

FOUND IN THE ATTIC

While rummaging my attic on a recent rainy day,
Among the many unused things that there were stowed away,
I chanced upon an ancient trunk reposing near the wall
At sight of which my boyhood days I instantly recall.
Full well I knew beneath the lid reposed a goodly store
Of treasures mutely speaking the happy days of yore,
The days of ruddy childhood when my life knew not a care
And days were full of sunshine and my heart was light as air.

Some moments stood I thinking, while my eyes were filled with tears.
'Twas just as if some unseen hand rolled back the scroll of years,
And once again I lived anew those wondrous boyhood days
Before I grew to manhood—met the parting of the ways.
At length with trembling fingers falteringly I raised the lid,
And piece by piece I lifted out the things it long had hid,
And as I gazed upon them it seemed I could almost hear
The voices hushed long years ago that were to me so dear.

Two little boots with copper toes, all run down at the heel.
Not while I tarry here on earth can I expect to feel
A thrill of pleasure half so great as that which came to me
When I received those self-same boots from off the Christmas tree.
Their tops of red—the golden horse that wildly pranced in air,
No picture ever artist drew with beauty can compare,
No king could feel more regal with his crown bedecked with gold
Than did I with those "copper toes" in those glad days of old.

A pair of trousers crudely formed by mother's loving hand,
How well the moments I recall as by her side I'd stand,
As with quickly plying needle she fashioned them for me,
And when she tried them on me, why, I simply danced with glee;
But mother long ago passed on to join the ransomed throng,
And sadly have I missed her as the years have rolled along.
But well I know her happiness in Heaven is not complete,
Nor will be till her baby boy her smile once more will greet.

A bunch of letters tied with care and yellowed now with age.
I reverently untie them and I read them page by page;
The words of true devotion simply thrill me through and through
For they are the old love letters of a wife who proved so true.
A wife, the soul of honor, who all down our married life
So tenderly shared all the joys, the sorrows and the strife;
She, too, has gone before me, and I tarry here alone,
Until I hear the summons that will bid me "welcome home."

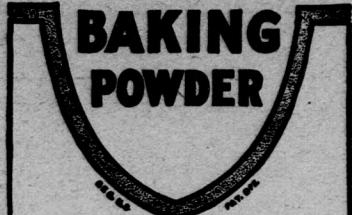
I know not when that hour will come, but welcome will it be,
For many friends I've known down here all wait to welcome me,
And what a joyful greeting when I reach the pearly gate
While trembling limb and faltering step, say I've not long to wait.
So piece by piece I now replace those treasures old, yet new—
The letters tie so reverent with the faded ribbon blue,
And once again retrace my step, my tear-dimmed eyes I dry,
And patient wait the meeting over yonder by and by.

SOLD EVERYWHERE

RYZON

REG. U.S. PAT. OFF.

BAKING POWDER



Full strength until used.
The special process of
manufacture is the reason.
You use less

Mashed potatoes—
lighter and more
digestible.
Saves time and la-
bor.

RYZON should be put in
mashed potatoes before re-
moving from the fire. Less
whipping is needed. The
results will surprise you.

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

FACTS IS FACTS

When you tell a customer

- that FLEISCHMANN'S YEAST is a Health food
- that it acts as a natural laxative, eliminating poisonous waste
- that it builds firm, new flesh and generally "tones up" the system

—you are not overstating it a bit. These are proved facts—
beyond the shadow of a doubt. They have been established and
are being established every day.

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.

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 con-
struction 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.



Make New Sales—By Suggesting New Ideas To Your Customers

FRANKLIN OLD-FASHIONED BROWN
SUGAR in one-pound cartons makes the best
cookies, sugar bread and pumpkin pie.

Tell this to your customers and many of them
will buy—not only the sugar, but flour, butter,
flavoring, baking powder and eggs.

Cinnamon & Sugar, like baking powder, isn't much
use alone, but tell your customers how delicious
it makes waffles, hot cakes, fruits and cereals, and
many of them will buy—not only FRANKLIN
CINNAMON & SUGAR, but the things needed to
make waffles, hot cakes, the fruit and the cereals.
Other Franklin products which are good sellers

FRANKLIN TEA SUGAR
FRANKLIN SUGAR HONEY
FRANKLIN GOLDEN SYRUP

The Franklin Sugar Refining Company
PHILADELPHIA, PA.

"A Franklin Cane Sugar for every use"

MICHIGAN TRADESMAN

Fortieth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 3, 1923

Number 2050

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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Grand Rapids

E. A. STOWE, Editor.

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CORNER HAS BEEN TURNED.

About everything that one can say concerning the closing of one year and the opening of another is shopworn and trite. Three-quarters of a century or so ago, New Year's Day here was one for exchanging of calls and the making of good resolutions, to go into effect the day after. It marked then, as it still does, the dividing line between two distinct periods of time and the diversion from one kind of conduct to another. This is as applicable to business as it is to more personal items. It has become a fixed habit to take account of stock at the close of a year, to sum up profits or losses as the case may be and to resolve upon lines of policy for more or less of the coming twelvemonth. It is, furthermore, somewhat of a necessity as well, in view of the requirements of the income tax law. If the times were normal, business policy would be an easier matter to determine than is the case at present. In the light of some recent improvement, some are apt to forget what preceded it. But the fact is that the year 1922 opened under anything but favorable auspices, and the passage of the months was attended by many untoward circumstances. Falling markets and extensive and disastrous strikes in this country were an accompaniment to the general upheaval in Europe. To these factors was added a short cotton crop and an irregular shrinkage of values in certain commodities attended by an increase in others. The purchasing power of many was lessened at the same time that what they had to buy was increased in price.

These things naturally produced a very decided effect. In the mere matter of business mortality, the year 1922 stands forth as a record one. Up to the end of November the total of business failures reported by Dun's agency was 21,862. Allowing for December on the data so far available, the total for the year will be about

23,600. In 1921 the total was 19,652, which was a record up to then. One-third of the failures in 1922 occurred in the first quarter of the year, but the last three months showed again an increase in their number. All of this goes to show that business is not yet "out of the woods." For the first half of the year much of the country's business was done at little or no profit. In a number of lines the greater activity in the final six months worked as an offset, and yet, when things are finally summed up, it will be found that many mercantile establishments will show a net on their ledgers in red ink. Holiday business, which was brisk in nearly every section of the country, will help many of the stores to make a favorable showing for the year. But there is a general feeling of relief that the period turned out better as a whole than the early indications gave promise of. With this, too, is a belief that the corner has been finally turned and that a period of some months is ahead in which prices will be fairly stable and purchasing power and inclination better than they were for the greater portion of the year just closing.

REASON FOR MOVIE FAMINE.

The world of the movies is so notoriously exempt from many of the natural, economic, and moral laws that operate in the real world that one more exception ought to make little difference. Nevertheless, it is startling to learn that in the realm of the silver screen the well-known law of supply and demand has gone askew. Everywhere else demand almost automatically calls forth supply. In the movies the forces of production are incapable of keeping up with the forces of consumption.

Business men of the film declare that the present depression in the movie industry, which has wrought havoc among the smaller concerns, is due to an exhaustion of movie material. There are not enough plots—even movie plots—to feed the public. Fiction and history are apparently being sucked dry. The regular theater has to satisfy a public which for the country at large scarcely averages a visit once a week to the theater. The movie must supply a twice-a-week public, a thrice-a-week public, and the six-days-a-week habitues, of whom there are apparently myriads. The imagination of the screen writers is cracking under the strain. That is why film plays of a generation ago—a film generation would be about five years—are being revived or reshaped.

It is, after all, a small world; its recorded history is only about ten thousand years old, and a large percentage of its inhabitants are devoting themselves to other occupations than writing scenarios. Hence the famine.

THE FARMERS AND EUROPE.

The cotton growers constitute one group who realize quite fully their dependence on Europe for their prosperity. The lessons of the first year of the great war, when the uncertainty of the control of the seas temporarily stopped the export of the staple, leaving it a drug on the domestic market, have not been forgotten. The grain growers, however, have hitherto shown less of this feeling of dependency on overseas markets, and until very recently the farm bloc in Congress has manifested a stubborn "what-have-we-to-do-with-abroad" attitude. Nevertheless, a few weeks ago a number of prominent farm leaders in the Middle West began to show a disposition in their speeches and newspaper interviews to pay considerably more attention to Europe, and within the last two weeks the farm bloc has come out strongly in favor of America's taking a hand in speeding up the economic rehabilitation of the war-worn countries. The change has been as sudden as it is significant. No one knows whether it has been brought about by pressure from the people back home—that is, from the rank and file of Western farmers—or whether it is due mainly to the attitude of the heads of the leading farm organizations. Yet the change of front, from whatever cause, is a palpable fact.

GREATEST WORD IN ENGLISH.

What would be your answer if you were asked this question: "What is the greatest word in the English language?"

The devoted husband might say "wife," and the loving wife might say "husband."

Youth might say "love."

Age might say "rest."

Children might say "mother."

The worker might say "leisure."

The giddy might say "pleasure."

But what is the greatest word spoken in English?

Edward W. Bok says that it is "service."

And perhaps Mr. Bok is right.

Better Times Will Continue.

There is no doubt that business men generally are in a more cheerful frame of mind this year than they were a year ago. During the year which is closing many of them have seen the operation of their business change from a monthly loss to an increasing monthly profit, and, while the total profits for the year in most cases are still very moderate, they are at least more pleasant to contemplate than red figures.

Unemployment has practically disappeared, wages, if somewhat reduced, are still on a fair level, savings accounts have increased, retail business

is active and the whole tone of affairs is improved.

There are still problems to be solved and enough clouds in the sky to suggest caution and conservatism.

The European situation seems to me practically hopeless, and it is likely to get worse before it gets better; and even in this country, the problems of high freights and high prices for certain fundamental commodities are still to be solved.

The farmer's position has improved—particularly in the South—but he is still far from prosperous. Until he gets more for his labors and has a greater purchasing capacity, the foundation of permanent prosperity will not be quite secure.

On the whole, however, American business men may be thankful that they are doing business in this country rather than in any other country on earth, that conditions have improved as much as they have, and that the outlook is encouraging.

In the absence of international complications of a grave nature, I do not see any reason why the tendency to better times which has prevailed during the year 1922 should not be maintained with increased momentum during the year 1923.

David R. Forgan.

Hard Work Needed.

Only one thing is certain among the uncertainties that lie ahead. This is that progress and continued prosperity during the coming year must be sought through hard work and right thinking.

Hard work—the hard work that lifted the Nation out of the depression of 1921—will be required to maintain our industries and commerce at their present level in the face of the decreasing purchasing power of European markets.

Right thinking will make this labor truly effective. Belief in the rights of others and in the mutual dependence of the man who works with his hands and the man who works with his brain, will keep the wheels of industry turning. Faith in the essential soundness of America and American institutions will prevent the dissipation, in vain experiments, of energy urgently demanded for vital National problems.

There are many indications that in every section of the country the pressing need of work and thought is recognized. For that reason I feel that the Nation will successfully meet whatever social or industrial problems the new year may present.

Lewis E. Pierson,

President Merchants' Association of New York.

A man tries to live up to his ideals a woman to her photographs.

IS HE FALLING DOWN?

Inefficiency of Many Wholesale Grocery Salesmen.

There is a feeling among wholesale grocers generally that the salesman is falling down. In fact, it seems that the jobber is blaming most of his troubles on the inefficiency of the salesman. One well-known jobbing house wrote all its salesmen the other day, "There is something wrong with the selling effort of the present grocery salesman! help us to discover what is lacking. Perhaps it is the way in which we present our story to you."

In a serious effort to learn why wholesale grocery salesmen aren't selling more goods and making more profit on them, the following questionnaire has been prepared to send to salesmen. It is a very extensive questionnaire; there are sixty-five questions in all, some of which we have omitted. It is not difficult to form a conclusion, from the questions that remain, as to what the jobber believes is the salesman's weakness:

1. How many customers have you?
2. Do you spend ample time with each customer to secure proper results?
3. Are there any customers who have grievances which might be overcome?
4. If so, enumerate them.
5. What is the population of your territory?
6. What are your sales per month, per capita?
7. What can you do to increase your distribution?
8. What can your house do to increase your distribution?
9. Do you use an automobile?
10. What is your average weekly mileage?
11. What has the automobile done for the grocery business?
12. Do you carry and show samples? State briefly your experience in the display and use of samples.
13. What are your ideas in regard to sample cases?
14. Do you believe in a universal vacation for salesmen?
15. What is your candid opinion of our service? (In answering this question itemize the different branches of our service).
16. Do you carry a typewritten list of all your customers for quick action information?
17. When you get advance information of an advance in price, do you carefully check your entire trade to see that you sell every merchant, or do you trust to memory?
18. In short, do you work on the theory of "Do it now," or do you figure that you have plenty of time to get them on your next trip?
19. If you have the privilege of breaking cases on certain merchandise, do you really try first to sell a case and then drop to a half case and then to a quarter; or do you start backwards?
20. When you sell a half case of an item do you try to sell the other half case to some other merchant?
21. Do you thoroughly understand what we mean by "selling goods right?"

25. Do you attempt to make adjustment of mistakes and differences with your trade, or do you prefer to kick it over to your house?

26. Do you know how to handle merchants' claims for swells and the guarantee that applies on various items?

27. Do you really try to plan a reason why a merchant should buy now?

28. Do you get sufficient co-operation from

- a. Your credit department?
- b. Your buyers?
- c. Your claim department?
- d. The billing department?
- e. The executives?

29. What is your candid opinion of specialty work?

30. What are your ideas in regard to mentioning your competitor; their methods, etc., either complimentary or in a criticising way?

31. Do you decline to sell candy, crackers, cigars, paper, or any other item because some friend or acquaintance represents these lines for other houses?

32. Do you understand the principle of our selling policy in distributing nationally advertised brands?

33. Do you use, and do you know how to use your "Sample Trade Getter"?

34. Do you know why you are expected to sell items for "Future delivery"?

35. Do you get "overages" on small and unlisted items?

36. Do you know what is meant by "overages" in its true import?

37. What is your method of overcoming the prepayment and equalization of freight?

38. Do you spend money with the trade?

39. What do you buy?

42. Do you continually call on a customer without securing business or do you report it to the house? Or are you in hopes of getting credit for any little business on exclusive lines or specialty business and say nothing?

43. Do you believe in receiving credit for business that you do not call personally, to secure or solicit?

44. Have you any such trade?

45. What is your idea of selling a short weight package as against standard weight merchandise?

46. What do you think of the paying of special bonuses to salesmen?

47. How many brands of coffee are there handled in your territory?

48. Enumerate them.

49. Do you and your family, when buying groceries, insist on using the brands of goods featured by the — companies?

50. When you are absent from territory account of sickness, or for any reason, whom do you notify and why?

51. Do you believe in the concentration of effort on certain lines of goods, such as we have followed in the past with — chocolate, — soups, — oats, — syrup, — Cereal Co.'s line, Puffed Goods and various other items of a similar nature?

52. What percentage of the opening stocks do you secure on your territory?

53. Do you always, when sending in an order for a new customer, use his name instead of "Cash Grocery," or some similar style?

54. Do you always report, at the time, details of deductions allowed your customers by you, so that proper credit may be passed in the office?

