

YOU CAN NEVER TELL

You never can tell when you send a word
Like an arrow shot from a bow
By an archer blind—be it cruel or kind,
Just where it will chance to go.
It may pierce the breast of your dearest friend,
Tipped with its poison or balm;
To a stranger's heart in life's great mart
It may carry its pain or its calm.

You never can tell when you do an act,
Just what the result will be;
But with every deed you are sowing a seed,
Though its harvest you may not see.
Each kindly act is an acorn dropped
In God's productive soil;
Though you may not know, yet the tree shall grow
And shelter the brows that toil.

You never can tell what your thoughts will do
In bringing you hate or love;
For thoughts are things, and their airy wings
Are swifter than carrier doves.
They follow the law of the universe—
Each thing must create its kind;
And they speed o'er the track to bring you back
Whatever went out from your mind.

Ella Wheeler Wilcox.

Don't be a beggar from life. Stand up
And earn your right to its silver cup.
Get out in the battle and take the blows
And come home tired to a night's repose.
Bear the burdens and brave the care,
Travel the highways, but pay your fare;
Then you may say, if you've stood alone,
That you've a right to the things you own.

Try It

Your own personal endorsement is the best sales-getter for any food.

Have you tried FLEISCHMANN'S YEAST? Do you know its benefits to your own health? Are you sold on it personally? Then you can sell it to others. Your own faith in Yeast-for-Health brings you greater profits.

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.

RICH & FRANCE

MANUFACTURERS OF

Guaranteed Brooms

The **DANDY** Line

ALSO

The **BEST ON EARTH** Line

OF PATENT BROOMS

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ILLINOIS

WHITE HOUSE COFFEE

DWINELL-WRIGHT CO.
BOSTON—Principal Coffee Roasters—CHICAGO

Incomparable, Unapproachable, Splendid



"White House" Coffee

is so completely and entirely excellent that its users can never possibly be dissatisfied with its quality, flavor and general character.

NONE BETTER AT ANY PRICE

IDENTIFYING CUT OF THE WHITE HOUSE, AT WASHINGTON, ON ALL CONTAINERS. IN 1, 3 AND 5 LBS., ONLY. NEVER IN BULK.

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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

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"A Franklin Cane Sugar for every use"

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

MICHIGAN TRADESMAN

Fortieth Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 18, 1922

Number 2039

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.

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TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

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SEASONAL CROP PRICES.

While the Department of Agriculture reports that the average price actually received by farmers for their principal crops during September was 2 per cent. below that of August, this fact is not to be interpreted as pointing to any lowering of the general price level. The decline during September is a seasonal movement. Prices always tend to sag in the period of heaviest marketing, and this is especially pronounced in the case of farm products, which, unlike manufactured goods, reach marketing condition in the space of a few weeks. This tendency for the prices of farm products to decline just when the producer begins to sell them and to advance when they have passed out of his hands is a source of loud complaint from the farmers, though it is but an inevitable result of the working of the law of supply and demand. It is important to note, however, that this year the drop during the marketing season is much less than the average, which over a ten-year period amounts to 4.5 per cent. The fact that the decline is below the seasonal average is consistent with the general tendency of most other commodity prices to advance. Recent prices for meat animals, however, are an exception. The average rate of seasonal decline during September in ten years is 1.2 per cent., but the rate for last September was 2.4 per cent.

UPWARD TREND IN BUSINESS.

The business trend continues upwards in satisfactory fashion. The steel industry is now operating close to 75 per cent. of capacity, and this is even better than the previous best record of the year, attained last June before the rail and coal strikes had begun to hamper production. Although weekly car loadings are at the highest point since 1920, the shipment of iron, steel and staple farm products is hampered by inadequate transportation facilities. With the removal

of the pressure of the Near Eastern question there has been less fluctuation in the grain and cotton markets and prices have generally held firm. The foreign exchanges also have been somewhat stronger, with the exception of German marks, which during the week reached a new low level. More seasonable weather has proved a stimulus to retail trade. Money rates meanwhile have shown a tendency to harden with the seasonal demand from the interior for funds. Seasonal influences also are reflected in the weekly report of the Federal Reserve banks, whose combined ratio of reserve to note and deposit liabilities dropped from 77.4 to 75.7, while the total note circulation increased \$45,500,000 and the discounts for members banks gained \$14,600,000.

CORSET SALES IMPROVE.

There is now evident a better feeling among manufacturers, for what appears to be a reaction from the corsetless period is now setting in. This is evidenced by the better enquiries from retailers for merchandise for the fall. Retailers, both large and small, have had better sales of this class of goods than for a considerable time past, and the prediction is made that this improvement will continue. There has always been a certain class of women who have continued to wear corsets despite the almost general relinquishing of this article. These women have provided the bulk of the business and they are, of course, continuing to purchase. A change is now taking place, however, in that some of those who discarded corsets are coming back into the ranks of purchasers. They have found that they are getting too stout without stays and want to retain their figures. There is also somewhat of a better response from the strictly athletic type of girl.

The big thing that will make for improvement, manufacturers say, will be a change from the clinging garment styles now in vogue, but they frankly admit there are no definite signs of this apparent now. For spring, however, the suit is expected to lead, and this may benefit corset sales.

HIGHER RUBBER PRICES.

During the current year there have been several efforts on the part of British rubber concerns to reach an agreement with Dutch interests that would result in curtailing the output of the rubber plantations in the East Indies, and thus relieve the industry of the depression that has followed the precipitous decline in prices of the raw material. The Dutch producers, however, have objected to any programme of artificial restriction, claiming that the output of the Dutch colonies since 1920 has not been increased

ing, while that of the British dependencies has increased. Failing to obtain the co-operation of their Dutch competitors, the British are planning to go ahead independently and restrict the output in their own colonies. The Colonial Office Committee in London is reported to have recommended a scheme of export duties, designed to curtail output and keep up prices. The plan will require the assent of the legislative bodies or other authorities in Ceylon, the Straits Settlements, and the Federated Malay States, and its adoption is for this reason uncertain. Nevertheless, on the strength of these reports of restrictive measures prices of crude rubber advanced last week about 20 per cent.

Stock Fire Insurance Conspiracy Meets Humiliating Defeat.

When the Grand Rapids Dry Goods Co. installed its automatic sprinkling system, about four years ago, application was made in due time and in the proper manner for a reduction in the rate. The local branch of the Michigan Inspection Bureau looked the risk over and stated that the rate would be 16c on the building and 25c on the stock. Of course, such a rate was prohibitive and not in keeping with the rates other insurers were paying in this and other cities and state. An effort was made to secure a concession and after long and diligent effort the guessers finally reduced the rate to 13c and 22c, respectively. Because this rate was also not in harmony with the rates paid by other wholesale dry goods dealers, the company began an agitation for a rate more in keeping with the character of the risk. In other words, it asked that the rate be made 10c and 12c—10c on the building and 12c on the stock. It now transpires that several stock company officials in Chicago and elsewhere looked into the matter carefully, or had it looked into by their engineering forces and recommended that the rate be reduced to 12c and 15c. A creature by the name of Cleveland, who is in charge of the Michigan Rating Bureau at Detroit, came to Grand Rapids and offered the writer to make the rate 12c and 15c, conditional on all the mutual insurance carried by the company being cancelled and only stock insurance carried thereafter. This offer was, of course, spurned, because the writer has the utmost contempt for stock insurance methods, which forty years' experience have found to be detestable and execrable. The matter was then given a public hearing in Lansing and the attempted bribery of the creature Cleveland was embodied in an affidavit and presented to the commission at the public hearing. No denial was made of the statement, from which the inference is drawn that no proof could be produced to the con-

trary, even if the chief malefactor undertook to repudiate his criminal proposition. Realizing that no justice could be obtained from the Michigan Rating Bureau—which, in the meantime, had been suspended by the State—appeal was made to the State Insurance Commissioner and a public hearing was held in his office on Oct. 10. The rate requested was 10c and 12c. The Insurance Commissioner nearly met the request of the dry goods company by establishing the rate at 10c and 15c and issued an official order to that effect. The order has now been in the hands of the Michigan Rating Bureau for some days, but that organization refuses to recognize it, holding itself above the State and above the law and above all moral and legal obligations. Of course such an arrogant and contemptible spirit must be properly rebuked and will be rebuked, in all probability, by the coming session of the Legislature, which will, undoubtedly, abolish the Michigan Rating Bureau and put out of business all the crooked crowd that has been connected with it. Unless this is done, there is no hope for Michigan insurers to receive decent treatment so long as they confine their dealings to stock companies. The only way they can obtain justice and fairness is to refuse to accept a single policy from a stock company and confine their dealings altogether with mutual companies.

Experience of a Woman Blacksmith.

Grant, Oct. 17—When Mr. Harris and myself were married I was lonesome in the home, and he could not hire a man who knew anything about smithing. So I would go to the shop and take out bolts from buggy wheels, and when he set the tire I replaced the bolts and looked after any machinery that came in for repair. I would take the article to pieces and when my husband made the repairs, I would put the parts back.

In a short time I saw that I was doing some good; and so gradually I did more and more.

I commenced to practice the swing of the sledge and in a short time I could do that so well that my husband would not let anybody else do it for him. Then he taught me how to weld, so when he had anything particular to weld he let me help him. Then he taught me to put in spokes and fellos in buggy and wagon wheels and set the tire. Then I kept on learning all kinds of repair work.

Finally I learned horseshoeing and in a year after I started to work I could do anything to be done in a common shop. As I always had excellent health, I enjoyed the shop work.

I retired from that work some time ago, as my husband's health failed, and we decided it would not pay us to keep a hired man to run the shop, because if we did not get a good man, he and myself could not keep the work up. So we retired. Mary Harris.

"Take it or leave it" salespeople develop the "I'll come in later" kind of customers.

The "Choice of" Swindle Gradually Disappearing.

Sault Ste. Marie, Oct. 17—At Cadillac I found J. B. Cloture, formerly of the Hotel Piqua, Piqua, Ohio, had purchased the Russell House, formerly conducted by M. B. Curtis.

Mr. Cloture has only had possession of this property for about sixty days, but during that brief period has rehabilitated twenty-two out of its forty rooms, installing running water, redecorating and refurnishing, and has really a most attractive and comfortable hotel. All the new rooms have been completely redecorated artistically and the furnishings are most satisfactory. The dining room has also had special attention, and with the exception of breakfast all meals are served table d'hôte at 75 cents each, which includes a most elaborate Sunday dinner menu, with no "choice of" imposition anywhere in evidence.

Rates for rooms range from \$1 to \$1.50, according to location and certainly remarkable value. Public shower and tub baths are provided. Improvements now going on contemplate a new lobby in the front on the main street, and a cafeteria will be installed in the space previously used as an office. Mr. Cloture is a genial landlord and will make a success of his venture. In fact, is having a capacity run already.

While Cadillac certainly needs a new hotel, under existing conditions, there is little likelihood of their having it for some time to come, because the next best bet is the Russell House under its new management.

Harold A. Bottrell recently purchased the Royal Hotel, at Cadillac, from George Ziegler. He has wonderfully neat and comfortable rooms at from \$1 to \$1.25, and a cafe which is exceedingly popular. Also he has the "live and let live" nature, and furnishes palatable food at attractive prices.

At the Wright House, at Alma they serve appetizing meals with unlimited selection, at 75 cents cash. Here is a dinner served while I was there:

Soup	Cream of Tomato	Celery
Radishes	Premium Wafers	
	Sugar Cured Ham with Mustard	
	Roast Sirloin of Beef Brown Gravy	
	Fried Spring Chicken with Cream Gravy	
	Fig Roll - Whipped Cream	
Fried Parsnips	Sliced Tomatoes	
Mashed Potatoes	Boiled Potatoes	
	Candied Sweet Potatoes	
	White and Brown Bread	
	Chocolate Ice Cream	
Apple Pie	Pumpkin Pie	
	American Cheese	
Tea	Coffee	Iced Tea
		Cocoa
		Milk

Messrs. W. F. Schultz, of the Benjamin Franklin, and H. M. Hollister, of the Bancroft, at Saginaw, are greeters in every sense of the word and are both enjoying capacity business, as is also the New Republic, at Bay City, under the management of W. C. Schindehette. All appear to have the good will of the traveling fraternity.

H. Wm. Klare, of the Statler, and Bob Pinkerton of the Normandie, Detroit, give me a sly dig in the ribs occasionally, because I advocate the American plan hotel, claiming the commercial trade do not require it.

At Alpena, I find the principal hotels running exclusively on this plan successfully. In fact, the management in each instance claims the demand for this service is largely responsible for its success.

The New Alpena, conducted by O'Neil Brothers and managed by John O'Neil, makes a charge of from \$4 to \$4.75 per day according to accommodations supplied, does a highly satisfactory business and their cuisine would be a credit to any hotel.

The Union Hotel is conducted by W. J. O'Neil on a flat rate of \$2.50 to \$3 per day and meets every requirement in comfort and cleanliness.

The Globe Hotel, conducted by the Fitzpatrick estate, charges \$3 per day, has running water in all rooms and its meals are all that could be asked for by the most exacting.

All of the Alpena hotels have a

homey atmosphere and no mistake will be made in patronizing any of them.

At Onaway a neat hotel of forty rooms is the Chandler, conducted by Mrs. Conover. The rooms are cozy and comfortable and the cooking is the real home style.

Mrs. Conover charges \$3 per day—\$1 for room, 50 cents for breakfast and 75c each for dinner and supper. She enjoys the friendship of the traveling men because she has a real home to offer them and has, in consequence, many boosters.

In my recent articles on improvements which the Stearns, at Ludington, is undergoing, the intelligent compositor speaks of Mr. Ekstrom, as Mr. Ekstrom. Just at present I am out of reach, but I shudder for the future.

The paper napkin is in evidence in the Wenonah cafeteria at Bay City, as well as the New Cheboygan, at Cheboygan. Utterly inexcusable, I should say.

A great many of the restaurants and some of the hotels I know of serve an abominable cup of coffee. In most other respects their meals are beyond criticism and they supply their chefs with a good article of coffee but it is spoiled in the making. Starting the day wrong, for many people, is chargeable to this one misfit—poor coffee. With proper attention to this one detail, many a gloomy day for patrons would be eliminated.

The most primary need of human beings is three meals a day and a good bed to rest in. That, with an occasional smile and kind word, is the hotel business in a nut shell.

It may also be said that in too many homes the man does not get the right kind of food properly cooked, which is due to many causes, but in a hotel worthy of the name where a charge is made for bed and board, these statements should not be true.

Whether the food and bed are plain or elaborate, they should be healthful and comfortable and provide rest and recreation for the man who pays for them.

The American Hotel Association is going at it to find out why these conditions cannot be improved. The real idea is to place the hotel on a standardized basis, so that operators will not be encouraged to run their institutions on the catch-as-catch-can plan. This is going to mean profit and prosperity for the hotel men who are really entitled to succeed, and help weed out these who ought not to be in the business of taking other people's money under false pretenses.

Frank S. Verbeck.

Plan To Found Egg City.

Toronto, Ontario, Oct. 17—An "Egg City" which eventually will accommodate 100,000 layers is to be established North of Toronto. The community will be 500 acres in extent and will be subdivided into seventy-five poultry plants, each owned independently, but worked on a semi-co-operative basis. One hundred cases of eggs a day, it is estimated, will be produced when the city is fully developed.

The plan of the promoters is to develop the community along the lines used in establishing the City of Petaluma, Cal., which was organized and built on the production of white leg-horns. This city has grown from a handful of people to a population of more than 6,000. There are more than 6,000,000 hens in the district, and 400 cars of eggs are shipped out annually.

Ontario is the leading poultry province of Canada, followed closely by Saskatchewan. During 1921 the poultry in the province numbered 11,438,206, compared with 9,554,009 in Saskatchewan. In competition with poultry producers in other parts of the Dominion and the United States, Ontario has been for years a consistent winner of championships.

Shall a business man retire to decline or decline to retire?

They Live By Their Wits

There are in business to-day a considerable number of men who are trying to devise new schemes and ways for doing business.

It is always their intention to make these schemes look like improvements on old methods of doing business, or to do something that is impossible in business.

There are improvements in business, but they are not radical and they are not unreasonable.

But there is no schemer so smart that he can put more than one hundred cents in the dollar, more than sixteen ounces to the pound or more than twelve to the dozen, and live.

Beware of tricksters.

Beware of the something for nothing artist.

Beware of the "friend" who sells you goods at cost.

And just as truly, beware of the competitor who does any of these things because all must come to some bad end.

WORDEN GROCER COMPANY

Grand Rapids
Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.

Tomato Pack Is Lowest in Years.

The United States Department of Agriculture has issued its estimate of the canned tomato pack for 1922 as follows:

"More than 1,000,000 tons of tomatoes this year will go into cans and be used in various manufactured products such as catsup, pork and beans, and the like, according to estimates made by the United States Department of Agriculture. The figure, 1,001,010 tons, is 132 per cent. more than the quantity used last year, which was 432,756 tons.

Acreage producing the tomato crop for manufacture is estimated at 215,684 acres, compared with the final estimate of 87,933 acres in 1921. Estimated yield is 4.6 tons per acre, compared with 4.9 tons last year. Reports to the department indicate that 9,335,000 cases of No. 3 cans will be packed this year, compared with 5,050,000 cases in 1921.

In volume of production for manufacture, Indiana leads all States with 271,534 tons. California has 173,786 tons Maryland 111,510, New Jersey 81,398, New York, 63,245, Ohio, 56,847, Missouri, 37,163, Delaware, 31,712, Utah, 30,387, and other states smaller quantities.

There is an important difference between an estimate of tonnage of tomatoes produced and the output of tomatoes in tin cans and it must be remembered that a large part of the tonnage will go into the by-products of tomatoes as catsup, puree, soups, sauces, etc., but even if the figures of the department are approximately correct it should be remembered that the annual consumption of tomatoes in the United States is twelve million cases or about one million cases a month. For ten years past the pack of tomatoes figured in No. 3 cans has been as follows:

1912	14,022,000
1913	14,206,000
1914	15,222,000
1915	8,469,000
1916	13,142,000
1917	15,076,074
1918	15,882,372
1919	10,809,660
1920	11,368,000
1921	4,017,000

Total 10 years 121,204,106.

Average annual, 12,120,410.

From this ten year average it will be seen that even if the output of canned tomatoes is as great as the estimate there would still be a shortage of two and a half billion cases in the supply for 1922, based upon the annual consumption for ten years past as it has averaged.

It is very evident therefore that all the canned tomatoes for 1922 will be needed and more, for there was no carry over of any consequence.

The article was mailed out to the daily papers all over the country headed "A Big Tomato Pack This Year." This should not have been done as it was a misleading statement to the detriment of all canners of tomatoes for even if the quantity estimated was packed, it is the smallest except two packed in ten years, and is a short tomato pack.

There will not be a pack of 9,335,000 cases of canned tomatoes as estimated

by the United States Department of Agriculture, and I doubt if the pack will be more than 8,000,000 cases. The Department should have its statisticians confer with practical people before issuing impractical statements.

John A. Lee.

Coal Problem Not Settled.

The clashes of opinion between union and non-union coal operators attending the American Mining Congress at Cleveland and the prediction that the coal-mining industry was facing another strike next April came just at the time when the President was appointing the Fact-Finding Commission authorized at the last session of Congress, and served to emphasize the need of an impartial investigation to find out what is the matter with one of the country's most essential industries. These debates at Cleveland should prove useful to the new commission not only by defining more clearly some of the issues with which it will have to deal later, but also by showing the public that the

fuel troubles of past months are not definitely over and that there is need of enlightened opinion behind the contemplated investigation, so that it may attain some constructive results. The divisions among the operators are in contrast with the united front which leaders of the mine workers have presented to the country. The union leaders would undoubtedly welcome any movement that would tend towards a nationalization of the mines, and one of the coal operators warned his colleagues that another shutdown of the mines next spring might drive the country into a nationalization programme as the lesser of two evils.

Payment of Our Foreign War Debt.

Detroit, Oct. 17.—Although the practice of payment of interest on money loaned has always had its adherents and sponsors through the past several thousand years, it is only within the last few centuries that it has been recognized as necessary to the development of trade and commerce. Further, although legitimate and proper for one friend to demand interest of another, it is well known that every year loans amounting to mil-

lions of dollars are made between friends without interest, the lender in many instances having the satisfaction of knowing that he has assisted in putting a friend on his feet and still has his capital intact.

As a solution of the foreign war debt problem let us as a Nation show the same spirit towards Europe as an average American citizen would show towards a friend in a bad hole. Let us say to England, France, Belgium, Italy, et al., We will compute your war debt and interest to date and accept from you in full payment non-interest-bearing bonds for the entire amount, to be amortized by equal annual instalments over a period of 100 years.

Any one of our debtors should be glad to settle on this basis, for at no time would the burden be onerous. As the entire debt and interest to date may be referred to for illustration as \$12,000,000,000 in round figures, we would by this method receive \$120,000,000 a year for Government uses, against which in emergency certificates could be issued in anticipation of payments to become due in one or more years.

Samuel Swett.

Remember that it is better to sell to one customer twice than to two customers once.

THREE—FAT—ACES



Spread them out! Here they are—**KELLOGG'S** Corn Flakes, **KELLOGG'S** Bran, and **KELLOGG'S** whole-wheat Krumbles! "Read'em!" No draw has ever sent them to the discard weeping!



Nab it right off the bat—sizzling with speed—that never before in the food business has such a winning combination been uncorked—each an original KELLOGG product that has the quality that cannot be imitated!



Play KELLOGG Aces against the "just-as-goods" and the birds who fly low trying to follow the ideas of the leader!

KELLOGG'S enormous sales increases show which way the Trade Winds Blow!

MOVEMENT OF MERCHANTS.

Saginaw—J. D. Kellar has engaged in the shoe business.

Deckerville—Elmer Flanagan has engaged in the shoe business.

Lake Odessa—The Vetter Hardware Co. is succeeded by La Due & Snyder.

Marquette—The J. C. Penney Co. has added a shoe stock to its department store.

Bear Lake—Miss Winifred Collins will open a dry goods store in the Masonic building.

Detroit—The Detroit Conn Co., musical instruments, has changed its name to the Conn Detroit Co.

Lansing—The Lambertson Bootery has opened a shoe store in the basement of the City National Bank.

Kalamazoo—Johnson & Manning have purchased the grocery stock of Miss Vera Wheeler, 727 North Park street.

Detroit—The Adolph Enggass Jewelry Co., 1218 Randolph street, has changed its name to the Enggass Jewelry Co.

DeWitt—Mrs. Burton Boone has sold her restaurant and bakery to Mrs. Robert Norris, who has taken possession.

Kalamazoo—M. R. Jackson has opened the Petite Shoppe, women's wearing apparel, in the New Burdick hotel building.

Detroit—The Western Bond & Mortgage Co., 517 Hammond building has increased its capital stock from \$100,000 to \$300,000.

St. Johns—Frank Coykendall has leased the Merrill store building and will occupy it with a stock of boots and shoes about Oct. 28.

Allen—J. H. Greenhoe is opening a meat market in the rear of his general store which will be under the management of Frank Hicks.

Jackson—Thieves entered the warehouse of the W. R. Spencer Grocer Co., 517 Liberty street and stock to the amount of about \$400 taken.

Lansing—M. C. & E. V. Goossen have removed their grocery stock to their new store building on East Kalamazoo street, which has just been completed.

Kalamazoo—Frank Ehrman, proprietor of the Columbia hotel will erect an addition to the hotel, five stories high, fire-proof and modern in every detail.

Trufant—The Trufant Exchange Bank has been merged into a state bank under the style of the Trufant State Bank, with an authorized capital stock of \$20,000.

St. Louis—McFarland & Ryan, of Merrill, have leased the buildings of Bad Axe Elevator Co. which were not destroyed by fire a year ago and will buy hay grain and beans.

South Rockwood—Eder Christopher, dealer in general merchandise here for the past 24 years, died at his home, Oct. 10, as the result of an attack of bronchial pneumonia.

Kalamazoo—F. C. Wagner has sold the South Side Garage at 1319 Portage street to L. B. Dobson, recently of Lawrence, who will continue the business under the same style.

Detroit—The Sterling Furniture Co., 1133 Washington boulevard, has been incorporated with an authorized cap-

ital stock of \$5,000, \$1,000 of which has been subscribed and paid in in cash.

Detroit—The Gray Shop, Stroh building, has been incorporated to deal in wearing apparel, with an authorized capital stock of \$20,000, \$10,000 of which has been subscribed and paid in in cash.

Ithaca—A. Woodhams has sold his grocery stock and store fixtures to George Cashmore, who has taken possession. Mr. Woodhams has removed to the farm near St. Johns, which he recently purchased.

Lansing—Vern W. Foote has removed the stock of Foote's Candy Shop to the Strand Arcade, where he will manufacture a complete line of candies for his trade in addition to the boxed candy he sells.

Lansing—The United Produce & Storage Co., recently organized, will erect a complete dry and refrigerating storage plant with an ice plant which will enable the company to cater to Central Michigan business.

Kalamazoo—C. C. Whitcomb, grocer at 538 Portage street, has purchased the grocery stock of Lemuel Calkins, 424 North Burdick street, and will continue the business under the management of D. E. McDowall.

Lansing—Jacob Stahl, pioneer hardware merchant, died at the Battle Creek Sanitarium, Oct. 13. All of the Lansing hardware stores closed during the funeral, which was held on the 16th, from his home, 211 South Walnut street.

Schoolcraft—H. Hinkley has sold his hardware stock to Leo Long, who has been connected with the sporting goods department of the Michigan Hardware Co., Grand Rapids. Mr. Hinkley proposes to take up his residence in the West.

Reading—Herbert Zolman has sold his stock of dry goods, groceries, etc., to E. B. Lockhart, his son, E. C. Lockhart, of Homer and W. C. Brooks of Colon, who have taken possession and will continue the business under the style of Lockhart & Brooks.

Bad Axe—The Standard Supply Co. has merged its grocery business into a stock company under the same style with an authorized capital stock of \$25,000, of which amount \$9,000 has been subscribed and paid in, \$1,500 in cash and \$7,500 in property.

Detroit—The Coal Operators Sales Co., with business offices at 606 McKerchy building, has been incorporated with an authorized capital stock of \$1,000 common and 2,500 shares at \$1 per share, of which amount \$1,000 has been subscribed and paid in in cash.

Belding—Edwin Webster has purchased the grocery stock of F. H. Hudson and will continue the business in the same store in which Mr. Hudson has been located for the past thirty-one years. Mr. Webster was a member of the firm of Waite & Webster, grocers in the East end who recently sold their stock to Case Bros.

Manufacturing Matters.

Lansing—The Hall Lumber Co. has erected and equipped an interior finish mill.

Monroe—The Starr-Thornberry Co. has increased its capital stock from \$50,000 to \$100,000.

Lansing—The Lansing Cast Stone Co. has voted to increase its capital stock from \$50,000 to \$150,000.

Kalamazoo—The Kalamazoo Creamery Co. will discontinue its cheese factory owing to the high price charged for milk.

Lansing—William Renaud has sold his interest in the stock of the Capitol City Candy Co. to Daniel Hasbrouck and will remove to Detroit.

Detroit—The Whirlwind Vaporizer Corporation, Ltd., has been incorporated with an authorized capital stock of \$1,000, \$300 of which has been subscribed and paid in in cash.

Detroit—The Art Paper Bead Co., 1572 Elm street, has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and \$5,462.50 paid in in cash.

Grand Rapids—The Gray-Starr Furniture Co. has been incorporated to manufacture and sell furniture, with an authorized capital stock of \$25,000, \$10,000 of which has been subscribed and paid in in property.

Detroit—The Automobile Heater Corporation, with business offices at 819 Majestic building, has been incorporated with an authorized capital stock of \$60,000, \$1,000 of which has been subscribed and paid in in cash.

South Haven—The National Motor Castings Co. has merged its business into a stock company under the same style with an authorized capital stock of \$250,000, of which amount \$127,455 has been subscribed and paid in in property.

