3.50 per crate.

Tomatoes—From home grown at 75c per bu. to 6 lb. basket of California at \$1 is some jump, but that is the shift this staple product has taken during the past week; home grown green, 50c per bu.

Turnips—75c per bu.

Wax Beans—\$1.50 per bu. for home grown.

Out With the Old—In With the New.

Boyer City, Oct. 10—The Chamber of Commerce held its sixth annual election last week. The old board is represented by eight members—W. P. Vought, Wm. Capelin, G. C. Townsend, T. P. Pomeroy, W. F. Tindall, F. O. Barden, J. H. Parker and Charles T. McCutcheon. The newly-elected members are Charles T. Sherman, Geo. P. Faguet, of the B. C., G. & A. R. R., Guy C. Conkle, a popular physician, and Mayor W. L. Martin, of the Boyne City Lumber Co. and behind everything big in Boyne City. The men elected are identified with every business in the city and should make a strong showing for the coming year's work. The Chamber of Commerce has had a strenuous two years, but has maintained its organization and accomplished some very profitable work for the city. With the renewed business activity it is expected that this year will surpass any previous one of its five years.

Our genial and erudite county agent is surely a most accommodating officer. He was driving along the Boyne Falls road the other day when he observed one of his farmer friends wrestling with a heavy stand of corn. His heart was touched by the evident weariness of his friend. B. F. has only to witness distress to have his sympathies aroused. His sympathy is not precarious. It is of the kind that immediately reaches out for present means of relief. As he drove along with his usual hearty salutation to his friends the matter pressed upon his sympathetic mind. By and bye he slowed up, he stopped. He had an idea. He turned. Unfortunately, he was so occupied with his incubating idea that he neglected to observe carefully the contour of the adjacent land and backed into the ditch. After much use of language and backing and pulling, he regained the roadway. He stepped on her as he approached the farm of his friend and fellow toiler, he seized the top wire of the fence and trailed it across the field. At a mad pace he regained the road, grabbed the wire and with all the force at his command threw it over the Boyne River Power Company's transmission line. A flame and a roar ensued like the falling of mighty waters. When the smoke cleared away his friend, was disclosed on bended knee, tears of gratitude coming down his toil furrowed cheeks. The corn was all properly shocked—and so was Hagerman. Maxy.

The Bold Heart.

This time I did not win,
And shall I then
Go with bowed head
And never try again?

No, rather let me strive
The harder still
Until I bend my fortune
To my will.

Let me not break nor bend
But let me be
Stronger than any fate
That comes to me.

Let me be bold of heart
And learn to read
In every failure
How I may succeed.
Abigail Cresson.

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(INDIANA)

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