55. When there is an item in dispute with one of your customers, do you always settle it on your first trip, or do you "let it ride"?

56. Do you always answer your office correspondence at the first opportunity?

57. Do you consider it as important to collect for, as to sell merchandise?

58. Do you realize that a transaction is not closed, nor any profit made, until the merchandise you sell has been paid for?

59. Are you careless in writing in prices?

60. Do you abuse the special delivery privilege?

61. Do you write orders for cigarettes and tobacco by the carton instead of by the thousand, or dozen, or gross?

62. Do you write items which are sold "to arrive" in the body of orders?

63. Do you deduct discount from the item on your order form when it is a factory allowance, only available for the customer upon receipt by the manufacturer of our invoice against our customer?

64. Enumerate briefly, three constructive suggestions that would be helpful to the uplift of our business.

65. Give briefly, your candid ideas of what is the matter with the grocery business.

Figs as Steady Diet.

A primitive people eats what it can produce and what for ages it has thrived upon. The fig is an incident of the American table, but there is a province of Algeria where one family of six people will eat in a year about 1,500 pounds of figs. The fig tree assures the prosperity of many regions of Algeria. In the province of Kabylia the number of planted trees is said to be 5,000,000, yielding about 45,000,000 pounds of fruit. People in that country use figs as a substitute for coffee, and the products are in demand not only in Algeria but also in Paris.

Standards of Practice For Mercantile Journals.

To consider first the interests of the subscriber.

To subscribe to and work for truth and honesty in all departments.

To eliminate, so far as possible, his personal opinions from his news columns, but to be a leader of thought in his editorial columns and to make his criticisms constructive.

To refuse to publish puffs, free reading notices or paid write-ups; to keep his reading columns independent of advertising considerations and to measure all news by this standard: "Is it real news?"

To decline any advertisement which has a tendency to mislead or which does not conform to business integrity.

To solicit subscriptions and advertising solely on the merits of the publication.

To supply advertisers with full information regarding character and extent of circulation, including detailed circulation statements, subject to proper and authentic verification.

To co-operate with all organizations and individuals engaged in creative advertising work.

To avoid unfair competition.

To determine what is the highest and largest function of the field which he serves, and then to strive in every legitimate way to promote that function.

Hides, Pelts and Furs.

Hides	
Green, No. 1	10
Green, No. 2	09
Cured, No. 1	11
Cured, No. 2	10
Calfskin, green, No. 1	14
Calfskin, green, No. 2	12½
Calfskin, cured, No. 1	15
Calfskin, cured, No. 2	13½
Horse, No. 1	4 00
Horse, No. 2	3 00
Pelts.	
Old Wool	75@1 50
Lambs	50@1 25
Shearlings	50@1 00
Tallow.	
Prime	@7
No. 1	@6
No. 2	@5
Wool.	
Unwashed, medium	@35
Unwashed, rejects	@30
Unwashed, fine	@35
Furs.	
Skunk, No. 1	3 25
Skunk, No. 2	2 25
Skunk, No. 3	1 25
Skunk, No. 4	60
Mink, Large	7 00
Mink, Medium	5 00
Mink, Small	3 50
Raccoon, Large	5 00
Raccoon, Medium	3 50
Raccoon, Small	2 50
Muskrats, Winter	1 50
Muskrats, Fall	1 00
Muskrats, Kitts	50
Muskrats, Kitts	10

HEKMAN'S

At
Every Meal
Eat
HEKMAN'S
Crackers and
Cookie-Cakes

Grocers—Hekman baked goods on
your shelves will classify you a dealer
in quality goods.



Hekman Biscuit Co.
Grand Rapids, Mich.

Should Farmers Restrict Food Production?

Written for the Tradesman.

American farmers are producing too much food. It is too plentiful. That is why they do not obtain better prices—adequate compensation for their labor and expense. They should unite and restrict production; should raise only limited quantities of each kind. It is the last resort; the only thing lacking in all efforts to secure better prices. It is the link to complete a chain of endeavor—the key-stone in a wall of defence. Farmers should do as manufacturers do; curtail production and prevent a surfeit; stop manufacturing until the market is satisfactory.

These propositions are being rung in the ears of American farmers and they cannot avoid giving attention. Farm papers and farmer organizations are discussing the question. That restriction of food production ought to obtain seems a foregone conclusion with some, the real question being how to bring it about. For any one can see it would be a stupendous undertaking to educate, organize and unite all the farmers of this country in one effective body.

We are of the opinion that the obstacles to the accomplishment of the plan are insurmountable; that never could a large enough proportion of farmers be made to believe that it is the best plan, or, believing so, would not trust their interests in the hands of a few dictators. Nor would they trust their fellow farmers to carry out the instructions as to restriction. Under present conditions it makes little difference to a farmer whether his neighbor raises big crops or little crops; whether the yields are good or poor. But under the restricted plan every man would be under suspicion. Is he trying to raise just as much as before in order to benefit by the anticipated higher prices? Is he playing fair or is he a traitor?

This plan means getting what we want by force. It regards not the added burdens, the hardships, the distress that would come to many people if foodstuffs were forced to higher levels of prices. It would make all farmers merely puppets in the hands of a few. It would destroy enterprise along the line of producing more per acre, better yields and larger crops. Incentive to progress would be destroyed. Everything would have to come to a dead level—an unvarying program.

The futility of such a project can readily be seen when we consider that all the money that comes into the farmer's hands, with the exception of taxes, interest, payments of loans and some other items, goes to pay for manufactured articles. Before farmers begin to realize higher prices for restricted crops manufacturers will have advanced prices to meet the advanced cost of living for employees. And there you are. A game that two can play at, and the manufacturers and dealers have better facilities for co-operation than farmers. We need not worry.

There would be little excuse for writing on this subject were it not

for the inhuman, irreverent aspect of it. It leaves God out of the question; it presupposes that all a farmer works for is money or the selfish use of money. So long as there are underfed, starving people in the world there is no surplus. Somebody is to blame, but not the farmer who does his best.

We read that wheat production should be reduced one-tenth. That would be eighty million bushels less per year. We pick up another paper and learn that Government statistics show that the per capita consumption of wheat in this country is increasing, while the per capita production is steadily decreasing. Looks as though equalization of production and consumption were coming about without any popular program.

Inadequate transportation facilities and excessive freight rates are partly to blame for too low prices for the farmer, for fruits and vegetables and too high price for the consumer. Storage and refrigeration for perishables would help for these, as it now helps in respect to eggs and meat.

Just suppose that for one year all food products were limited; that farmers should undertake to raise so much and no more. Suppose it happened to be a bad year—drought, excessive rains in harvest, late spring frosts, early autumn frosts, hail, smut, unusual depredation by insects, etc. Who would dare take the risk? Who would be willing to be responsible for the outcome?

We cannot believe that farmers of this day would risk producing a food famine. Certain people are to blame for the coal famine for this and preceding winters. It is hard to prove to the satisfaction of all who are guilty. But a famine following a year of restricted food crops would be laid to farmers, and there would be no escape for them—no one else upon whom to throw the blame.

The discussion of this question must be helpful. It will reveal the true causes of farmers' adversity, place responsibility where it belongs and suggest efficient remedies.

A farmer does not in reality "own" the land he has inherited or bought. He is but a steward in charge of a definite portion of nature's resources. He is responsible to his fellows for the possibilities of that farm. He has no more right to join in a movement to curtail production than mine operators have to close the mines and inflict hardship on the public. His duty to the public to produce the best and the most is balanced by the duty of individual consumers and the state to guarantee him protection in his calling; to give him a chance to enjoy in the average degree the comforts and privileges of his day, the same as laborers in other occupations.

We are all brethren in this land and there should be no need for any class of workers to unite in defense of their rights against any other class or classes. Not favoritism but equal opportunity to work out our own salvation is all sensible farmers ask of the Government. E. E. Whitney.

The girl who admits another girl is pretty must be very sure of being much prettier herself.

If Your Store Burned To-Night—

Have you the proper amount of insurance on your stock?

The cold winter months appear to have more fires than any other period of the year. We have already seen several customers who have had fires during the last few weeks and had forgotten to increase their insurance, or had put it off until it was too late. Don't procrastinate, but for your own sake check up to-day and increase your insurance to the point that good business judgment dictates.

Does your fire insurance policy cover your property?

Have you read it over?

Are you sure that it covers the goods in the building, and have you any outside storages that ought to be included? Does it also cover delivery equipment as well?

Can you tell the terms of your insurance policy, or in other words, do you know what obligations the policy puts upon you? Do you know that it is your responsibility to know what obligations are upon you when you accept the policy?

Have you fulfilled your part of the contract? Paying the premium on your policy and keeping it in your safe does not mean that you are covered. Under the terms of your fire insurance policy you agree to certain definite terms, and if you fail to fulfil your part of the agreement, your insurance may be of no value to you.

**INSURE TO-DAY
READ YOUR POLICY
FULFIL YOUR PART OF THE AGREEMENT**

WORDEN GROCER COMPANY

Grand Rapids

Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.

MOVEMENT OF MERCHANTS.

Tustin—G. A. Anderson has opened a meat market in connection with his grocery store.

Detroit—The Mullen Coal Co. has increased its capital stock from \$100,000 to \$400,000.

Frankfort—The State Savings Bank has increased its capitalization from \$20,000 to \$25,000.

Detroit—The United Savings Bank has increased its capital stock from \$500,000 to \$750,000.

Detroit—The Schuller Ice & Coal Co. has increased its capital stock from \$100,000 to \$500,000.

Marysville—The Marysville Savings Bank has decreased its capitalization from \$100,000 to \$50,000.

Kalamazoo—The Kalamazoo Ice & Fuel Co. has increased its capital stock from \$163,000 to \$300,000.

Bay City—The Bay City Savings Bank has increased its capital stock from \$100,000 to \$150,000.

Kalamazoo—The Taylor Produce Co. has increased its capital stock from \$150,000 to \$350,000.

Grand Rapids—The Antrim Iron Co. has increased its capital stock from \$350,000 to \$1,400,000.

Ionia—The United Reed & Fibre Co. has increased its capital stock from \$1,250,000 to \$3,500,000.

Lansing—The Vandervoort Hardware Co. has increased its capital stock from \$40,000 to \$60,000.

Alpena—The Cronin Co., department store, has increased its capital stock from \$40,000 to \$70,000.

Royal Oak—The Royal Oak Ice & Coal Co. has increased its capital stock from \$15,000 to \$40,000.

Grand Rapids—The Charles Dregge Lumber Co. has changed its name to the Nichols & Cox Lumber Co.

Grand Rapids—The Rapid Sales Corporation has changed its name to the Sterling Motor Products Co.

Detroit—D. M. Woodruff & Co., investment banker, has increased its capital stock from \$25,000 to \$50,000.

Grand Rapids—The Clark-Nickerson Lumber Co. has increased its capital stock from \$100,000 to \$1,000,000.

Flint—The M. E. Carlton Co., books, stationery, etc., has increased its capital stock from \$10,000 to \$30,000.

Detroit—The Pringle Furniture Co., 431 Gratiot avenue, has increased its capital stock from \$200,000 to \$400,000.

Detroit—The Enggass Jewelry Co., 1218 Randolph street, has increased its capital stock from \$10,000 to \$100,000.

Detroit—Farrand, Williams & Clark, 31-37 Larned street, East, has increased its capital stock from \$200,000 to \$500,000.

Detroit—The O. S. Hawes Lumber Co., 1610 Ford building, has increased its capital stock from \$100,000 to \$300,000.

Grand Rapids—The Siegel Co., women's wearing apparel, has increased its capital stock from \$25,000 to \$75,000.

Kalamazoo—The Celery City Lumber Co., West Ransom street, has increased its capital stock from \$28,000 to \$60,000.

Detroit—The Michelson Land & Home Co., 718 Ford building, has increased its capital stock from \$300,000 to \$600,000.

Benton Harbor—The Kidd, Dater & Price Co., wholesale grocer, has increased its capital stock from \$50,000 to \$450,000.

Detroit—The Bullock Green Hardware Co., 2551 Michigan avenue, has increased its capital stock from \$15,000 to \$120,000.

Kalamazoo—The George McDonald Drug Co., 133 South Burdick street, has increased its capital stock from \$6,000 to \$50,000.

Detroit—The Gregory, Mayer & Thom Co., wholesale stationer, has increased its capital stock from \$350,000 to \$600,000.

Detroit—The F. M. Sibley Lumber Co., 6460 Kercheval and Beaufait, has increased its capital stock from \$200,000 to \$1,000,000.

Detroit—The Western Rosin & Turpentine Co., 6512 Palmer avenue, has increased its capital stock from \$50,000 to \$75,000.

Detroit—The F. G. Clayton Co., 205 Michigan avenue, men's furnishings, has increased its capital stock from \$50,000 to \$600,000.

Grand Rapids—The W. B. Chalmers Co., Grand Rapids Savings Bank building, has increased its capital stock from \$1,000 to \$100,000.

Detroit—The Harrigan & Reid Co., 1705 First street, heating and plumbing, has increased its capital stock from \$25,000 to \$150,000.

Grand Rapids—The Houseman & Jones Clothing Co., 144 Monroe avenue, has increased its capital stock from \$100,000 to \$150,000.

Detroit—The Strathmoor Lumber, Coal & Supply Co., Grand River and Pennsylvania Ry., has increased its capital stock from \$50,000 to \$100,000.

Detroit—The Phillips Co., of Fenton, Mich., with business offices at 2219 Dime Bank building, has increased its capital stock from \$10,000 to \$125,000.

Wakefield—The Wakefield Hardware & Furniture Co. has engaged in business. It will carry a complete line of automobile accessories, parts and supplies, also.

Grand Rapids—S. C. Van Houten has sold his grocery stock at 720 Jefferson avenue to Kryn Dieleman and contemplates engaging in the grocery business at Hastings.

Frankenmuth—The Frankenmuth Garage Co. has sold its garage, equipment and stock of automobile supplies and accessories, to Elmer Zehender, who took possession Jan. 1.

Detroit—The Judson Lumber Co., 718 Ford building, has been incorporated with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and \$10,000 paid in in cash.

Detroit—The Rex Clay Products Co., 3-259 General Motors building, has been incorporated with an authorized capital stock of \$25,000, \$1,000 of which has been subscribed and paid in in cash.

Grand Rapids—The Michigan Packing Corporation, 27 South Division avenue, has been incorporated with an authorized capital stock of \$2,000,

\$500 of which has been subscribed and paid in in cash.

Detroit—The Gottfredson Truck Corporation, 3100 Meldrum avenue, has been incorporated with an authorized capital stock of \$100,000, all of which has been subscribed and \$25,000 paid in in cash.

Detroit—The Mann Storage Co., 146 West Adams avenue, has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and paid in, \$2,500 in cash and \$2,500 in property.

Lansing—The Kirchen Machine and Supply Co. has contracted for the manufacture of about \$30,000 of accessories for a Detroit dealer. This will be one of the first big orders to be filled after the first of the year.

Grand Rapids—The Wolverine Fruit & Produce Exchange, with business offices at 214 Lindquist building, has been incorporated with an authorized capital stock of \$10,000, \$7,100 of which has been subscribed and paid in in cash.

Saginaw—Blink & Kircher have opened a drug store at 218 Genesee avenue, occupying the store building which they have just remodeled. They will continue their main store, which is located at the corner of Court street and Michigan avenue.