Detroit—The Stewart Hardware Manufacturing Co., 2162 East Larned street, has been incorporated with an authorized capital stock of \$20,000, of which amount \$18,000 has been subscribed and paid in, \$1,041.16 in cash and \$16,958.84 in property.

Detroit—The Rowe Sanitary Manufacturing Co., 508 West Congress street, has been incorporated to manufacture toilet fixtures, oil burners, stove supplies, etc., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

Fremont—The Fremont Canning Co. has made plans for a large bean elevator to be put into operation as soon as the necessary capital is available. The company now has the various machines which it would use in cleaning, assorting and separating the various classes of dry beans.

Detroit—The Garman Manufacturing Co., 609 Harding avenue, has been incorporated to manufacture drag links and auto accessories, with an authorized capital stock of \$15,000 common and \$10,000 preferred, of which amount \$13,800 has been subscribed and \$2,630.61 paid in in property.

Detroit—The Detroit Table & Novelty Co., 234 East Forest avenue, has merged its business into a stock company under the style of the Detroit Table & Novelty Co., Inc., with an authorized capital stock of \$25,000 preferred and 25,000 shares at \$1 per share, of which amount \$5,000 and 10,000 shares has been subscribed and paid in, \$7,000 in cash and \$8,000 in property.

Wheat and Flour in Strong Position. Written for the Tradesman.

Wheat during the past week has

advanced approximately 7c per bushel for both cash and futures. This has resulted, of course, in higher priced flour, although part of the advance in wheat has been offset by quite a marked advance in the price of mill feed.

After an advance of this kind, it would not be surprising to see some reaction, although wheat is undoubtedly in a strong position and present prices will very likely be maintained as an average for ninety days; in fact, we wouldn't be surprised to see them advanced somewhat from this basis, and it appears advisable to buy flour in fair volume on all reactions.

It is reported on excellent authority that Canada sold for export during the month of September 95,000,000 bushels of wheat. This is a tremendous quantity and would like to have the figures verified by the Canadian Official Report.

It has been intimated, however, for some time there was considerable more wheat being sold for export than was actually reported.

Undoubtedly a large quantity of wheat is going out of the country and will continue to move abroad. This is going to be a bullish factor right along.

The car shortage is also a factor and will continue to be for two or three months longer.

Another thing, general business conditions are improving. There is a better undertone; bonds have advanced materially during the past six to eight months, even commercial stocks are showing a much better tone, so that in many lines the price situation has changed from the declining tendency to the advancing one, and still another factor, which must not be overlooked, is the farmer has been selling wheat for the past five or six months at less than the cost of production.

Taking everything into consideration, we are convinced that wheat and flour are both in a good healthy condition as far as price is concerned. We look for well maintained values, possibly somewhat higher.

Lloyd E. Smith.

Spell of the Outdoors.

A dog and gun and the open fields,
The tang of the autumn air;
The savage thrill as the setter steals
To the bob-white's grassy lair.

The open road, a motorcar,
The khaki clothes and all,
A camping kit, a journey far,
A primal gypsy call.

The campfire's glow, the open sky,
A bed beneath the trees,
The solitude when embers die,
The forest-scented breeze.

A wooded lake, a towering crag,
A hunter's kit and boat,
The drinking place of the lordly stag,
Wild geese and ducks aloft.

The deep, dark woods, where woodfolk dwell,
Where rivers dash and foam—
The outdoors feels me in its spell,
And there I feel at home!
Cecil D. Basham.

W. J. Klein, who has represented the Michigan Hardware Co. in Southern Michigan territory for the past four years, has retired from the road to take an active part in the management of the Kendall Hardware Co., Battle Creek, in which house he has long been interested. His territory will be divided between Walter Graham and Louis Taylor.

Essential Features of the Grocery Staples.

Sugar—The market continues to strengthen. New York refiners hold granulated at 6.90c. Local jobbers hold granulated at 7.55c.

Tea—The market has shown a moderate demand during the week without anything special in any phase of the situation. Prices remain unchanged, the undertone being still strong. In the primary markets the situation is very firm, with prices constantly tending upward. Tea is undoubtedly good property at present prices.

Coffee—The week has brought some increased firmness in the coffee markets in Brazil and the result is that all grades of Rio and Santos can be quoted probably $\frac{1}{4}$ c higher, speaking of green coffee sold in a large way. No change has occurred in the jobbing market for roasted coffee. The demand is fair. Prices of milds show no change for the week; situation is steady and the demand moderate.

Canned Fruits—Canned pineapple packed in Hawaii is now the "most in demand" article in the canned food line, and resales of second-hand holdings are frequently heard of. The canners delivered short on their contracts for sliced Hawaiian pineapple, but delivered in full of the grated style. The increase of the production of pineapple each year, as more fields are brought under cultivation, does not seem adequate to keep pace with consumers' demands. Several large canning corporations have leased and purchased considerable additional land on the islands in the Hawaiian group, for the purpose of planting large fields of pineapple. It will be several years, however, before these fields arrive at good bearing. The sale of canned sliced grape fruit is increasing rapidly. It is another article which is in greater demand than can be supplied. Some predict that the sale of canned sliced grapefruit will some day be equal to that of Hawaiian pineapple, but this is hardly probable as the taste for grapefruit, which is a sour or bitter fruit naturally, must be acquired, while the pineapple is naturally sweet and palatable and needs no education of the taste to ensure its use. Peaches gained in strength last week and standards showed advances. The best that can be done on clings is \$2.05 f. a. s. San Francisco, with many of the larger canners holding for \$2.10 on the inside. Choice and fancy lines are not freely offered, although there is bidding for both kinds. Pears are firm as are the better grades of apricots. Cherries now in second hands are taken as they are needed. Apples are quiet. Jobbers are slow to contract ahead as they intend to buy in the open market at going prices when they need the goods.

Canned Vegetables—As to tomatoes, the situation remains about unchanged. The trade generally believe that there will be a shortage of Eastern tomatoes, but that this will very largely be made up by large packs from the West. The present situation in Eastern tomatoes, meaning those packed in New Jersey, Delaware and Maryland, is strong and the demand excellent. Corn is selling to some ex-

tent at unchanged price. The pack of Maine corn, according to the packers, was short again this year and there will be very little surplus after contracts are filled. It looks, however, as if Minnesota corn, a comparatively new product, would be quite a factor this season. Peas are firm throughout the list on account of the general expectation of shortage.

Canned Fish—Columbia River salmon in pounds are about out except small resales from jobbers. Halves are almost in the same position. Outside of this line salmon is quiet. There is a relatively better demand for Alaska chums than the other grades as that line is scarce and jobbers are not so inclined to take Puget Sound packs. Pinks are in indifferent demand because many traders think that they are quoted too high. The same applies to reds. Maine sardines are in nominal demand. The market shows a better tone with less price cutting but jobbers want to see a more permanent set of quotations before stocking up ahead of their present wants. Other fish were quiet all of the week.

Dried Fruits—Prunes and raisins are moving and the volume will increase from now on. Spot prunes are held firmer due to light arrivals of new fruit and a cleanup of old goods. On the Coast the market has been firmer in both California and the Northwest. As reported, 30s and the smaller sizes are not showing up well in packing house gradings. Raisins are firm in all lines with Sultanias and Thompsons leading. There is not so much speculative demand now as legitimate buying ahead. Apricots rule firm on the better grades with quiet trading in the average offerings. Peaches are quiet. Currants are in short supply and favor the seller.

Syrup and Molasses—Compound syrup is selling rather active'y, but in small orders. Prices remain unchanged, the market being fairly steady. As to sugar syrups, they continue steady, with some export demand to Europe. Prices are steady and unchanged. Molasses is firm on account of the scarcity of good stocks.

Cheese—The market is firm at 1c per pound advance over a week ago, with a fair consumptive demand. The make of cheese is lighter than usual for the season owing to the dry weather in the producing sections. We look for an increase as the weather gets cooler and we commence to have more rains.

Nuts—The nut line is not as active as normally at this season, although of late the cooler weather has had a stimulating effect. Brazil nuts are held with more confidence by importers who look for general advances. Pecans are still firm in all quarters. Filberts continue to sell well. California walnuts are selling at premiums of 2@3c over opening. The strength of domestic nuts has affected foreign stocks. Almonds are about steady.

Beans—Michigan buyers are paying the farmers \$5 per 100 lbs. on a hand picked basis. The quality is reported good in all sections of the State. California limas advanced during the week about 50 points, and pea beans showed an advance of about 25 points.

Other lines of beans are steady to firm, but without change.

Peas—Green and Scotch are firm at a slight advance; demand fair.

Provisions—The consumptive demand for smoked meats is fairly good. The market has reacted from its sharp decline about $\frac{1}{2}$ c per pound on all smoked meats. Pure lard and lard substitutes have advanced about $\frac{1}{2}$ c per pound. Canned meats, dried beef and barreled pork are steady, with a light demand at unchanged prices.

Salt Fish—The buying of mackerel has improved during the week, as buyers are beginning to take stock for the fall trade. The situation is steady to firm.

Review of the Produce Market.

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

Bananas—8c per lb.

Beets—\$1 per bu.

Butter—The market is firm at prices ranging about 2c higher than a week ago, with a good consumptive demand. Owing to the dry weather conditions the make of butter has fallen off to a considerable extent and we look for a continued good market at prices ranging as they are until weather conditions get more favorable and the make of butter increases. Local jobbers hold extra at 42c and fancy at 41c in 63 lb. tubs; fancy in 30 lb. tubs, 43c; prints, 44c. They pay 22c for packing stock.

Cabbage—60c per bu.; red, 75c 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 \$5.75 per $\frac{1}{2}$ (Philadelphia) barrel box.

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

Eggs—The market on fresh has advanced 3c per dozen during the past week. Stocks of storage eggs are large and the market is ruling steady at 1c decline from week ago. With better weather condition we are likely to have a better supply, as well as a better consumption. We do not look for much change from the present basis of quotations. Local jobbers pay 40c for candled, cases included. Cold storage operators are feeding out their supplies as follows:

Firsts ----- 31c
Seconds ----- 28c
Checks ----- 24c

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 another \$1 per box on account of scar-

city. Present prices are now as follows:

300 size, per box ----- \$12.00
360 size, per box ----- 12.00
270 size, per box ----- 12.00
240 size, per box ----- 11.50

Lettuce—Hot house leaf, 20c per lb.; head, \$2 per crate; Iceberg from California, \$7.50 per case.

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

Oranges—Fancy Sunkist Valencias have declined 50c per box to the following basis:

100 ----- \$10.50
126 ----- 10.50
150, 176 and 200 ----- 10.50
216 ----- 10.50
252 ----- 8.50
288 ----- 7.00
324 ----- 4.00

Choice, 50c per box less.

Parsley—50c per doz. bunches.

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

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

Pickling Stock—White onions, \$1.25 per 20 lb. box.

Poultry—The market is a little stronger than a week ago. Local buyers now pay as follows for live:

Light fowls ----- 13c
Heavy fowls ----- 18@19c

Roosters, 4 lbs. and up ----- 20c

Cox and Stags ----- 10c

Potatoes—Home grown, 50c per bu.

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 \$2.75 per bbl.

Tokay Grapes—\$3.50 per crate.

Tomatoes—6 lb. basket of California \$1.

Turnips—75c per bu.

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

A prominent manufacturer who while the 1920 boom was at its height began to get ready for the reaction and thus succeeded in avoiding many of the troubles that befell other producers with less foresight, says that he got his first warning by watching the women buyers. When they began to shop around and curtail their purchases he saw that price levels were overtaking purchasing power and that the merry dance of post-war prosperity had about run its course. He is probably still watching the women buyers for indications of trade expansion in the recovery phase of the business cycle. Moreover, reports from several sources indicate that women shoppers have more spending money and are offering less "consumer resistance" now than at any time during the last two years. This is to be expected first in the East, where purchasing power has been increasing more rapidly than in other sections of the country. At any rate, the advice of this manufacturer to watch the women buyers while making plans for future business may be an especially good tip just at this time.

If we should all stop to thing before we speak, what a painful silence would fill the universe.

Interstate Commerce Commission Considering New Mileage Book.

Arguments for the issuance of mileage books, as contemplated by a law enacted by Congress soon before adjournment, were recently submitted to the Interstate Commerce Commission by David K. Clink, treasurer and chairman of the Railroad Committee of the International Federation of Commercial Travelers' Organizations, and Aaron M. Loeb, president of the National Council of Traveling Men's Associations.

"The traveling salesman is one of the most important factors, if not the most important factor, in the distribution of the great bulk of products of the Nation's industries," the Commission was told. "Upon his activity depends largely the economical functioning of our manufacturing and mercantile interests, and it must be remembered that they in turn, through the stimulation of new business, will be in a position to give employment to vast numbers of workers throughout the country; and it must not be forgotten that one of the outstanding reasons why the railroads have been suffering a decrease in passenger miles is the fact that a large percentage of the people of our country have been out of employment and unable to enjoy the opportunity of ordinary travel both because of their unemployment and because of the unreasonably high cost of travel." It was recommended that the scrip coupon tickets be issued in denominations of \$100 gross. It was pointed out that the average commercial traveler spends nine months of the year on the road, as against one day of the year on the part of the ordinary citizen, and it would seem just and reasonable to grant the traveling salesman this concession. The proposed discount would apply only to the proposed denomination of ticket, it being pointed out that this would protect the local revenues of the carriers. It was recommended that the tickets should be available at all principal ticket offices of what is termed Class One railroads.

In response to a request for suggestions as to the rules and regulations which would govern the sale and use of such tickets it was recommended that the scrip tickets should be good for passage by the original purchaser for one year from date of purchase. In the event of death or business emergencies requiring its redemption, and proof justifying such redemption, acceptable to the issuing company, the redemption in cash equal to the unused portion of the scrip should be available for the amount acceptable for the purchase of another ticket.

"In summing up the situation," declared Mr. Clink in behalf of the travelers, "business, which includes the carriers, requires a stimulant, and the carriers no doubt are appreciative of that fact as brought home to them from a sadly diminished revenue in their passenger department, have sought to apply the remedy by a radical reduction in passenger rates to far off points, summer and winter resorts which no doubt had the desired effect to a limited extent. The carriers, imbued with the idea that the

commercial traveler was a dependable, fixed and reliable revenue producer by virtue of his calling and in consequence entitled to no consideration, but subject to any extortionate rate imposed upon them, seemed to forget that the commercial traveler had been able, up to the beginning of the kaiser's war, to purchase mileage books, interchangeable and otherwise at reduced rates. They appear to have overlooked or ignored the fact that excessive rates exacted were driving thousands of commercial travelers, particularly those selling on commission, into idleness, the employers of those on a fixed salary reduced to the lowest minimum their selling forces and many employers have supplied their traveling men with automobiles in an effort to escape excessive railroad fare as a matter of economy.

"A reduction in rates would re-employ thousands now idle and add additional thousands to the ranks of the traveling fraternity. The commercial traveler and employers ask no special privileges, nor do they expect something for nothing. They do expect and should receive consideration commensurate with their enormous patronage, their indispensable activities of lasting benefit to the Nation and its people."

The statements of the traveling men that the business stagnation of 1920, was, in a measure, due to the high passenger fares which prevented the mercantile interests from sending their men on the road, was combated by witnesses for the railroads who declared that the true cause for the falling-off in the total volume of passenger traffic was due to the fact that while the carriers share, with other industries, the effect of general business conditions, whether favorable or unfavorable, the most direct cause for the falling off in passenger traffic has been due to the new and growing competition of hundreds of bus lines which have been built up in every state of the Union, and the millions of privately-owned automobiles. It was declared that in every state practically, there are now long-distance bus lines which are a controlling factor in handling the short-haul traffic for the reason they pick up and deliver passengers, taking them from the main streets of the originating points to the main streets at destinations, and the service is so frequent that it diverts traffic from the rail carriers. Millions of individually owned motor cars also make inroads on traffic of the carriers.

One hundred and sixteen railroads were represented at the hearing and seventy-five electric lines and other short lines. The railroads first presented their side.

The traveling men demanded:

1. That the rate be reduced 33 1/3 per cent. on all roads with right to use in various parts of the country.
2. That the price of this ticket book be \$100 gross with 33 1/3 per cent., reduction, so that book would cost \$66.66 net.
3. That these books be available at all first class ticket offices and personal ticket stations.
4. That these coupon books bear

the signature of the original purchaser.

5. That these coupons be non-transferable.

7. That these coupons be accepted for all mileage charges, and baggage charges, including excess baggage, and transfers at terminal points.

The railroads asked that the book be a \$200 book gross; that the photograph and signature be attached to each coupon. Also that these coupons be exchanged at the ticket office, and that these tickets be limited to 100 pounds without any other privileges.

From all appearances the railroads were favorable to reduction in the present rates, but at the request of Mr. Buckley a delay until Nov. 1 was granted for the purpose of forwarding their rebuttals, with the understanding that these would be presented to the commission prior to Nov. 1, and that the traveling fraternities were to be notified to co-operate with the Commission and railroads for the preparation of regulations for the use of the script coupon books.

THE FORERUNNER OF THE COFFEE MILL BUSINESS CLINGS TO THE TRADITION OF QUALITY

One of the First in 1907—Foremost Ever Since

The high QUALITY, DURABILITY, and EFFICIENCY of the HOLWICK ELECTRIC COFFEE MILL is more proved by the fact that many thousands of these Mills have been supplied since 1907, and the demand is greater than ever before. No stronger fact can be desired.

THE NAME "HOLWICK" on an Electric Coffee Mill is a guarantee of QUALITY and LONG SERVICE. A HOLWICK owner will be the first to admit it—because he knows.

You can buy one on easy payments.

B. C. HOLWICK (Maker)

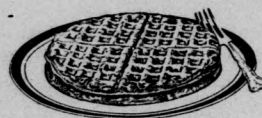
Dept. F.

Canton, Ohio



Lily White

"The Flour the Best Cooks Use"



A GOOD RECIPE FOR WAFFLES

1 1/2 cups Lily White Flour.
2 teaspoons baking powder.
1 tablespoon melted butter
or fat, 1/4 cup of corn starch.
1 cup rich milk, 3 beaten
eggs. Sift dry ingredients
together. Beat eggs, add milk
and stir in flour. Add butter.
Cook in hot greased irons
and serve.

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.

Makes Wonderful Waffles---

There is a difference in waffles just as there is a difference in breads, because there is a difference in flours. Waffles made with Lily White Flour are crisp, tender, wholesome and delicious. But when a flour of quality such as Lily White is used for all general bread-making, baking successes are not accidents. The results of one trial will convince you of its superiority.

Why You Should Use Lily White

REASON No. 8

**Cleaned, Washed and Scoured
Eight Times, Absolutely Pure.**

When a flour is milled from the choicest portions of the wheat berry of the finest grain grown in America, its goodness is only increased by perfect milling and absolute cleanliness in preparation. Lily White is cleaned, washed and scoured eight times and milled by the six break system. Every process in the making of Lily White is done to produce a better flour.

Phone Your Grocer NOW!

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.

Items From the Cloverland of Michigan.

Sault Ste. Marie, Oct. 17—The sale of the Dixie garage business, on Arlington street, conducted by Bainbridge & Lipsett, to Fred Taylor, of Spruce street, owner of the Taylor agency, is announced this week. Mr. Taylor is the exclusive local dealer in Maxwells, Chalmers Oldsmobiles and Wills-St. Clair cars and he will also retain his undertaking establishment and farm implement agency on Spruce street, as well as the branch at Pickford.

Rye & Lavender's battery shop, of this city, will make a specialty this winter of storing and charging batteries. The establishment is thoroughly equipped to handle all kinds of battery work and has been successful since its organization.

Following the arrival in the city of D. E. Hollister, director of production for the Pyramid Film Company, of Dayton, Ohio, several local places of business have been listed as scenes for movie sketches, which are now being filmed and which will be shown at the Strand theater shortly. The first "shooting" was done at the Savoy restaurant Thursday during the noon day rush.

"Hunt the bright side. If skirts keep getting longer we won't have to sweep the sidewalks."

The ford touring car belonging to J. Winegar, of the Cadillac Chemical Works, was badly damaged Sunday afternoon when struck by a street car. Mr. Winegar sustained a slight scratch on the right arm, but escaped injuries otherwise. The ford truck belonging to John Marchetti, proprietor of the Italian bottling works, caught fire in front of the Soo hardware store one day last week. No damage was done to the car, however, owing to the quick work of the fire department, which rushed a fire extinguisher to the scene.

The mill of the Shepherd-Parrish Co., at Hulbert, was burned to the ground last Friday night. The fire started at 10:30 and burned virtually all night. The structure was entirely of wood and burned fiercely. Loss is estimated in the neighborhood of \$40,000, part of which is covered by insurance.

The partridge season has started with a rush and partridge dinners are now in order. Herb Fletcher, one of our local sports enthusiasts, was successful in getting four partridge before breakfast early this week.

The new method laundry under the management of James Robertson reports a heavy increase in business. This is due largely to the experience Mr. Robertson received in the technical part of the work while at Ann Arbor.

Nov. 11 (Armistice day) is to mark another big celebration here this year. Fred E. Neely, general chairman of the Legion, is preparing an elaborate program of events and promises "something doing every minute."

Sault Ste. Marie, like many of the larger cities throughout the country, will soon boast of a radio broadcasting station as a result of a meeting held this week by public spirited men who are supporting the enterprise. The station will be known as the Soo Times Broadcasting Station and every effort will be made to give the public up-to-the-minute programs.

William G. Tapert.

Keeping Step With Time.

South Bend, Oct. 17—Is life naturally selfish? Most people contend that it is. Desire in life is to live well. This is a primal inheritance, for those who have not lived well have died. A few thousand years ago it was realized that by co-operation one could live well. This is what we call civilization. Several things have assisted the advancement of this co-operation to a remarkable extent. They are religion, education and science. Several things have helped to hold back the advancement of this co-operation. They also

are religion, education and science, or the absence of them.

What is the answer? It is this: You may have all the religion and science in the universe, but to better co-operation you must have with these requisites a heart. We dance through life to a tune played by Father Time. The rhythm of this tune is that of the heart. The old musician is temperamental. When his dancers are keeping in time (co-operating) and are enjoying themselves, he is inspired to play snappier tunes, the dances are prolonged and he delights in encores. He does not object to the introduction of new dances provided they are not obscene. He becomes provoked when some well-known fool attempts a new dance, which he knows nothing about, in the middle of the crowded floor. It may be a very good dance if properly learned in the corner of the hall where there is not such a crowd and then introduced in its most simple and refined form. In this manner other people who imitate it are not so liable to lose step with the music. The change is thus made gradually without loss of harmony provided that the new dance becomes popular. The well-known fool, however, is so afraid that he will not gain the credit of this apparently new creation that he is perfectly willing to temporarily disrupt the harmony and befuddle the rhythm. The old musician is temperamental. He can play beautiful dance music, but if the dancers do not keep in rhythm he becomes disgusted and his music is only moderate to poor. The dancers get so out of step that they trip and fall over one another.

Is life naturally selfish? Well, that depends on the number of popular fools.
Thorne E. Lloyd.

Retires on Account of Impending Blindness.

Hon. Suel A. Sheldon, who has been connected with the subscription department of the Tradesman off and on for the past forty years, has been compelled to relinquish his visits to the trade on account of impending blindness. He submitted to an examination of his eyes by an expert oculist at Ann Arbor last week. The result was that he was advised to abstain from all labor in the hope that by so doing he might be able to retain the impaired eyesight he now enjoys.

Mr. Sheldon covered Michigan, both Upper and Lower Peninsulas, and easily doubled the numerical strength of the Tradesman in every important city in the State. He probably has as wide an acquaintance with Michigan merchants as any man in the country. He was always a welcome visitor, because he always had a cheery word and a bright smile for everyone. Readers of the Tradesman in every city and town in the State will miss his visits and will join with the Tradesman in the hope that nature and repose may do what medical science cannot accomplish for his eyes.

Beating the Strikes.

"How on earth are you folks going to keep warm this winter, after this coal strike?"

"Well, you see, when the strike first came on I began begging the minutes of each conference that was held between the miners and the operators, and between the Government and the various bodies representing both sides of the controversy. In that way I have accumulated enough paper to keep my fire going for the whole winter."

Del Monte Canned Fruits

To make appetites glad
every day
in the year.

A variety for every menu need.

JUDSON GROCER CO.
GRAND RAPIDS, MICHIGAN

Trade Insurance

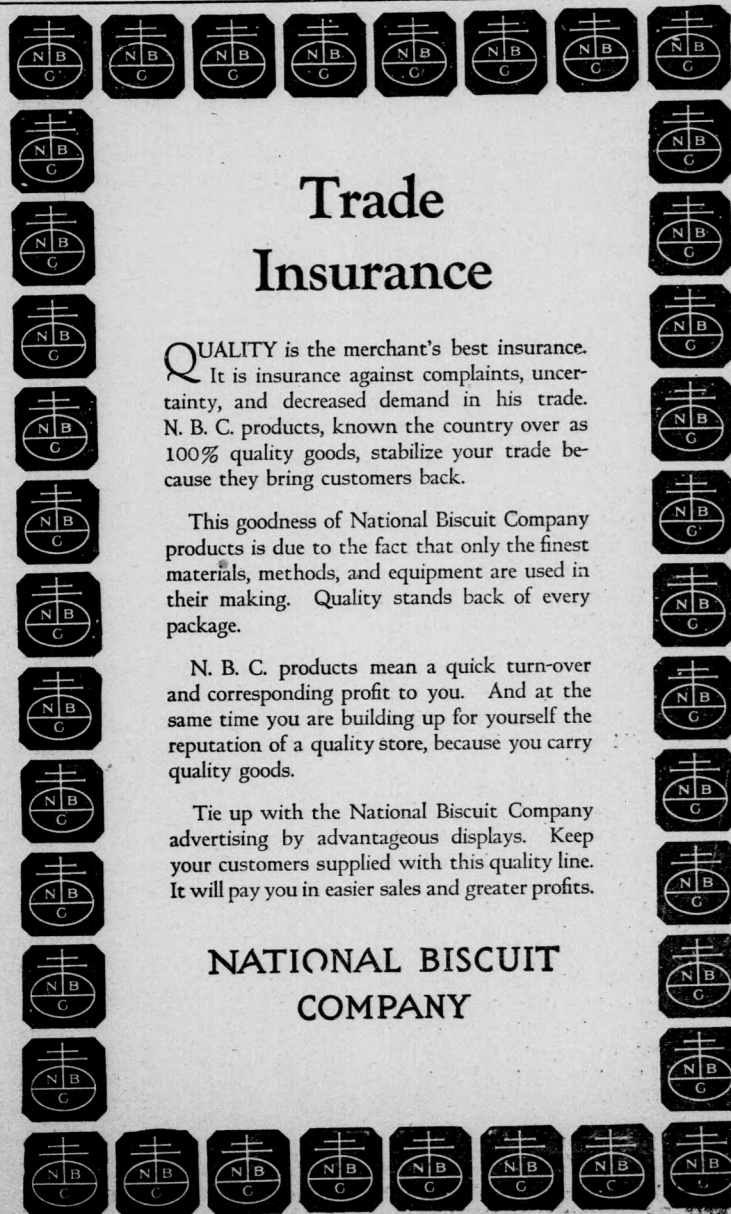
QUALITY is the merchant's best insurance. It is insurance against complaints, uncertainty, and decreased demand in his trade. N. B. C. products, known the country over as 100% quality goods, stabilize your trade because they bring customers back.

This goodness of National Biscuit Company products is due to the fact that only the finest materials, methods, and equipment are used in their making. Quality stands back of every package.

N. B. C. products mean a quick turn-over and corresponding profit to you. And at the same time you are building up for yourself the reputation of a quality store, because you carry quality goods.

Tie up with the National Biscuit Company advertising by advantageous displays. Keep your customers supplied with this quality line. It will pay you in easier sales and greater profits.

NATIONAL BISCUIT
COMPANY



TROTTER CASE APPEALED.