Flint—The Judson Michigan Bean Co. has been awarded a judgment in Judge Fred Brennan's court of \$6,700, against the Grand Trunk Railway for damages done to machinery in shipment several years ago. This was the third trial of the case.

Alma—Crandall & Scott have merged their furniture, undertaking, carpets, etc., business into a stock company under the style of the Crandall-Scott Co., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Grand Rapids—The Charles Dregge Lumber Co., Godfrey and Curve, has been incorporated with an authorized capital stock of \$450,000 and 60,000 shares at \$5 per share, of which amount \$372,500 and 44,700 shares has been subscribed and \$596,000 paid in in property.

Detroit—The Reiner Electric Co., 2217 Woodward avenue, has merged its business into a stock company under the same style with an authorized capital stock of \$150,000, of which amount \$100,000 has been subscribed, \$6,000 paid in in cash and \$52,160.40 in property.

Detroit—B. Berman & Co., 709 Gratiot, wholesale clothier, has merged its business into a stock company under the style of the B. Berman & Sons Co., with an authorized capital stock of \$75,000, all of which has been subscribed, \$3,674.44 paid in in cash and \$51,325.56 in property.

Detroit—The L. B. King Co., crockery, china, glassware, etc., 1274 Library avenue, has merged its business into a stock company under the same style with an authorized capital stock of \$100,000 common and 10,000 shares no par value, of which amount \$100,000 has been subscribed and paid in in cash.

Detroit—Diebolt & Sons, 11313 Woodward avenue, have merged their hardware, plumbing, etc., business in-

to a stock company under the same style, with an authorized capital stock of \$150,000 common and \$50,000 preferred, of which amount \$100,000 has been subscribed and paid in in property.

Negaunee—The partnership between Nels Hanson, Arthur J. Hanson and Alfred Hanson, who conducted a general store under the style of Hanson & Sons, has been dissolved. Arthur J. and Fred Hanson have taken over the store building, stock and everything belonging to Hanson & Sons and will continue the business under the style of Hanson Bros.

McCords—R. E. Colby and George H. Clark have formed a copartnership and engaged in the produce and fuel business. They have purchased the building formerly occupied by the McCords Co-Operative Association before it went into the hands of a receiver, a year ago. The business will be under the management of Mr. Clark. Mr. Colby will devote his attention to his general store, the post office and P. M. R. R. station, as before.

Manufacturing Matters.

Detroit—The Mulkey Salt Co. has increased its capital stock from \$300,000 to \$500,000.

Detroit—The Standard Brass Works has increased its capital stock from \$75,000 to \$300,000.

Grand Rapids—The Santiam Furniture Co. has changed its name to the Sligh Furniture Co.

Nashville—The Lentz Table Co. has increased its capital stock from \$100,000 to \$300,000.

Saginaw—The Wickes Boiler Co. has increased its capital stock from \$525,000 to \$1,000,000.

Flint—The Flint Motor Axle Co. has increased its capital stock from \$300,000 to \$1,000,000.

Kalamazoo—The Wigginton Co., plating, has increased its capital stock from \$5,000 to \$50,000.

Battle Creek—The Gartner Baking Co. has increased its capital stock from \$50,000 to \$75,000.

Detroit—The Essex Brass Corporation has increased its capital stock from \$100,000 to \$150,000.

Springwells—The Clippert Brick Co. has increased its capital stock from \$100,000 to \$700,000.

St. Clair—The Diamond Crystal Salt Co. has increased its capital stock from \$1,500,000 to \$2,050,000.

Kalamazoo—The Kalamazoo Tank Co. has increased its capital stock from \$100,000 to \$200,000.

Detroit—The Liberty Kitchen Co., 203 Monroe avenue, has changed its name to the Charles Glaser Co.

Detroit—The Lowrie & Robinson Lumber Co. has increased its capital stock from \$300,000 to \$1,200,000.

Grand Haven—The Challenge Refrigerator Co. has increased its capital stock from \$200,000 to \$250,000.

Detroit—The Button Attaching Co., Globe building, has increased its capital stock from \$100,000 to \$250,000.

Pontiac—The Pontiac Varnish Co. will erect a large addition to its plant. President Hutchins announced that \$25,000 will be expended for this purpose.

Essential Features of the Grocery Staples.

Sugar—The market is unchanged and quiet. Local jobbers hold cane granulated at 7.65c and beet granulated at 7.55c.

Tea—The market has been very quiet during the week and probably will be quiet during the greater part of January, although buyers have been taking tea in small lots lately and will probably have to come into the market again before very long. No change has occurred anywhere in the list during the week. Everything, however, remains exceptionally firm and tea at present prices is reasonably sure to be good value.

Coffee—The market for Rio and Santos coffee remains about as it was a week ago. The general condition is firm, all grades of Rio coffee having advanced a small fraction during the week. Santos grades are about unchanged. Milds are slightly higher. Practically all grades of roasted coffee sold in a jobbing way are unchanged for the week.

Canned Fruits—The pineapple market is as active as stocks permit, for there is a general shortage of sliced packs of all sizes. Peaches are firm at the source in the better packs but quiet here as jobbers are not adding to their stocks. Cherries are obtainable in resale blocks sufficient to hold the market steady to firm. Apricots are not wanted in a large way. Apples are dull.

Canned Vegetables—The most remarkable example of the canned food market's strength has occurred in tomatoes which advanced in the country during the period when they are generally at their lowest demand. Buyers and packers' labels in all sizes are held with confidence, with canners indifferent as to sales because they expect further advances. Fancy and full standards are well controlled. It would not be surprising to see a jobbing movement start early this month. Corn rules dull. Standards have been taken against actual needs but for no other outlet. Fancy corn is scarce. Peas are firm but not active in the way of sales in the country. This is caused by the lack of offerings at prices the jobber will consider. Peas are well placed and an easy clearance is predicted by packers. Asparagus is firm on the spot and in light supply.

Canned Fish—Much is made by the Coast distributor of the underlying strength shown in Alaska salmon, but the jobber does not enthuse and he still buys sparingly. The lower grades are stronger than reds. When spot stocks are offered by some holders more advantageously than goods on the Coast there is bound to be an inclination to favor salmon in New York. Consumption is only routine. Sardines are firm in all Maine types and are apparently on the up grade in prices. California and imported fish are quiet. Lobster, crab meat and tuna fish are all in moderate supply and obtainable from second hands.

Dried Fruits—The California Association, the largest operator in prunes, has been out of the market for some time, but it may again be a live factor in the near future. A con-

servative liquidation of stocks by independents and by the Association seems assured because of the high prices paid to growers. It is more than likely that packing interests will continue their policy of firm selling, which would indicate a steady movement to the consumer if the jobber follows the market with constant buying orders. Oregon prunes, on the other hand, sold more freely on contract than in previous years, and when dealers who now have goods will be in need of supplies is a point in dispute. The crop is well out of growers' hands and well controlled by the large distributors in the Northwest. Raisins offer the biggest problem among dried fruits. The crop was the largest on record and perhaps half of it remains on the Coast. Prices are on a more popular basis than in several years, which is an encouragement to the consuming movement. The tonnage necessitates the complete utilization of every outlet and a steady movement. Apricots are scarce in the better grades, but have been worked so high that there is strong prejudice against any further increases in costs. Peaches are quiet, as they always are at this season, but they are well placed statistically. Currants are quiet.

Syrup and Molasses—Compound syrup is selling steadily in about the same way as usual at this season. Prices unchanged and fairly well maintained. Sugar syrup without development, selling at steady prices. Molasses unchanged, but firm for anything good.

Tapioca—The market has passed through a period of market steadiness during the past year and prices have followed the movements of sterling exchange very closely. An advance in the early part of this year would not be at all surprising.

Spices—Red peppers are in smaller supplies than a year ago. The crop of cloves is late, and only a little has arrived as yet. Under the reduction of the duty on mace fairly large quantities have been imported during the past year. These stocks have been well distributed and the market is quite firm. Gingers are very scarce and the market remains firm.

Beans and Peas—Demand for beans is very dull, but this has not affected the firmness of the market. Marrows continue scarce and firm, on a very high basis. Red kidneys are also getting high. California limas are about unchanged, but very firm. Green and Scotch peas, however, are a bit draggy with market barely steady.

Cheese—The market is steady at unchanged prices, with a light consumptive demand. Stocks in storage are about the same as they were a year ago and the make about normal for the season. We are not likely to experience much change in the near future.

Provisions—Everything in the smoked meat line is steady at unchanged prices, with a light consumptive demand. Both pure lard and lard substitutes are unchanged and in slow sale. Dried beef, canned meats and barreled pork are steady at unchanged prices.

Salt Fish—Mackerel is selling in a very quiet way, without change in price. The dullness which has continued for some time has caused the market to soften a little, without any material drop.

Review of the Produce Market.

Apples—Tallman Sweets and Wolf River command \$1 per bu.; Snows, Jonathans, Kings, Shiawassee Beauties, Spys and Baldwins fetch \$1.50@ 2 per bu.

Bananas—8c per lb.

Beets—\$1 per bu.

Butter—The consumptive demand has fallen off considerably during the past few days, which is customary after the holidays, and the market is steady and weak. Stocks in storage are considerably lighter than they were a year ago, which is being offset by considerable butter coming in from Europe and New Zealand. If we do have any further change this week it is likely to be a slight decline. Local jobbers hold extra at 50c in 63 lb. tubs, fancy in 30 lb. tubs, 52c; prints, 52c. They pay 23c for packing stock.

Cabbage—60c per bu.; red 75c per bu.

Carrots—\$1 per bu.

Cauliflower—\$3.50 per dozen heads.

Celery—50c per bunch; extra jumbo, 70c.

Cocoanuts—\$6.50 per sack of 100.

Cranberries—Late Howes are \$5.50 per ½ bbl. (50 lbs.)

Cucumbers—Illinois hot house, \$4.50 per doz.

Eggs—The market is steady at a decline of about 2c per dozen from last week, due to the falling off in the consumptive demand and an increase in the production. Storage eggs are also about 1c per dozen lower, with a very light consumption. The future price depends considerably on weather conditions. We look for an increase in the production as the season advances. Cold storage operators are feeding out their supplies as follows:

Firsts	32c
Seconds	27c
Checks	25c

Egg Plant—\$3 per doz.

Grapes—Calif. Emperors, \$7 per 30 lb. keg; Spanish Malagas, \$9.50 for 40 lb. keg.

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

Honey—32c for comb; 25c for strained.

Lettuce—Hot house leaf, 20c per lb.; Iceberg from California, \$6 per case.

Onions—Home grown, \$2.50 per 100 lb. sack.

Lemons—The market has lowered 50c per box, present quotations being as follows:

300 size, per box	\$9.00
360 size, per box	9.00
270 size, per box	9.00
240 size, per box	8.50

Oranges—Fancy Sunkis Navals are lower. They are now sold on the following basis:

100	\$4.75
126	5.25
150, 176 and 200	5.50
216	5.50
252	5.50
288	5.50

324 ----- 5.50

Choice, 50c per box less.

Floridas are selling as follows:

126	\$6.00
150	6.00
176	5.00
200	5.00
216	5.00

Parsley—50c per doz. bunches.

Peppers—Florida, 75c for small basket containing about 18.

Potatoes—Home grown, 50c per bu.

Poultry—The market is unchanged.

Local buyers now pay as follows for live:

Light fowls	13c
Heavy fowls	21c
Heavy springs	20c
Cox and Stags	10c
Turkeys	32c
Ducks	18c
Geese	18c

Paying prices for dressed are as follows:

Turkeys	38c
Ducks	22c
Geese	22c

Radishes—90c per doz. bunches.

Squash—\$1 per bu. for Hubbard.

Sweet Potatoes—Virginia command 85c per hamper and \$2.50 per bbl.

Tomatoes—6 lb. basket of California, \$1.75.

Turnips—75c per bu.

Merited Tribute to J. Elmer Pratt.

Saginaw, Jan. 2—In the Dec. 27 issue of your publication I read with regret the notice of the death of Mr. J. Elmer Pratt. It was not my good fortune to know Mr. Pratt except through reading his instructive articles as published in the Tradesman, but he must have been a very exceptional man to raise about him the edifice of friendship which cheered and comforted his years of sickness. Those friends who so proudly and cheerfully did their bit, and whose lives have been enriched by his friendship, can feel only sorrow and loss at his passing.

The well thought out contributions he has made from time to time to the Tradesman have acquainted your readers with him, and he will be missed by all of us, and as one who knew him through the pages of your journal, I wish to extend to you, his personal friend, my sympathy.

J. Morley Zander.

Banana Industry Started in a Small Way.

Boston, Jan. 2—How the diet of a people can be changed by modern transportation methods is shown by the banana industry. In 1870 Capt. Baker, coming back from Jamaica on his schooner, brought to Boston a few bananas as curiosities. They attracted the attention of A. W. Preston, a fruit dealer of Boston who in 1885 started with an investment of \$2,000, the enterprise that became the United Fruit Co. which now runs a fleet of about 100 steamers to the Caribbean and owns large plantations on the islands and in Central America. These localities have been transformed from a sanitary and industrial standpoint and supply us with about 50,000,000 bunches of bananas a year, half a bunch, or 72 bananas for every one of us.

Monson, Instead of Thompson.

In the half page advertisement of the Federal Hardware Implement Underwriters, published elsewhere in this week's paper, the name of A. N. Thompson as one of the State Agents should be A. T. Monson.

PARADING LIKE PEACOCKS.

Vultures Who Seek To Swindle the Unwary.

The Tradesman recently set forth the various methods and sales-talk used by promoters of fraudulent companies in their efforts to sell their stock by mail. It told, in a very concise way, just what to look out for in the many gloriously worded prophesies of future wealth that are being made through the mail every day. Circular letters such as these, of course, can be thrown in the waste basket, and no harm done to the recipient. But—suppose the circulars and “personal” letters are followed up by a visit from a sales representative of the company—or suppose the company operates only on the personal-call plan, instead of using the mails—what will you say to the salesman? What questions shall you ask him? If his proposition seems all right, should you subscribe for the stock? What to do in this case is entirely another matter.

Let us for a moment imagine that we are being called upon at our home in the evening by a glib-tongued purveyor of a valueless security. But, you will say, how are we to know it is valueless at the time the salesman calls? Won't it be necessary to see some financial authority—some banker—someone who knows more about securities than we do, before we can tell the salesman “yes” or “no,” as the case may be? Well, you can, in many instances, decide right then and there whether the proposition is worth your putting your money into. Here is a little stunt you can try that will prove very conclusively to you, and perhaps to the salesman himself, exactly what class his offering is in.

We will, therefore, imagine he has introduced himself and informed you that he would like to interest you in an investment proposition. Don't turn him away; he might have something that is really good. Even if he hasn't, a good talk with him might prove of educational value to you—teach you many of the tricks of the trade. Don't send your wife or your eldest son to the door to tell the fellow you are not at home—he'll only call again and again and proceed to make himself a nuisance to you. No. Invite him in. See what he has to say. Now, as he starts giving you his story of the wonderful proposition, take a blank piece of paper, draw a line through the center from left to right, and let him continue with his story.

Soon he will reach the point where he will give you a complete outline of the past record of the company (if it has any). He will tell you when and how much in dividends have been paid. When he mentions they expect to pay so much dividends in the future, jot it down below the line. He will tell you how much the company has earned in the past. Put that above the line. Then, how much it expects to make in the future. Make a note of that below the line. Let him continue with his story until he has finished, you in the meantime putting down all the past records or accom-

plishments of the company above the line, while the promises of future dividends and profits go on the lower half of your paper.

We will now imagine his story is completed. You sum up for your own satisfaction from the sheet of paper you have before you. If everything is below the line, there is certainly no past record for us to go by. Your conclusion, then, must be that a company without a record cannot be considered an “investment.” If the promises as made by your caller are not too rabid, it may be a speculation, perhaps highly so; but in any case, in view of no past record, it is a gamble. If your friend has offered only a series of wild promises, we shall immediately look out for the proposition, for it smacks of fake or fraud.

Now, in case our findings are mostly above the line, if there is a record of profits made in the past, a record of dividends paid over a period of time, a cash statement showing a balance for working capital, and other characteristics of a going concern, perhaps this will size up as an investment; but in most cases, it will probably class as a speculation.

Your caller has finished and is waiting for your decision. You have summed up your findings. Let's suppose the company has a past record. Its promises of future profits aren't too wild. It looks safe and sane and you believe it may be a wonderful chance to add to your income; but—on second thought, this salesman has been endeavoring to get subscriptions for his stock for several weeks past, at least; he can wait another day—you will lose nothing. Perhaps it may be better to consult some better qualified authority before you risk your money. Although the past record of the company looks perfectly all right, there's the possibility the salesman might be lying. However, it is better to take no chances. So you inform him that you are undecided and you tell him to call again the next evening for his answer.

Bright and early the next morning, on your way to the office you drop into your bank. You advise those in charge of your intention to risk a little money in the securities now being offered by Blank & Co., whose salesman called at your home last night. You would like to know what information your banker may have on the proposition. A copy of an advance Confidential Bulletin issued by the Investors' Vigilance Committee, Inc., to its subscribing members is found on record and handed to you, and there—before your very eyes—you behold the facts set forth straightforwardly and very clearly, that the past records of the promoters of this company are so and so; that there is no market for the stock they are offering; that the entire proposition is more than highly speculative, and that commitments therein are not advised!

Sadder perhaps, but wiser, you go on your way, wondering if perhaps there might not be some mistake in that record you have just seen. An element of doubt lingers in your mind. Your friend, the salesman, calls that

evening, and you are forced to tell him you have not decided definitely as yet. He gives you an added line of bunk. You take it all in—still, there remains that caution occasioned by the report on the company you saw in the morning, which was far from favorable. You decide to sleep over it for one more night, and advise the salesman to call later.

Next morning, at the breakfast table, with the matter of the investment still fresh in your mind, but still undecided, you pick up the morning paper to get the news of the day while partaking of your rolls and coffee, and—what's that! can it be!—there in headlines on the first page you read, “Officers of — Oil Co. Indicted! — Misuse of the Mails Charged! Misrepresentations Made in Literature!—One Million Dollars of Investors' Money Claimed to Have Been Taken in By the Sale of Stocks!

You lay down the paper, do deeper thinking than you have ever done before. When you get to the office, you take out the old bank book, look at the balance, breathe a sigh of relief, and softly whisper to yourself, “Never again.”

That evening you wait in vain for the salesman who was to call—he has left town and headed for another proposition to offer. But—look out—he may be back, loaded for you, again!

Ku Klux Klan and the South.

Edgefield, S. C., Jan. 1—Among its friends and foes alike an attempt is being made to identify the Ku Klux Klan with the South. As a Southerner of liberal views I ask the use of your columns for a brief critical examination of this assumption. Aside from any consideration of the methods of the Klan or the desirability of its aims, every one must recognize that its aims are the maintenance of Protestant orthodoxy, Puritan morality, popular patriotism, and Anglo-Saxon supremacy. Are these ideals Southern in origin?

The South shares with the other sections of rural America the belief that the Protestant church is the way to salvation. It cannot rightly claim a higher religious zeal than Kansas and Maine. New England before 1861 imposed Puritanism on the West; the South since 1865 has been reluctantly conquered by Puritanism as a part of the New Americanism which the victor would impose. There was once a day when the Southern gentlemen could take a drink in peace and laugh at “Yankee notions” concerning morality. If the sophisticated Northerner must condemn the intransigency of the blue South, he should remember the origin of this force.

Recently I saw a Southern audience approve a declaration of Congressman Upshaw concerning the necessity of restricting foreign-language newspapers, eradicating the peculiar notions of aliens, and swearing a new allegiance to the American flag. Yet the South has no foreign-language news-

papers, no aliens, no Irish church, only a few Jews. The Congressman and his audience were victims of a new spirit of American patriotism, made possible by the victory of 1865 and a countless number of editorial writers in New York. Those powerful editors who now cry out against the excesses of a Chauvenistic Klan of Southern origin should remember what they said a few years ago. While it must be admitted that Anglo-Saxon intolerance of darker races finds its extreme expression in the South, the South only leads a willing West and North in high contempt for the black man.

The Klan is a product of an aggressive Americanism which has not yet penetrated what remains of the old South. It had its origin in Atlanta, a city built on Coca-Cola and American progress; it works best in a Texas of business and Western infiltrations. It is least manifest in Virginia, South Carolina, and Mississippi—the last refuges of the old South. Francis Butler Simkins.

Staggy Chickens.

The past few days we have had considerable grief on the matter of stags, one of the most disagreeable varieties of poultry to be handled. The greatest trouble to contend with is “what is a stag?” He is not always a chicken showing prominent buttons on the legs; and, for that reason, no packer is ever buying the same number of stags his finished product contains. If the packer would have only an amount of stags to correspond with his purchases, he would be sitting pretty; but any one that will take the trouble to check his actual purchases of stags against that part of his finished product will find that he is getting the short end of the deal on the purchasing end. Even grading them out as closely as possible on the door scale, you will still have a lot of stuff going for stags in the finished product that has been bought for soft-meated birds. This late in the season almost any chicken with Leghorn blood in it will grade out a stag; or will have to be classed as a stag by the color when cooled off. These coarse-meated chickens always freeze out very dark-colored and one or two stags in a box will show up like a black cloud in a clear sky after the poultry is frozen. We always have a certain amount of trouble with stags. Usually, graders are going from one extreme to the other—either making everything stags or taking out too few. The manager or superintendent that can get his men lined up just right in grading has accomplished something that is rarely done. The same thing is true when purchasing the raw material.—Informant.

You may not like to send a customer to a competitor for things you do not have, but it is better to do that than to act as if you were afraid of the competitor.

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INDUSTRIAL WASTE.

Valuable Discoveries Made By Bureau of Standards.

Squeezing the waste out of industry is the chief topic treated in the annual report of Dr. Samuel W. Stratton, director of the Bureau of Standards, which has just been transmitted to the Secretary of Commerce. This is Dr. Stratton's last annual report, as he was recently honored with the presidency of the Massachusetts Institute of Technology and will soon take up his new duties.

The Bureau of Standards, which Dr. Stratton organized and which has grown to splendid proportions and to a status of the highest possible efficiency, was largely concentrated upon military problems during the war, but is now devoting its facilities to assisting American industry in every possible way.

Recognizing that for many years the problem of the elimination of industrial wastes depends, like all fundamental industrial question, upon correct scientific and technical data, the bureau has acted as a clearing house for information. Its staff has assisted in preparing codes and specifications, and it has conducted a great number of important investigations in its laboratories, all with the object of eliminating unnecessary waste in our industries. A few of the investigations are the following:

A complete study of automobile engine performance, both in the laboratory and in cars on the road, is being carried out with the object of increasing the efficiency of internal-combustion engines. If the Bureau, through this work, can assist in lowering the gasoline consumption of automobiles only 10 per cent. for a given mileage, it will represent a saving to the country of something like \$100,000,000 per year.

Large sums are lost each year through the corrosion of underground pipes, conduits and metal structures. Part of this is the result of electrolytic action, while part is caused by conditions of the soil. The Bureau has mapped out an extensive programme to study this subject, and, if possible, to suggest means for preventing this waste.

Most appliances used for heating by gas are operated at very low efficiency, with a consequent waste of gas and also with a very bad effect on persons working in the same room, because imperfect combustion means generation of carbon monoxide, which is extremely poisonous. The Bureau has studied the subject of improving both natural and artificial gas burners very thoroughly and has already issued recommendations which will greatly reduce gas consumption and improve the health of the users.

In the field of building construction more material than is necessary is often used for a wall, column or floor slab, because information concerning the stresses which such structures or members can safely bear, their ability to resist fire, etc., is inaccurate or incomplete. In order to more definitely formulate safe and economical stand-

ards in this field, the Bureau is investigating the suitability of rerolled steel as a reinforcement for concrete, the strength of walls and floors, the resistance of buildings to fire, and the constitution of cement and concrete.

If, through the above investigations and many others similar to them which might be mentioned, the Bureau can assist in preventing even a small portion of the avoidable waste in industry, the saving to the citizens of this country thus brought about would more than pay the cost of many research institutions as large as the Bureau of Standards for a number of years.

Two new divisions, the work of which is of great interest to the public, have been added during the year. The first is the Division of Building and Housing, while the second is that of Simplified Practice.

Valuable statistics covering cost of building materials all over the country, percentage of home ownership in various cities, etc., have been issued at regular intervals and sent to a large mailing list. In co-operation with the cement section the present status of the concrete housing industry has been investigated.

A "Zoning Primer" was issued giving the main points to be kept in mind when framing ordinances governing this important development in municipal regulation. In co-operation with other divisions of the Bureau, good progress has been made in the preparation of a plumbing code.

The Division of Simplified Practice is working in close co-operation with American industries to eliminate useless sizes of the commonly used industrial products and is directing the attention of manufacturers to the advantages of concentrating on the sizes and types in greatest demand.

Valuable results have already been accomplished, notably in the simplification of sizes of paving brick and standardization of beds and bunks for hospital or similar uses. The opportunity for simplification of this sort exists in almost every industry and if properly carried out will result in large savings. The Bureau's cordial relation with American manufacturers has resulted in a great deal of valuable assistance from them in carrying out the work.

Motor Car Industry Planning For Greater Output.

Detroit, Jan. 2.—Detroit is looking forward to a prosperous year. There is a general belief that the rewards of industry in the coming twelve months will exceed those of the year now closed. And in this connection it should be remembered that Detroit in 1922 enjoyed prosperity to a degree that had not been expected. Contract negotiations already conducted with motor car dealers in reference to their requirements for next year give every assurance of a busy year for the motor car industry. Plans are now being made for an expansion of production to satisfy the indicated demand.

The belief that 1923 will be a year of great prosperity has become so generally accepted that the prediction is repeatedly made without any attempt to explain why it should be. Apparently the assertion must be accepted as one of the great truths, such as that George Washington nev-

er told a lie. To question it would be to brand yourself as something less than 100 per cent. American.

This attitude is somewhat different from that manifested in the motor car industry in the early part of last year, when orders began to come in at an unexpected rate. It is a fact that the industry in the early months expected a moderately profitable year, but even the most optimistic made no predictions that conditions would be so favorable as they proved to be.

When the unexpected demand developed there was an immediate casting about for a reason. The most generally accepted answer was that the demand was due to replacements. It was said that during the war and in the period after the war when high prices prevailed, replacements were not made at the usual rate. Thus when prices dropped and business revived in other lines there came a buying wave to replace cars which had become worn in service.

This explanation of the great prosperity of the industry in 1922 gives those of a statistical turn of mind something to work with. By taking the number of cars in service, as shown by State registration figures, the estimated life of a car, and the average income of wage earners, some estimate of replacement demand and the probable domestic market for new cars could be figured out. But, while the figures might be interesting from a theoretical standpoint, it is quite likely that they would be confuted by the record of the industry during the year, for such is the habit of the trade.

As the new year approached the price trend was mixed. After the period of wholesale price slashing there was a comparatively quiet spell, followed by some more price cuts. Then there developed slight indications of a rising market, and some manufacturers experimented on the side of higher prices. Within recent weeks, however, there have been more reductions and now the general expectation is that the New York show will present additional price cuts.

This price cutting of recent weeks is of particular interest to the assembled car manufacturers, as the tendency of the parts manufacturers seems to be to move prices towards higher levels. Some of the largest parts manufacturers have within recent weeks made known that a higher schedule will prevail in the opening months of the new year. Some, in fact, have made contracts for goods

to be delivered this year at higher prices than those that were in force.

A much better demand for commercial cars is looked for in 1923 than was manifest in 1922. This is based upon the orders which have already come to the dealers and is indicated by the amount of work being done by the service departments of the motor truck manufacturers. This latter factor indicates that trucks are now actively engaged and that any increase in business would necessitate an increase in hauling facilities.

In the past many who have attempted estimates of demand have fallen into error in considering the passenger motor car only as a family carrier. The motor car has become more than that. It is entering more and more the field of the common carrier. This has been forcefully brought out in two recent interurban street railway developments in this section. In one case, a wage arbitration proceeding, it was shown that motor cars running between cities had cut in seriously on traction earnings. In the second case an interurban system operating between a number of towns went into receivership and the principal reason why the receivership was necessarily is said to have been the greatly reduced business of the company due to competition from motor bus lines.

Aside from the body building department, plant capacity in the motor industry seems to be adequate to handle the immense amount of work being done. There has been comparatively little building activity among the larger manufacturers this year despite the fact that production set a new record. The body building branch, however, seems unable to keep up with the demand, and the largest factor in this branch has been expanding at a remarkable rate.

In other lines of trade Detroit is quite as confident as in the automobile business. It is believed that another good year impends, in the building industry especially. Building in Detroit for 1922 will show a total of close to \$100,000,000. The construction of apartments accounted for a greater part of the total, while office building and other commercial construction was also a large factor. Industrial construction was on a limited scale.

In short, despite the alarming picture of world affairs painted by European Premiers, Detroit expects the United States to experience more prosperity this year than was seen in 1922.

Fourth National Bank GRAND RAPIDS MICHIGAN

United States Depository

Capital \$300,000

Surplus \$300,000

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

3 1/2% interest paid on Certificates of Deposit if left one year.

OFFICERS

Wm. H. Anderson, President;
Lavant Z. Caukin, Vice-President;
J. Clinton Bishop, Cashier;
Alva T. Edison, Ass't Cashier;
Harry C. Lundberg, Ass't Cashier.

DIRECTORS

Wm. H. Anderson Lavant Z. Caukin
Christian Bertsch Sidney F. Stevens
David H. Brown Robert D. Graham
Marshall M. Uhl Samuel G. Brandy
J. Clinton Bishop Samuel D. Young
James L. Hamilton



HITTING TRADE ABUSES.

All members of the mere male sex wear shirts, and many of them have had some unhappy experiences in the past year or so with colors that were not as fast as they were supposed to be when the garment was purchased. Those who have endured such trials will welcome the announcement by the National Association of Shirt Manufacturers that it is going to take active steps to discourage the use of other than "vat colors" in the production of shirtings. Investigation by the association's dye committee has established the fact that the use of vat colors is essential in the production of fast colors, and the members are therefore urged to use the term "vat colors" in conjunction with "fast color" in describing their fabrics. Moreover, the association proposes to "go after" any producer or dealer who in any way advertises "vat colors" when such a dyeing process has not been actually employed. There is another brand of shirting which has also been subjected to trade abuses. A type of fine, lustrous fabric known to the trade as "broadcloth" has become highly popular, and inferior fabrics are being offered on the market under this designation. The association proposes to give all possible assistance to the Federal Trade Commission in putting an end to such unfair practices.