The conspirators who concocted the charges against M. E. Trotter and against whom Judge Dunham pointed the finger of scorn have evidently decided to prolong the controversy which should have been forever silenced by the sweeping decision and complete vindication of the defendant by the trial judge. At the conclusion of the trial, the Tradesman made the following editorial statement:

Judge Dunham has conducted the case with fidelity of purpose and great patience. He has been equal to every emergency and has handed out his rulings with a degree of promptness and accuracy which no judge who is less familiar with the law could possibly have done. Because he has given both sides great latitude in the introduction of testimony, it goes without saying that if either side takes an appeal from this decision to a higher court, such action will be due solely to a spirit of bitter vindictiveness and to pile up attorney fees and court expenses to such an enormous amount as to absorb practically the entire possessions of the defendant. No matter what the side which suffers defeat may do in its humiliation, people generally will approve of Judge Dunham's findings and feel thankful to him for handling the case in such a manner as to give the least possible publicity to the disgusting details presented by the prosecution.

These words are as true Oct. 18 as they were when they were uttered Aug. 2—three weeks before Judge Dunham handed down his masterly review of the nasty mess hatched up by the enemies of good morals and good manners in a dastardly attempt to assassinate the character of a man who has done more to overcome the cohorts of sin and selfishness than any other man who ever crossed the threshold of Grand Rapids.

The appeal to a higher court is not due to the belief that the complainant did not have a fair trial, because every person in this community who is not hampered with a distorted mind believes that Judge Dunham accorded the conspirators all the rope that any decent judge could permit and dealt out even handed justice with a firm and kindly hand. The conspirators availed themselves of the generosity of Judge Dunham to such an extent that they literally tangled themselves up in such a manner that they could not work their way out. If they had ordinary horse sense, they would realize that they were extremely fortunate that they did not land in prison as the penalty of their conspiracy to build up a frame work on their illy founded claims and flimsy pretenses. Possibly they have resorted to the appeal to a higher court in order to postpone the time when they must settle—and settle right—for the injury they have done the cause of Christ in this community and the humiliation and pain they have caused Mr. Trotter for the charges they made against him which they were utterly unable to sustain, because they were based solely on fraud and vindictiveness.

TWO BRITISH STATESMEN.

Edmund Burke and James Bryce were rightly selected by the British people for memorials in Washington,

unveiled last week, because they combine two eminent positions in our regard. America has had champions before the British public, like Chatham and John Bright, whom it holds in equal gratitude, and it has had British political teachers, like Hume and Mill, to whom it owes as much; but no other men have been both champions and teachers like these two. There is hardly a high school in the country which does not study Burke's "Speech on Conciliation" and hardly a college where Bryce's "American Commonwealth" is not used. Of our own accord we raise statues to the greatest British writers, who are ours as much as England's; Bryce and Burke also we can call our own in a peculiar sense.

But the fact that Burke and Bryce were both Irish born ought not to escape notice, for their memorials help to commemorate the year in which Anglo-Irish difficulties ceased forever—as we hope—to poison Anglo-American relations. The lifetime of these two men covered a century and a half in which that poison was always active. Secretary Weeks rightly said that both had an unusual understanding of America and its aspirations, and with this their Irish birth had something to do. Burke sympathized with the American patriots the more because he had intimately observed Tory misgovernment in Ireland, and Bryce knew us the better because of the Belfast liberalism in which he grew up. Both regarded themselves as Britons, not as Irishmen, and both had the same passionate desire for cordial relations between Britain and Ireland and Britain and America. Their memorials are set up at a time when that cordiality seems more certain and enduring than ever before.

THE WOOL SITUATION.

The prediction that after the passage of the new tariff bill there would be heavy withdrawals of wool from bonded warehouses, with a consequent softening of prices, has not been borne out by recent developments. Stocks of wool in bond are estimated as high as 100,000,000 pounds, but the dealers are showing a disposition to "sit tight" and not throw these on the market fast enough to weaken prices. In fact, the wool market has been showing increasing strength, and such statistics of consumption as are available, show gains since the spring and early summer. The British wool market, which does not have the tariff as a complicating factor, has also been strong and active, although the supplies in that market are said to be increasing, and the pressing of the new Australian clip may cause prices to soften. Already there is a fear that the advance in that market may have been overdone, and that a reaction may ensue. How far that could affect the domestic market with present tariff restrictions would be difficult to say. In spite of the large stocks of wool in bond in this country there is a scarcity of the finer grades which are just now in most active demand.

The worst people in the world live in cities.

PRICES MAY GO HIGHER.

Generally speaking, there appears to be no indication of a reaction in commodity prices in the immediate future, except perhaps in the case of bituminous coal, which is now being mined in ample quantities and may continue somewhat further its recession of the past week. Some grain traders also expect to see a temporary softening of wheat prices if transportation facilities improve and expedite the movement of grain from the farms. On the other hand, those who take the long-run view of the wheat market believe that in spite of the large yields in our spring wheat belt and in Canada the European requirements will eventually absorb all our exportable surplus, and that the statistical position of this commodity points to prices eventually higher than those that have lately prevailed. The "war scare" in the Near East has played an important part in the recent fluctuations in the wheat market. From present indications the prices of iron and steel products should hold steady at their present level, which represents an advance over that prevailing before the coal and rail strikes. Prices of raw cotton and wool show a tendency towards greater firmness, and with the short supply of the former and the high tariff on the latter the present tendency should continue. The effect should be further reflected in the case of textiles, and in fact it is already apparent in this field. These conclusions do not justify any predictions of a rise in basic commodities sufficient to be classed as inflation, but there is no evidence at hand pointing to any check to the gradual advance in the near future.

CANNED FOODS SITUATION.

Two phases of the canned food market are favorable to distributors. There is nothing to worry about in the way of carry overs and the moderate packs of most commodities have already caused advances and a better feeling. Buying on a declining market is always minimized; the jobber who stocks up ahead and faces a shrinkage in values cuts down his orders to day to day requirements, but when the price tendency is upward it is another story. Some conspicuous examples are to be found among canned foods of an upward reaction, such as peas, Columbia River salmon, pineapple, tomatoes, to mention a few. Tomatoes and peas may affect corn, which is an example of the other extreme of the market, while peaches are taking care of themselves. The most unpromising line is salmon and sardines, which, however, are not so much affected by the score of supply as by lack of demand. Jobbing attention would easily take care of them. The main thing in the canned food market is to widen the distributing outlet and to get out of the rut of nominal purchasing in minimum lots. An advancing market will tend to widen jobbing activity and that in turn is affected by supplies and by financial conditions. All three tendencies seem to indicate a better market during the remainder of the year. This is the season when the jobber is

taking care of his contract foods, and he normally has deals enough to swing to tie up his ready funds. Notwithstanding this handicap, there is a larger demand for most foods.

REMARKABLE RECORD.

When Secretary Mellon commenced to reduce the enormous war debt piled up by the Wilson administration in April, 1921, the total gross debt amounted to some \$24,000,000,000, of which \$7,500,000,000 was to mature in the ensuing two years. At the end of last month the gross debt had been reduced approximately \$1,200,000,000, and the early maturities had been reduced about \$4,000,000,000. In accomplishing the latter reduction, the Treasury at first resorted to the use of certificates of indebtedness, and later to notes of from one to four years' duration. There remained to be met before next July \$1,100,000,000 in Treasury certificates, \$625,000,000 in War Saving certificates, and \$1,800,000,000 in Victory notes. The Secretary now hopes to be able to convert the War Savings certificates into a similar form of new paper, and counts on tax collections to take care of the greater part of the Treasury certificates. As to the Victory notes, the present offering, which is for \$500,000,000 "or thereabouts" is to be followed, to quote the Secretary, by other "issues of refunding securities, properly adjusted to market conditions."

The country is to be congratulated upon the skill with which the Treasury has succeeded in handling its huge refunding operations without disturbing the market for other securities and without imposing any appreciable strain upon our banking system.

COTTON GINNING REPORT.

On the same day that the Department of Agriculture issued its estimate indicating a reduction of 440,000 bales from its earlier forecast the Census Bureau published its ginning figures showing that ginning operations were about 719,000 bales ahead of the same date last year. At first sight there appears to be some inconsistency in the two reports. It will be recalled that last year a ginning report late in the season showed that there was actually more cotton ginned than the Department of Agriculture had estimated for the entire crop. It later developed that the estimate was some 1,500,000 bales too low. The question has been raised whether the large ginnings to date during the present season do not also point to a yield somewhat in excess of the Government estimate. The Department of Agriculture has shown, however, that the crop this year is being gathered under unusual conditions. As a result of almost continuous drought in August and September very little cotton of late growth has appeared, and the earlier growth has matured very rapidly in the dry, hot weather. As the crop is unusually early the ginning report, it is stated, should show operations much ahead of those of last year, and this is what it has done.

Facts are stubborn things.

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Water Pails,
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Cups,
Salt and
Peppers,
Trays, Etc.

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4—No. 5004 VIKO Double Roasters, Length 15 $\frac{3}{4}$ in., Width 9 in., Depth 6 $\frac{3}{4}$ in.	Sell @ 2.35 ea.
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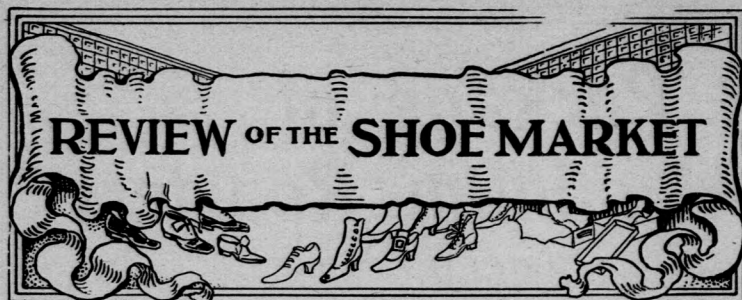
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Returned Goods and Allowances in the Shoe Trade.

Claims for allowances for poor wear or for new pairs of shoes is recognized as one of the hardest problems with which the shoe merchant has to contend. The percentage of real and just claims is small and they are easy to adjust. It is the imaginary or unjust claims, sometimes honestly made by customers, and often dishonestly, that are the source of real trouble and big loss to the merchant.

Shoe retailers have always blamed department store managers for creating a good part of the evil in their policy of liberality in adjusting claims. If an unjust claim is combatted in the shoe section of a department store, the customer goes upstairs to the adjustment department and usually gets what she asks for.

Because of the frequent reiteration of its policy as to adjusting claims satisfactorily many experts believe that the department stores have piled up a lot of trouble for themselves and this would seem to be borne out by the figures given in the bulletin recently issued by the Harvard Bureau of Business Research relative to department store operations.

Of 129 department stores reporting to the Bureau, the largest single group or thirty-five stores, made allowances amounting to 7.5 per cent., or more of their gross sales. Think of it—a figure almost equal to the actual selling expense of the store, nearly equal to the combined percentage of rent, buying and advertising. Twenty firms made allowances of 5 per cent. to 7.4 per cent., twenty-eight firms of 2.5 per cent. to 4.9 per cent., twenty-nine firms of 1 per cent. to 2.4 per cent., and only seventeen firms the smallest number of all, whose allowance item was under 1 per cent. This is an item that should be called to the attention of Wm. G. Shepard, who practically advised his readers in Collier's that one-third of the people of the country had the opportunity to buy their goods in most efficiently conducted department stores, scientifically managed. Now hold your breath! One department store in the group paid back to its customers in allowances and returns in 1921 just 27.7 per cent. of its gross sales. An amount nearly equal to the cost of doing business, and also an amount nearly equal to the gross margin of profit of all retail stores.

Of course, this instance is a ridiculous exception but the fact that thirty-five of the stores, the largest group, had an allowance figure of 7.5 per cent. and over, represents a bit of competition that is unfair to other merchants and can be attacked as a dishonest practice by which the con-

sumer at large pays for the privilege of trading at department stores.

The gross profit rate of shoe stores in 1921 was 25.9 per cent. of sales. The gross margin for department stores was 28.7 per cent. of sales. Adding the claims for allowances which, of course, were deducted from the original markup to determine the gross margin of 28.7 per cent., it would seem that department stores must be the most expensive place to trade.

The facts on their face should interest every independent merchant, and afford an opportunity for local Chambers of Commerce and retail trade boards, local and the National associations of shoe retailers to get together and combat a retail trade evil that is uneconomic, unethical and unfair to the mass of consumers.

Seven and one-half per cent. of gross sales paid back in allowances is something that must be fought.—Shoe Retailer.

A Convincing Demonstration.

Do you carry a sectional view of the shoes you advertise and sell? If not ask the manufacturer to send you one. Leback's, Nashville, Tenn., is using this manner of selling with very good success. A customer calls for a pair of shoes, complaining that she purchased a pair from a competitive concern not long ago and the heel came off. This is the salesman's cue to show her a sectional view of a shoe in stock, guaranteed against just this happening. The customer is given an inside view as to how that shoe is made, together with a guarantee to replace same if it does not hold up.

It is Mr. Hill's idea (the buyer) to instruct his salesmen in selling shoes on the points that sold the shoe to him. This idea is also passed on to the advertising department and finds its way into the advertisements. He knows why he buys one shoe over another. It may be style. It may be price and it may be quality. Whatever it is, the public is acquainted with it through the salesmen and through advertising.

Trouble in Delivery.

The telephone in the queensware store rang vigorously, and a salesman answered.

"This Brown's china store?"

"Yes ma'am."

"Did you send a fifty-piece table set to Mrs. Rosen's, 1222 Steenth street this afternoon?"

"I believe so, madam."

"Well, there's been a mistake. Your delivery wagon was hit by a street car and when the set got here there were more pieces than we bought. We've counted 827 now and there's another dustpan full we haven't begun on yet."

Shoe Market for Michigan Shoe Merchants

Rouge Rex Shoes

For the Man Who Works

More Mileage Shoes

For the Man Who Cares

Playmate Shoes

For the Growing Feet

Goodyear Glove Rubbers

For Service and Fit

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Shoe Mnfg., Tanners

Grand Rapids, Mich.



A dressy shoe—

that will stand hard work

The man who must have a shoe that looks reasonably dressy for business but will stand hard service is sometimes a hard customer to please. The Herold-Bertsch Black Gun Metal shoe is just the shoe for this man. It is good-looking without being extreme, and is made to stand up under exacting service that would ruin a fine, soft dress shoe. This is the ideal shoe for the merchant, the delivery man, the mail man, the high school boy, the inside railroad man, and many others. It is also a favorite with farmers, who wear it first for dress, and later for work.

**HEROLD-BERTSCH SHOE CO.
GRAND RAPIDS**

**Herold-Bertsch Black
Gun Metal Line**

Home Ease
STRAP SANDAL IN STOCK
Black Kid, Flexible McKay, Stock No 500 Price \$1.80. Terms 3-10. Net 30 days. Write for pamphlet showing other styles. 100-1000 numbers.
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We are making a special offer on
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Ask about our way
BARLOW BROS. Grand Rapids, Mich.

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FLORIST
139-141 Michigan St.
Grand Rapids, Mich.

Little To Be Expected From Securities Commission.

Mackinac Island, Oct. 16—It is estimated that more real money has been invested in oil stocks than has been realized from the sale of oil produced.

Oil stocks have more recently appealed to the cupidity of the inexperienced investor than any other form of security notwithstanding the enactment, in many states, of "blue sky" laws and legally organized so-called security commissions.

Such states as have security commissions to examine into the actual facts behind stock issues and the methods of their disposal do not seem to have produced benefits commensurate with their cost and importance. Even in Michigan, where safeguards are supposed to have been thrown around the unwary, the results have been far from satisfactory, except to the promoters, who seem to have secured ample receipts on much questionable stock. About the most satisfactory showing made by one Commission was in the nature of admonition to secure the advice of a lawyer, such suggestions being forthcoming usually after the offense has been committed or the promoter has flown.

I have watched the progress of such unlawful transactions and have failed to notice any progress by the Commission in the shape of prosecutions or other tangible results. In fact, the authority necessary to the issuing of these questionable stocks has been easily secured and the public's only recourse has been in some few trivial transactions to begin actions for misrepresentation or the obtaining of cash under false representation.

It is, of course, hardly feasible for the Commission to prevent the gullible public from investing in schemes which fail of materialization, but it does seem as though the stamp of approval might be withheld from many of the wild cat schemes which are constantly afloat.

Not only should the operations of the principals be carefully investigated, but the methods of stock salesmen should invoke rigid scrutiny. In fact, the principals should bear the responsibility for the acts of their agents. It is of well authenticated knowledge that millions of dollars have been extracted from the pockets of small investors, where the securities in a way were legitimate, but the promise of quick and substantial benefits have been a matter of misrepresentation and deception. Possibly the duties of the various commissions, manifold in character, are too multitudinous to warrant their carrying on a campaign of education, but it does seem as though an example could be made of some of these offenders and publicity given exposures of these breakers of law so far reaching that the abuse could be reduced to a minimum. This subject is at least of sufficient importance to warrant the careful attention of the Securities Commission.

Speaking of oil stocks, we are reminded of oil and that an auto expert says the carburetor of ten years ago would not work if fed by the gasoline used to-day and that it keeps mechanics busy to devise improvements to meet the declining quality of gas. In fact, everyone knows who uses the article to any extent that the gasoline of to-day is much inferior in quality to that supplied a decade ago. Also everyone knows that in spite of such decline in quality the price is constantly increasing. Except for a slight fluctuation at all times the price of this commodity is two and one-half times as great as it was eight years ago.

In 1914 the price of crude oil was \$2 per barrel and gasoline sold for 10 cents. In 1919 with crude oil at \$3.50 per barrel it was retailed at 27 cents. Now, with oil at its low value of \$1.25 per barrel, gasoline costs 22 cents. To be exact, the price of the crude article has been reduced 60 per

cent. in six years, while the finished produce has come down about 16 per cent.

Evidently the law of supply is not being considered, but the law of demand rules the day.

Col. MacNider, National Commander of the American Legion, seems to have revised the very extravagant ideas he once entertained regarding the subject of the bonus. He now says: "We are going to see that the maimed men get a square deal from the country for which they fought."

Col. MacNider, for the first time since he achieved public prominence, is on the right track.

Compensation and relief for those who were disabled in the kaiser's war is most desirable and commendable and there will be very little opposition to the proposal. It ought to receive proper consideration from Congress at its next session and undoubtedly will especially if some mistaken though well meaning enthusiasts do not handicap the issue by placing an intolerable burden on those who have to foot the bill—the patient but suffering public.

Newton D. Baker, former Mayor of Cleveland, Secretary of War under Wilson and now engaged in the practice of law in the city mentioned, certainly hit the nail on the head when, in a recent public statement, he defined the open shop from the viewpoint of the public. To quote from his own words, which antagonized labor leaders, but won public approbation:

The term "open shop" as used in the labor policy outlined usually is, unfortunately, confused with the term "closed non-union shop." It is, therefore, necessary to understand what the true meaning of that phrase is. It describes a labor relation in which workers are wholly free to join or not to join unions, in which the principle of collective bargaining is recognized as sound and just and in which the workers, when unable to agree with their employers, have a right to be represented by representations of their own choice in wage and other employment negotiations. In such an "open shop" no man is to be discriminated against because he holds a union card and, correspondingly, no man is to be discriminated against because he does not hold such a card. In every labor question there are really three parties. The public has an interest too little recognized and rarely represented. I think all will agree with me that in the last ten years the principle of trade unionism has made little or no headway. Temporary raises in wages have, it is true, been obtained, but there is a widespread public sentiment against labor unions. The continued existence of trades unions is endangered by the growing realization on the part of the public that the practices followed are a hurtful limitation upon production and a dangerous limitation of economic freedom for American citizens.

Secretary Baker only expresses the sentiment of every fair minded American citizen. Voluntary slavery and servitude are inevitable for the individual who places his welfare in the hands of unprincipled and unscrupulous leaders and grafters to become the objects of barter and sale.

The two recent gigantic failures suffered by trade unions this year have more than undone the grand total of advancement for that cause in fifty years; and the end is not yet.

Thinking workers are beginning to realize that they have been duped and are making heroic efforts to discard their shackles.

The question of an amendment to the Federal constitution which will authorize Congress to enact laws penalizing the employers of child labor, will receive attention very soon. Coupled with provisions for compulsory education for juveniles not employed it will add much to the equitable disposition of the child labor problem.

Frank S. Verbeck.

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Nu-Ways have no rubber to deteriorate. Phosphor bronze Springs give free, easy and lasting stretch every day worn. That's why they bring more customers to your store. The sales of Nu-Way Suspenders and Garters are climbing rapidly. You can get your share of this business by writing today for our special Dealer's Proposition. Get the benefit of our Dealer helps and National advertising.

Nu-Ways are sold direct; Excellos sold through Jobbers.

Nu-Way Stretch Suspender Co.
THE STRETCH IS IN THE SPRING
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NEW ISSUE:

Province of Ontario obligations are the Premier Canadian Provincial issues—former issues rated "Aaa" by Moody.

We, therefore, accord the following described issue our highest investment recommendations:

\$20,000,000 Province of Ontario 5% Gold Bonds

Dated October 2, 1922

Due October 1, 1942

Non-Callable for 20 Years

Principal and semi-annual interest payable in Gold in New York.

Denominations \$1,000

PRICE 99½, YIELDING 5.06%

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Grand Rapids Sav. Bldg.
Grand Rapids, Mich.

120 Broadway
New York City

310 Ford Bldg.
Detroit, Mich.



Politics Keeps the Mare Going.

Our rural free delivery system was established in 1896. About that time, the talk of "horseless carriages" was beginning to be heard.

Twenty-six years later no one speaks of horseless carriages, but our rural mail routes are still horse-drawn. "horse-drawn," that is, in the eyes of the law. Actually 70 to 80 per cent. of them are handled by automobiles. What makes this curious situation? Perhaps the answer is to be found in these two sentences used by United States Senator Bryan of Florida in a debate on the floor of Congress in 1916:

"The trouble with the postoffice bill is always this: Congress itself does not look at it in a business way but in a political way. It is regarded here not by what it costs, not by the service to be rendered but by the wishes of interested parties."

The senator was speaking in a debate on the automobile and rural free delivery, and it was then that the law was passed which makes the R. F. D. still in theory the same horse-drawn affair that it was in 1896. The law provides that no route can be "motorized" except on a petition signed by a majority of heads of families served by that route. Then the law goes on to say that nothing shall be done that prohibits or even tends to prohibit the use of motor vehicles in carrying the R. F. D. mails on "horse-drawn" routes.

Before explaining the subtleties of that legislation, it may be well to note its results in three particulars:

1. Though motor cars actually are used during all or the greater part of the year in handling the mails on 75 per cent. or more of the 44,203 R. F. D. routes now in operation, the law holds that all these save 853 are "horse-drawn." That is to say, they are laid out and money is provided for them on the assumption that only horse-drawn vehicles are and can be used by the carriers in covering them.

2. Though transportation equipment has been revolutionized since the R. F. D. system was created, virtually no improvement is being made in the equipment for handling rural mails—barring of course the star routes which largely have been motorized—except at discretion of the carriers.

3. Critics of the law say that not less than \$45,000,000 a year is wasted on the expenses of the rural free delivery branch of the postal service.

"No one can object to any expenditure necessary to supplying rural residents with adequate mail facilities," says Congressman M. Clyde Kelly a member of the postoffice and postroads committee of the House of Represent-

tatives. "But when half what is spent is wasted—and I am sure such is easily the fact—and what is wasted might be used in providing rural residents with a real as against a mere make-shift mail service, there is plenty of room for complaint.

"And I don't hesitate to say that Congress is to blame for most of it. For years Congress has been prone to deal with the R. F. D. mails with the carriers' interests in view and not the patron's or the treasury's. Everybody knows why: In a majority of rural districts, the R. F. D. carriers for their numbers can be most potent factors in congressional campaigns. They come in contact with a majority of voters almost every day. And they are splendid men, too. The influence they have is no reflection on them; as men it is creditable to them. That influence is so great that for years virtually no legislation not approved by them as an organized body has been enacted with regard to the R. F. D. system."

While a majority of the carriers favor the use of and actually do use motor vehicles in covering their routes they so far have shown strong opposition towards all movements in the direction of legal motorizing of the R. F. D. mails.

When the carriers were not looking or perhaps before they realized fully what motorization meant to many of them, Congress, in 1915, authorized the Postoffice Department to take cognizance of the motor age of transportation in operating the rural free delivery as with other branches of the mails service.

In less than a year's time the department established more than 800 R. F. D. routes that were officially covered by automobiles. It was done, in the main, by consolidating horse-drawn routes into longer ones that were to be served regularly by motor. Sometimes two horse-drawn routes were made into one, sometimes three into two, sometimes five into four.

Sometimes the change involved the abandonment of a postoffice, or the cutting down of the business, and consequently the postmaster's salary, at some office. This, of course, was protested.

Voicing that particular form of protest, a Congressman said, when the subject came up for general discussion in 1916:

"I believe every American citizen should have the absolute right to say where he shall have his mail addressed."

The point involved was the discontinuance of a village postoffice through the establishment of a motor route out of a larger town in Florida.

Occasionally, the change cut a fam-

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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ily entirely off from service although always the total number of families served was increased. Frequently, the change lowered the time of day when many families got their mail. No doubt in its zeal for economy the department sometimes set up motor routes when the character of the roads did not justify the change. Frequently, there was protest from patrons even when the roads were perfect.

"In one county of my State," said a Senator when all the protests came up for airing in Congress, "where the roads are as smooth as they are in this city, they protested against the combining of two 24-mile routes into one motor route, thus dispensing with one man."

The protest clearly was on behalf of the carrier, not against the service by motor. It is generally true that patrons of the R. F. D. will petition for anything the carriers want. Anyway, the department's motorization policy overwhelmed Congress with protests from patrons as well as carriers.

Thus when the postoffice department appropriation bill came up in 1916, there was tremendous Congressional demand that a brake be applied. The House committee turned it down but it was revived on the floor and in the end was granted. This bill, when enacted, carried the proviso that the department should set up no motor route unless petitioned for by a majority of the heads of families to be served by it. Since then there has been only slight increase in the number of motor routes.

While about it Congress made 24 miles the standard for horse-drawn routes and decreed that none should be longer than 36 miles. It provided that no motor route should be less than 50 miles long. Thus since then no R. F. D. route of any kind having a length of between 36 and 50 miles has been in operation or can now be established. Congress also decreed that the department should do nothing to prevent the use of motor vehicles on horse-drawn routes. All this legislation was embodied in a rider known as the Hardwick amendment.

"It was what the carriers wanted and the service needed at that time," says Wisdom D. Brown, Washington representative of the carriers' National organization. "In fact, I drew the amendment."

Why the antagonism to motorization?" he was asked.

"It was demoralizing the rural mails, for it was inefficient. The department was going ahead helter-skelter often without any reason at all for making the changes other than ill-advised economy. We decided to stop it and we did. I know of one case where five routes were reorganized into two."

A carrier factor other than the

threat of lost jobs enters into the equation. It is time.

The horse-drawn route presumes an eight-hour day's work with an old-fashioned team. With a motor car such a route frequently can be made in two or three hours. In 1916, the department found that nearly 5,000 carriers devoted less than four hours a day to covering their routes. Mr. Brown tells me that the average time, in summer, for all carriers on standard-length horse-drawn routes on which automobiles are used is two and one-half to three hours.

He says that those who use motors—and he estimates that 80 per cent. do so for at least eight months of the year—have 60 per cent. of their working time free and may devote it to work other than that for which they are paid by the Government. A Congressional enquiry in 1920 developed the fact that 60 per cent. of the carriers do other wage earning work. The pay for the Government's work averages \$1,850 a year per carrier who of course must provide and take care of his equipment. It is basically the same for those who, helped by good roads and light business can cover their routes in an hour or two, and for those who take from ten to twelve hours time, as is the case on many routes. It is the same for the carrier who has to provide equipment for handling a thousand or more pounds of mail a day and for the one—and there are many of them—who handle less than 100 pounds. Thus, there is provided no money incentive to build up business. This perhaps is one reason why the parcel post has been of little relative benefit to the farmers.

The spare time the average carrier of a horse-drawn route now has offset the increased pay—about \$700 a year—which is given those who operate motor routes. The motor routes, running from 50 to 75 miles in length, generally require from 50 to 75 miles in length, generally require about all of the carriers' time and, of course, additional equipment expense.

Complete motorization of the R. F. D.s would reduce the number of carriers approximately one-half and the total expense, on the existing pay basis at least 40 per cent. Complete motorization, however, is impossible on account of road and weather conditions. But it is an odd commentary on the law that several of the States that have the best roads in the country are absolutely without legally motorized R. F. D. routes. Among those are Maryland, Pennsylvania and New York.

Congressman Kelly, whom I have already quoted, declares that a reorganization of the R. F. D. system on a strictly efficiency basis could cut its present cost one-half without reduc-

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ing a single salary or curtailing the service.

The appropriation for rural free delivery for the next fiscal year is approximately \$88,000,000, which next to that of railroad transportation, is the largest single item of cost connected with the postal service.

The last collected figures—for July, 1920—show that postage collected on all mail going to and arising from the R. F. D. routes is approximately \$51,502,330.80. This would show a deficit of more than \$35,000,000. The deficit, however, is much greater, for a large part—some say three-fourths—of the postal revenues collected on account of the R. F. D. mails must go for services not rendered on the routes.

Aaron H. Ulm.

Getting the Doctor in Pioneer Days.

Grandville, Oct. 17—In pioneer days doctors were few and far between.

It was no easy stunt to "go for the doctor" in those days, when that doctor was anywhere from twenty to thirty miles away and the road to be traversed was through an unbroken forest.

Telephones, telegraph wires, even railroads, were non-existent then. A boy on horseback was the usual messenger after the doctor. Small ills were never considered because of the enormous energy required to summon medical aid.

A young man, dying with a severe attack of croup, seemed in a hopeless condition, with no time to get a physician. An old logger was called in, who administered several doses of strong tincture of lobelia. This had the desired result. An emetic threw off the phlegm and saved the man's life.

Cold water compresses and tincture of lobelia were sovereign remedies for coughs, colds and the usual throat and lung troubles. Dr. Trall's Hydro-pathic Encyclopedia was in many of the homes of the settlers, from which remedies were obtained that saved doctor bills and not unfrequently served the purpose fully as well.

I call to mind a horseback trip of forty miles after a doctor. It was supposed to be an emergency case and I lost no time in covering the twenty miles to the doc's office, returning the same night. I had worked all day (twelve hours) and set out at 6 p. m., covering the score of miles in something over two hours. The return trip was a more leisurely one, so that it was past midnight when I stabled Old Barney at the home barn.

The nearest doctor lived at one time thirty-five miles away. Nevertheless when any severe illness assailed a citizen of the woods some one volunteered to make the long trip. Most of the old-time physicians were ready to answer calls at a moment's notice.

On one occasion two messengers entered the doctor's yard at the same time. Each made a sprint for the door, one a little in advance of the other. The one in advance got the doctor, the other messenger who came from an opposite direction, was forced to return without the man of medicine. He found an old Indian medicine man

who went, however, and saved his patient.

Lung fevers, now known as pneumonia, largely prevailed at certain seasons of the year, and many early settlers succumbed to that disease. Pills made from blue mass and rank tasting bitters usually constituted the larger part of the doctor's case.

Bleeding was also one form of treatment.

Many of the early physicians found a place in the volunteer regiments sent out to put down the slaveholders' rebellion. Many an after-the-war surgeon proudly claimed apprenticeship and graduation from the army hospitals. It was a distinct feather in the doctor's cap who could claim a long army service.

Doctors are born, not made.

This is a truism as pertinent to-day as it was sixty years ago. One of the handicaps medical men of an early day labored under was the habit of intemperance. Scarcely a doctor in all the wildwoods country but indulged in the flowing bowl at some time in his career. Some of these were considered the very best when not in liquor. Nobody really seemed to think it improper for a doctor to visit a patient with his tongue too thick to enunciate plainly.

There were, of course, exceptions to all rules, some of the medical profession being strictly non-alcoholic in their habits, and these were in great demand during the most of their waking hours.

Calomel and quinine were the great remedies on nearly all occasions. A doctor who did not swear by these would have been considered a freak.

In later years Doctor Chase's Receipt Book came to fill a long-felt want in the wilderness. There were many valuable receipts for the cure of human ailments between the covers of that little book—and, of course, some that weren't so good.

A man badly bruised—in fact, hopelessly crushed—on a rollway was rushed in a lumber wagon to Muskegon for surgical aid. The man died soon after reaching the Sawdust City. There were numerous accidents of this sort every spring along the river where numerous rollways, piled with pine logs, were "broken" for the freshest which soon followed the going out of the ice.

Roused from sleep at midnight to "go for the doctor" was not an uncommon occurrence. On one such occasion I made the ride into the back country, some ten miles, routed out the man of pills, who, on learning that a woman was very ill, promised to at once hasten to the rescue. I rode leisurely home, left word at the sick home and retired to finish the night in sleep. What was my indignation when I learned that the doctor I had summoned did not put in an appearance until the next day in the afternoon, when he drove into town at a leisurely gait.

The sick woman recovered, however, no thanks to the tardy Esculapius.

Pills and powders constituted the stock in trade of these early practitioners. They earned their wage all right, being called upon at all hours of the day and night, having many times to traverse long, rutty forest roads through an uninhabited woods.

Some of the best physicians of that day made their trips on horseback. This was, in fact, the most expeditious manner of travel because of the sometimes almost impassible forest roads. Road making had not fully developed at that stage of our civilization.

Old Timer.

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.

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False Doctrines in Business.

Written for the Tradesman.

A false doctrine in business may be likened to a weed in a field of grain. A weed takes the space that a plant should occupy. It uses up soil fertility, absorbs moisture and heat which through the plant would yield grain, the basis of food. The weed is not only a thief, taking away benefits, but it may give forth poison and cause death to men and animals.

A noxious weed may become entrenched in land so that much labor is required to eradicate it. Sometimes fields are given up as useless and all effort to destroy the weed is abandoned.

A false doctrine which seems widespread and of unknown age is frequently encountered in business. It may be illustrated by this incident: An industrious young man goes into a store and buys useful and necessary goods. He is particular about quality and compares prices with his estimate of value—service. He buys not one cent's worth of confectionery, tobacco or non-essentials. After he leaves the store, some lounge remarks: "When that fellow gets hold of a dollar it goes out of circulation." They do not refer to the money he paid out to the merchant, because his needs only required one-fourth, one-fifth or a less proportion of his earnings. In reality, the onlooker declared that that young man's savings were kept out of circulation. He was an enemy to business prosperity. He should at least have treated the crowd to cigars to show a neighborly spirit. These spendthrifts justify their own wasteful expenditures on the ground that they are helping business by keeping their earnings in circulation.

These dry goods box philosophers are mostly parrots. They simply repeat what they have heard. And they heard it preached in the saloon and other places where the proprietor secures all his profits from a business which was a non-essential, if not worse.

Eventually every dollar saved by prudent people goes into circulation. It helps business far more if paid out for necessities than if frittered away. It helps support workers who return to the community full value for their wages. It encourages and maintains public enterprises of benefit to all, instead of supporting men who cater to those who squander their earnings or their incomes.

There is another false doctrine which many merchants seem to hold, for they resort to schemes to deceive purchasers into buying goods which are not worth the price paid for them. They are not content with the profit from selling goods at a fair value. They believe dishonesty brings them greater success. In fact, some claim that a strictly honest man can not succeed as a merchant.

People of sense and experience know the falsity of such a claim. The honest merchant becomes established and continues year after year, while the tricksters soon move to other fields or become bankrupts.

Many a business man scouts the idea that friendship is a business asset. No sir: it's dollars; it's the bargains,

the service, the dependability of the firm and so forth. That is one extreme and the other is that one must expend a lot of effort to make acquaintances—form friendships—to secure customers.

How many of us would continue trading with a merchant who has no fraternal feeling, no neighborly spirit, no interest in the good of the community, no interest except making money if we can buy elsewhere?

And again, if we discover that a man is active in society, in church, in fraternal organizations only to help his business, we despise him, even if necessity compels us to deal with him.

It seems to us that if a man is sound—if his character is founded in righteousness—he will adopt only right principles in business and will discover

and reject every false doctrine as quickly and surely as the gardener eliminates every weed.

E. E. Whitney.

Uses Bait Advertising To Attract Purchasers.

New York, Oct. 17—The Grocery Club, 639 Buchanan Place, West New York N. J., is using deceptive bait advertising to get one dollar memberships from housewives.

They advertise "Tremendous Bargains in Groceries" and offer the following:

Sugar, 1c per lb.
Uneeda Biscuits, 1c per box.
Flour, 2c per lb.
100 bars Fairy soap, \$2.

The reader learns from their follow-up literature that the articles above cannot be purchased separately at the prices quoted but must be secured in combination with other articles which are much higher in price. The addi-

tional articles which the buyer is forced to take are not well known or standard brands of groceries. It is apparent that the alleged saving on the advertised leaders is more than offset by the prices placed on the more obscure articles in the combination.

Publications should refuse to accept bait advertising of this character which is highly destructive of confidence.

National Vigilance Committee.

You have to give space now and then to posters and hangers advertising local celebrations and events, but you do not have to leave those advertisements up after the events are over.

No matter how many show cards you have up in the store, there are probably places where others could be used and probably some that are dirty and should be replaced.

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Neither of these offerings are new issues, but are a part of the present outstanding capitalization.

Pennsylvania Power & Light Company

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At 98 to net 7.14%

Utah Power & Light Company

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Mr. Pratt Presented With a Nash Car.

El Cajon, Calif., Oct. 10—Two weeks ago Cecil Gibson, an old bicycle friend, of Indianapolis, Ind., drove into my place with a new seven passenger Nash Six, which he presented to me as a token of esteem and good will from some of my old bicycle and automobile friends, with whom I have been associated during the last thirty years of my activity in those industries.

This car came to me on the twentieth anniversary of my first sale of an automobile and almost to a day the thirty-fifth anniversary sale I made of a high wheel bicycle to Harry Bridgman, of Flint, in whose father's store I was then clerking. If the car had come a few days later it would have reached me on my 61st birthday. The machine came fully equipped, even to insurance policies, license, extra tires, etc. Mr. Gibson remained a week with us and taught the older members of my family to drive the car.

The list of names who made this comfort and pleasure possible for me to enjoy contains two with whom I was associated while in the Clipper Bicycle Co., H. J. Hayes, President of the Hayes-Ionia Co., of Grand Rapids, and A. G. Southworth, now manager of the New York branch of the Buick Company, which he joined when I was active in that organization, nearly fifteen years ago. The list also includes the following: Charlie Howard—whom I've not seen since I appointed him Coast distributor for the Buick fourteen or fifteen years ago—who was another Buick helper; W. E. Metzger, an old high wheel rider of boyhood days and later my chief in the first years of the Cadillac's career, now an executive of the Columbia Motors, of Detroit; Colonel Charles Clifton, President of the Automobile Chamber of Commerce, with whom I was associated during my long connection with the Pierce-Arrow. This latter company is represented by three of its oldest and largest distributors and two ex-distributors: J. W. Maguire, of Boston, Archie E. Hughes, an old-time bicycle friend, now of Foss-Hughes, Philadelphia; Henry Paulman, an old timer, of H. Paulman Co., Chicago; Tom Botterill, of Denver, a well-known and prosperous dealer, now distributing Hudson products in the inter-mountain territory, a successful bicycle dealer of early days and one of my most valued Pierce helpers for many years; Frank Botterill, chief executive of the Tom Botterill Co., of Salt Lake City and a partner of his brother Tom; R. V. Law, of the R. V. Law Co., distributor of Hudson products for Indiana, formerly my chief helper in the Pierce-Arrow; Cecil E. Gibson, formerly the sole owner of the largest accessory business in the world, located at Indianapolis, Ind., but now of Los Angeles.

The list comprises an even dozen high grade business men, none of

whom I have known less than fifteen years, and some have been friends for more than a third of a century, scattered over this country from the Atlantic to the Golden Gate, including the cities of Boston, New York, Philadelphia, Buffalo, Detroit, Grand Rapids, Chicago, Indianapolis, Denver, Salt Lake City, San Francisco and Los Angeles. Every man in this list has borne a life-long reputation for square dealing along the Golden Rule line. I have had business dealings with every one and at times when conditions tried the souls of men, but never have I known of a single unfair transaction with their trade.

It was men of this type who were the pioneers of our great industry. They made it possible in the days when our banks and financial institutions discriminated against the struggling maker and his field helpers, when we had to do a strictly cash on delivery or cash in advance business. These men, without an exception, have known what it was to do business without capital and to live as frugally as the common laborer. It is a source of great satisfaction to me to know of their prosperity. I am proud to have been associated with them and to be able to number them among the friends of a lifetime.

Little do most of them realize the comfort and pleasure this vehicle of transportation will render one who has been confined to the limits of a wheel chair for several years. The pleasantest and, perhaps, the most difficult task of my life will be to properly express my feelings to these generous and thoughtful old timers and associates of former days. May they "live long and prosper," as old Rip said when he toasted his friends.

J. Elmer Pratt.

The Parson's Apology.

The old parson, appalled by the evil rampant in his flock, shouted out in a loud voice:

"Ah sees befo' me ten chicken thieves, includin' Barber White."

Now Brother White was very influential in the church, and with a shocked moan he rose and rushed out. Afterwards he began to pull all sorts of strings to make the old preacher eat his words. The old parson, to get a little peace, finally promised to apologize the following Sunday. So the next Sunday before the sermon he rose and said:

"Ah desires to retract mah last Sunday night's remark dat Ah sees before me ten chicken thieves, includin' Barber White. What Ah should have said, dear brethern and sistern, was dat Ah sees befo' me nine chicken thieves, not includin' Barber White."

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Piece Goods Sales Big.

Despite the belief held in some quarters that home dressmaking would not be as widespread this Fall as it was last, sales of piece goods for this purpose are reported to be very heavy. The piece goods buyers of several large local retail stores say their sales are well over those of last Fall, one of them calculating the increase at more than 33 per cent. There is said to be a notable demand for the higher grade coatings, suitings and dress fabrics.

Among the reasons advanced for the greater activity in fabric sales directly to the consumer are the general acceptance of longer and fuller skirts, more interest in the higher-grade novelty wools on the part of consumers of limited income and the wider use of patterns for home dressmaking in order to utilize these fabrics. Added to these is the reported increased purchase this Fall of suitings for tailoring by dressmakers with a middle class clientele.

Regarding the types of fabrics being purchased, a buyer for the woollens department of a well-known store said yesterday: "Since the close of the war the interest in high-priced novelty woollen fabrics has induced the making of clothes at home in families well above the average. Last year these woollens become a dominant factor in the designing of fashions for all types of consumers. In fact, Rodler's highest-priced coatings and suitings were the first of our imported woollen collections to be sold.

"This year the condition is exactly the same, with the demand for these novelty fabrics stronger, if anything. In advertising our opening of the fabrics favored by the great Paris dressmaking houses we announced a series of lessons in dressmaking, for a fee of \$12, and prepared for a class of 300. On the opening day more than 1,000 women applied for the course. The majority were well dressed, and bought fabrics up to \$17.50 per yard.

Most of the piece goods buyers report the strongest demand is centered on the higher quality fabrics. One store is now entirely sold out of jacquette novelty cloths. There is also reported a steady call for the best one and two-tone duvetyns, velours de laine, drop stitch velours, etc. There is also good request for imported fabric broadtail, made of Turkish mohair and notable for its light weight, luster and beautiful markings.

Another factor that must be taken into consideration with regard to the increase in yardage sales is the longer and fuller skirt. A pattern authority estimates that the average increase in the amount of fabric used over the requirements for last year's short skirt will be from 1 3/4 to 2 1/2 yards per pattern.

"The actual end of the short skirt period was reached in June, according to our charts," continued this authority. "Fashion writers, having for months persisted in their predictions of longer dress styles, began to confirm the rumors originating in France by reproductions of photographs of fashionable Americans in dresses which reached to the ankles.

"At this point the buying of fabrics slowed down, the slump beginning in the latter part of June. Until the early Fall pattern books were received by the department stores throughout the country and the illustrations with the yardage requirements were understood, there was marked uncertainty. But the decision apparently was made to discard short dresses, as they offered small hope of remodelling, and active buying of the newer fabrics was begun."

The man who is his own ideal in business management or advertising is a man without much to look up to.

GRAND RAPIDS KNITTING MILLS

Manufacturers
 of
 High Grade
 Men's Union Suits
 at
 Popular Prices

Write or Wire
 Grand Rapids Knitting Mills
 Grand Rapids, Mich.

We are manufacturers of
 Trimmed & Untrimmed HATS
 for Ladies, Misses and Children,
 especially adapted to the general
 store trade. Trial order solicited.

CORL - KNOTT COMPANY,
 Corner Commerce Ave. and
 Island St.
 Grand Rapids, Mich.

Leather Goods

A most beautiful line in all the latest novelties for ladies, gentlemen and children. Get these early while the assortment is complete.

Samples on request.

Quality Merchandise — Right Prices — Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

YOU ought to see our
 New Fall Line of

Principle Shirts

at

\$13.50 Per Dozen

Write for samples.

Daniel T. Patton & Company

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

A Few Specials for Your October Sales

NASHUA PLAID WOOLNAP BLANKETS.

Just the item for which you are looking for your fall Blanket Sale. A heavy Plaid Blanket to sell at less than \$2.00. They are cut and bound Singles, assorted patterns in Blue-Pink-Tan and Grey

Size 60x80 \$1.10 each	Size 64x76 \$1.20 each	Size 72x84 \$1.45 each
------------------------	------------------------	------------------------

36 in. Light Outings. A medium weight in snappy patterns. Full pieces or 100 yard bundles of 10/20 yd. pgs. ----- 16 1/2c

16 in. All Linen imported Crash. This Crash runs Clean and is free from Flax Husks. Three piece assortment of 1 Red, 1 White and 1 Blue Border, Special at, per yard ----- 15c

All Wool Auto Robe, size 54x72 weight 4 1/2 pounds. A beautiful Plaid in two colors. No. 207 Navy & Gold, No. 210 Navy & Brown. An extra special at, each ----- \$2.50

5/4 White Table Oil Cloth. This is a special, furnished us by the Meritas Manufacturers and is not a second quality. In White only. A 12 yard roll ----- \$2.85

Fancy Turkish Towels. We have a quantity of these Towels size 18x36 in Pink, Blue & Gold in three different patterns. They would be a Red Hot Special to retail at 39c. Asstd. pat. & colors.

1 doz. \$3.75	5 doz. \$3.65	10 doz. \$3.50
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GRAND RAPIDS DRY GOODS CO. WHOLESALE ONLY

DuroBelle

HUMAN HAIR NETS

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

NATIONAL TRADING COMPANY

630 SO. WABASH AVE.

CHICAGO, ILL.

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
French Serges proportionately,	
Danish Poplar Cloth	42 1/2
Juilliards Novelty Checks & Plaids	1 85
54 in. All Wool Coating	1 50@2 00

Linings.	
30 in. Black Satine	18 1/2
36 in. Satine, black & colors	23 1/2@32 1/2
36 in. Radiant Bloomer Satin	45
36 in. Percaleine	16 1/2
Windsor Cambric	10 1/2
36 in. Radiant Charmeuse	45

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
32 in. Checks & Plaids	21 1/2
32 in. Checks & Plaids, better quality from	23 1/2@32 1/2
32 in. Tissues	35 @42 1/2
39/40 in. Voiles	37 1/2
40 in. Organdies, all colors	42 1/2
39 in. Romper Cloth	22 1/2
27 in. Apron Ginghams	12 1/2@14 1/2
27 in. Chevrons	16 1/2
Plisse & Serp. Crepe, from	25
36 in. Chailies	13 1/2
32 in. Madras	25
32 in. Suitings, from	22 1/2@35
36 in. Chiffon, from	32 1/2@42 1/2
27 in. Poplins	30
36 in. Poplins, from	25 @42 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.	
16 in. Irish Imp. Br. Linen Crash	16 1/2
15 in. Bleached Toweling	9 1/2
17 in. Glass Toweling, Red Stripe	12 1/2
18 in. Absorbent Toweling	15 1/2
16 in. Blea. Linen Crash, from 18 1/2	@20

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
Less 10 per cent.	

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 and Wash Cloths.	
Turkish Towels from \$2.25@9.00 depending on size and quality, and whether plain or fancy.	
Huck Towels from 62 1/2c@\$.60 per doz. depending on size and quality and whether part linen, hemstitched, etc.	
Wash Cloths from 45c per doz. to \$1.50 depending on size and quality and whether plain or fancy.	
Bath Sets from 75c@1.30 each.	

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.
Scrims & Etamines, from	10 1/2@19 1/2
36 in. Plain & Fancy Marquisettes	from 16 1/2c@32 1/2c, depending on quality.
Curtain Nets from 25c@62 1/2c, depending on width and quality.	

Blankets.	
45x72 Cotton Felted Blankets	1 07 1/2
50x74 Cotton Felted Blankets	1 20
54x76 Cotton Felted Blankets	1 30
60x76 Cotton Felted Blankets	1 50
64x80 Cotton Felted Blankets	1 65
68x80 Cotton Felted Blankets	1 70
72x80 Cotton Felted Blankets	2 00
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	
64x76 Barlan Heather Plaid	2 00
72x80 Barlan Heather Plaid	2 20
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	
60x76 Plain Woolnaps	2 30
64x76 Plain Woolnaps	2 55
68x80 Plain Woolnaps	2 65
72x84 Plain Woolnaps	3 15
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	
60x76 Woolnap Plaids	2 50
60x80 Woolnap Plaids	2 65
68x80 Woolnap Plaids	3 25
72x84 Woolnap Plaids	3 65
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	

Comfortables, Indian Blankets & Bath Robe Blankets.	
64x78 Blanket Comfortables	2 50
66x80 Comfortables	3 10
72x80 Comfortables	3 25
66x80 Comfortables	3 00
66x84 Two in one	3 50@3 75
72x90 Bath Robe Blankets with Cords, Tassels & Frogs	4 00

Crib Blankets.	
30x40 Stitched	70
30x40 Scallop	75
36x50 Stitched	1 00
36x50 Scallop	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
66x80 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
63x90 Pepperell	12 25
63x99 Pepperell	13 39
72x90 Pepperell	13 45
72x99 Pepperell	14 71
81x90 Pepperell	14 35
81x99 Pepperell	15 70
72x90 Lockwood	13 45
72x99 Lockwood	13 71
81x90 Lockwood	14 65
81x99 Lockwood	16 33
Cheap Seamless Sheets	13 50
Cheap Seamed Sheets	9 00

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
Cheap Pillow Cases	2 25

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

Carpet Warp.	
White	45
Colors	50

Ollcloth.	
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	80 per batt
3 lb. Plain Cotton Batt	75 per batt
3 oz. Small Cotton Batt	10 1/2 per batt
10 oz. Small Cotton Batt	12 per batt
12 oz. Small Cotton Batt	16 per batt
1 lb. Wool Batts	1 45 per batt
2 lb. Wool Batts	2 50 per batt

Wide Sheetings.	
7-4 Pequot Bleached	43
8-4 Pequot Bleached	43
9-4 Pequot Bleached	43
10-4 Pequot Bleached	58
7-4 Pequot Brown	38
8-4 Pequot Brown	43
9-4 Pequot Brown	48
10-4 Pequot Brown	53
7-4 Pepperell Bleached	38
8-4 Pepperell Bleached	42
9-4 Pepperell Bleached	45
10-4 Pepperell Bleached	50
7-4 Pepperell Brown	42
8-4 Pepperell Brown	42
9-4 Pepperell Brown	42
10-4 Pepperell Brown	45
7-4 Lockwood Bleached	38
8-4 Lockwood Bleached	42
9-4 Lockwood Bleached	46
10-4 Lockwood Bleached	50
8-4 Lockwood Brown	38
9-4 Lockwood Brown	42
10-4 Lockwood Brown	46

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
Fruit of the Loom	19
Auto	16 1/2
Big Injun	13 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	27 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
32 in. Light Outings	13 1/2@14 1/2
27 in. Dark Outings	14 1/2@15 1/2
36 in. Light Outings	16 1/2@17 1/2
36 in. Dark Outings	17 1/2@18 1/2

Notions.	
Star Snaps, gro.	60
Kohinoor Snaps, gro.	60
Wilsnaps, gro.	75
Satin Pad S G Garters, doz.	2 00
Sampson fly swatters, doz.	75
Roberts needles, per M.	2 50
Stork needles, per M.	1 00
Self Threading Needles, paper	06 1/2
Steel Pins S. C., 300, per box	43
Brass Pins M. C., 300, per box	45
Brass Pins S. C., 160, per box	43
Brass Pins S. C., 300, per box	75
Brass Pins M. C., 300, per box	80
Coats Thread, doz.	59
Clarks M. E. Thread, doz.	59
J. J. Clarks Thread, doz.	56
Belding Silk, 50 yd., doz.	90
Cobro Silk net with elastic, gro.	4 50
Gainsborough Hair Nets	
Single Strand	80
Double Strand	1 00
Wolverine nets, gro.	9 00
R. M. C. Crochet Cotton, per box	90
B-4 O. N. T. Cro. Cotton, per box	90
Silkene Crochet Cotton, per box	90
Sansilk Crochet Cotton, per box	55
M & K or Dexters Knit. Cot., white, per box	1 50
Black and colors	1 75
Allies Yarn, bundle	7 50
Fleishers Knitting Worsted Skeins	2 30
Fleishers Spanish worsted balls	2 60
Fleishers German't Zepher Balls	3 70
Fleishers Saxony Balls	3 70
Fleishers Knitting Worsted Balls	2 60
Fleishers Scotch & Heather Balls	2 90
Excello Suspenders, doz.	4 50
President Suspenders, doz.	4 50
President Suspenders, Ex. Heavy	6 00

Infants' Hosiery.	
Cotton 1x1 Rib Hose	1 00
Combed Yarn 1x1 Rib Hose	1 85
Mercerized 1x1 Rib Hose, Cashmere	
Silk Hl. & toe, 60% Wool Hose	4 12 1/2
Silk & Wool Hose	6 12 1/2

Children's Hosiery.	
BS No. 1 Cotton Hose	2 10/8
	R. & F. 07 1/2
2 Thread 200 Needle, 3 lbs. on 9 2 25/8	R. 10 F. .05
Misses Mercerized 300 Needle	2 25/7
Combed Yarn Hose	R. 10 F. .05
Misses Cot. 28 oz. Dou. card. Hose 1 35/7	R. & F. .05
Misses Merc. 344 Needle Hose	3 85/7
	R. 10 F. .05

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
232 "Burson" rib top	4 25
232 "Burson" rib top, out size Hose	4 50
520 "Burson" split sole Hose	4 25
220 Needle Mercerized	4 00
Pmt. 110, lisle, hem top	4 00
440 Needle full Mercerized	5 25
Fibre Silk Hose	4 62 1/2
12 Strand Pure Silk Hose	12 00
Pmt. 110 Silk & Fibre	8 50
260 N'die 18 in. fibre boot mock sm.	6 75
10 Strand 18 in. Boot Silk	9 00
Ladies' Full Fash. all silk Hose	21 00

Ladies' Fleece & Wool.	
220 needle, 2 lb. combed yarn	2 25
200 needle, 2 1/2 lb. comb. yarn hose	3 00
200 n'die 2 1/2 lb. O.S. comb. yn. hose	3 25
176 needle out size Hose	2 50

Men's Hose.	
E. & F. Hose Cotton	1 40
Record, med. weight Cotton	1 90
R. & D. Heavy Cotton	1 50
176 needle Cotton Hose	1 25
200 needle combed yarn Hose	2 00
200 needle full mercurized Hose	2 85
240 needle fibre plated Hose	4 50
Pure Thread Silk Hose	6 00
Nelson's Rockford socks, bdl.	1 30
Nelson's Rockford socks, bdl.	1 45
Nelson's Rockford socks, bdl.	1 55
2 1/2 lb. Wool Sox	2 25
3 lb. Wool Sox	3 50@3 75

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
	Rise .75
Egypt Ribbed Union Suits	4 25/20
	Rise .62 1/2

"Hanes" No. 958 Ribbed U. S.	
	Rise .62 1/2
Part Wool Union Suits, all sizes	10 50
50% Wool Union Suits	12 00/20
	Rise .75

Heavy Fleece Vests & Pants	
	Rise .75
Part Wool Vests & Pants	5 50/15
	Rise of .50

Spring.	
Boys' 72x80 pin check Ath. Stan. S. 4 75	
"Hanes" 756 & 856 72x80 pin check Athletic Suit	6 12 1/2

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



Michigan Poultry, Butter and Egg Association.