The foregoing gives an illustration of one of the many useful activities of trade associations. Here competition is in no way interfered with, but is rendered fairer and more constructive. There is one sort of competition—the jungle kind—that causes a few unscrupulous manufacturers to misbrand their goods in the way indicated above, and another kind—the co-operative kind, as found in the modern trade association—that seeks to eliminate the fellow who will not play a clean game. Competition is rendered constructive when the competitors organize to disseminate information with regard to general market conditions, and the best sources of raw materials, to plan methods of eliminating industrial wastes, and to discuss standardization of grades of goods and trade terms, credit, cancellations, traffic problems, and co-operative advertising. In so far as trade associations adhere to activities of this character they need have no fear of interference from the Government. On the contrary, they may confidently count on its co-operation. It is only when the association takes counsel with itself concerning prices that it gets upon debatable ground and is in danger of running afoul of the Federal Trade Commission or the Department of Justice.

THE REIGN OF FORCE.

Ku Klux, communism and trades unionism stand side by side nowadays and the connection between them is something much more real than appears to the casual observer. The American federation of labor, with its dictatorship of the proletariat, and the Ku Klux of Louisiana with its dictatorship of the dues-paying members of the Klan are brothers. They are at one in rejecting the principles

and procedure of democracy. They are both for the rule of force as practiced by a minority.

Ku Klux in Louisiana and dictatorship of the proletariat in Russia agree in showing what happens when a self-constituted minority sets out to save the masses against their own will. The first thing that happens is terror. The second thing that happens is the emergence of ignoble motives—whether it is mean personal motive as in Louisiana or the determination to cling to power at all costs as in Russia. The supposed beneficiaries of Klan activity or communist activity become its victims.

One distinction between Ku Klux methods in this country and in Russia should be made. Here there is not the slightest doubt that the democratic principle will make an end of the white-gowned mummery and wickedness. In Russia, where Ku Klux methods have destroyed democracy, we are not so sure. There we face the probability of reaction from dictatorship of the Extreme Left to the dictatorship of the Extreme Right. That has been the experience everywhere in Western Europe outside of Russia. In Bavaria, in Hungary, in Italy, wherever the communist threat manifested itself or asserted itself, the result has been counter-repression. White-hood Ku Klux, black-shirt Fascism, Red Army and Gomerism are all brothers under their coats of various colors.

PRESENT FIRE HAZARDS.

Many new fire hazards are being introduced by the fuel shortage. Much soft coal is being stored in the basements of dwellings, apartment houses and mercantile buildings and on the premises of factories. Spontaneous combustion in this is likely to start fires, and great care should be shown in the selection of coal and in its storage and use.

Michigan will not receive its usual amount of anthracite this year and soft coal must be used in stoves and furnaces constructed for other fuel. The large amount of soot deposited by soft coal is apt to clog the smoke pipes and chimneys and cause forcing of the furnaces, while the fumes and gases from soft coal will have a deteriorating effect upon the mortar in chimneys and thus lead to defective flue fires.

A number of householders are investigating the possibility of using fuel oil and kerosene burners in their furnaces, because of the difficulty in securing hard coal and their unwillingness to use soft coal because of the dirt and soot. This also will introduce serious fire hazards, because of the storage of oil on the premises, and the danger of feed pipes bursting and starting fires. No such appliance should be considered without ascertaining whether it complies with the underwriters' requirements.

Fire hazards which endanger the homes should be watched with special care, as the mothers and children run the greatest risk. All heating appliances should be installed and operated with constant attention to the unusual risks due to the changes

in fuel, as well as to their ordinary dangers. Careful inspection should be made of all stoves, furnaces and flues at frequent intervals.

TROUBLES OF MERCHANTS.

The Michigan merchant has had during the year a most trying experience. Unable to determine just when trade would show seasonal activity, he has taken protection through moderate buying; at least, he has bought from hand to mouth and has refused to fill his shelves unduly. Eastern jobbing houses have fought to overcome this by sending goods for sales of short duration, allowing return of the articles unsold. In a measure this has been justified, and in the case of dry goods and ready-to-wear articles it has proved helpful to the country merchant. He was able to show his trade late styles and yet not invest in unsalable materials. With the increase in car loadings was evident so marked a stimulation in trade that it became an interesting speculation what might have been the revival of business activity had there been abundant transportation. It has become more evident that efficient transportation is a key to the fullest accomplishment of farm country business.

Notable, too, has been the rising tide of complaint against high transportation costs. A heavy burden is laid on production and contributes to the disproportionate relationship between the prices received for products and those paid for finished commodities, a common source of farm dissatisfaction. The year's experience has added to political unrest from this source. When credit is restrained and lack of ready resources is general, merely because it is impossible to move crops or because freight rates eat up profits, there is certain to be resultant aggravation. The coming year is likely to see efforts to change this condition.

NERO STILL FIDDLING.

Fiddling while Rome burned is a charge laid to Nero long ago and still holds. In Michigan we have many who are occupying the Nero roll—that is, they are "fiddling with weak water pressure, poor fire protection and some none at all, while property values burn. Lay the fiddle down awhile and get real fire protection. No city or town so small, but some class of effective fire prevention can be had that would stop a blaze if brought into action the proper time—when the blaze is small. It may be anywhere from a barrel of salt water handy, a chemical fire extinguisher or anything up to the latest piece of modern protection or device for fire killing. Whatever it may be that you are able to do, do it now! Don't wait until half the town is destroyed. Modern fire protection means lower insurance rates and fewer serious fires.

SHIPMENTS OF SALE LINENS.

Retailers report they have done a banner linen holiday business. They are now preparing for January and February sales. Apparently sales developed more than anticipated momentum. Importers and jobbers are now being urged to ship orders with Jan-

uary 15, and February 1, datings. Among the requirements are household linens.

The price factor has been one for serious thought among retailers. All linens of cheap construction are wanted to move out at a price. Earlier purchases when compared to present values are considered low. Importers are figuring inventories and will likely be employed at the task until January 15.

After that date the prediction is freely made that quotations will be advanced. Orders placed before then are to benefit by current values. Higher primary prices convince linen factors that their lists are too low. Buyers have again become more active in placing orders, which fact helps to bring the year's average business closer to normal.

NEW DOLLARS FOR OLD.

One of the largest cotton manufacturers said recently that his mills were active, but that it was hard for him to get a new dollar for an old. Such a situation as that cannot continue forever. Many, perhaps most, manufacturers could echo the remark just quoted. Their materials and labor are out of adjustment with the prices that retailers can get for goods, but they keep running in order to prevent their operatives from moving to other communities.

The large surpluses accumulated during the war-time prosperity are enabling many American industries to stand up at present in face of the difficulty of getting a new dollar for an old. Obviously, the cost of labor (and in final analysis the cost of materials is merely a labor cost) must be reduced or the efficiency of labor greatly increased. The feeling in conservative minds is that the critical point in our industrial situation will not be left behind until industry ceases to live on its past accumulations and begins to pay its way out of current operations.

POSSIBLE GOLD EXPORTS.

While there is a possibility that some of our surplus gold will move out of the country during the coming year, such a movement is not likely to begin on any considerable scale in the immediate future. The small balance of net exports indicated above should be increased by the end of the year, as the last quarter, the period of the crop movement, usually brings a seasonal spurt in exports that increases the favorable trade balance during this period. As no import figures have been published since the new tariff went into effect, on September 21, it is impossible as yet to form any definite idea as to what the trade balance will be for 1922. There will have to be a substantial rise in foreign exchanges on the leading commercial countries, however, before they will command a premium equal to the gold-exporting point, and this is the only way that gold will be drawn out of the country in ordinary commercial transactions. The only way that gold may be shipped from the country in the immediate future would be through a direct loan of gold to a foreign Government.

FIRST ANNOUNCEMENT

of the organization of the

WOLVERINE CARTON CO.

A GRAND RAPIDS CONCERN

Capital Stock

\$300,000 7% Cumulative Preferred Stock—Par Value \$10.00 Per Share
30,000 Shares Non-Par Stock

Grand Rapids has long felt the need of a carton factory able to produce in large quantities the highest grade of folding paper cartons. These cartons are used to pack such articles as coffee, breakfast foods, raisins, butter, lard, sausage, baking soda, pancake flour and hundreds of other articles. In order that the cartons may effectively advertise the product enclosed, as they stand on the shelf of the retailer's store, they require special color work and printing.

Our local manufacturers are wide awake business men who demand efficiency in advertising and marketing their goods, and are keeping pace with the largest manufacturers in the world by employing the most economical and efficient advertiser and salesman for their goods—THE PRINTED FOLDING PAPER CARTON.

Up to the present time these progressive Grand Rapids concerns have been obliged to turn to other cities for their large supplies of specialty cartons, as there has been no firm located in Grand Rapids able to fill such orders in very large quantities. These manufacturers and wholesalers would naturally prefer to give their business to a Grand Rapids concern, as it would mean better service and the elimination of freight charges on the cartons.

The specialty carton, artistically designed and printed, is becoming more and more a popular, economical and effective method of advertising. The use of such cartons by large wholesale grocers and other wholesale and manufacturing concerns to advertise their products, is constantly increasing all over the United States. That is the type of folding paper carton which will be manufactured by the WOLVERINE CARTON CO.

The Wolverine Carton Co. is already assured of considerable business from Grand Rapids concerns.

It would be a surprise to investors to learn what substantial earnings folding paper carton companies are making. Many such companies have grown from small beginnings into large concerns, and this growth has been accomplished through EARNINGS ALONE.

The opportunity for such growth by folding paper carton companies still exists, according to the most successful and experienced men in the business, as the business is still in its infancy. In fact, the use of folding paper cartons is expanding faster now than it has at any time in the past.

THE WOLVERINE CARTON CO. with its capable and efficient management and the latest and best machinery, will be in a position to keep pace with the most spectacular growths in the history of the folding carton business.

EXPERIENCED AND CAPABLE MANAGEMENT

President and General Manager—THOMAS V. SPEES, Formerly Superintendent of the American Can Company plant at Joliet, Illinois, large manufacturers of folding paper cartons. Comes very highly recommended.

Secretary-Treasurer—C. U. CLARK, Director Valley City Building and Loan Association; President Clark Bros., Manton, Michigan; Formerly Manager Hemlock Bark Company, Grand Rapids, Michigan.

Director and Sales Manager—A man whose present connections with one of the largest folding carton companies of the Middle West prevent the use of his name at this time. He is thoroughly experienced in every phase of the business, and has established for himself an enviable reputation as a Sales Manager in the folding carton business.

Director—E. A. STOWE, Editor and Publisher of the Michigan Tradesman; Director Peoples Savings Bank; Vice-President Michigan Paper Co. of Plainwell.

Director—FRED Z. PANTLIND, Manager Pantlind Hotel; Director Pantlind Building Co.; Director Pantlind Operating Co.; Director Grand Rapids National Bank.

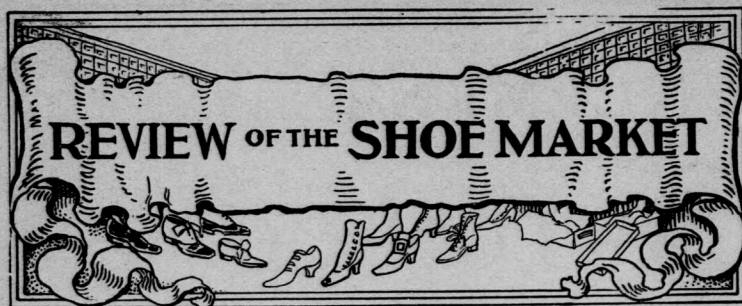
Let us explain to you the full details of the plans of the WOLVERINE CARTON CO., the opportunity for this Company in Grand Rapids, and the earning powers of an investment in this Company. Clip and mail the coupon today.

F. A. SAWALL COMPANY,
 313-314-315 Murray Building,
 Grand Rapids, Michigan.

Please give me full details regarding the WOLVERINE CARTON CO. and the earning possibilities of its preferred and non par stock.

Signature

Address
 Street and Number City State



Tanning Hides on a Small Scale.

The tanning solution should be made up at least two days before it is to be used; that is, not later than when the hide or skin is taken from the limewater for the last time.

Remember that is a chemical process and all materials must be of good quality and accurately weighed, and that the specified quantities of water must be carefully measured.

The following chemicals are required: Chrome alum (chromium sulphate crystals); soda crystals (crystals crystallized sodium carbonate); and common salt (sodium chloride). Insist upon pure chemicals of U. S. P. quality. Get them from the nearest drug store or find out from it the address of a chemical manufacturing concern which can supply you.

For each hide or skin weighing over 30 pounds, use the following quantities for the stock chrome solution:

Dissolve $3\frac{1}{2}$ pounds of soda crystals (crystallized sodium carbonate) and 6 pounds of common salt (sodium chloride) in 3 gallons of warm, clean water in a wooden or fiber bucket. The soda crystals must be clear or glass-like. Do not use the white crusted lumps. This is important.

At the same time, dissolve in a large tub or half barrel, 12 pounds of chrome alum (chromium potassium sulphate crystals) in 9 gallons of cool clean water. This will take some time to dissolve and will require frequent stirring. Here again it is important to use only the very dark, hard, glossy purple or plum colored crystals of chrome alum, not the lighter, crumbly, dull lavender ones.

When the chemicals are dissolved, which can be told by feeling around in the tubs with a paddle, pour the soda-salt solution slowly in a thin stream into the chrome-alum solution, stirring constantly. Take at least ten minutes to pour in the soda solution. This should give one solution of about twelve gallons, which is the stock chrome solution. Keep this solution well covered in a wooden or fiber bucket, tub or half barrel.

To start tanning, pour one-third (4 gallons) of the stock chrome solution into a clean 50 gallon barrel and add about 30 gallons of clean, cool water; that is, fill the barrel about two-thirds full. Thoroughly mix the solution in the barrel and suspend in it the sides taken from the drenching. Work the sides about and stir the solution frequently, especially the first two or three days. This helps to make the sides evenly colored and should be done every hour or so throughout the first day. Keep the suspended sides as smooth as possible.

After three days, temporarily re-

move the sides from the barrel, add one-half of the remaining stock chrome solution, thoroughly mixing it with that in the barrel, and again hang in the sides. Move the sides about and stir the solution three or four times each day.

After three more days, again temporarily remove the sides and pour into the barrel the rest of the stock chrome solution, thoroughly mixing it with that in the barrel, and again hang in the sides. Move the sides about and stir frequently as before.

After three or four days in this solution, cut off a small piece of the thickest part of the hide, generally in the neck, and examine the freshly cut edge of the piece. If the hide seems to be evenly colored greenish or bluish all the way through the tanning is about finished. Boil the small piece which you have just cut off in water for a few minutes. If it curls up and becomes hard or rubbery, the tanning is not completed and the sides must be left in the tanning solution for a few days more, or until a small piece when boiled in water is changed little if at all.