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

Turkeys Scarce As Price Mounts.

Washington, Oct. 17—Despite a steady increase in the price producers have received for turkeys since 1915, production has steadily decreased, according to figures published by the United States Department of Agriculture. The average price received during the four months October to January, 1915-1916, was 15 cents a pound. The average price received during the corresponding period in 1920-1921 was 32 cents a pound. In 1900 the census figures showed 6,594,695 turkeys on farms in the United States, while in 1910 there were only 3,688,708, and in 1920 there were 3,627,028.

During the past six years the price of turkeys has increased to the producer more than 100 per cent., while during the past twenty years the number of turkeys produced has decreased about 50 per cent., the department states.

It is common knowledge that turkeys are not easily handled, for by nature they are wanderers, and they usually give considerable concern to those whose duty it is to keep them on the home premises. The almost unconquerable inclination of turkeys to wander into the fields of neighbors has often caused strained feelings, and many owners of flocks have abandoned the business of raising turkeys on that account. Turkeys are also seriously afflicted by a disease, known as blackhead, which has caused heavy losses, and in some instances the business has been given up entirely for this reason. These causes of loss, together with the frequent ravages of wild animals, including dogs and rats, have all tended to discourage development of the industry.

The raising of turkeys may be a very profitable occupation where there is an abundance of range, ample feed, and reasonable freedom from preying animals, the department states. Even for those who have a limited range there are opportunities for raising a few turkeys each year if proper time and attention are devoted to it. The department points out, however, the desirability of a thorough study of all the phases of the business.

It is very difficult to ship turkeys alive to market since the shrinkage is very heavy. Ordinarily turkeys do not eat very much when confined, and therefore they are usually killed and dressed locally and then shipped to market, packed in barrels or boxes. Turkeys, like chickens, may be either scalded or dry picked, but the dry picked birds are preferred in most markets because they keep better and there are no losses of their substance by reason of a great deal of the soluble substance being removed by soaking in water or by packing in ice. There are conditions, of course, where there is no alternative but to pack the birds in ice and ship them in barrels. The objection to scalded-dressed birds does not obtain to the same extent where the birds are dressed and sold immediately to the consumer.

Turkeys mature and fatten very much better in the fall, when the atmosphere is crisp and fairly cold, such as prevails for some weeks preceding the holiday season. During this season the birds are in greatest demand, although the cold storage product may be had at all seasons. Warm weather during the week preceding the Thanksgiving and Christmas holidays has a marked effect on demand, and other conditions being equal, the quality of dressed turkeys for the holiday market may be predicted to a great degree by weather conditions during the fall season.

Meat From the North.

Would you like a reindeer steak, or a yak chop or a buffalo hump or a little fricassed musk ox, for dinner? Within a few years it is quite possible that all these will be available in Michigan. Reindeer meat was sold in small quantities to clubs and hotels two winters ago. There are now more than 200,000 reindeer in Alaska; their meat has been familiar in Seattle and other Pacific cities for years and the herds are said by Stefansson to double in number every three years. A corporation subsidiary to the Hudson's Bay Company, under a special arrangement with the Canadian government, is trying to develop a similar reindeer industry in Northern Canada. As for buffalo, the famous Alberta herd belonging to the Dominion is reported this year to be 6,000 in strength, and they are increasing so rapidly that they are expected to number 50,000 in 1924 and 3,000,000 in 1937. They are being successfully crossed with the yak and with common cattle. The buffalo, like the reindeer, caribou and musk ox, can winter in the open at a latitude where the ordinary steer, unless sheltered and fed, will quickly perish. Hence the plans for covering broad sub-Arctic areas with these animals.

Both those who complain of our restricted list of meats, longing for fresh flavors, and those who fear that meat production cannot keep pace with consumption, will regard hopefully these Northern experiments. If the buffalo or the cattalo—as the hybrid between a buffalo bull and an ordinary cow is called—or the reindeer can be made to pay in competition with our present stock industry, the growth of the new herds may take us by surprise. A heated controversy is raging over the question whether the high North is really inclement or not, and these shaggy beasts may decide it.

Moseley Brothers

GRAND RAPIDS, MICH

Jobbers of Farm Produce.

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.

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

Lewellyn & Co. WHOLESALE GROCERS

Grand Rapids and Detroit

BLUE GRASS BUTTER



EVAPORATED
MILK

KENT STORAGE COMPANY
GRAND RAPIDS - BATTLE CREEK
Wholesale Distributors

Wild Blackberries Have a Flavor All Their Own.

Grandville, Oct. 10—Blackberrying in early lumbering days was an enjoyment and source of profit not met with to-day.

The wild black berries were a side line which aided the housewife very materially in making up her winter's store of canned goods for the year. And they were so plentiful, especially in our little settlement, that for a number of years large numbers of Indians made it a point for encampment and the gathering of the fruit for market.

That market was at Muskegon.

Mackinac boats were used for shipping the berries to the mouth of the river, Indian braves manning the boats while their squaws remained behind to pick the berries. The buck Indian was averse to labor of any sort and it was no uncommon sight in those days to see Indians astride ponies riding leisurely along the road, while behind trudged the squaws, bearing their load of baskets.

Even the civilized Mr. Troutier, who so long flourished on the river as one of its leading merchants, always occupied the wagon seat alone when he and his wife were out riding, she squatted down behind in the bottom of the box. That was an Indian custom which even the white blood of the half-breed refused to overrule.

The redmen pitched their tents on the river flat at the opening of the berry season and remained until the last picking. The time for the harvest usually extended through several weeks.

It was the habit of the boys and girls of the village to visit the Indian camp evenings to note the habits and curiosities of the place. The harvested berries netted a nice sum for the redmen, hundreds of bushels being gathered each season.

A millowner who had a store in connection with the mill business often bought berries of the Indians which he manufactured into wine. I distinctly remember one season when this man put out nearly 40 barrels of 40 gallons each of this wine. He paid 3c per quart for the berries, paying therefor out of his store at exorbitant prices, so that the wine cost him very little, aside from the labor of making, the juice doing the most of the working. Sometimes a little tobacco juice or cheap alcohol hastened the ripening of the liquor.

Every quart of this brew fetched the maker \$1 so that the enterprise was not to be sneezed at. That was in the days of the Maine liquor law, which was a dead letter on the Michigan statute book.

Those days are gone forever and we may well rejoice that it is so.

The blackberries, however, were a fine and wholesome fruit and for many years grew in abundance throughout the lumber country. After the fire had run through a pine chopping the

blackberry bushes came up in profusion, and hundreds of acres were in evidence within a few miles of our little village.

Very few whites made a business of gathering the berries for selling. The boys and girls of the place often formed berry parties and had a jolly time blackberrying Saturday afternoons. Schools had half a day every Saturday so that half Saturdays and Sundays were the times the youngsters got out after fruit for their mothers' pantry.

There were rollways, high hills, which were every year surmounted with blackberry patches. Several canoes would pull out for these on a Sunday, loaded with boys and girls for the picking. The climb of a hundred feet and more up the steep bluffs was enjoyed to the limit. Going down with filled pails was sometimes hazardous unless great care was used in the descent.

Oft times we would run upon flocks of quail or partridge, these birds being so tame as to hardly try to get from under foot.

During none of these berry parties did we ever encounter a bear or wolf. The nearest adventure was, when a bear crashed down to the river bank on the side opposite our rollway, giving members of our party the once over, then turning and disappearing into the thicket.

Snakes were encountered and the girls were like those of to-day, ready to shriek with alarm at sight of them. Rattlesnakes, however, were confined to the marshes farther back and seldom met with near the river.

The blackcap raspberry grew wild in some parts of the cutover lands. Usually these were in patches by themselves, seldom mingling with the harder blackberry.

There were no raspberry parties when this berry was made the piece de resistance, and no blackberrys were gathered. We had to go to a different part of the woods for the different sorts of berries. Blackberries were the preference because of the quicker filling of the pails.

The raspberries coming in advance of the more luscious blackberry was fully appreciated and gathered into the larder of the thrifty housewife.

In those days canoeing on the river was a sport quite freely indulged. Almost every family owned a canoe. Many times has the writer taken the school ma'am and some of the girls for a canoe ride, paddling far up the stream, until the shades of night began to fall, then let the canoe float down the stream to the tune of pleasant songs from the occupants of the boat.

Michigan's blackberry days are over. Wild blackberries have a flavor all their own which no cultivated sort has ever equalled. Old Timer.

The new store equipment you are going to get some day will not produce a cent of income until you get it.

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



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

Write us about
our SOLE AGENCY

CHASE & SANBORN
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SOLD EVERYWHERE

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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 re-
tains its full strength to the
last spoonful.

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

Service That Keeps Trade in Your Community.

From the farmer's viewpoint the sugar beet crop, in its early days, had one great drawback—it called for more labor proportionately than most farm crops. In one locality where a better sugar factory was being established, farmers were reluctant to sign contracts for this reason.

Among the farmers who liked the crop as a prospective profit-maker was one who instantly thought of the possibilities of labor-saving machinery. He went straightway to the leading implement dealer in his town.

"I don't suppose you carry any sugar beet machinery," he suggested negatively.

"No. We don't bother with it at all. In fact, I don't know of any. This beet business is all an experiment." The dealer, like many of the farmers to whom he had catered for years, shied at "experiments." He was as closely wedded to his grain harvesting machinery as the old-time farmers were to their grain crops.

"I am going to try beets," said this farmer determinedly, "but I'd like to get a line on some machinery."

He next went to a hardware dealer who handled implementst as a side line. "I don't suppose you carry any beet machinery?" he again suggested.

"We haven't got any in yet," returned the canny dealer. "What do you want? I am pretty sure we can get it for you."

"I don't know but I was thinking—"

"Just sit down a minute," flashed the dealer. He stepped into his office and telephoned the office of the sugar company. Then he consulted his file of catalogs and price lists. He came back in a few minutes bristling with information. There was machinery on which he was able to quote specific prices; and other machinery on which he would be glad to get prices. Whatever the farmer wanted he could order. He showed some of the catalog illustrations and booked an order for one item on the spot, with a request to get further information regarding others.

"If you see anybody else who has signed up for beets," concluded the dealer, "tell them I am getting a line on all the newest machinery and will get them anything they want."

Here was exemplified two methods of meeting a new situation—or rather, one method of sidestepping it, and another method of meeting it squarely and profitably. That particular dealer supplies four-fifths of the beet machinery used in his locality, just because he was willing to dig up the facts regarding new and untried lines.

If there had been in the locality no dealer with sufficient enterprise to render this service to the farmers, the latter would still have had two alternatives. In the one case they could probably have secured their machinery in co-operation with the sugar company, which would have been impelled to such a policy by the sheer necessity of securing acreage. This would have taken the business for years, if not forever, out of the regular channels of trade.

In the other alternative the farmers would have dug up their mail order

catalogs and ordered from out-of-town houses, to the still greater detriment of the business community.

Possibly some did in any event, discouraged by the first rebuff from the local dealers; but the enterprise of this one hardware dealer not merely kept a lot of trade in town, where it belonged, but gave timely encouragement to a worth while farm industry. For of all forms of encouragement to farming, the providing of labor-saving facilities is the most vital and effective.

The tendency of the farming community to shop by mail is quite strong enough without the local merchant encouraging it by passing up such opportunities to serve his customers. This instance of beet machinery is merely typical of a wide variety of incidents that crop up continually in the implement trade. Few dealers carry in stock every article for which their customers call. Indeed, there are many articles which it would not pay the dealer to stock. Yet occasional calls for such articles are bound to come, and often they come from other than regular customers, who go from one dealer to another in search of what they want. These calls represent opportunities which the dealer can grasp or can refuse, just as he is enterprising or otherwise.

It is true, that in some instances the effort to give service is unproductive of results. I have known dealers to write away for and to secure information and the farmer at whose behest it is secured has never come back to take advantage of it. That is, however, just one of the inevitable phases of the game. It is just as inevitable as the refusal of other farmers to buy staple implements for which they are persistently canvassed.

But in the majority of instances, the dealer's proffer of his services in securing information will produce immediate returns in the way of business. In addition to that, the policy of service, if steadily persisted in, will help get the farmer into the habit of taking his problems to the local implement dealer instead of flying into the arms of the distant catalog house.

The situation presented by these unsolicited orders is a business one, to be met in a business way. "We don't handle it at all" isn't a business man's answer. Because an implement is not on the floor of the show room is no reason why you shouldn't sell it and secure the profit, and, more than that, keep the business in your home town.

The one effective answer is em-

Sand Lime Brick

Nothing as Durable
Nothing as Fireproof
Makes Structures Beautiful
No Painting
No Cost for Repairs
Fire Proof
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Warm in Winter
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Brick is Everlasting

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GRAND RAPIDS, MICH.

Exclusive Jobbers of Shelf Hardware,
Sporting Goods and
FISHING TACKLE

Foster, Stevens & Co. Wholesale Hardware



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W. M. Ackerman Electric Co.

Electrical Contractors

All Kinds of Electrical Work.

Complete Line of Fixtures.

Will show evenings by appointment.

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

Citizens 4294

Bell Main 288



VIKING TIRES do make good

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

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

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

BROWN & SEHLER CO.

State Distributors

Grand Rapids, Mich.

bodied in the slogan of a great commercial house:

"If you don't see what you want, ask for it. If it isn't here, we'll get it promptly."

"We'll get it promptly" is the policy that keeps business in the home town. I know from actual experience and a close study of some habitual mail order buyers that price alone isn't the cause which lures a lot of people into buying by mail in preference to patronizing local merchants. "You can get such beautiful things in Detroit and Chicago" says the woman in the small Michigan town. "There is nothing like them in the stores here." And a great share of the implement business which goes to mail order firms is business to which local dealers cater only in an indecisive, ineffective way.

"We'll get it promptly" should mean just what the phrase implies. It isn't enough to say that you'll find out the price or get information or order the goods and then go about it in a pottering, slow-moving way. The local dealer's service, to be effective, must be prompt.

This means that he must keep in touch with sources of supply, with new lines manufactured, and be able to quote prices and secure goods on almost a moment's notice. Service as prompt as this may not in every instance be necessary, but it is the sort of service the local dealer should aim to give his patrons.

There are many lines which it will not pay the average small town hardware implement dealer to carry continuously in his show rooms. The local possibilities of these lines may be limited. There may be other lines which pay better for pushing and will better justify the investment of the dealer's time and effort. Yet the service which is able to give attention to the line only now and then called for will add considerable to the bulk of the year's business and proportionately more to the year's profits.

For this business is of a kind that does not require the tying up of capital. What the dealer sells is, not goods he has bought, but information he has secured. He makes connections with manufacturing and jobbing houses, he keeps the latest price lists and catalogs on file, and he has this phase of the business so systematized that at a moment's notice he can find the article to meet any specified need or quote the price on any article asked for that is not in stock. He does not need to buy the article until he has sold it and is reasonably sure of his money. The quick turnover of goods, so essential to profitable business in any line, is here demonstrated in its neatest and most satisfying form.

This policy has been employed by one implement dealer of my acquaintance in developing tractor business. He is an Ontario man, operating in a section of the province where farms are comparatively small, and where consequently the tractor does not normally fit into farming as it does in the extensive grain growing areas of the prairies. The war, however, resulted in a pronounced labor scarcity. The tractor was the one solution of the labor problem. Yet even then the

initial investment represented an outlay that made the cautious farmers shrink from what was, at that time, to them, still an untried experiment.

The implement dealer singled out two brothers who owned large and adjacent farms as his most likely prospects. He picked as his line a comparatively small tractor.

Then the dealer commenced to hold tractor demonstrations. Part of his agreement was that he should have the privilege of demonstrating the tractor he had just sold to all comers, on the farms operated by the purchasers. Commencing with the 1915 fall plowing, and following up with various farm operations all through 1916, that first tractor while doing the farm work for Smith Bros. was simultaneously making more tractor sales for the dealer. Hundreds of farmers attended the advertised demonstrations at various seasons of the year. They saw the "experiment" engaged in practical farm work, turning a cleaner furrow than the champion of the old-fashioned plowing match ever could. A good many of them bought. A dozen or more sales were made in the first year; and all on an original investment of less than 25 cents in stamps, which was the dealer's entire cash outlay before his first sale was made.

Of course in districts normally suited to tractor farming the dealer finds it advantageous to have the goods on the ground. But here the experiment under the peculiar circumstances existing had to be worked out along different lines. The instance illustrates, not how the tractor should be handled under all circumstances (far from it) but how any apparently experimental line can be introduced with little risk to the dealer.

In any event, the new implement, whatever it may be, in practical use is the most convincing advertisement the dealer can have. It is one thing to explain the machinery in the show room or at the fall fair, and it is another and more effective thing to say: "Farmer Smith is using this right along and if you come out to his farm with me, you can see just how it works and find out just what he thinks of it." In that way, even if he doesn't carry an article regularly in stock, a shrewd dealer can make every satisfied customer a regular demonstrator for him.

True, the staple implements must be carried and shown on the floor, and to them the dealer must give most of his time and selling effort. But he must get rid of the idea that because he doesn't carry a certain article readily he hasn't any right to sell it. "Sell anything that carries a profit and gives good satisfaction" is a good motto for the wide-awake dealer. If you can't sell from the floor, sell from a catalog; but above all things, sell and give service.

This is a sort of policy that will do a lot toward keeping trade in your community and inducing people to deal through the local dealer rather than by mail. The farmer is merely human; and though he likes a good bargain, he appreciates a palpable desire on the dealer's part to meet his needs and solve his difficulties.

Victor Lauriston.

To Protect Your Profits

we advertise

"K C BAKING POWDER

Same price for over 30 years

25 ounces for 25¢

The price is plainly shown on the package and in the advertising.

Your customers know that the price is right.

It never is necessary for you to reduce the selling price on K C Baking Powder and accept a loss.

In Selling K C Baking Powder Your Profits Are Protected

*The government bought millions
of pounds*

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

Let us show you how to increase your baking powder profits by selling K C.

Jaques Manufacturing Co.
Chicago.



Gabby Gleanings From Grand Rapids.

Grand Rapids, Oct. 17—You can say what you please, the cost of selling the goods is the biggest expense in business and always will be in cases where salesmen are used. This especially applies to jobbers who sell over a wide territory. A few such get along without salesmen and succeed. Their customers come in and buy from price lists. But this necessarily limits the business and always will. Statistics show that tea and coffee jobbers pay as much as 10 per cent. of their sales for salesmen. Jobbers in spices, baking powder and other grocery sundries in addition to tea and coffee, sometimes pay as high as 14 per cent. General wholesale grocers pay the least—from 2.7 per cent. to 5, with an average of 3.3 per cent. In the wholesale grocery business the cost of salesmen is likely to increase rather than decrease, first, because wages generally are increasing, and so is the demand for salesmen; and second, because the business of the average wholesale grocer, for various reasons, is shrinking.

Chase R. Moore, who was formerly with H. F. Malott, of Chicago, and with Pingree, of Detroit, will represent the Rich Shoe Co. in Indiana. He has been traveling Middle Western states for a number of years, and is well known in the trade.

Art Martin, whose home is in Jackson, and who has represented the Holland Shoe Co. for some time, is now traveling in New York State for the G. Edwin Smith Shoe Co.

A sense of hospitality should enter into the make-up of a good retail clerk, to aid in making a customer feel at home in the store, more especially in the smaller towns. For the reason that when the folks come to town to buy, the first question upon arrival is, "Well, where shall we go? What shall we do?" If a hearty welcome and grasp of the hand await them close to the front door of the store where one works, the long chances are that what merchandise the folks buy when they come to town will bear the label of Handshake, Welcome & Co., dealers in Hospitality as well as General Merchandise.

The dealer cannot expect to increase sales and meet competition at home from catalogue houses if he does not have the stock. It is not always the price that sells the goods or establishes the reputation. If you have taught the public to say, "You will find it at Blank's" your business is on Easy street. Always keep in mind to mark goods at what they will bring regardless of the percentage of profit. No more serious mistake can be made than to decide that this line must carry this percentage of profit and that line another. Goods should be marked as soon as opened and then place the cost and selling price on every item, even to every pocket-knife.

A reasonable course to pursue is to abide by an agreement strictly until you receive positive proof that the other fellow has broken faith, and then to act quickly in protecting your interest without any formal notification. To our minds, a breach of good faith in itself nullifies an agreement.

One of the most successful business men of America has laid down these rules for business: "Capital can do nothing without brains to direct it."

"No general can fight his battles alone. He must depend upon his lieutenants, and his success depends upon his ability to select the right men for the right place." Good men are not cheap." "Most men talk too much. Much of my success has been due to keeping my mouth shut."

The new landlord of the Hotel Belding has not improved either the cuisine or the service, as it was naturally expected he would do. The portions are still wretchedly small, the "sirloin" steak is still tough and the waiters still lack the careful training which they should have to render a meal at the Belding the delight it used to be in the days of W. P. Hetherington, of blessed memory! Instead of "seeing things" which are essential to the comfort and satisfaction of guests it is like pulling teeth to secure a second helping of butter or a second glass of water. Instead of serving each guest an individual pitcher of cream with tea and coffee, all are supplied by the waiter from a large pitcher, which is then taken from the table. This is an echo of war-time methods and has no place in this day and age of the world, because it smacks of parsimony and penuriousness. If the spirit of Mr. Hetherington could hover over the dining room of the Belding for a few moments and re-establish the methods which put the hotel on the map and kept it there so many years, the hotel would soon regain its old-time charm and popularity. It is just about the right distance from Grand



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

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Progressive merchants and manufacturers now realize the value of Electric Advertising.

We furnish you with sketches, prices and operating cost for the asking.

THE POWER CO.

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HOTEL WHITCOMB

St. Joseph, Mich.
European Plan

Headquarters for Commercial Men making the Twin Cities of ST. JOSEPH AND BENTON HARBOR Remodeled, refurnished and redecorated throughout.

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

Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

HANNAFORDS NEW CAFETERIA

9-11 Commerce Ave., or
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For The Past 10 Years

Prop. of Cody Hotel Cafeteria

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 Michigan

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION

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

If You Have Not Already Placed Your Order For



Fancy Holiday Package Chocolates

Do so AT ONCE before the best sellers are sold out.

Putnam Factory, Distributors

GRAND RAPIDS

MICHIGAN

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.

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

"A MOTOR CAR is only as good as the house THAT SELLS IT."

We consider our Service organization second to none in Michigan.

Consider this when you buy your NEXT CAR.

WE SELL

Pierce-Arrow
Marmon
Oldsmobile

F. W. Kramer Motor Co.
Grand Rapids, - Michigan

Rapids to attract a large patronage, especially as the highway between the two cities is now about as perfect as a gravel road can be made.

The Dixie Commissary, of Twining, a partnership formed by B. G. Hudson and C. M. Seymour, recently opened a general store at that point, purchasing their stock of shoes from the Hirth-Krause Company.

A. W. Paris, pioneer candy manufacturer, died at his home at Minneapolis, Oct. 8. He had been engaged in the candy business there for thirty years. He was Vice-President of the National Candy Co., of St. Louis, Mo., and at one time President of the National Confectioners' Association of the United States. A widow and two sons survive him. Previous to removing to Minneapolis, Mr. Paris was a resident of Grand Rapids and superintendent of Putnam & Brooks candy factory, 63 and 65 Canal street (now Monroe avenue) one door North of where the Heyman stores now are. Al was a frequent visitor to Grand Rapids and always had a glad hand and good word for auld acquaintance.

Rev. G. P. T. Sargent says that a traveling salesman's life is one of service and that service is the "plus" in life; responsibility for his success rests with the little wife back in his own home town.

I. H. Coffin, representing Lee, Cady & Co., wholesale grocers, of Detroit, has visited Kalamazoo every other Monday for twenty-two years with clock-work regularity. On one occasion he was a day late. No reason given.

William G. Tapert, the long-time Soo correspondent for the Tradesman, was in Grand Rapids from Saturday until Tuesday, visiting relatives and taking in the many points of interest in and about the city. Mr. Tapert and wife left the Soo two weeks ago, motoring to Bay City and Detroit and putting in several days at each place. He left Grand Rapids via the Mackinaw Trail and Fife Lake, taking in Traverse City en route and proceeding to Levering via M 11, thence to Cheboygan en route to Mackinaw City, St. Ignace and home. Mr. Tapert says he finds a most remarkable improvement in the auto roads every where he goes. This is the longest vacation Mr. Tapert has taken since he has been connected with the Cornwell Co.

Plans are under way for a five-story addition to the Columbia Hotel, Kalamazoo. The dining room is to be made larger and three private dining rooms added. It is expected that work on the new addition will begin by Nov. 15.

That which was lacking in attendance at the last U. C. T. meeting was made up in enthusiasm on the part of those present. A. F. Rockwell asked for the privilege of operating the new addressograph. R. V. Pilkinton offered his services in connection with the multigraph. J. B. Olney asked to be placed on the printing and publicity committee. It was unanimously agreed that all would attend the You-See-Tea at the Pantlind next Saturday afternoon.

Some time ago the Drug Trade Weekly offered \$1,000 in prizes for the best window decorations. Of the ten winning hundred dollar prizes only one displayed drugs. There were thirty prizes of \$10 each, twenty-three of which were for merchandise consisting of soaps, toilet articles and fountain pens. Truly the present day drug store is but a department store under another name.

Twenty-seven salesmen of the Chicago Paper Company spent two days last week among the paper mills of Kalamazoo. Every state West of the Mississippi was represented.

Have you noticed the absence of soap in original wrappers since the hotel men's annual meeting in Battle Creek? Second-hand or "used" soap bars are to be found in most rooms where rates are under \$2.50. Supposedly a disinfectant soap may har-

bor certain disease germs. It is a good plan to carry a small bar of your own selection. Many travelers are doing this.

The first dancing party of the season given by the United Commercial Travelers will be on Saturday evening, Oct. 28. It will be in the form of a Hallow'een party, with appropriate decorations and special features. The place selected is the U. C. T. hall in the Knights of Columbus building. The Roseland Melody six-piece orchestra will furnish music. Further particulars may be obtained from members of the dance committee, consisting of Mr. and Mrs. A. G. Kaser, Mr. and Mrs. J. T. Stevens, Mr. and Mrs. Clyde Hart, Mr. and Mrs. Walter Lypps, Mr. and Mrs. Daniel Viergever, Mr. and Mrs. Ray Bentley.

James H. Bolen, presiding officer of Grand Rapids Council, played to hard luck last week. A friend asked him to ride from Ga'esburg to Kalamazoo. In some manner Jim's personal grip slipped out of the car and with it Jim's shaving brush, his "mighty" and everything. The loss was easily \$60 and no insurance. A liberal reward is offered. Every policeman and commercial traveler in that locality is on the lookout for the missing grip.

About thirty members of the You-See-Tea Club, several accompanied by their wives, attended the weekly luncheon in the Rotary club room at the Pantlind Saturday noon. There was instrumental music and community songs. Business matters were quickly disposed of and a very enjoyable and interesting address was given by one of the membership Rev. G. P. T. Sargent, of Grace church. Mr. Sargent is a salesman. His line is the oldest and best known in all the world. To quote his own words, "It is something that everyone should have and something everybody wants when they are once able to appreciate its value." At that, Mr. Sargent says there are times when he has trouble in "putting it across." He spoke of the traveling salesman and his influence in the community, mentioning some of the pleasures and some of the obstacles that beset the traveler. His tribute to the traveling man's wife was beautiful and most pleasing to the ladies of his audience. In commenting on Mr. Sargent's address one of the old-timers said: "No matter where he is or what the occasion may be, Brother Sargent never forgets that he is a minister of the gospel." No higher compliment could be paid than this. A membership committee consisting of W. N. Burgess, W. S. Cain, Lloyd Bliss and Mrs. James Bolen was appointed by President Lawton, at the suggestion of Rev. Sargent, who reminded all that "every day was Ladies' day at the You-See-Tea." A larger attendance is expected on next Saturday. The program committee has promised another treat and special music. If you are a traveler there is an invitation extended to be present at the next meeting. Strangers visiting our city on that day are especially invited.

Joseph P. Lynch has returned from Utica, N. Y., where he conducted a nine day sale for the J. B. Wells & Son Co. department store, which carried stock to the amount of \$197,000. The sales for the nine days aggregated over \$80,000, the sales the opening day aggregating \$21,789. The largest day the store ever had before was \$8,200.

The new fireproof nine-story Hotel Rowe, which is now under construction here, will be open the latter part of December. The hotel will have 310 rooms, all equipped with circulating ice water, lavatory and toilet, about 250 of which will have baths. The total cost of the Hotel Rowe including furnishings, will run a little better than a million and a quarter. C. L. Holden, the Manager of the Holden Hotel Co., operator of the Hotel Rowe, will make his permanent headquarters in Grand Rapids after Nov. 10 in order to care for the equip-

ment and furnishings and get his organization together preparatory to the opening. The building of the Hotel Rowe in its location is going to materially affect business conditions in that part of Monroe avenue. As the hotel nears completion, many comments are heard that it is a much more beautiful hotel than the public had expected and this is equally true of the interior, as well as the exterior. The hotel will probably be unique in this respect, that when it is opened on Jan. 1, it will be filled to capacity for at least thirty days during the furniture season.

E. S. Calkins has sold his interest in the Calkins House, at Shepherd, and taken a lease of the Manchester Hotel, at Manchester.

There is a wide difference between the practical hotel landlord and the amateur or self-centered chap who knows it all. The former welcomes criticism, because he knows there must be some basis for fault finding or complaints would not be registered. Instead of flying into a passion and damning the guest who makes suggestions for the good of the establishment, the practical landlord sets about to remedy the defects and thanks the guest who goes out of his way to point out weak features in the management. Another type of alleged landlord hastens to a lawyer's office and threatens the man who gives publicity to weak features with a damage suit. Such a man has no place in the realm of hotel keepers and will never be anything but a cheap joke and a cheaper imitation of a real landlord. The man who writes Mr. Statler about defects in any of his hotels receives in reply a well-worded personal letter, expressing gratitude for the pointer and soliciting further suggestions any time anything goes wrong. He is also requested to take notice the next time he visits the hotel and carefully observe whether the defect has not been eliminated. Why is this? Because Mr. Statler is a real landlord and realizes that suggestions made in good faith are a most valuable adjunct to the successful conduct of his hotels. The same spirit is always manifested by E. R. Swett, landlord of the Occidental Hotel Muskegon. Mr. Swett invariably welcomes suggestions when made by a guest worth while and what is more—profits by them by undertaking to put them into effect.

John B. Olney.

The Best Place in Michigan To Make Things.

Boyne City, Oct. 17—F. O. Barden & Son are building a lumber shed and wood working plant at the corner of Ray street and South East street. This firm took over the old M. S. Miles lumber yard last year. They will move the yard to the East street location, so that they may be on the railroad. The building of the new warehouse made it necessary to tear down one of the oldest residences, built when it was on the edge of the forest. Barden & Son are banking on the rapid development of our resort attractions and indications the past five years give promise that their foundation is good.

The local Chamber of Commerce began its sixth year with a dinner at the Wolverine Hotel. One hundred men and women assisted at the birthday celebration. We had the promise of two big guns from Grand Rapids and one from the Highway department to make the occasion a notable one. At the last minute we were told that Bearce could not be with us and the Highway Department man just did not come. However, we had a good time and, with the help of Hugh Gray, made a very creditable showing of talent. Our old stand-by, Judge Harris, was the master of ceremonies. We were favored by Judge Mayne, of Charlevoix, and a pioneer of this county, Mr. Teachout, of Walloon Lake. The outstanding address of the evening however, was a talk that for clarity of thought, logical arrangement of ideas and forceful oratory has

never been excelled by any speaker we have had. Mr. Fucher, the superintendent of our schools, gave us, almost impromptu, his conception of our duty to the children, especially those just entering the 'teen age. It was a categorical answer to that moot question, "What shall we do with our girls?" His talk laid the guilt of the juvenile delinquent right at the door of the home and made the lack of community interest one of the prime factors, the meat of the talk being, Give the children something to do and not always something to don't. Judge Mayne told us that Charlevoix county was equipped with talent that is second to none in the State and our busted-up program was a good illustration of our ability to go it alone. Hugh Gray closed the obsequies in one of his always welcome talks about Western Michigan, the beautiful, the sublime and how his heart burns with the determination to go out and compel every man, woman and child to come and drink their fill of the aforesaid beauties. We all went home at a reasonable hour, with our tummies full of Marie's good food, our heads crowded with good ideas and our hearts filled with a determination to make the coming year count in the history of Boyne City.

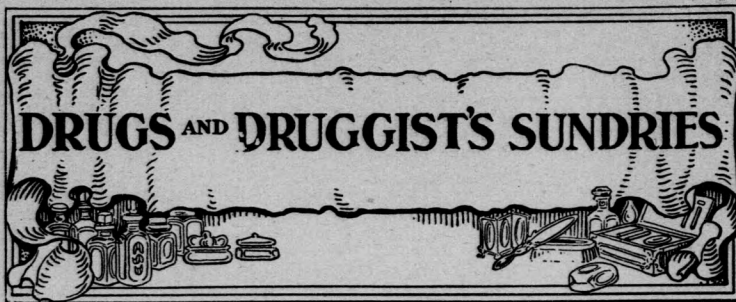
The tourist who fled with the September frost missed the greatest show on earth—the dying summer season in this Northern country. Our hills and valleys are a blaze of glory. Not the pale pinks and dead browns of so-called more fortunate latitudes, but the crimson and gold shot through with the dark greens of the conifers. These bare legs and arms are a decided discomfort, but a drive in any direction is a source of deep joy and we don't have any mud.

And Do not forget that Boyne City is the best place in Michigan to make things. Maxy.

Deflation in the Sugar Industry.

The Census Bureau's report on the sugar refining industry for 1921, with comparative figures for 1919, throws some interesting light on the effects of price deflation on manufacturing enterprises. The output of the reporting refineries, in actual tonnage, was 7.5 per cent greater in 1921 than in 1919, but the value of the refined sugar declined 35 per cent. Meanwhile there was an evident attempt to bring down operating costs, for the average number of wage-earners was reduced 14 per cent. This smaller labor force, it will be noted, actually produced more sugar in 1921 than the larger force did in 1919. The cost of materials was also reduced 35 per cent., but it is impossible to judge from the figures how much of this was due to the general decline in prices and how much to greater economy in the use of materials. It is probable, however, that both factors played their part. It is interesting to observe that costs of materials were cut down in exactly the same proportion as the market value of the product. If all other expenses had been reduced correspondingly the industry would have not been adversely affected by the fall in prices. But there's the rub. In spite of the reduction in the number of wage-earners and salaried employees, the total payments of salaries and wages was reduced only 9.9 per cent. This is just one more illustration of the greater sensitiveness of wholesale prices than of wages to economic changes.

Play is often hard work, but hard work is seldom play.



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.

Why One Druggist Sells More Goods.

As one druggist remarked some time ago: "Many a sale is never made in our field because we do not always take the necessary time to demonstrate our goods. To be sure, we could easily make for more sales, if we only made up our minds to get the interest of the people."

Now crops up the question: "Just how can the druggist develop more sales for himself." We all know the druggist, when he operates a one-man store, is often quite busy in waiting upon the customers. Yet there are always occasions that might be utilized in telling prospects a little more of the goods, and this even if the possibility for a sale is slight.

There will be some druggists who will exert no effort whatever to interest a prospect in more of his merchandise. Often, it must be borne in mind, sales later result simply because the foresighted druggist had taken the time to explain the merits of his goods. Let us show how this sometimes works out.

Sometimes two or more persons will enter your establishment, to help in the selection of some suitable merchandise. There is the case of the two women who entered one drug store to purchase some rubber goods, the woman who was to pay for the goods not having much knowledge as to what to buy, her companion of course offering to assist her in choosing desirable articles.

The two women therefore looked over some hot water bottles and some fountain syringes. The woman who knew something about the rubber goods was largely instrumental in coming to a quick decision, buying almost immediately, and the alert druggist realized that this woman was the means for the transactions coming to such a quick termination. Following the sales he therefore offered to show more of the rubber goods to this second woman. He was free at the time and felt he would not be wasting his efforts.

But the woman desisted at first, saying she was not in the market herself

for any of the rubber goods. "That is a right!" the druggist waved the objection aside; "I merely want to show you a few more of the hot water bottles and syringes. You need not buy at all."

Why did the druggist go to this trouble. Surely there was no immediate sale in sight. But he reasoned, as suggested, that his time would be put to good use. And so it was! A few weeks later another woman came into his store and asked immediately for a certain water bottle and fountain syringe. The druggist brought forth the hot water bottle specified, also the syringe. He never made two easier sales!

When the woman had completed these two purchases she explained just why she had asked for the two articles, although this druggist had had them in stock but a short time. She had been directed to his establishment by that second woman who a short time previous had accompanied the prospect to buy some of the rubber goods. The druggist's time after all had not been wasted.

This illustrates amply how the progressive druggist places himself in the way of added sales, sales that normally would be made at a competitor's, if not in another field.

Frank V. Faulhaber.

What Is a Neighboring Store?

"Why don't you patronize the neighboring stores?" asked the business ethics shark.

"Tell you why," said the wise bird. "I remember the Bible's query about who is my neighbor, and how it was answered. I do patronize every neighboring store I can. But not all the stores in a fellow's own neighborhood are neighboring stores. Some of them two miles away are more inclined to neighbor than those in the next block. If a fellow wants to chuck a store into my vicinity, in the residence district and charge me so much that I could pay carfare downtown and buy the same article and save money by it, and still expects me to patronize him because he is in the same geographical vicinity, that baby is kidding himself and not me. Whenever I find a storekeeper willing to neighbor, I am there with the neighborliness, all right. But when he presumes too much on the mere map to decide who is a neighbor and who isn't and expects me to pay his rent for him every time I buy two tubes of toothpaste or a peck of turnips, neighborliness is just as absent on my part as on his."

Save your hard luck stories to write in your diary. Your customers know nothing and care nothing about them.

Is Advertising an Expense or Investment?

Advertising lies on the hazy borderline between expense and investment. Like extra rent for a choice location, it should be curtailed with great care, for more may be lost through reduced turnover than is saved. Consider the department store and the grocer. The grocers of the country average an expenditure of one-tenth of 1 per cent. on sales, the department store advertising runs ten to eleven times the grocery average. The usual grocer, when asked why he does not advertise, will answer that he "has nothing special to advertise," or he "doesn't know how to put things into print." Advertising is simply saying in quiet, plain, sincere good English what you have to offer. And it is not a bit necessary that you have anything the other stores have not. Reproduced is a garage advertisement which has been regarded as almost perfect by one advertising authority. Its straightforwardness could be copied by any dealer:

"My pumps give exact measure. They are inspected regularly. Run by electric power, they do not get tired and short-gauge you. I have two good gasolines, expert test, 32c; and dry test 29c."

And that is absolutely all! There is not a word about offering better service, quality, price or measure than any other dealer, nor anything fantastic or flamboyant about it. It is just a plain statement of what one can expect to get at Nicholas'.

To spend 1 per cent. of sales in intelligent advertising will be good business for any grocer. But advertising can go no further than bringing the customer to the goods. It is up to the grocer to see that his clerks know what he has advertised. It is not a bad plan for the clerks to be posted on what is going on in other departments as well as their own.

The man who is a failure as an employee cannot expect to become a success as an employer without learning something more.

FREEZABLES

MAY WE REMIND OUR FRIENDS AND CUSTOMERS THAT THIS IS THE OPPORTUNE TIME TO ORDER FREEZABLE GOODS IN QUANTITIES SUFFICIENT TO CARRY THEM THROUGH THE WINTER MONTHS.

THE RAILROADS WILL NOT TAKE ANY FINANCIAL RESPONSIBILITY FOR LOSSES IN TRANSIT, DUE TO FREEZING OF MERCHANDISE.

THIS PUTS IT SQUARELY UP TO THE RETAIL TRADE. WE HAVE THE READY SELLERS IN STOCK, AWAITING YOUR EARLY ORDERS.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

Citizens Long Distance Service



Reaches more people in Western Michigan than can be reached through any other telephone medium.

20,450 telephones in Grand Rapids.

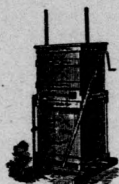
Connection with 150,000 telephones in Detroit.

USE CITIZENS SERVICE

CITIZENS TELEPHONE COMPANY

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.



STRAIGHT
SIZE—

The Johnson
Original 10¢ Cigar

VAN DAM

MANUFACTURED BY
TUNIS JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN

The Name on the Sack is a Guarantee of its Contents

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

**NEWAYGO
PORTLAND
CEMENT**

on every sack.

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

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

Newaygo Portland Cement Co.

General Offices and Plant
Newaygo, Mich.

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

Wholesale Drug Price Current

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

Acids		Almonds, Sweet.		Tinctures	
Boric (Powd.)	17 1/2 @ 25	Amber, crude	2 00 @ 1 00	Aconite	@ 1 80
Borix (Xtal)	17 1/2 @ 25	Amber, rectified	2 25 @ 2 50	Aloes	@ 1 45
Carbolic	48 @ 55	Anise	1 25 @ 1 50	Arnica	@ 1 10
Citric	62 @ 70	Bergamont	6 00 @ 6 25	Asafoetida	@ 2 40
Muriatic	3 1/2 @ 8	Cassia	3 00 @ 3 25	Belladonna	@ 1 85
Nitric	9 @ 15	Castor	1 40 @ 1 70	Benzoin	@ 2 10
Oxalic	20 1/2 @ 30	Cedar Leaf	1 50 @ 1 75	Benzoin Comp'd	@ 2 55
Sulphuric	3 1/2 @ 8	Citronella	1 20 @ 1 40	Buchu	@ 2 65
Tartaric	40 @ 50	Cloves	3 50 @ 3 75	Cantharides	@ 2 35
Ammonia		Coccoloba		Capsicum	@ 2 20
Water, 26 deg.	10 @ 13	Cod Liver	1 30 @ 1 40	Catechu	@ 1 75
Water, 18 deg.	8 1/2 @ 13	Croton	2 25 @ 2 50	Cinchona	@ 2 10
Water, 14 deg.	6 1/2 @ 12	Cotton Seed	1 25 @ 1 35	Colchicum	@ 1 80
Carbonate	20 @ 25	Cubebs	8 50 @ 8 75	Cubeb	@ 3 00
Chloride (Gran)	10 @ 20	Egleron	4 00 @ 4 25	Digitalis	@ 1 35
Balsams		Eucalyptus	75 @ 1 00	Gentian	@ 1 80
Copalba	60 @ 1 00	Hemlock pure	1 50 @ 1 75	Ginger, D. S.	@ 2 20
Fir (Canada)	2 50 @ 2 75	Juniper Berries	2 50 @ 2 75	Guaiaac	@ 2 00
Fir (Oregon)	60 @ 80	Juniper Wood	1 50 @ 1 75	Guaiaac, Ammon.	@ 2 00
Peru	3 00 @ 3 25	Lard, extra	1 25 @ 1 45	Iodine	@ 95
Tolu	1 10 @ 1 40	Lard, No. 1	1 10 @ 1 20	Iodine, Colorless	@ 1 50
Barks		Lavender Flow	5 00 @ 5 25	Iron, clo.	@ 1 35
Cassia (ordinary)	25 @ 30	Lavender Gar'n	1 75 @ 2 00	Kino	@ 1 40
Cassia (Saigon)	50 @ 60	Lemon	1 75 @ 2 00	Myrrh	@ 2 50
Sassafras (pw. 45c)	@ 40	Linseed Boiled bbl	@ 95	Nux Vomica	@ 1 55
Soap Cut (powd.)	15 @ 20	Linseed bid less	1 02 @ 1 10	Opium	@ 3 50
Berries		Linseed, raw, bbl.	@ 93	Opium, Camp.	@ 3 50
Cubeb	1 75 @ 1 85	Linseed, ra. less	1 00 @ 1 08	Opium, Deodor'd	@ 3 50
Juniper	7 @ 15	Mustard arthrit oz	@ 30	Rhubarb	@ 1 70
Pricky Ash	@ 30	Neatsfoot	1 15 @ 1 30	Paints	
Extracts		Olive, pure	3 75 @ 4 50	Lead, red dry	12 1/2 @ 13 1/2
Licorice	60 @ 65	Olive, Malaga,	2 75 @ 3 00	Lead, white dry	12 1/2 @ 13 1/2
Licorice powd.	70 @ 80	green	2 75 @ 3 00	Lead, white oil	12 1/2 @ 13 1/2
Flowers		Orange, Sweet	4 50 @ 4 75	Ochre, yellow bbl.	@ 2
Arnica	25 @ 30	Organum, pure	@ 2 50	Ochre, yellow less	2 1/2 @ 3
Chamomile (Ger.)	50 @ 60	Organum, com'l	1 00 @ 1 20	Putty	@ 50
Chamomile Rom	75 @ 1 25	Peppermint	4 50 @ 4 75	Red Venet'n Am.	3 1/2 @ 7
Gums		Rose, pure	12 00 @ 16 00	Red Venet'n Eng.	@ 4 1/2
Acacia, 1st	50 @ 55	Rosemary Flows	1 50 @ 1 75	Whiting, bbl.	@ 4 1/2
Acacia, 2nd	45 @ 50	Sandalwood, E.	@ 10	Whiting, 5 lb.	@ 2 1/2
Acacia, Sorts	25 @ 30	Sassafras, true	1 50 @ 1 80	L. H. P. Prep.	2 60 @ 2 75
Acacia, powdered	30 @ 35	Sassafras, art'l	1 00 @ 1 25	Rogers Prep.	2 60 @ 2 75
Anise (Barb low)	25 @ 35	Sassafras, true	1 50 @ 1 80	Miscellaneous	
Aloe (Cape Pow)	25 @ 35	Sassafras, art'l	1 00 @ 1 25	Acetanallid	55 @ 75
Aloe (Soc. Pow.)	70 @ 75	Sassafras, true	1 50 @ 1 80	Alum	08 @ 12
Asafoetida	60 @ 75	Sassafras, art'l	1 00 @ 1 25	Alum, powd. and	
Pow.	1 00 @ 1 25	Sassafras, true	1 50 @ 1 80	ground	09 @ 15
Camphor	1 12 @ 1 15	Sassafras, art'l	1 00 @ 1 25	Bis. in Subm	
Guaiaac	@ 1 10	Sassafras, true	1 50 @ 1 80	trate	3 55 @ 3 75
Guaiaac, pow'd	@ 1 25	Sassafras, art'l	1 00 @ 1 25	Bis. in Subm	
Kino	@ 75	Sassafras, true	1 50 @ 1 80	powdered	07 @ 13
Kino, powdered	@ 85	Sassafras, art'l	1 00 @ 1 25	Calomel	1 80 @ 1 77
Myrrh	@ 80	Sassafras, true	1 50 @ 1 80	Capsicum	6 00 @ 6 50
Myrrh, powdered	@ 85	Sassafras, art'l	1 00 @ 1 25	Carmine	6 00 @ 6 50
Opium	9 50 @ 9 80	Sassafras, true	1 50 @ 1 80	Cassia Buds	25 @ 30
Opium, powd.	11 00 @ 11 20	Sassafras, art'l	1 00 @ 1 25	Cloves	50 @ 55
Opium, gran.	11 00 @ 11 20	Sassafras, true	1 50 @ 1 80	Chalk Prepared	14 @ 16
Sneezac	1 00 @ 1 15	Sassafras, art'l	1 00 @ 1 25	Chloroform	45 @ 55
Shellac Bleached	1 05 @ 1 20	Sassafras, true	1 50 @ 1 80	Chloral Hydrate	1 35 @ 1 85
Tragacanth, pw.	2 25 @ 2 50	Sassafras, art'l	1 00 @ 1 25	Cocaine	11 60 @ 12 25
Tragacanth	2 50 @ 3 00	Sassafras, true	1 50 @ 1 80	Cocoa Butter	50 @ 55
Turpentine	25 @ 30	Sassafras, art'l	1 00 @ 1 25	Corks, list, less	40 @ 50
Insecticides		Sassafras, true	1 50 @ 1 80	Copperas	3 @ 10
Arsenic	12 @ 20	Sassafras, art'l	1 00 @ 1 25	Copperas, Powd.	1 @ 10
Blue Vitriol, bbl.	@ 7 1/2	Sassafras, true	1 50 @ 1 80	Corrosive Sublim	1 54 @ 1 71
Blue Vitriol, less	8 1/2 @ 15	Sassafras, art'l	1 00 @ 1 25	Cream Tartar	35 @ 45
Bordeaux Mix Dry	14 @ 29	Sassafras, true	1 50 @ 1 80	Dextrine	4 1/2 @ 15
Hellebore, White	20 @ 30	Sassafras, art'l	1 00 @ 1 25	Dover's Powder	3 50 @ 4 00
powdered	20 @ 30	Sassafras, true	1 50 @ 1 80	Emery, All Nos.	10 @ 15
Insect Powder	45 @ 75	Sassafras, art'l	1 00 @ 1 25	Emery, Powdered	8 @ 10
Lead Arsenate Po.	29 @ 31	Sassafras, true	1 50 @ 1 80	Epsom Salts, bbls.	@ 3 1/2
Lime and Sulphur		Sassafras, art'l	1 00 @ 1 25	Epsom Salts, less	4 1/2 @ 09
Dry	09 1/2 @ 23 1/2	Sassafras, true	1 50 @ 1 80	Ergot, powdered	@ 1 50
Paris Green	30 @ 43	Sassafras, art'l	1 00 @ 1 25	Flax, White	15 @ 20
Leaves		Sassafras, true	1 50 @ 1 80	Formaldehyde, lb	15 @ 25
Buchu	1 75 @ 1 90	Sassafras, art'l	1 00 @ 1 25	Gelatin	1 30 @ 1 50
Buchu, powdered	@ 2 00	Sassafras, true	1 50 @ 1 80	Glassware, less 55%	
Sage, Bulk	67 @ 70	Sassafras, art'l	1 00 @ 1 25	Glassware, full case 60%	
Sage, 1/4 loose	72 @ 78	Sassafras, true	1 50 @ 1 80	Glauber Salts, bbl.	@ 03 1/2
Sage, powdered	55 @ 60	Sassafras, art'l	1 00 @ 1 25	Glauber Salts less 04	@ 10
Senna, Alex.	75 @ 80	Sassafras, true	1 50 @ 1 80	Glue, Brown	21 @ 30
Senna, Tinn.	30 @ 35	Sassafras, art'l	1 00 @ 1 25	Glue, Brown Grd	12 1/2 @ 20
Senna, Tinn. pow	25 @ 35	Sassafras, true	1 50 @ 1 80	Glue, White	25 @ 35
Uva Ursi	20 @ 25	Sassafras, art'l	1 00 @ 1 25	Glue, White Grd.	30 @ 35
Oils		Sassafras, true	1 50 @ 1 80	Glycerine	24 @ 32
Almonds, Bitter,		Sassafras, art'l	1 00 @ 1 25	Iodine	6 06 @ 6 51
true	10 50 @ 10 75	Sassafras, true	1 50 @ 1 80	Iodoform	6 75 @ 7 20
Almonds, Bitter,		Sassafras, art'l	1 00 @ 1 25	Lead Acetate	18 @ 25
artificial	2 50 @ 2 75	Sassafras, true	1 50 @ 1 80	Lycopodium	1 50 @ 1 75
Almonds, Sweet,		Sassafras, art'l	1 00 @ 1 25	Mace	75 @ 80
true	1 00 @ 1 25	Sassafras, true	1 50 @ 1 80	Mace, powdered	95 @ 1 00
Seeds		Sassafras, art'l	1 00 @ 1 25	Menthol	9 00 @ 9 50
Anise	33 @ 35	Sassafras, true	1 50 @ 1 80	Morphine	8 70 @ 9 60
Anise, powdered	38 @ 40	Sassafras, art'l	1 00 @ 1 25	Nux Vomica	@ 2
Bird, ls	13 @ 15	Sassafras, true	1 50 @ 1 80	Nux Vomica, pow.	15 @ 25
Canary	9 @ 15	Sassafras, art'l	1 00 @ 1 25	Pepper black pow	32 @ 45
Caraway, Po. .40	28 @ 35	Sassafras, true	1 50 @ 1 80	Pepper, White	40 @ 45
Cardamon	1 50 @ 1 75	Sassafras, art'l	1 00 @ 1 25	Pitch, Burgundy	10 @ 15
Celery, powd.	45 @ 55	Sassafras, true	1 50 @ 1 80	Quassia	12 @ 15
Coriander pow.	30 @ 25	Sassafras, art'l	1 00 @ 1 25	Quinine	72 @ 1 33
Dill	10 @ 20	Sassafras, true	1 50 @ 1 80	Rochelle Salts	30 @ 40
Fennel	25 @ 35	Sassafras, art'l	1 00 @ 1 25	Saccharine	@ 30
Flax	08 1/2 @ 13	Sassafras, true	1 50 @ 1 80	Salt Peter	11 @ 22
Flax, ground	08 1/2 @ 13	Sassafras, art'l	1 00 @ 1 25	Seidlitz Mixture	30 @ 40
Foenugreek pow.	10 1/2 @ 15	Sassafras, true	1 50 @ 1 80	Soap, green	15 @ 20
Hemp	8 @ 15	Sassafras, art'l	1 00 @ 1 25	Soap, mott cast.	22 1/2 @ 25
Lobelia, Powd.	@ 1 25	Sassafras, true	1 50 @ 1 80	Soap, white castle	@ 11 50
Mustard, yellow	12 1/2 @ 20	Sassafras, art'l	1 00 @ 1 25	Soap, white castle	
Mustard, black	15 @ 20	Sassafras, true	1 50 @ 1 80	less, per bar	@ 1 25
Peony	30 @ 40	Sassafras, art'l	1 00 @ 1 25	Soda Ash	04 @ 10
Quince	2 25 @ 2 50	Sassafras, true	1 50 @ 1 80	Soda Bicarbonate	3 1/2 @ 10
Rap	1 1/2 @ 20	Sassafras, art'l	1 00 @ 1 25	Soda, Sal	03 @ 08
Sabadilla	20 @ 30	Sassafras, true	1 50 @ 1 80	Spirits Camphor	@ 1 35
Sunflower	11 1/2 @ 15	Sassafras, art'l	1 00 @ 1 25	Sulphur, roll	04 @ 10
Worm American	30 @ 40	Sassafras, true	1 50 @ 1 80	Sulphur, Subl.	4 1/2 @ 10
Worm Levant	@ 4 00	Sassafras, art'l	1 00 @ 1 25	Tamarind	20 @ 30

GROCERY PRICE CURRENT

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

ADVANCED

Cheese
Galv. Pails
Twine
Mop Sticks
Flake White Soap
Syrup—Silver Kettle
Flour

Meal
Wheat
Oats
Corn
Feed
Hogs

DECLINED

Canned Apples
Veal
Lamb

AMMONIA

Arctic Brand
16 oz., 2 doz. in carton, 1.75
per doz. 1.75
1 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. 4.00
Silver Cloud, 2 dz. lge. 6.70

AXLE GREASE



48, 1 lb. 4.25
24, 3 lb. 5.50
10 lb. pails, per doz. 11.20
15 lb. pails, per doz. 11.20
25 lb. pails, per doz. 17.70

BAKING POWDERS

Calumet, 4 oz., doz. 97 1/2
Calumet, 8 oz., doz. 1.95
Calumet, 16 oz., doz. 3.25
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 11.95
Royal, 10c, doz. 2.70
Royal, 6 oz., doz. 5.20
Royal, 12 oz., doz. 5.20
Royal, 5 lb. 31.20
Rumford, 10c, doz. 95
Rumford, 8 oz., doz. 1.85
Rumford, 12 oz., doz. 2.40
Rumford, 5 lb., doz. 12.50
Ryzon, 4 oz., doz. 1.35
Ryzon, 8 oz., doz. 2.25
Ryzon, 16 oz., doz. 4.05
Ryzon, 5 lb. 13.00
Rocket, 16 oz., doz. 1.25

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 Cereal 2.20
Quaker Puffed Rice 5.40
Quaker Puffed Wheat 4.30
Quaker Bran Biscuit 1.90
Ralston Purina 4.00
Ralston Bran 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, 100 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 3.00
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 in. 1.75
Pointed Ends 1.25

Stove

No. 1 1.10
No. 2 1.35

Shoe

No. 1 90
No. 2 1.25
No. 3 2.00

BUTTER COLOR

Dandelion, 25c size 2.85
Vedrow, 1 oz., doz. 2.50

CANDLES

Electric Light, 40 lbs. 12.1
Plumber, 40 lbs. 12.8
Paraffine, 6s 14 1/2
Paraffine, 12s 14 1/2
Wickling 40
Tudor, 6s, per box 30

CANNED FRUIT.