The foregoing quantities and directions have been given for a medium or large hide. For smaller hides and skins the quantities of chemicals and water can be reduced. For each hide or skin weighing less than 30 pounds, or for two or three small skins together weighing not more than 30 pounds, the quantities of chemicals may be cut in half, giving the following solutions:

For the soda-salt solution dissolve $1\frac{3}{4}$ pounds of soda crystals (crystallized sodium carbonate) and 3 pounds of common salt (sodium chloride) in $1\frac{1}{2}$ gallons of clean water.

For the chrome-alum solution dissolve 6 pounds of chrome alum (chromium potassium sulphate crystals) in $4\frac{1}{2}$ gallons of cool, clean water.

When the chemicals have dissolved pour the soda-salt solution slowly into the chrome-alum solution as already described. This will give one solution of about 6 gallons, which is the stock chrome solution. For the lighter skins, tan with this solution, exactly as directed for medium and large hides, adding one-third, that is, 2 gallons of this stock chrome solution, each time, and begin to tan in about 15 gallons of water instead of 30 gallons. Follow the directions already given as to stirring, number of days, and testing to determine when tanning is completed. Very small thin skins probably will not take as long to tan as will the large hides. The boiling-water test is very reliable for showing when the hide is tanned.

WE HAVE RESOLVED

To do a greater business, make even better shoes and give still better deliveries in 1923.

Hoping Shoe Merchants will appreciate this we anticipate your increased orders for

Rouge Rex
Playmate

More Mileage
Ruth Shoes

and

Goodyear Glove Rubbers
for 1923

HIRTH-KRAUSE CO.

Shoe Mnfgs. and Tanners

Grand Rapids, Mich.

Wm. D. Batt FURS

Hides
Wool and Tallow

Agents for the
Grand Rapids By-Products Co.'s
Fertilizers and Poultry Foods.

28-30 Louis St.

Grand Rapids, Michigan

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.

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

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

11-13-15 Commerce Ave.

GRAND RAPIDS, MICH.

Proceedings of Grand Rapids Bankruptcy Court.

Grand Rapids, Dec. 26—On this day were received the schedules in the matter of the Republic Sales & Service Co., Bankrupt No. 2190. The date of the first meeting of creditors has been set for Jan. 8. The schedules list assets in the sum of \$6,754.55 and liabilities in the sum of \$4,141.78. A list of the creditors of the bankrupt is as follows:

State of Michigan \$ 56.50
City of Grand Rapids 17.76
Alice Smith, Grand Rapids 30.00
Cornelia Boomstra, Grand Rapids 5.00

The following are listed as preferred by the order of the circuit court, when the bankrupt was in receivership under such court.

American Surety Co., Grand Rapids \$10.00
Samson Trailer Works, Grand

Rapids 63.75
E. J. Conroy, Grand Rapids 16.50
Wilbur E. Smith, Grand Rapids 190.00
Francis L. Williams, Grand Rapids 152.95

The following are secured claims:
Republic Sales Corp., Alma \$1,914.49
National Cash Register Co., Grand

Rapids 275.00
The following are unsecured claims:

Consumers Power Co., Grand

Rapids 1.35
Citizens Tel. Co., Grand Rapids 23.65
Universal Car & Service Co.,

Grand Rapids 2.13
Leitelt Iron Works, Grand Rapids 3.00
Angel Lumber Co., Grand Rapids 18.33

Tisch Auto Supply Co., Grand

Rapids 273.58
Standard Oil Co., Grand Rapids 256.11
Tisch-Hine Co., Grand Rapids 1.75

Serfling-Sinke Co., Grand Rapids 26.50
G. R. Forging & Iron Co., Grand

Rapids 16.10
C. G. Kuennen, Grand Rapids 1.00
Kutsche's Hardware, Grand Rapids 8.54

Powers & Tyson Co., Grand Rapids 16.00
Ver Wys & Co., Grand Rapids 74.45
Association of Commerce, Grand

Rapids 12.50
Becker Auto Co., Grand Rapids 26.46
Republic Coal Co., Grand Rapids 9.15

E. E. Parker, Grand Rapids 17.00
Golden-Boyer, Sales Co., Grand

Rapids 5.20
Pulte Korrek Co., Grand Rapids 54.40
Acme Welding Co., Grand Rapids 26.50

Flisk Tire Co., Grand Rapids 123.55
Heth Auto Co., Grand Rapids 5.60
Firestone Tire & Rubber Co.,

Grand Rapids 52.66
G. R. Advertising Co., Grand Rap. 12.00
M. Braudy & Sons, Grand Rapids .30

Clutey Bros. Radiator Co., Grand

Rapids 11.95
Herald, Grand Rapids 228.57
C. B. K. Electric Co., Grand Rapids 39.88

Burch Body Co., Rockford 90.00
Berry Bearing Co., Chicago 24.80
L. P. Coe Auto Co., Saugatuck 8.51

Vacuum Oil Co., Chicago 133.58
Republic Truck Sales Corp., Alma 1,914.49
Gezon Oil Co., Grand Rapids 16.50

E. W. Richmond, Grand Rapids 111.80
Guaranty Bond & Mortgage Co.,

Grand Rapids 200.00
Francis L. Williams, Grand Rapids 142.00
Sanitary Towel Supply Co., Grand

Rapids 2.00
Lacey Co., Grand Rapids 25.71

Dec. 28. On this day was held the ad-

journd first meeting of creditors in the

matter of Midwest Company, Bankrupt

No. 2167. The bankrupt was present by

Carl Palmer, its president. Various cred-

itors and attorneys were present. Addi-

tional claims were considered and allow-

ed and the balance of the time consumed

in the examination of Mr. Palmer by the

various attorneys interested in the mat-

ter. The first meeting was then adjourn-

ed no date.

Dec. 29—On this day was held the first

meeting of creditors in the matter of

Noel Messner-Peters Co., Bankrupt No.

2191. The bankrupt was present by Ed.

De Vries, its president, and by attorney

George B. Kingston. Hilding & Hilding

present for creditors. Various creditors

present in person. Claims were allowed

against the estate of the bankrupt.

Frank V. Blakely was elected trustee

and the amount of his bond placed by

the referee at \$200. Ed. De Vries was

then sworn and examined without a re-

porter. Appraisers were appointed and

ordered to inventory and appraise the

property of the bankrupt. The first

meeting was then adjourned no date.

Dec. 20. On this day were received the

schedules, order of reference and ad-

judication in bankruptcy in the matter of

Alvah Fuller, Bankrupt No. 2203. The

matter has been referred to Benn M.

Corwin as referee in bankruptcy. The

bankrupt is a resident of the city of

Grand Rapids, and a millwright by occu-

pation. The schedules of the bankrupt

list assets in the sum of \$100, all of

which are claimed as exempt, and li-

abilities in the sum of \$645.02. A list of

the creditors of the bankrupt is as fol-

lows:

City Loan Co., Findley, Ohio 50.00
Dr. Fritsch, Findley 86.00
Z. T. Newman, Findley 31.50
Dr. Van Harve, Findley 25.00
Tarbox & McCall, Findley 12.00
Hopkins Clothing Co., Findley 28.50

George & Hirscher, Findley 13.71
Maas Bros., Bowling Green 49.50
M. P. Merren, Sand Lake 15.00
C. O. Smith Estate, Big Rapids 45.00
Wilcox Kuennen Co., Grand Rapids 40.00
Louis Fram, Grand Rapids 50.00
Carl Byle, Grand Rapids 33.00
Lester Wells, Grand Rapids 27.60
Ernest Prange, Grand Rapids 21.50
Dr. Nordewier, Grand Rapids 27.00
John Vander Heide, Grand Rapids 14.61
Herbert Lehnen, Grand Rapids 12.00
Theo. Audel, Grand Rapids 4.00
Wolbrink's Market, Cedar Springs 14.00
O'Dell's Grocery, Grand Rapids 13.60
Harrison Drug Co., Grand Rapids 20.00

From the fact that the assets are all claimed as exempt, the court has written for funds for the first meeting of creditors, upon the arrival of which the first meeting will be called and note of the same made here.

In the matter of Sigmund L. Dennis, Bankrupt No. 2014, the trustee has filed his final report and account and the final meeting will be held on January 9, for the purpose of passing upon such final report and account and declaring and paying a first and final dividend to creditors. The case will be closed shortly thereafter.

In the matter of Producers Fuel Co., Bankrupt No. 2148, the trustee has received two offers, aggregating \$111, for the balance of the miscellaneous assets of the estate. The date of meeting of creditors for consideration of the same will be held at the referee's office on Jan. 9. All interested are requested to be present at such time.

In the matter of Edward M. Oleschak, Bankrupt No. 2192, the trustee has filed his report and account, showing that he has disposed of all of the assets in the estate, and a final meeting has been called for January 8. The final report and account of the trustee will then be passed upon and the funds on hand paid to administration expenses and preferred labor claims as far as the same will go. There will be no dividends for general creditors.

In the matter of Herbert H. McKenzie, Bankrupt No. 2038, the trustee has filed his final report and account and a final meeting of creditors will be held at the office of the referee Jan. 12. The trustee's final report and account will be passed upon and a first and final dividend paid to creditors. The case will be closed shortly thereafter.

In the matter of William H. Burroughs, Bankrupt No. 2198, the date has been set for the first meeting of creditors, and the same will be held at the referee's office Jan. 9.

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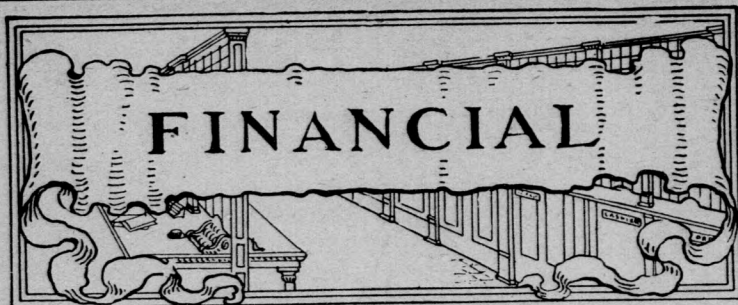
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GET OUT AND LOOK AROUND.

It Pays To Get Away From the Desk.

Time was when the executive of an organization contented himself with coming to the office, sitting on the small of his back, reading his mail, pondering over long reports from heads of departments and salesmen, and ever and anon writing a sarcastic letter to his congressman when business was poor. Those days are gone forever! The modern executive spends fewer hours at a desk, but he gets out in the field and finds out things at first hand. He is finding out more about his business and ways and means of increasing that business than he ever dreamed was possible before.

Here is one example of how it works out. A friend of mine is the sales manager of an organization which makes power transmission machinery. A year ago, when business was staggering along weakly under a half-portion of orders, he decided to make a trip and give the field a little investigation. He did not confine his itinerary entirely to his big dealers or branch offices, but took in some more or less isolated territory.

He stopped at a small Iowa city which boasted only one manufacturing enterprise—a tractor plant of moderate size. With no really definite idea in mind he called on them, explained who he was and asked if he could be of any service. It seemed he could! The chief engineer explained in detail one problem which had been bothering them. All of their tractors were equipped with small split wood pulleys for use when the tractor was used as a power plant on the farm for the purpose of driving threshers, milk separators, churns or small machine shops. They had been buying these pulleys on the open market in small lots and the pulleys had failed to stand up under the work for which they were intended. The sales manager happens to be something of an engineer and, after going over the problem and spending several days at the tractor plant, drew up specifications for a new type of pulley which he believed would fill the bill. He sent these specifications to his home office and the new pulleys were sent back by fast express and underwent a severe test while the sales manager swung around the circle.

He stopped at the Iowa city on his return and found an enthusiastic reception awaiting him. The pulley which he designed had more than proved out. He left with a very satisfactory order in his pocket for a lot of the new pulley type and the promise

of frequent additional lots as conditions warranted.

That was a year ago. Since that time there has been a reorganization of the tractor company, their business has enlarged, and in addition to selling tractors for strictly tractive work, they are also selling them for prime movers in small farm-power plants of various kinds and are specifying and furnishing as equipment pulleys and hangers and bearings made by the company who makes the drive pulley on the tractor. To-day that account is one of the most valuable on the books of the power transmission company.

The president of a barber supply house could tell you a mighty interesting story about a certain popular brand of hair tonic that now has a National distribution. Originally this barber supply house was a drug supply house. One day its chemists developed a mixture which was pronounced as being a fine hair tonic—if there be such. For some time this organization had been considering the advisability of switching from a drug supply house into a barber supply house and with the perfection of the new hair tonic they believed the time ripe for the change.

Salesmen were called in, given new routes and new calling lists, given a good sales talk and a final God-bless-you-go-and-get-the-business. Their line moved well—at first glance it seemed the change had been a very profitable one. But the real trouble developed when salesmen began to make their second swing around the circle. Repeat orders rolled in on every item but the hair tonic. On'y in two cases did repeat orders manifest themselves. Enquiry from salesmen failed to bring any light on the subject. Barbers just didn't order any more of the tonic—that's all there was to it. Enquiry at the shops failed to bring to light the cause of the trouble. And he found out himself.

The president of the concern was vitally concerned; aside from being chief executive he was also the heaviest stockholder and he realized that the tonic was the step from a bare living to a good living profit. In other words, he felt that if the tonic could be put over where it would receive proper consumer acceptance it would put the company on its feet in a substantial manner.

He determined to find out just where the trouble was, so he packed a bag, bought a ticket and just started in a general direction with the sole idea of locating the difficulty. For the first time in his life he became a patron of barber shops. Every morning

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found him in a new barber shop for a shave and a tonic.

"Tonic, sir?" the barber would ask.

"Yes," the executive would acquiesce in the voice and tone of an early Christian martyr. "Just give me a good tonic."

Morning after morning he staged the same performance and watched barber after barber reach over and take up some other brand of tonic beside his own. When he varied his program and asked pointedly for his own brand of tonic, he found the answer. In giving the other brands of tonics the barber reached for the bottle and shook the tonic on the victim's head with one hand while he rubbed the scalp with the other. With his own brand the barber did not do this—he could not because the shape of the bottle prevented. There was the answer! Other brands of tonic were bottled in bottles with a very long neck. The president had noticed this before in a casual way, but he never analyzed the motive behind the shape of the bottle. Tonic bottles are all made with long necks so the barber can wrap his fingers around the bottle. His own type of bottle had a short neck which prevented the barber from doing this.

The much-tonicked man climbed out of that chair, took the shortest and quickest route home, and when he reached the office he immediately got in touch with a bottle manufacturer and ordered tonic bottles with extra long necks. Salesmen, on their next trip, substituted these bottles for the old ones. After that repeat orders were common and the business grew and grew.

Within my own experience I recall a case where the president of a large factory took a stroll through the shop that accomplished a seemingly impossible thing.

This happened in a large steel mill during the war. A munition factory had run wild, and a giant driving shaft was twisted out of shape and the plant forced to shut down. The shaft was hurried to the steel mill by express for straightening. Washington sent frenzied appeals to the steel mill to hurry, hurry, hurry. The Allies needed the munitions, and in a way the very destiny of nations hung on the speedy repair of that shaft.