Apples, 3 lb. Standard 1.75
Apples, No. 10 4.25 @ 4.75
Apple Sauce, No. 2 2.35
Apricots, No. 1 1.90 @ 2.00
Apricots, No. 2 2.25
Apricots, No. 2 1/2 2.25 @ 3.50
Apricots, No. 10 9.00 @ 13.50
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 11.50 @ 12.00
Loganberries, No. 2 3.00
Peaches, No. 1 1.85
Peaches, No. 2 2.75
Peaches, No. 2 1/2 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. 1.35 @ 2.00
Pineapple, 2, sil. 2.90 @ 3.25
Pineapple, 2 Bk. sil. 2.25
Pineapple, 2 1/2, sil. 3.90 @ 4.25
Pineapple, No. 2, cru. 2.25
Pineapple, 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 6.25

CANNED FISH.

Clam Ch'der, 10 1/2 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. 3.30
Clam Bouillon, 7 oz. 2.50
Chicken Haddie, No. 1 1.75
Fish Flakes, small 1.35
Cod Fish Cake, 10 oz. 1.85
Cove Oysters, 5 oz. 1.45
Lobster, No. 1/2, Star 5.00
Lobster, No. 1/4, Star 2.90
Shrimp, No. 1, wet 1.10
Shrimp, No. 1, dry 1.75
Sard's, 1/4 Oil, k. 4.25 @ 4.75
Sardines, 1/4, kless 3.85
Sardines, 1/4, Smoked 7.00
Sardines, 1/2, Mus. 3.85 @ 4.75
Salmon, Warrens, 1 lb 4.00
Salmon, Red Alaska 2.85
Salmon, Med. Alaska 2.00
Salmon, Pink Alaska 1.45
Sardines, Im. 1/4, ea. 10 @ 23
Sardines, Im. 1/2, ea. 25
Sardines, Cal. 1.75 @ 2.10
Tuna, 1/4, Albacore 1.50
Tuna, 1/2, Nekoi 1.50
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. 3.35
Beefsteak & Onions, 12 3.15
Chili Con Ca. 1s 1.35 @ 1.45
Deviled Ham, 1/4s 2.20
Deviled Ham, 1/2s 3.60
Hamburg Steak & Onions, No. 1 2.15
Potted Beef, 4 oz. 1.40
Potted Meat, 1/4 Libby 50
Potted Meat, 1/2 Libby 90
Potted Meat, 1/4 Rose 80
Potted Ham, Gen. 1/2 2.25
Vienna Saus., No. 1 1.25
Veal Loaf, Medium 2.30
Derby Brands in Glass.
Ox Tongue, 2 lb. 18.00
Sliced Ox Tongue, 1/4 4.50
Calf Tongue, No. 1 5.30
Lamb Tongue, Wh. 5.00
Lamb Tongue, sm. sil. 1.60

Lunch Tongue, No. 1 5 50

Lunch Tongue, No. 1/2 3 55

Deviled Ham, 1/4 3 55

Vienna sausage, sin. 1 90

Vienna sausage, Lge. 3 90

Sliced Beef, small 1 35

Boneless Pigs Feet pt. 3 45

Boneless Pigs Feet, qt. 3 40

Sandwich Spread, 1/2 3 40

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 1.10

Van Camp Med. 1.65

CANNED VEGETABLES.

Asparagus, 3 90

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, 2s 1 60 @ 4.75

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

Beets, No. 2, wh. 1 60 @ 2.40

Beets, No. 2, cut 1 25 @ 1.75

Beets, No. 3, cut 1 40 @ 2.10

Corn, No. 2, St. 1 00 @ 1.10

Corn, No. 2, Ex-Stan 1.55

Corn, No. 2, Fan 1 60 @ 2.25

Corn, No. 2, Fy. glass 3.25

Corn, No. 10 7.25

Hominy, No. 3 1 15 @ 1.35

Okra, No. 2, whole 1.90

Okra, No. 2, cut 1.60

Dehydrated Veg Soup 90

Dehydrated Potatoes, lb 45

Mushrooms, Hotels 58

Mushrooms, Choice 43

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 @ 2.10

Peas, Ex. Fine, French 32

Pumpkin, No. 3 1.60

Pumpkin, No. 10 3.75

Pumpkin, 1/4, each 15 @ 3.15

Pimentos, 1/4, each 15 @ 3.15

Sw't Potatoes, No. 2 1/2 1.85

Sauerkraut, No. 3 1.15

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 6.00

Tomatoes, No. 2 1 30 @ 1.60

Tomatoes, No. 3 1 90 @ 2.25

Tomatoes, No. 10 5.00

B-nut, Large 2.95

B-nut, Small 1.80

Libby, 14 oz. 2.90

Libby, 8 oz. 2.90

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 1.40

Roquefort, small tins 2.25

Camembert, small tins 2.25

Brick 30

Wisconsin Flats 27 1/2

Wisconsin Daisy 27 1/2

Longhorn 29

Michigan Full Cream 27

New York full cream 29

Sap Sago 35

CHEWING GUM

Adams Black Jack 65

Adams Blackberry 65

Adams Calif. Fruit 65

Adams Sen Sen 65

Beeman's Pepsin 65

Beechnut 70

Doublemint 70

Juicy Fruit 65

Peppermint, Wrigleys 65

Spearmint, Wrigleys 65

Spice-Spana Mxd Flavors 65

Wrigley's P-K 65

Zeno 65

CHOCOLATE.

Baker, Caracas, 1/4s 35
Baker, Caracas, 1/2s 33
Baker, Premium, 1/4s 35
Baker, Premium, 1/2s 32
Baker, Premium, 3/4s 32
Hersheys, Premium, 1/4s 35
Hersheys, Premium, 1/2s 34
Hersheys, Premium, 3/4s 34
Runkle, Premium, 1/4s 37
Runkle, Premium, 1/2s 37
Vienna Sweet, 24s 1.75

COCOA

Baker's 1/4s 40
Baker's 1/2s 42
Bunte, 1/4s 43
Bunte, 1/2 lb. 35
Bunte, 1 lb. 32
Droste's Dutch, 1 lb. 9.00
Droste's Dutch, 1/2 lb. 4.75
Droste's Dutch, 1/4 lb. 2.00
Hersheys, 1/4s 33
Hersheys, 1/2s 28
Huyler 36
Lowney, 1/4s 40
Lowneys 1/4s 40
Lowney, 1/2s 38
Lowney, 5 lb. cans 31
Van Houten, 1/4s 75
Van Houten, 1/2s 75

COCOANUT

1/4s, 5 lb. case Dunham 50
1/4s, 5 lb. case 48
1/4s & 1/2s, 15 lb. case 49
Bulk, barrels Shredded 22
96 2 oz. pkgs., per case 8.00
48 4 oz. pkgs., per case 7.00

CLOTHES LINE

Hemp, 50 ft. 1.50
Twisted Cotton, 50 ft. 1.75
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 11
Frank's 50 pkgs. 4.25
Hummel's 50 1 lb. 09 1/2

CONDENSED MILK

Eagle, 4 doz. 9.00
Leader, 4 doz. 5.60

MILK COMPOUND

Hebe, Tall, 4 doz. 3.70
H-be, Baby, 8 doz. 3.60
Carolene, Tall, 4 doz. 3.35
Carolene, Baby 3.25

EVAPORATED MILK

Carnation, Tall, 4 doz. 5.00
Carnation, Baby, 8 doz. 4.85
Every Day, Tall 5.70
Every Day, Baby 5.70
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 4.90
Van Camp, Tall 5.00
Van Camp, Baby 4.90
White House, Tall 5.00
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
LaSorella (smokers) 70

Swift

Perfecto, 1-20 95
Blunts, 1-20 37.50
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

Summertime, 65c Pails 6 60
Sweet Tip Top, 10c, doz. 96
Velvet, Cut Plug, 10c 96
Velvet, Cut Plug, tins 1 53
Velvet, Cut Plug, 8 oz. 6 72
Velvet, C. Pl., 16 oz. 15 84
Yum Yum, 10c, doz. 96
Yum Yum, 70c pails 6 80

P. Lorillard's Brands.
Bechnut 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, doz. 96
Union Leader, 10c tin 4 80
Union Leader, 50c tin 9 60
Union Leader, 10c, doz. 96
Union Leader, 15c, doz. 1 44
War Path, 35c, doz. 3 35

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

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

J. J. Bagley & Co. Brands.
Broadleaf, 10c 96
Buckingham, 10c, doz. 96
Buckingham, 15c, tins 1 44
Gold Shore, 15c, doz. 1 44
Hazel Nut, 10c, doz. 96
Klecko, 25c, doz. 2 40
Old Colony, Pl. C. 17c 1 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, doz 7 60

Schmidt Bros. Brands.
Eight Bros., 10c, doz. 96
Eight Bros., Pails, doz. 8 40

R. J. Reynolds Tobacco Co. Brands.
George Washington, 10c, doz. 96
Old Rover, 10c, doz. 96
Our Advertiser, 10c, 96
Prince Albert, 10c, doz. 96
Prince Albert, 17c, doz. 1 53
Prince Albert, 8 oz. tins, without pipes 6 72
Prince Albert, 8 oz. and Pipes, doz. 8 88
Prince Albert, 16 oz. 12 96
Stud, Gran. 5c, doz. 4 80
Whale, 16 oz., doz. 4 80

Block Bros. Tobacco Co. Brands.
Mall 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, 80c, doz. 8 10
Personal Mixture, 60c 6 60
Perique, 25c, per doz. 2 25
Serene Mixture, 16c doz 1 60
Serene Mixture, 8 oz. 7 60
Serene Mixture, 16 oz 14 70
Tareyton London Mixture, 50c, doz. 4 00
Vintage Blend, 25c doz 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, 40c 96
Havana Blossom, 30c 96
Knickerbocker, 6 oz. 3 00
Lieberman, 10c, doz. 96
W. O. W., 6 oz., doz. 3 00
Royal Major, 10c, doz. 96
Royal Major, 6 oz. dz 3 00
Royal Major, 16 oz. dz 7 20

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

United States Tobacco Co. Brands.
Central Union, 15c, dz. 1 44
Shag, 15c Tins, doz. 1 44
Shag, 15c Papers, doz. 1 44
Dill's Best, 16c, doz. 1 52
Dill's Best, 16c, doz. 1 52
Dill's Best, 17c Tins 1 52

Snuff.
Copenhagen, 10c, roll 64
Seal Blandening, 10c 64
Seal Göteborg, 10c, roll 64
Seal Swe. 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.
5 lb. Boxes
Bittersweets, Ass'ted 1 75
Choc. Marshmallow Dp 1 60
Milk Chocolate A. A. 1 95
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
Maltese Milk Lozenges 21

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

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

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

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

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

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

COUPON BOOKS
50 Economic grade 2 50
100 Economic grade 4 50
500 Economic grade 20 00
1,000 Economic grade 37 50
Where 1,000 books are ordered at a time, special-ly print 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

California Prunes
90-100 25 lb. boxes @10 1/2
80-90 25 lb. boxes @10 1/4
70-80 25 lb. boxes @11 1/4
60-70 25 lb. boxes @12 1/4
50-60 25 lb. boxes @13 1/4
40-50 25 lb. boxes @14 1/4
30-40 25 lb. boxes @15 1/4

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
Poul's, 2 doz., 8 oz. 1 80
Quaker, 2 doz. 1 85

Pearl Barley
Chester 3 75

Peas
Scotch, lb. 06 1/2
Split, lb. 08

Sago
East India 07 1/2

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

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

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

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

Hooks—Kirby
Size 1-12, per 1,000 1 05
Size 1-0, per 1,000 1 29
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
Turpenaceous
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, 1/4 Paper sack
Harvest Queen, 2 1/2
Light Leaf Spring
Wheat, 2 1/2
Roller Champion 2 1/2
Snow Flake, 2 1/2
Graham 25 lb. per cwt
Golden Granulated Meal, 25 lb. per cwt.
Rowena Pancake Compound, 5 lb. sack
Buckwheat Compound, 5 lb. sack

Watson Higgins Milling Co.
New Perfection, 1/8s 7 40
Red Arrow, 1/8s 7 90

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

Meal
Gr. Grain M. Co.
Bolted 2 50
Golden Granulated 2 65

Wheat
No. 1 Red 1 10
No. 1 White 1 08

Oats
Carlots 51
Less than Carlots 56

Corn
Carlots 83
Less than Carlots 90

Hay
Carlots 18 00
Less than Carlots 22 00

STREET CAR FEED
No. 1 Corn & Oat Fd 36 00
Cracked Corn 36 00
Coarse Corn Meal 36 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 Acid'd, doz. 2 25
Minute, 3 doz. 4 05
Plymouth, White 1 55

GRANULATED LYE.
Wanders.
Single cases, case 5 15
2 1/2 cases, case 5 04
5 1/2 cases, case 4 95
10 cases, case 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 2 35

HAND CLEANER.



10c size, 4 doz. 3 60
15c size, 3 doz. 3 75
25c size, 2 doz. 4 00
1 case free with 10 cases;
1/2 case free with 5 1/2 cases.

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@1 00
Shearlings 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. Asst., doz. 1 20
Buckeye, 22 oz. doz. 2 00
O. B., 15 oz., per doz. 1 40

JELLY GLASSES
8 oz., per doz. 35

MATCHES.
Blue Ribbon, 144 box. 7 55
Searchlight, 144 box. 8 00
Safe Home, 144 boxes 8 00
Red Stick, 720 1c 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
Half barrels 5c extra

Molasses in Cans.
Red Hen, 24, 2 lb. 2 60
Red Hen, 24, 2 1/2 lb. 3 25
Red Hen, 12, 5 lb. 3 10
Red Hen, 6, 10 lb. 2 80
Red Hen, 6, 10 lb. 3 00
Ginger Cake, 24, 2 1/2 lb. 3 80
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
Filberts, Sicily 16
Peanuts Virginia, raw 08 1/2
Peanuts, Vir. roasted 10 1/2
Peanuts, Jumbo raw 09 1/2
Peanuts, Jumbo, rstd 12 1/2
Pecans, 3 star 22
Pecans, Jumbo 30
Walnuts, Grenoble 34
Walnuts, Sorento 35

Salted Peanuts
Fancy, No. 1 13
Jumbo 21

Shelled
Almonds 50
Peanuts, Spanish, 125 lb. bags 11 1/2
Filberts 50
Pecans 80
Walnuts 75

OLIVES.
Bulk, 2 gal. keg 3 00
Bulk, 3 gal. keg 4 50
Bulk, 5 gal. keg 7 00
Quart. jars, dozen 5 25
4 1/2 oz. Jar, plain, dz. 1 35
5 1/2 oz. Jar, pl., doz. 1 60
10 oz. Jar, plain, doz. 2 35
16 1/2 oz. Jar, Pl. doz. 3 50
3 1/2 oz. Jar., stuffed 1 45
8 oz. Jar. Stu., doz. 2 40
9 oz. Jar. Stuffed, 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 20.3
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

Polarine

Iron Barrels.
Medium Light 57.3
Medium heavy 59.2
Heavy 62.2
Extra heavy 67.2
Transmission Oil 57.2
Finol, 4 oz. cans, doz. 1.40
Finol, 8 oz. cans, doz. 1.90
Parowax, 100, 1 lb. 7.2
Parowax, 40, 1 lb. 7.4
Parowax, 20, 1 lb. 7.6

SEMDAC
Semdac, 12 pt. cans 2 85
Semdac, 12 qt. cans 4 35

PICKLES
Medium Sour
Barrel, 1,200 count 13 00
Half bbls., 600 count 7 50
10 gallon kegs 5 50
Sweet Small
30 gallon, 2,400 33 00
15 gallon, 2,000 17 50
10 gallon, 800 12 75

Dill Pickles.
800 Size, 15 gal. 10 00
Cob, 3 doz. in bx 1 00@1 20

PLAYING CARDS
Broadway, per doz. 2 40
No 90 Steamboat 2 75
Blue Ribbon 4 25
Cricket 3 50
Bicycle 4 50

POTASH
Babbitt's 2 doz. 2 75

FRESH MEATS.
Beef.
Top Steers & Heifers 16
Good Steers & Heifers 14
Med. Steers & Heifers 12
Com. Steers & Heifers 09

Cows.
Top 10
Good 09
Medium 08
Common 08

Veal.

Top 15
Good 14
Medium 12

Lamb.
Good 25
Medium 22
Poor 18

Mutton.
Good 12
Medium 11
Poor 08
Heavy hogs 11
Medium hogs 13
Light hogs 13
Sows and stags 10
Loins 24
Butts 19
Shoulders 17
Hams 16
Sparricks 13
Neck bones 05

PROVISIONS
Barreled Pork
Clear Back 23 00@24 00
Short Cut Clear 22 00@23 00
Clear Family 27 00@28 00

Dry Salt Meats
S P Bellies 19 00@21 00

Lard
80 lb. tubs advance 1/4
Pure in tierces 14@14 1/4
Compound Lard 11@11 1/2
69 lb. tubs advance 1/4
50 lb. tubs advance 1/4
20 lb. pails advance 1/4
10 lb. pails advance 1/4
5 lb. pails advance 1
3 lb. pails advance 1

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

Smoked Meats
Hams, 14-16, lb. 22 @25
Hams, 16-18, lb. 22 @25
Ham, dried beef sets 38 @39
California Hams 14 @15
Picnic Boiled Hams 30 @32
Boiled Hams 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. 2 15
1/2 bbls., 35 lbs. 4 00
3/4 bbls. 7 00
1 bbl. 14 15

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

Casings
Hogs, per lb. @42
Beef, round set 14@28
Beef, middles, set 25@30
Sheep a skin 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%

ROLLED OATS
Steel Cut, 100 lb. sks. 3 25
Silver Flake, 10 Fam. 1 90
Quaker, 18 Regular 1 80
Quaker, 12s Family 2 65
Mothers 10s, 11/16 3 30
Silver Flake, 18 Reg. 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 doz. 8 50
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 1/2 lb. packages 2 50

SALT

Colonial 24 2 lb.	90
Med. No. 1, Bbls.	2 70
Med. No. 1, 100 lb. bag	90
Farmer Spec., 70 lb.	90
Packers Meat, 56 lb.	90
Packers for ice cream	95
100 lb., each	95
Blocks, 50 lb.	47
Butter Salt, 280 lb. bbl.	4 50
Baker Salt, 280 lb. bbl.	4 25
100, 3 lb. Table	6 07
60, 5 lb. Table	5 57
30, 10 lb. Table	5 30
28 lb. bags, butter	48



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

SHOE BLACKENING.

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

STOVE POLISH.

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

SOAP.

Am. Family, 100 box	5 75
Export, 120 box	4 65
Flake White, 100 box	4 50
Fels Naphtha, 100 box	5 60
Grdina White Na. 100s	4 85
Rub No More White	5 00
Naphtha, 100 box	4 90
Swift Classic, 100 box	4 90
20 Mule Borax, 100 bx	7 55
Wool, 100 box	6 50
Fairy, 100 box	5 50
Jap Rose, 100 box	7 85
Palm Olive, 144 box	11 00
Lava, 100 box	4 75
Pummo, 100 box	4 85
Sweetheart, 100 box	5 70
Grandpa Tar, 50 sm.	2 00
Grandpa Tar, 50 Lge	3 35
Fairbank Tar, 100 bx	4 00
Tribby, 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 Naphtha	5 00
Star, 100, No. 11 cakes	2 25
Star Nap. Pow. 60-16s	3 65
Star Nap. Pw., 100-10s	3 85
Star Nap. Pw., 24-60s	4 85

CLEANSERS.

Johnson Purity, Gal.	2 50
Johnson Purity, 4 doz., 18 oz.	18 50

Jinx, 3 doz.	4 50
La France Laun, 4 ds.	3 70
Luster Box, 54	3 75
Miracle Cm, 4 oz. 3 ds.	4 00
Miracle C., 16 oz., 1 dz.	4 00
Old Dutch Clean, 4 dz	4 00
Queen Ann, 60 oz.	2 40
Rinso, 100 oz.	6 40
Rub No More, 100, 10 oz.	3 85
Rub No More, 18 Lg.	4 25
Spotless Cleanser, 48.	20 oz.
20 oz.	3 85
Sani Flush, 1 doz.	2 25
Sapallo, 3 doz.	3 15
Soapine, 100, 12 oz.	6 40
Snowboy, 100, 10 oz.	4 00
Snowboy, 24 Large	4 70
Speedee, 3 doz.	7 20
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, Cochlin	@20
Mace, Penang	@70
Mixed, No.	@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.	95
Sage, 2 oz.	1 35
Onion Salt	1 35
Garlic	1 35
Ponety, 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 1s	11 1/4
Elastic, 64 pkgs.	5 35
Tiger, 48-1	2 85
Tiger, 50 lbs.	05 1/2

SYRUPS

Corn	
Blue Karo, No. 1 1/2	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	6 00
24, pint bottles	7 50
24, 18 oz. bottles	8 00
12, quart bottles	6 50

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
Sno 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	32
Melrose, fancy	56

English Breakfast

Congou, Medium	28
Congou, Choice	35@38
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	20

WICKING

No. 0, per gross	60
No. 1, per gross	85
No. 2, per gross	1 10
No. 3, per gross	1 85
Peerless Rolls, per doz.	45
Rochester, No. 2, doz.	50
Rochester, No. 3, doz.	2 00
Rayo, per doz.	90

WOODENWARE

Baskets	
Bushels, narrow band, wire handles	1.90
Bushels, narrow band, wood handles	2 00
Bushels, wide band	2 10
Marked, drop handle	75
Market, single handle	90
Market, extra	1 25
Splint, large	8 50
Splint, medium	7 50
Splint, small	7 00

Churns

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

Egg Cases

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

Mop Sticks

Trojan spring	2 00
Eclipse patent spring	2 00
No. 2, pat. brush hold	2 00
Ideal No. 7	1 25
12 oz. Cot. Mop Heads	1 80
16 oz. Cot. Mop Heads	2 40

Pails

10 qt. Galvanized	2 00
12 qt. Galvanized d.	2 20
14 qt. Galvanized	2 40
12 qt. Flaring Gal. Ir.	6 75
10 qt. Tin Dairy	4 25
12 qt. Tin Dairy	4 75

Traps

Mouse, wood, 4 holes	40
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	1 00
Rat, spring	1 00
Mouse, spring	30

Tubs

Large Galvanized	7 80
Medium Galvanized	6 75
Small Galvanized	6 00

Washboards

Banner Globe	5 75
Brass, Single	6 75
Glass, Single	7 00
Double Peerless	8 25
Single Peerless	7 50
Northern Queen	6 25
Universal	7 50

Window Cleaners

12 in.	1 65
14 in.	1 85
16 in.	2 30

Wood Bowls

13 in. Butter	5 00
15 in. Butter	9 00
17 in. Butter	18 00
19 in. Butter	25 00

WRAPPING PAPER

Fibre, Manila, white	05 1/2
No. 1 Fibre	07 1/2
Butchers Manila	06
Kraft	09

YEAST CAKE

Magic, 3 doz.	2 70
Sunlight, 3 doz.	2 70
Sunlight, 1 1/2 doz.	1 35
Yeast Foam, 3 doz.	2 70
Yeast Foam, 1 1/2 doz.	1 35

YEAST-COMPRESSED

Fleischman, per doz.	28
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This Summer's Harvest—Was It Worth Storing?

Written for the Tradesman.

A month after the young folks have gone back to school and college, have they caught up with themselves and recovered from the effects of the summer vacation? Any teacher can tell you that it takes weeks to get really under way with the average girl or boy who has spent the summer in idleness.

Are you satisfied with the way in which your sons and daughters spent their summer? Are they richer in body and mind for the break in their work?

First, of course, we want these young people to be strong and healthy, ready for the year's work, ready to study hard and bear the confinement of school and college. That is the most important thing. Did they get that? Or did they wear themselves out still more by a frantic round of dances, late hours, miscellaneous eating, and generally high-pressure living? Weren't they really more tired and over-strained than when they left it last June?

And what of their mental state? Did their minds simply grow weeds, like a neglected garden, during the summer? There is always something growing in the human mind. Nature leaves no soil unoccupied, even in the field of psychology.

I know one father who for several years has forbidden his boys and girls to open a book during the summer. It always struck me as a queer idea—that their minds should stop working just because school was out! The mind gains something, to be sure, from other sources than books; but this father was doing all he could to make his children feel that reading was an irksome business, and that the school was a sort of prison whose tasks should be evaded at every opportunity. One of his daughters broke away this summer and spent several weeks at a summer school. She told me the other day that she never had so enjoyed a summer.

"It wasn't a total waste, like other summers," she said; "and, besides, I enjoyed every minute of it and now I am not going to have to lose several weeks getting back into the way of study again."

One boy whom I met this summer was working steadily through a list of books concerned with his English course in college. He spent hours in sailing his boat, fishing, horseback riding, and dancing in the evenings, but he set aside every day a certain time for reading. I noticed that he wrote in the flyleaf of each book every word that he did not fully un-

derstand and looked up each in the dictionary.

"To increase my vocabulary," he said when I laughingly asked him if he took the dictionary to bed with him.

"Every day I see more clearly," he added, "how much there is that I haven't read—that I never shall have time to read. Why didn't my parents teach me years ago to read good things in the time when I was reading all sorts of trash? Every summer until now I have read a lot of piffling novels or not read at all. Now I am doing my best to catch up, but it makes me sick to think of all the summers I have wasted just doing nothing."

I am far from meaning that young folks should not have the best possible time in the summer vacations. Soon enough they will be confronted by the hard tasks and high pressures of life; of anxieties, griefs, hard work in the hurly-burly of the world. I have no love for the solemn "grind" who never takes time for fun and even for mere relaxing idleness—in reasonable moderation. But I see all around me every summer the demoralizing effects of continuous waste of time and opportunity on the part of young people—and of their parents, too.

Even the good times of the holiday are the more enjoyed if they are planned and balanced against a reasonably managed programme of useful work. Mental stability is just as important as physical health, and a three months' diet of lolly-pops, of trashy novels and aimless chatter is just as sure to produce mental indigestion as a similar diet is to demoralize the physical stomach.

The work of the whole term in school and college is affected by the way in which the young people spent

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. Easley Milling Co.
The Sunshine Mills
PLAINWELL, MICHIGAN

KITCHEN KLENZER



30 can cases, \$4.80 per case

WASHING POWDERS.

Bon Ami Pd, 3 dz. bx	3 75
Bon Ami Cake, 3 dz.	3 25
Chimaine, 4 doz.	4 20
Grandma, 100	3 90
Grandma, 24 Large	3 80
Gold Dust, 100s	4 00
Gold Dust, 12 Large	3 20
Golden Rod, 24	4 25

their summer. Many a boy or girl takes weeks to get over the physical stress of a badly managed vacation; still more of them take even longer to get their minds in working order again. Those three months are just as important in the year for the cultivation of self-control, unselfishness, purposefulness; and orderly conduct of life as any others—perhaps more so. What was the harvest of the summer in your family? Was it worth storing up for the winter—for all the years to come? Prudence Bradish.