Ten selected men were placed on the job. Before the shaft could be heated and straightened a heavy steel flange had to be removed. It was a devil of a job; the flange was rusted and shrunken on the shaft and it had to be removed without being injured in any manner. The job demanded this. The ten men had worked on it for twenty-four hours without rest. They had tried every scheme, it seemed. Blow torches were used on the flange to expand it and ice bags on the shaft to contract it, but still the flange stuck. The men were tired—dead tired. They were dirty, half-frozen or scorched, hungry and sleepy. From afar the production manager watched them slowing down. On his desk were the frantic cries from Washington—hurry, hurry, hurry! Something had to be done and done quickly!

He rushed in the president's office waving the telegrams and spilling

words. "What can we do?" he wailed. "Let's go out and tell the men how important it is to get this job out; let's tell them what depends on their doing this—"

"Wait, Mr. Hopkins; let me handle this. You go back to your office."

The president was an old man—sometimes he was an old devil; sometimes he was an old saint. But his men liked and feared him. He was old in the lore of handling men. For a minute he stood there by the window, thinking the situation over. His head went up; a grin, at once cheerful and irritating, came on his face. He stuck an unlighted cigar in his mouth, pulled his hat over his eyes and went out in the shop.

He felt sorry for the men as he approached them. One of them, he noticed, with a little stab of pain staggered from pure fatigue. Another had an angry red welt across the back of his hand where he had been burned. In the faces of all of them he read fatigue and defeat. They were ready to quit, he knew, and when the foreman of the crew came toward him as he stood there beside the obdurate job, he knew the foreman was going to tell him that. He never gave him that chance.

His keen old eyes traveled over the gang standing there watching him—the old man. A sneer darkened his face. "Huh! Got you whipped, has it?" he said cuttingly and in a tone loud enough for the entire group to hear. Then he turned his back squarely on them and returned to his office.

That night his bedside phone rang at three o'clock. A voice came over the phone—a tired, husky and triumphant voice.

"Like hell it's got us whipped!" exclaimed the voice. "Got that damned flange off an hour ago and the shaft is all straightened now and the flange replaced."

Does it pay to get away from the desk? Ask thousands of executives to-day and they will tell you it does—plus.

Harry Botsford.

Sidelights on Life.

Bite off more than you can chew—
Then chew it!
Plan for more than you can do—
Then do it!
Hitch your wagon to a star,
Keep your seat—and there you are!

It's the bumps you get, and the jolts you get,
And the shocks that your courage stands.
The hours of sorrow and vain regret,
The prize that escapes your hands,
That test your mettle and prove your worth;
It isn't the blows you deal,
But the blows you take on the good old earth
That shows if your stuff is real.

Will you say? Will you work? Will you fight?
Are you ready to take off your coat?
Are you serving the State?
Are you pulling your weight?
Are you pulling your weight in the boat?

It isn't the task of the few—
The pick of the brave and the strong;
It's he, and it's I and it's you
Must drive the good vessel along.

He only is great of heart who floods the world with a great affection. He only is great of mind who stirs the world with great thoughts. He only is great of will who does something to shape the world to a great career. And he is greatest who does the most of all these things and does them best.

The Full Stop

DO not make the common mistake that many do who leave a Will unmade. They hold the belief that "Things will go on as they were." But they don't. Everything stops when you die.

Unless you provide otherwise by will, the shares of your heirs become operative immediately. So your property has to be split up.

The best interests of your dear ones would suggest that you place the property IN TRUST through the years. It is the only way to hold it together and assure their uninterrupted welfare.

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Some problems Which Require Immediate Attention.

Grandville, Jan. 2.—There are many conditions not just as they should be in this country of ours, and they are not political questions either.

Judging from performance, the modern Ku Klux Klan is no whit better—morally, religiously and fraternally—than was the old-time organization under the same name, which was a gang of midnight ghouls and assassins which it required the strong arm of the National Government to suppress.

The floggings and murders in Louisiana are on a par with the murderous slaying of innocent people in Herrin, Illinois. The one is the vicious doings of an irresponsible gang of masked night-riders, the other the deliberate murder of innocent people by a gang of labor union assassins, some of whom are now on trial for their lives.

It is high time the American people were roused from their somnolency where crime is rampant, and a new deal started that will wrench from the hands of outlaws the scepter of their rule, all too long accepted and winked at as a necessary condition following the world war.

That war has been ended more than four years.

To plead that as an excuse for the bloody reprisals of these unlawful klans is to beg the question and settle down to agreeing to a condition in this country worse than that which exists under Mohammedan rule in the Far East.

If we are what we call ourselves, a Christian Nation, it is high time we got down off the pedestal of silence and acquiescence in these bloody deeds, and struck and struck hard where the blow will exterminate the outlaw gangs and teach them to understand that law and justice, though long asleep has awakened from its nap and is on the job for a cleaning up process which will wipe the last Ku Klux and labor union thug off the earth.

The Louisiana authorities appear to be moving, and it is to be hoped a few leaders in that murderous outbreak will be brought to justice.

The Mer Rouge tragedy is not a mere local outbreak, but a part of an organized banditti under the name of a one-time infamous organization and it is national in its effects and scope. It should be met with firmness and a strict enforcement of the law.

The early order of Ku Klux Klan was organized to drive the Northern white settler out of the South, to terrorize the negroes so they should not dare lay claim to their constitutional privilege of the ballot.

Judge Chisholm and family fell victims to the Klan; numerous other Northern people were haled before this organization, flogged, tarred and feathered and driven from the South. The strong arm of the military finally subdued the outlaws and nobody thought there would ever again be a recrudescence of the old gang.

Another thorn in the side of existing conditions is the continued retention of our troops along the Rhine.

Right here is danger most momentous, and nothing except war should hold a single soldier of Uncle Sam in the German country.

Even though our soldiers are on very amicable terms with their late enemies, there is no telling how soon something may happen to set the nations by the ears and call for the sending of an army across the ocean once more.

Why a few soldiers of Uncle Sam still linger at Coblenz is beyond the ken of most Americans.

A single spark may touch off an explosion that will be heard around the world. We are having comparative quiet along our Rio Grande border, thanks to a change in the management of the Mexican question, but it does seem the height of folly to leave a loophole for trouble in a for-

eign land, which is capable of re-opening a big war.

The United States is pledged to stand by its citizens when trouble comes, and should some uneasy Germans take it into their heads to shoot a Yankee soldier or two over there, and our Government demand apology and reparation, what might not the outcome be?

We have had enough of war, and yet as a Nation, we are bound to stand by our soldiers, even to the extent of war, if it comes to that alternative. Keeping soldiers on foreign soil when peace prevails seems altogether impolitic to say the least.

Recall our boys from the Rhine.

Such is the wish of every loyal American heart and that wish should be heeded and gratified unless some momentous reason at present unknown to the public is in evidence.

Doubtless an outbreak against Americans among the Germans would not inspire great sorrow among the allies who fought the kaiser's war. Such a debacle would fetch America into European politics with a vengeance and all our care heretofore exhibited to keep out of entangling alliances with the nations of continental Europe would be as naught.

The American soldiers quartered on the Rhine is a danger spot which the present administration should quickly remove. Why this has been so long permitted is beyond the ken of most men.

We can have all the trouble we care to engage in without recklessly exposing our soldiers to attack from a brutal enemy which may seem cowed and asleep, but which is only playing a game, the end of which may involve this Nation in another and more terrible struggle for the mastery than the one which was supposed to be forever closed four years ago.

A stitch in time saves nine. Why not heed this saw and act before it is everlastingly too late?

Old Timer.

American Automobiles Abroad.

American automobiles of light weight and moderate price have no real competitors in the foreign field in the matter of appearance, equipment, and general serviceability. Heavy taxes and high operating costs have increased the demand for light cars in Europe, and American, Canadian and French cars are all competing with British cars in England. At a recent automobile show in London the light car was the main feature of the exhibits. Some of the producers of the finest and most expensive British cars, according to Commercial Attache Tower, have recently entered the field with light models. For cars that sell for the equivalent of \$660 to \$1,250 in American money the American producer stands supreme. Even after paying the duty of 33½ per cent. the American automobile manufacturer can offer a car in the same price range as those of his foreign competitors that is superior in all respects. This is true not only of the cheapest makes, but of all grades selling up to \$2,200.

Made a Bad Mistake.

"I want to look at a pair of eyeglasses of extra magnifying power."

"Yes, madam," replied the salesman.

"Something very strong?"

"Yes, sir. While in the country I made a very painful blunder which I never want to repeat."

"Indeed! Mistook a stranger for an acquaintance?"

"No; mistook a bumblebee for a blackberry."

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P. O. Box 549

LANSING, MICH.

The Old-Fashioned Village Barber.

Detroit, Jan. 2—An article I read recently recalls memories that I cannot refrain from inflicting upon readers of the Tradesman. The article referred to had something to do with the re-appearance of shaving mugs in increased numbers in barber shops.

Of all the hours of solid comfort, of untroubled relaxation from the cares of the world, that I have ever spent, I count none better or more restful than those I have spent "waiting my turn" in the village barber shop on Saturday evening.

I know this is at variance with the usual order of things, for I am aware that a person is supposed to rail at the barber's preoccupation, at the smallness of his shop, at his slowness in dealing with the lucky customers that have come in before, and all that. But still I maintain the contrary, and my thoughts go back fondly to those moments behind the cylinder stove, when I scanned the pages of some gaudy gazette, dozed upon the grandeur of the array of monogrammed cups in the rack opposite and marveled at the skill of the worthy who was making my next neighbor presentable for his appearance next morning.

There! I see in my trance that he is trimming the fringe of my neighbor's hair. The bald pate glistens through the setting. Wisdom and discretion seem to radiate from the after prospect of that fair cranium, the same I will see before me in its long-accustomed place in the front pew on the morrow. How oft have I seen it there? How long since, now!

Very softly the barber arranges those precious few gray hairs, trims the straggled beard to a nicety, fringes around the ears the locks that have proclaimed the deacon's wisdom and beneficence to the generation yet to grow up. Truly, such a countenance, such a visage, must genuinely sustain the greatness their outward nobility would foreshadow.

But it was not of the deacon that I intended to speak, although this little tribute so forces itself upon me that I cannot refrain from transferring it to paper. The real personage I wanted to depict is that village character that transcends all others in his benignant sway and control over us, the village barber. How well I remember when, but a youth, the first sprouting, embarrassing intimations of a beard beginning to burden my chin and upper lip, I bashfully sought his aid.

Instead of replying sarcastically, perhaps recommending what kind of complexion soap I ought to use, what did he do? Just methodically reached for his mug and soap and razor, lathered my chin and began to caress it with his practiced fingers, as though I had been coming to his shop, a regular customer, for a thousand years. Did he tell me I wasn't old enough, and didn't need to shave again for a couple of years? Not he. Even the folks at home were less considerate.

Now, I have always been particular about my beard. I have no sympathy with this smooth-faced generation, that seems to be afraid to show its natural facial adornments, perhaps for fear of betraying its age. I have always had an admiration for Horace Greeley, and Sophocles, and Rip Van Winkle, and Sampson, and all those Nazaries of old, Abraham and Elijah and the patriarchs have always had a fascination for me—that is, in their portraits.

And that is why I have always had such an affection, such a veneration almost, for the village barber. Now that I have grown old, and still stick to the custom of my fathers, I have not ceased to be particular about my beard, and the fixing of my hair. I want my few gray hairs laid as carefully across the barren spot at the crown of my head as those of the deacon in ancient days were lovingly spaced across his by the careful fingers of the village barber. Then I want my

beard, a kind of double between that of the late President Carranza and the poet Bryant, I want that beard straightened and brushed as it should be. And then when I step forth, my flat-topped hat on my head, my cape coat about me, and my gold-headed cane in my hand, I will be a figure for the children of coming generations to follow and emulate, as much as was the beloved deacon of yore.

The village barber! How I yearn for those hours behind his sheetiron stove, with his stack of magazines at hand, the whole village history, and indeed, its welfare in his hand, and under his molding and snipping scissors! What would we have done without him? Safety razors are nothing to me. Even as I waken from this daydream I seem to hear him calling: "Next." Old Uncle Ned.

Insurance Business Can Be Conducted Without Capital Stock.

People who are loud in their condemnation of mutual insurance because the profits of the business are returned to policyholders as unused or absorbed premiums, instead of being passed along to a body of stockholders, do not seem to realize how illogical they are in their reasoning.

They profess to see a close analogy between the insurance business and the business of manufacturing and merchandising which does not, in fact, exist.

Edson Lott and his followers are insistently demanding to know of the merchant and manufacturer how they would like to have their business mutualized and thereby lose their profits.

The Difference.

The capital of stock fire insurance companies is not invested in the business, but entirely outside of it—yet it

feeds off the business and its earnings for the stockholders from these outside investments, aided by the profits from the business itself, accounts for the very high quotation for the stock of the big stock fire insurance companies.

The Business supports the capital.

The capital of corporations, firms and individuals engaged in agricultural, manufacturing and mercantile operations is invested in the business and in daily active use in the conduct of the business. The business is dependent on the capital stock and could not exist without it. In other words.

The capital supports the business.

These fellows apparently do not stop to think that the merchant and manufacturer have their capital invested and tied up in the business, while stock companies have their capital invested in stocks and bonds, real estate and other property entirely foreign to their business and having no connection therewith.

A large number of successful mutual insurance companies with greater proportionate assets, based on average experience, than are possessed by a corresponding number of stock companies, including the biggest and strongest, have conclusively proven that so-called capital stock is not necessary in conducting the insurance business.

Fish For the Sea.

Stocking the sea with fish seems a big job, and yet the government of New Zealand is now stocking the South Pacific ocean with salmon with a hope of founding a future canning industry.

The Federal Hardware Implement Underwriters

Will now write insurance on any good mercantile risk, or dwelling

FEDERAL POLICIES

Are backed by the combined resources of the following companies:

RETAIL HARDWARE MUTUAL FIRE INSURANCE COMPANY, Minneapolis Minn.
HARDWARE DEALERS MUTUAL FIRE INSURANCE COMPANY, Stevens, Point, Wis.
MINNESOTA IMPLEMENT MUTUAL FIRE INSURANCE COMPANY, Owatonna, Minn.

Assets	-----	\$4,602,583.84
Liabilities	-----	2,394,975.94
Surplus	-----	\$2,307,607.90
Insurance in force	-----	384,722,129.00

You have long envied the Hardware and Implement Dealer of your town because thru his Association he could secure the Best Insurance in the World at one-half the cost in "Old Line" or Stock Companies. It is now the privilege of any Merchant to secure insurance with the Hardware and Implement Mutuals at Cost of his Class.

This insurance is as safe and better than "Old Line" Companies and the experience by our members who have sustained a loss has been such as to make them "swear by" rather than "at" the Mutual Plan.

For further information address

CLASS MUTUAL INSURANCE AGENCY

C. N. Bristol, A. N. Thompson, H. G. Bundy, State Agents.

FREMONT, MICHIGAN

Some Michigan Hotels of the Preferred Class.

Grand Rapids, Jan. 2.—Included in the following list are names of Michigan hotels which have been recommended to me by regular commercial men, either through correspondence or verbally, as being classed as model country hostleries.

These have been arranged in the alphabetical order of the towns in which they are located and not according to the number of favorable testimonials received.