(Copyrighted, 1922.)

Proceedings in Grand Rapids Bankruptcy Court.

Grand Rapids, Oct. 13.—On this day was held the final meeting of creditors in the matter of John Mulholland, Bankrupt No. 2103. The bankrupt was not present or represented by attorney. The trustee was present in person. No creditors were present or represented. Additional claims were proved and allowed. The trustee's final report and account was approved and allowed. An order was made for the payment of administration expenses and for the declaration and payment of a final dividend herein. The first meeting was then adjourned without date. This case will now be closed and returned to the district court.

In the matter of Martin C. Hoek, Bankrupt No. 2156, funds for the first meeting have been received and the first meeting will be held at the office of the referee Oct. 28.

In the matter of Clarence Hall, Bankrupt No. 2157, funds for the first meeting have been received and such first meeting will be held at the referee's office Oct. 28.

In the matter of John Van Andel, Bankrupt No. 2160, the first meeting of creditors has been called for Oct. 24.

In the matter of Alfonso L. Pant and Cliff Pant, Bankrupts No. 2105, an offer to compromise has been made by the said bankrupts in the sum of \$1,000, in full settlement of any and all claims of the estate and the trustee thereof against them for the transfer of property standing in their individual names to third parties and thence to themselves and wives jointly. Such transaction was consummated before the filing of the petition in bankruptcy. A meeting of creditors in this matter will be held at the office of the referee Oct. 25 to determine whether or not such offer of compromise shall be accepted.

Oct. 16. On this day was held the final meeting of creditors in the matter of Hielkema & Co., Bankrupt No. 2142. The bankrupt was not present or represented by attorney or present in person. The trustee was present. Additional claims were proved and allowed. The trustee's final report and account was approved and allowed. An order was made for the payment of administration expenses, there being insufficient funds for the declaration and payment of any dividend to creditors. There were no objections to the discharge of the bankrupt. The first meeting was then adjourned no date.

On this day also was held the first meeting of creditors in the matter of George R. Hubbs, Bankrupt No. 2150. The bankrupt was present in person and by attorney Osterhaus & Balgooyen. Smedley, Linsey & Shivel were present for creditors. Claims were proved and allowed against the estate of the bankrupt. The bankrupt was then sworn and examined without a reporter. An order was made that no trustee be made and that no further meeting of creditors be called. It appeared that the estate contained no assets except those exempt to the bankrupt. The 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 first meeting of creditors in the matter of A. J. Morton, as Morton Hardware Co., Bankrupt No. 2145. The bankrupt was present in person and by attorney. Boltwood & Boltwood and Homer Freeland were present for creditors. Claims were allowed against the estate of the bankrupt. Frank V. Blakely was elected trustee and the amount of his bond fixed by the referee at \$5,000. The bankrupt was then sworn and examined without a reporter. The first meeting was then adjourned without date.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Milton D. Westfall, Bankrupt No. 2163. The matter has been referred to Bonn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Big Rapids and has conducted a confectionery store at such city. The schedules of the bankrupt list assets in the sum of \$990.50 and liabilities in the sum of \$862.11. The bankrupt claims exemptions in the sum of \$250. It appears from the schedules that the assets not claimed as exempt are of doubtful value, therefore the court has written for funds for the conduct of the first meeting, upon the arrival of which the first meeting will be called and note

of the same made here. A list of the creditors of the bankrupt is as follows:

Badger Candy Co., Milwaukee	\$36.00
Bouck Bros., Big Rapids	21.74
A. E. Brooks & Co., Grand Rapids	37.40
E. J. Brach & Sons, Chicago	34.36
M. E. Curtis Co., Big Rapids	70.41
Connor Fountain Sup. Co., Owosso	15.00
B. Currie & Son, Big Rapids	77.50
M. J. Dark & Son, Grand Rapids	10.35
Big Rapids Elec. Co., Big Rapids	5.82
Big Rapids Gas Co., Big Rapids	11.82
Hazeltine & Perkins Drug Co., Grand Rapids	77.74
Liquid Carbonic Co., Chicago	65.85
Martz Bakery, Big Rapids	4.19
Model Bakery, Big Rapids	16.50
National Biscuit Co., Grand Rapids	4.33
Putnam Candy Co., Grand Rapids	43.10
Rysdale Candy Co., Grand Rapids	40.25
Straub Bros., Traverse City	73.05
Mich. State Tel. Co., Grand Rapids	2.88
Worden Grocer Co., Grand Rapids	41.27
W. R. Whitacre, Big Rapids	12.89
Woodhouse Co., Grand Rapids	91.31
Ziegler Candy Co., Milwaukee	58.50
G. H. Yoe, Big Rapids	25.00
Mrs. Jacob Klinefelter, Big Rapids	32.00
W. T. Bidwell, Big Rapids	30.00
Hagadone Bros., Big Rapids	8.00

The Trend in Men's Clothing.

There seem not to be enough weeks to go around, so that every drive to promote a good cause cannot get a whole week to itself. For instance, this is both Accident Prevention Week and Demonstration Week for the Better Homes in America movement, and it also develops that some hat manufacturers in New York have made this a Derby Week as part of the campaign to bring about a bit more of spruceness in the sartorial habits of the male of the species. It is their purpose to rescue the derby hat from the state of innocuous desuetude into which it has fallen of late. Along with other things in men's wear that smack somewhat of the stiff and formal this type of headgear has been brought dangerously near that limbo whither the dodo and the dinosaur have already wended their way. Like the high silk hat, the stiff collar, and the tailed coat, the derby has lost greatly in popular favor and inasmuch as it occupies a kind of halfway ground between formal and informal garb, it is believed that its revival might prove the first step in effecting a return to the wider use of habiliments endowed with a bit more of ceremony and dignity. Meanwhile, the National Association of Merchant Tailors, which for a time frowned on the encroachment of the dinner jacket upon the domain that was once wholly pre-empted by the "swallow tail," has accepted the facts of the situation and admitted that the former is quite the correct garb for evening wear except on such occasions as weddings, diplomatic receptions, grand opera box parties, and the like. Evidently the consumer in this case is having his own way about it.

What Is a Thorn Apple?

Kalamazoo, Oct. 17.—Under the caption "Seasonal Poisons" you say that the thorn apple is a poison, and that the supposed tree is not a tree but a rank weed. I must confess that this is news, for in my younger days I used to gather thorn apples in the Chicago parks and eat them with a great deal of pleasure. This year, on a visit to Chicago I noticed some of these trees, and although the apples were not entirely ripe I could not resist the temptation to eat a few. As I never felt any bad effects from them and never heard before that they were not entirely wholesome, I am wondering if what you call the thorn apple are the same thing. What I refer to is a small apple about the size of a cherry, with fairly large seeds. It is red in color and does not in the least resemble a nut. D. A. Morris.

BUSINESS WANTS DEPARTMENT

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

KWIT YOUR KICKIN

About business. Have an Arrow Sale by

THE ARROW SERVICE
Cor. Wealthy St. & Division Ave.
Citz. 62374 Grand Rapids, Mich.

FOR SALE—Manufacturing business, wonderful possibilities. Machinery, patents and equipment. J. F. Wagner, S. 5th Ave., Ann Arbor, Mich. 941

For Sale—Building, garage, fixtures and stock of groceries, soft drinks, and confectionery. Tobacco. Light lunches. Good business, good location. Only store near depot and factories. Population 25,000. Address No. 942, care Michigan Tradesman. 942

For Sale—Good clean hardware stock in live town in Southern Michigan. Stock and fixtures invoice around \$6,000. Reason for selling, other business. Hammond Brothers, Vermontville, Mich. 943

For Sale—Stock and fixtures \$4,000. Thickly populated farming community. Town of 800. Good schools and churches. Fireproof brick building 80x25. Modern six-room apartment on second floor. Building for sale or rent. An exceptional opportunity. Address Sands Cash Store, Atwater, Minn. 944

FOR SALE—ON ACCOUNT OF SERIOUS asthma affliction I must dispose of my stock of general merchandise. Has been established twenty-five years, and always a money maker. Address E. E. Johnson, La Hogue, Ill. 945

For Sale—Cash registers and store fixtures. Agency for Standard computing scales. Dickry Dick, Muskegon, Mich. 943

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

Bell Phone 596 Citz. Phone 61366

JOHN L. LYNCH SALES CO.
SPECIAL SALE EXPERTS
Expert Advertising
Expert Merchandising
209-210-211 Murray Bldg.
GRAND RAPIDS, MICHIGAN

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

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

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

For Sale—2,500 gum vending machines for sale or to trade for something of equal value. First class, and money makers. Geo. H. Holzbog, Jeffersonville, Ind. 923

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

REBUILT CASH REGISTER CO., Inc.

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

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

A Sacrifice—Clean stock general merchandise, invoicing \$6,500 can be bought for \$4,500 cash. Will sell or rent buildings. Must sacrifice account sickness. Address No. 936, care Michigan Tradesman. 936

DICKRY DICK THE SCALE EXPERT. MUSKEGON, MICH. 939

Confidence and Patronage

go hand in hand. Everyone likes to patronize the store that can always be depended upon to supply merchandise of reliable quality. **VAN DUZER'S** Certified Flavoring Extracts

is one of the quality lines that is sold by progressive grocers, not only because of the good profit it brings, but also because it results in increased patronage. There are no better flavoring extracts made.

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

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



GRAND RAPIDS SAFE CO.

Dealer in

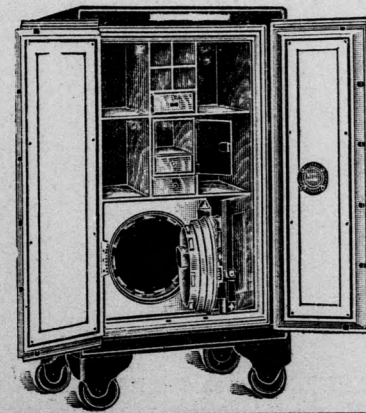
Fire and Burglar Proof Safes

Vault Doors and Time Locks

Largest Stock in the State.

Grand Rapids Safe Co.

Grand Rapids, Mich.



IN THE REALM OF RASCALITY.

Cheats and Swindlers Merchants Should Carefully Avoid.

Hastings, Oct. 11—I am very anxious to know about the Ad-O Lite Advertising Association and will you please advise me regarding the matter?

I have a small grocery in Hastings and an agent from this Association has put this proposition to me. He is to place in my store twenty signs for the National advertising of staple goods such as P. & G. soap, Campbell's soups, Rumford baking powder, etc. These signs have an electric light back of them and I simply furnish the electricity to light these signs a certain number of hours each day or night for, which I am to receive a rental of \$1 per sign every month, making a monthly payment to me of \$20 for twenty signs. We pay \$10 when we give the order and \$20 more when they place the electric fixtures in our store. The address in the application blank is, Ad-O-Lite Advertising Association, Inc., 1471-1473 Main St., Buffalo, N. Y.

Can you advise me if this is a good investment or a fake?

Several from this town have gone into it, but we are doubtful about it. Mrs. Homer Warner.

On receipt of the above letter, the Tradesman communicated with the three manufacturers named, with the following result:

Providence, R. I., Oct. 15—We have your letter and are much surprised to learn that a concern known as the Ad-O-Lite Advertising Association, of Buffalo, N. Y., is selling a lighting device and representing to their customers that this company will pay the retailer introducing the lighting device \$1 per month on account of the advertising value of the device.

We assure you that we have made no arrangement with the Ad-O-Lite Advertising Association and, in fact, never heard of it before. Any statement it is making to the effect that we are connected with it is utterly false, and we desire very much to write them, and will do so at once. If it is making any such statements, they must be stopped.

Can you advise us of any retailer who has been led to believe that we are connected with them? We would like to quote specifically in our letter to the Ad-O-Lite Advertising Association.

We happen to know that you were instrumental in having a York, Pa., concern indicted on a similar proposition. We think this is the concern that used our name in connection with signs they were selling to the retailer, which was wholly unjustified.

We again thank you for bringing this matter to our attention, and beg to remain,

Rumford Chemical Works.

In the light of this information the Tradesman feels no hesitation in pronouncing the Ad-O-Lite concern as an arrant fraud, and it warns every merchant who is approached by the representatives of the concern to show them the door with the least possible ceremony.

A similar institution which undertook to do business from York, Penn., came under the scrutiny of the Post Office Department and the parties were indicted for fraud.

Cincinnati, Oct. 15—We have to advise in reply to your letter that we have absolutely no connection whatever with the Ad-O-Lite Advertising Association, Buffalo, N. Y. In fact, we do not believe we ever had any correspondence with them.

Procter & Gamble Co.

Camden, N. J., Oct. 16—Replying

to your letter of October 5, any statement which representatives of the Ad-O-Lite Advertising Association have made indicating a connection between their service and our company has been unwarranted.

We have no contract with these people, nor are we contemplating any arrangements of any kind with them.

We believe if you will communicate with the Association of National Advertisers, 17 West 46th St., New York City, they will give you copies of correspondence they have had with this concern and which we believe will be interesting to you.

Joseph Campbell Company.

Beware of Bad Check Operator.

A bad check passer with a full bag of tricks is now in this State trying to "work" retail stores. One of the references he gives is an army officer at a Western post. Enquiry made of this officer brought out the fact that the man in question is a plain crook, made more than ordinarily dangerous by the number of schemes he works. In some instances he wears an army uniform and talks about being gassed in France, etc., although never in the service. He is said to have expressed his desire to enlist, but to have disappeared before he could be sworn in. At times he presents as identification a forged paper purporting to be a notice of furlough.

Another Bad Check Artist.

Another instance of crooked work reported to the Tradesman concerns a man from one of the smaller Ohio cities. The man buys goods and then tries to pay for them with checks drawn on a bank in that city. There is no bank in the place of the name of the one on which these checks are drawn. His game is to identify himself with credentials purporting to show membership in several prominent fraternal organizations.

When a representative of the Tradesman was in New Richmond a couple of months ago, he was informed by Jacob Rusticus, a merchant at that place, that he had purchased a lighting system from a man by the name of H. J. Boone at Holland, but that he had been utterly unable to obtain information in regard thereto and that the people who secured his order did not answer his letters or pay any attention to his entreaties. On his return to Grand Rapids the representative wrote to Mr. Boone regarding the matter, but received no reply. A day or two ago the following letter came in from Mr. Rusticus:

About three months ago I bought a lighting system from the Bright Sunshine Lighting Co., Grand Rapids, Mich. The company is composed of H. J. Boone, Holland, and E. J. Steeby, 22 Ionia avenue, Grand Rapids. They promised to deliver the lighting system the following week, but to the present time I haven't received it. I signed a note at the time, which is due the 19th of this month. Would you advise me to pay this note, since I haven't received anything for the same? They sold this note to John Sommer, banker at Dorr. Kindly answer by return mail, and oblige.

J. Rusticus.

On looking up the matter it is found the Bright Sunshine Lighting Co. had been located at 22 Ionia avenue; that H. J. Boone was President, E. A. Haskins, Secretary and Edwin J.

Steeby was Manager. Enquiry at 22 Ionia street disclosed the fact that the company was no longer in business and that the National Distributing Sales Agency, which was conducted by the same people, was also out of business. Neither Boone nor Haskins could be located, but Steeby was found at his residence, 555 Woodlawn street. He stated that the company had sold about twenty-five acetylene lighting outfits which it purchased in Owensboro, Kentucky, and that the lighting system which was sold to Mr. Rusticus was a second-hand hollow wire gasoline system which it purchased in Dover, Mich. He was very sure the lighting plant had been shipped from Holland, where it was sent to be repaired. He stated that the company was forced to retire from business because the company could not do business except by taking notes, which it obtained from the people who gave their orders before the goods were shipped, and that the only place it could discount these notes was with John Sommer, of Dorr, who took so large a bonus and shaved the notes so unmercifully that there was nothing left for the salesmen in the way of profits.

How any merchant will sign a note for property he has not received, and which he may never receive in dealing with irresponsible people, is more than the Tradesman can understand, and in the light of the above disclosures it is very evident that H. J. Boone, of Holland, E. A. Haskins and E. J. Steeby, of Grand Rapids, are not very reliable people to do business with, because they do not fill their orders promptly, although they take notes in advance and discount the notes at a heavy shave with a country bank which enjoys an unenviable reputation.

Late Mercantile News From Michigan's Metropolis.

Detroit, Oct. 17—Work on the new ten story building now being erected on the site of the old Pullman Cafe, Grand River avenue, between Woodward and Griswold, has been progressing slowly. This has hampered the removal of the A. E. Burns Co., which is at present located on the first and second floors of the Holden building. This company was expected to be in its new home on the main floors and basement of the new building by September 1. Present indications are that it will be at least Dec. 15 before its removal becomes an accomplished fact.

The LeFevre-Seiss Co. has been engaged in making extensive alterations in its store at 6525 Fourteenth avenue. The salesroom has been greatly enlarged by moving back the shelving, which permits of greater seating capacity. Additional shelving has been added to carry stock needed to meet the increasing demand. Alterations will be under way for some little time. J. P. Lorey is representing the Selby Shoe Co. in Southern Indiana, and has moved his family to Indianapolis where he will make his home. W. M. Parker, manager of the Ground Gripper Shoe Stores, in Detroit, is receiving the congratulations of friends and associates on the arrival of a baby daughter at his home.

Owing to the fact that W. E. Standart has been in poor health for the last two months and consequently has not been able to devote the time to the Wholesale Merchants Bureau that he felt the bureau was entitled to, he resigned last week as vice-chairman of the organization and also as chairman

of the Trade Promotion Committee of the bureau. Mr. Standart's resignation was accepted with much regret. A. H. Williamson, of the American Radiator Co. has been unanimously elected vice-chairman of the Bureau and chairman of the Trade Promotion Committee to succeed Mr. Standart.

In line with the efforts of the Retail Merchants Bureau of the Detroit Board of Commerce to provide better business education for the vast number of retail sales people in the city, a night school course covering various subjects of interest to those in selling positions was started last Wednesday evening, at Cass Technical High school, under the supervision of the Board of Education. A four year course in Retail Selling education was added to the curriculum of Cass Technical High school at the beginning of the present term at the request of the Retail Merchants Bureau. This course was outlined by an educational committee composed of Oscar Webber, C. A. Newcomb, Jr., W. P. Emery, Ernst Kern and Z. Himelhoch. Among the subjects offered at the night school in Cass Technical High school are Store Organization, Beginning Merchandising, Advanced Merchandising, Advertising, Retail Buying, Principles of Salesmanship, English, Drug Selling, and Salesmanship for Beginning Salespeople. Other subjects will be added if sufficiently large groups request them. Members of the Retail Merchants Bureau are co-operating in the night school work by furnishing teachers for the various subjects from their executive personnel. These people who will act as teachers are men and women who have had the benefit of the practical as well as the theoretical side of the work and who will be able to give valuable assistance to the public school authorities.

Saginaw Council To Initiate Class Saturday.

Saginaw, Oct. 17—With the initiation of a big class of candidates, and other important features, including a banquet for members, their ladies, and the candidates, Saginaw Council plans to make its October meeting, to be held next Saturday, Oct. 21, one of the best in its history.

The day's events will start with a business meeting at the Elks' temple Saturday afternoon at 3 o'clock, at which candidates' petitions will be voted upon. At 6:30 o'clock the banquet will be served at the Bancroft Hotel, the candidates being guests of the Council. At 8 o'clock the initiation will take place at the Elks' temple.

This meeting will be marked by the presence of three high officers of the order, Supreme Secretary Walter D. Murphy of Columbus; Grand Councilor H. D. Bullen, of Lansing and Grand Secretary M. Heuman of Jackson.

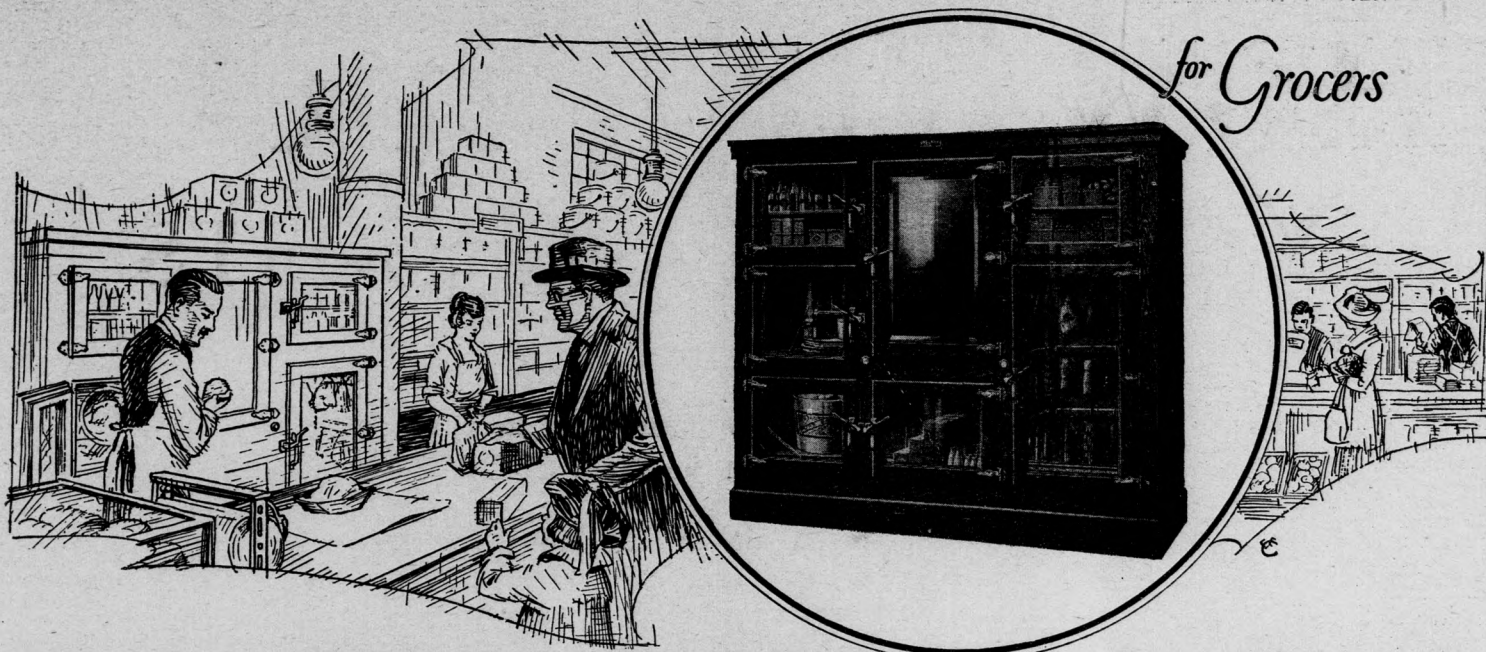
Corporations Wound Up.

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

Muir & Lyons Co-operative Association, Muir.
Grand Rapids Products Co., Grand Rapids.
Universal Battery Corporation, Grand Rapids.
Grand Rapids Magnetic Mineral Water Co., Grand Rapids.
Hitchman Land Co., Detroit.
Nu-Life Auto Products Mfg. Co., Jackson.
Naumann-Routt Co., Detroit.
Quaker Land & Homes Co., Detroit.
Ypsilanti Ladder Co., Ypsilanti.
Investment Securities Co., Detroit.
Gleaner Clearing House Association, Detroit.
Felger Lumber and Timber Co., Grand Rapids.

The Difference.

The hod carrier who kicked because he was charged only \$11 for an \$8 silk shirt during the war now kicks because the least he can get a dollar cotton shirt for is fifty-nine cents.



MCCRAY

REFRIGERATORS *for* ALL PURPOSES

You can buy a McCray refrigerator with the money that it saves you. And, it will be a refrigerator that exactly meets your needs.

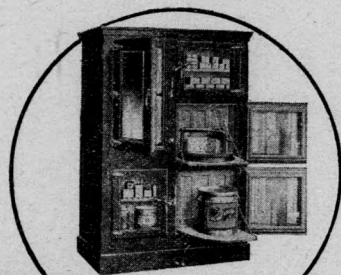
For more than 30 years the McCray has been supplying grocers and butchers with a two-fold service. It has *saved them money* by reducing to a minimum their loss from spoilage, And, it has *made them money* by increasing their sales. For in the McCray Refrigerator perishable foods are not only kept pure and wholesome, but are attractively displayed in all their appetizing freshness.

In well equipped stores and markets everywhere you will find this superior refrigerator. The McCray patent cooling system, which forces a constant circulation of cold, dry air through every compartment, assures efficient refrigeration, guarantees perfect preservation. McCray not only carries a large variety of refrigerators, coolers and display-case refrigerators, ready for prompt shipment, but builds them to order in any style and size to fit your particular need.

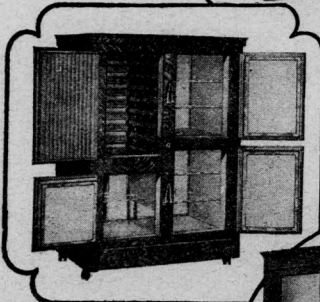
Easy Payments—Our convenient plan enables you to pay for the McCray as you use it. We'll be glad to tell you more about it.

Send To-day for Your Free Book. In it the grocer's refrigeration needs are thoroughly discussed, the complete McCray line is illustrated and described. There is no obligation; simply send the coupon.

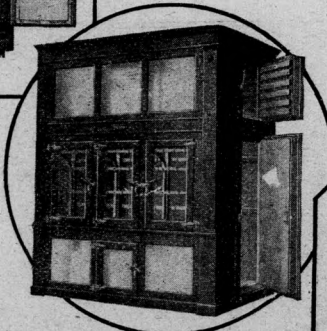
No. 405
for Grocers



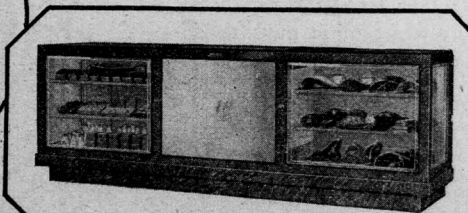
No. 460 for
Residences



No. 185 for
Meat Markets



No. 1042 for
Grocers and markets



McCray Refrigerator Co.

2244 Lake Street

Kendallville, Indiana

Salesrooms in all Principal Cities

Detroit Salesrooms, 36 E. Elizabeth St.

McCray Refrigerator Company, 2244 Lake Street, Kendallville, Indiana.

Gentlemen—Please send, without obligation to me, the book on refrigeration and refrigerators checked below:

- () No. 72, for Grocers and delicatessen stores.
- () No. 64, for Meat Markets.
- () No. 53, for Hotels and Restaurants.
- () No. 95, for Residences.

Name.....

Address.....

City, State.....

HOW TO REDUCE YOUR HAULING COSTS

Whether you operate one truck or a fleet, you can reduce your hauling costs by using RED CROWN Gasoline.

A bold statement—but a true one.

Exhaustive tests, conducted by many large users of gasoline, have demonstrated it time and again.

Because RED CROWN is manufactured by us for one purpose only—to produce power in the modern internal combustion engine, it actually delivers "More miles per gallon."

And RED CROWN will reduce not only your gasoline bills, but it will reduce your repair bills as well. It causes perfect combustion in the cylinders; consequently no unconsumed portion remains to drain into the crank case and dilute the lubricating oil or to carbonize on the spark plugs, two very prolific sources of trouble.

Instruct your drivers to use RED CROWN from now on and note the reduction in your hauling costs.



RED CROWN is for sale at any of our Service Stations and at any garage where this symbol of power is displayed.

STANDARD OIL COMPANY (INDIANA)

910 S. Michigan Ave.

Michigan Branches at Detroit, Saginaw, Grand Rapids

Chicago, Illinois

Use the convenient Standard Oil Company (Indiana) Coupon Books

which enable large or small users of RED CROWN to keep a definite record of the oil and gasoline purchased by their employees. No detached coupons are accepted and if requested a receipt will be given showing the exact amount of products delivered. \$10.00 and \$25.00 books are for sale by any Standard Oil Company (Indiana) Service Station.