Later on I am going to undertake to visit such of this number as I have not already called upon, and make individual criticism of their method of operation, if such seems important:

Albion, Hotel Albion.
Allegan, Sherman House.
Alma, Wright House.
Bad Axe, Irwin House.
Bangor, Hotel Sebring.
Bettrien Springs, Hotel Wren.
Boyne Falls, Marsh House.
Brooklyn, Brooklyn Hotel.
Buchanan, Hotel Rex.
Caro, Montague House.
Chelsea, New Crescent Hotel.
Constantine, Harvey House.
Decatur, Hotel Hart.
East Jordan, The Inn.
Eaton Rapids, Island City House.
Edmore, Phoenix Hotel.
Fennville, Stevens House.
Frankfort, The Inn.
Greenville, Winter Inn.
Hartford, Hartford House.
Hillsdale, Keefer House.
Iron River, Cloverland.
Lake View, Lake View House.
Marcellus, Frank's Tavern.
Mecosta, Hotel Mecosta.
Munising, Beach Inn.
Onaway, Chandler House.
Otsego, Hotel Bowman.
Pentwater, Verbeck Tavern.
Rogers City, Kitchen House.
St. Johns, Hotel Steele.
Shelby, Hotel Shelby.
Tecumseh, Paramount Hotel.
Trout Lake, Birch Lodge.
Union City, Union House.
Wayland, Dixie Inn.

In several communications mention has been made of hotels in some of the larger places, with a population ranging from 6,000 to say 15,000, all no doubt, deserving, but not coming within the scope asked for, i. e. "ideal country hotel."

Herewith is a list of some of such institutions as have been favorably mentioned:

Adrian, Schoolcraft Hotel.
Alpena, New Alpena.
Big Rapids, Western Hotel.
Boyne City, Wolverine.
Cadillac, Russell House.
Coldwater, Arlington.
Escanaba, The Delta.
Grand Haven, Gildner House.
Hancock, Hotel Scott.
Ironwood, New St. James.
Ludington, Stearns Hotel.
Manistee, Hotel Chippewa.
Manistique, Hotel Ossawinamakee.
Marquette, Hotel Marquette.
Monroe, Park Hotel.
St. Joseph, Hotel Whitcomb.
Sault Ste. Marie, Park Hotel.

In the final analysis hotels using paper napkins will receive several demerit marks and it will require some stronger argument than I have heard advanced on the subject to convince me that those institutions using the catch words "choice of" are entitled to even as much as passing mention. Better see to it that your lamps are trimmed and burning.

Every once in a while some one breaks out in a maladorous song about the hotels at Jackson, but for the life of me I cannot see any justification for the complaints one hears of.

The Hotel Otsego is most capably managed by James M. Magmer, who, formerly a successful business man at Ludington, made a favorable showing with his management of the Stearns at that place, and to my notion is justifying the predictions of his finan-

cial backers at Jackson that he would make good in his new and larger field.

Recently someone criticized certain petty abuses of the Otsego in the Tradesman, to the effect that cigar stubs and cigarette ends and ashes were greatly in evidence in some of its rooms and I am not disputing but what the statement might be correct, but the manager of any hotel must depend on his employees' reliability to a certain degree and the 100 per cent. perfect variety has not been discovered as yet.

The Otsego is kept up in excellent style; its rooms—too large to be profitable—are comfortable and its restaurant service is excellent, with very reasonable charges. I can truthfully say further that it comes as near operating to its housing capacity as any hotel I am familiar with.

Dalton & Van Ness own and conduct the Dalton and Dal-Van with a wonderful degree of success and their friends are legion. For the charges made I doubt if any hotel in the State gives more adequate service than these two, and I look to see their names inscribed in the hotel men's book of fame in the not far distant future, backed by much more pretentious establishments than they are running at present.

Last Sunday the New Burdick, at Kalamazoo, served a most elaborate dinner for \$1.25 per plate, with an unlimited selection, thereby earning my heartiest congratulations.

A few nights ago the Hotel Whitcomb, at St. Joseph, experienced some difficulty in supplying sufficient hot water for the requirements of their guests, owing to a defect in plumbing, which was naturally corrected without unnecessary delay. I only mention the incident because I happen to know that an equitable allowance was made for this shortcoming on the payment of bills by guests at the cashier's desk. I can consistently state also that no defect existed in their steam heating plant, for I was an eye witness.

The death of J. Boyd Pantlind comes as a distinct personal grief to thousands of commercial and other patrons of the old Morton House and the New Pantlind.

Thirty-five years ago, when the Morton House was the scene of perpetual "home comings," one who enjoyed the friendship of this royal host felt himself possessed of an asset of no mean value, and very many there are who treasure this memory of the long ago.

He was of that generation of hotel men who thought least of material acquirement, but most of hospitality—and he was never found wanting. Almost the last of a class of landlords who made his patrons fully believe that sincerity and friendship were the real virtues of the profession.

His lifetime example may safely be emulated by every hotel landlord in the country.

Many Michigan hotel men this season adopted the very pleasing practice of sending out seasonable greetings to their guests of known address. It is certainly a good buy and a custom I hope will be observed for all time.
Frank S. Verbeck.

Seek Mail Orders.

In distributing or mailing announcements of a special sale, which describes and prices the merchandise offered, it is a good idea to wrap two self-addressed envelopes inside the folded circular. Also state in your circular that orders by mail are solicited, and, while they cannot be shipped until day of sale, they can be mailed to you in advance, thus insuring prompt shipment. Money for goods and sufficient to cover parcel post or express charges should be remitted with order, and your circular should contain the explanation that after package charges

are paid, any sum remaining will be returned. Always in asking for orders by mail, even the simplest details should be explained.

Made Christmas Merry For 150 Children.

Burrell Trip, the Allegan merchant, advertised in the local papers that no child within the trade radius of Allegan should be permitted to go without the usual Christmas joys and that teachers, school directors and supervisors who knew of children who

would otherwise fail to receive a visit from Santa Claus should report the cases to him. About 150 cases were brought to the attention of the advertiser, who saw to it that every one of the children was furnished with an ample supply of things which contribute to Christmas joys.

Brains are something employers are looking for all the time and will pay money for. If you can put brains into your work you can name your own price.

Signs of the Times Are

Electric Signs

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

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

THE POWER CO.

Bell M 797

Citizens 4261

Sand Lime Brick

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

Brick is Everlasting

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

CALENDARS! CALENDARS!

The Calendar Publishing Co.

G. J. HAAN, President and Manager.

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WE ARE LOCATED ON THE SQUARE

The Mill Mutuals

Comprising

Twenty of the Strongest American Mutual Companies writing

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Lansing, Mich.

TOMATO IS A FRUIT.

It Has Also Many Medicinal Qualities.

Dr. G. W. Wagner, of Chicago, formerly a captain in the Medical Corps of the United States Army, recently delivered a lecture on "The Story of Tomatoes" before the Polytechnic Hospital Society of Chicago, that is bound to attract National attention. The lecture was based on research work directed by William Clendenin, of Chicago, at the request of the J. M. Paver Co., canned food brokers, of Chicago. Paver Company is distributing the "Story" throughout the United States.

In plain, simple language that everybody can understand, Dr. Wagner shows that doctors have agreed on the superiority of tomatoes for certain ailments originating in the kidneys. He quoted a London doctor to the effect that tomatoes constitute a food treatment specifically for diabetes.

He upsets the popular classification of tomatoes as a vegetable and asserts the tomato really is a fruit, classified as such by botanists and other scientists, and ever since the tomato was imported into Europe in 1596 it has multiplied not only in flavor but in favor with civilized mankind the world over. His lecture is worth reading by every grocer, who should clip this out and paste it on a cardboard. Put the cardboard in the window or where it can be easily read, and it should have only one result—increasing the demand for canned tomatoes this com-

ing fall and winter. Dr. Wagner's "Story of the Tomato" follows in full:

Doctors not only agree upon these facts, but scientific research proves these statements. Just think of doctors agreeing. Never again will you be able to safely say that doctors disagree, for they actually do agree.

They have buried the hatchet; they are smoking the pipe of peace; grudges have been forgotten; they are sitting in a solemn conclave of brotherly love; in a circle of scientific serenity; and in the center of that magic circle is the innocent yet seductive cause of this professional phenomenon—the most ancient food product of the vegetable kingdom—the tomato. Wonderful, do you say? Yes, indeed—truly wonderful, for good doctors have unanimously discovered that tomatoes are the best health food that grows, and that they are agreed on the subject is the really big thing to recognize.

Medical authority tells you in so many words that tomatoes not only have all the vitamins, but actually more of them than any other fruit or vegetable, and in the very form which nature likes the best and uses most. And still more wonderful, these same authorities tell you that canned tomatoes are to be preferred to the fresh.

Do you know that at the Children's Memorial Hospital in Chicago (one of the most famous institutions in our country) the physicians there feed tomatoes and tomato juice to little suffering waifs and starving in-

fants (not milk, mind you, but tomatoes) and the babies are crowing in their cribs, bright eyed, rosy cheeked and—getting well?

Dr. Hugo Friedstein, of Chicago, says: "There is no doubt about it, the curative value of the tomato is extraordinary. Its vitamin content alone is accomplishing the undreamed of in the feeding of infants and invalids. It is invaluable for the kidneys and as a cleanser of the system."

In London, Doctor P. J. Cammidge, who has given much study to the treatment of diabetes, ranks the tomato first of all vegetables and fruits as a food treatment for this disease, while at the Johns Hopkins Hospital, the celebrated vegetable day-diet for diabetes specifies tomatoes, unqualifiedly and positively.

There is a famous medical book entitled "Diet in Health and Disease," written by the professors of leading state universities who recommend the free use of tomatoes for diabetes.

It is doubtful if more eminent, distinguished or expert testimony could be adduced in any cause, than the good cause of tomatoes. Wm. Edward Fitch of the Medical Reserve Corps of the U. S. Army names tomatoes at the very top of the list in his dietary (food list) for diabetes. And the same is true of leading reports of Great Britain, France, Belgium, Denmark, Italy and Russia. Is it not worth while then that this story of tomatoes be told with all earnestness to the people of this and every other country? Is it not a just and proper

cause to preach the proven facts in regard to the most wonderful and yet so little understood and perhaps so lightly appreciated nature food for health—a food for keeping our bodies in condition to resist the poisons and germs of ill health? Remember, also, how ready to our needs it is—at every grocery, at every general store in the land, in hermetically sealed cans, pure and wholesome, clean and fresh and with all the natural flavor retained.

Is our story done? It is hardly begun. What would you say if you were told that tomatoes are now the favorite prescription of many of the most eminent physicians in the world for constipation. Think of the blessing in being able to discard drugs, pills and powders and find a natural and certain cure for constipation in—tomatoes. And here is the scientific reason as explained by Doctor Arnold Lorand of Carlsbad, Austria: "The effect referred to is in part attributable to the seeds which abound in the heart of the vegetable and which exercise a sort of natural massage acting on the intestinal mucous membrane."

Are you too fat? Are you a sufferer from what the medical man calls obesity? If so, then stock your larder with good canned tomatoes and indulge to your heart's content, for many doctors now proclaim that the tomato is the swiftest, surest and most certain remedy for obesity that we have. This might be a surprise to you, but it is scientifically and genuinely true, and "fat folk" still cling-

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ing to the hope of coming back to the "pale and interesting" without drugs and without starving, may do so on the pleasant prescription of—tomatoes.

Equally wonderful is the scientific statement that you may eat as much of tomatoes as your little heart desires, and instead of producing flatulency, gas or nausea, tomatoes actually cure these conditions which so often follow overindulgence in other foods.

Perhaps you will want to know the authority for all this. Well, here it is. If you'll consult the diet list for reducing, used in the great Presbyterian Hospital in New York, and reported by Mason on page 449 of his book "Nutrition," you will see tomatoes ahead of all other foods for this purpose of reducing and growing thinner. The celebrated Dr. von Noorden, of Vienna, is on record to the same effect.

And there is another very interesting reason for this effect of the tomato, one worth while, too. Tomatoes possess a peculiar quality of quenching thirst almost like magic (being frequently given in fevers and even in cases of delirium) and in this way reducing the natural craving for too much water, which is a common cause of "over weight."

Food Value in Tomatoes.

Some of us may think of the tomato as a side dish, but Eliot P. Joslyn, M. D., of the Harvard Medical School, gives the protein or tissue-building value of canned tomatoes as actually far greater than apples, peaches, pears, asparagus, squash, okra, pumpkin and many other fruits and vegetables. Uncle Sam says tomatoes have more protein than even the richest soups, such as beef soup or chicken broth and nearly half the protein value of canned corn.

Tomatoes are the most easily and quickly digestible of all the fruits and vegetables known to man. Tomatoes pass through the stomach almost at once and their rich natural elements are taken up into the system with a rapidity that is in striking contrast to the digestibility of other foods. Who says all this? Where is the proof? Well you'll find it in no less prominent a publication than the Journal of the American Medical Association.

There are three wonderful acids in tomatoes. Some vegetables contain but one. Others have scarcely a trace, but tomatoes contain three. One is malic acid, which is the acid found in apples. Another is citric acid, which is the sour of the lemon, the lime and other fruits. Citric acid is both antiseptic and diuretic (beneficial to the kidneys). The third acid in tomatoes is phosphoric acid, so often used in the treatment of neuralgia, nervous disorders and other disturbances of health. It is because of the presence of these acids that the tomato has for centuries been used to relieve pain.

Dr. Arnold Lorand of Carlsbad, already quoted, tells you that this healthful acidity of tomatoes is what gives the characteristic "tomato flavor" and which is so deliciously palatable and refreshing. Furthermore, it

is because of this acidity that you do not tire of the tomato as a food. It is its own appetizer and is the only vegetable of which it is practically impossible to overeat.

Of supreme value to health is the constant freshness of the tomato, as dependable in canned tomatoes as in the fresh. There is nothing like it for the invalid and the convalescent; there is nothing better as a prime "pick-me-up" and reviver for athletes, and there is no better food obtainable for everyday use for rich and poor alike.

Most amazing, however, is the fact that canned tomatoes are the freshest tomatoes you can get. This may read like a paradox, but you will find the following on page 205 of volume 7 of the Modern Hospital: "The canned tomato is much fresher than the 'fresh' vegetable bought at the market, and of finer flavor," because, it is explained, the packers of the canned product necessarily buy in large quantities direct from fields adjacent to the cannery in order to save loss of moisture content and because when the packer gets his tomatoes, he immediately cans the choicest of them with utmost speed, thus preserving the flavor and quality and preventing exposure to evaporation and to the damage which is unavoidable when the crop is handled and rehandled, shipped and re-shipped, boxed and unboxed by commission men, market men, dealers and consumers.

Yet another point in this connection which should not be overlooked and which is emphasized by the same authority: "The juices of the tomato, contrary to frequent supposition, have little or no action whatsoever on the tin of the can containing them. In fact the contents actually retain their flavor longer in the case of tomatoes than any other canned vegetable."

What would you say if you were told that tomatoes are now indicated in the treatment of Bright's disease? Authorities of the University of Pennsylvania, as well as the Johns Hopkins University, agree upon this point. So does Seeley Little, of Rochester, who places stewed tomatoes in the typical dietary of his leading cases.

Who would have dreamed such things a generation ago? Who would have believed the wonderful powers of the tomato? Who would have thought that this most wholesome and easily digested of natural foods, was also invaluable in the treatment of serious diseases which to-day take such frightful toll of the lives of men and women?

And yet the story is not completed, for no other vegetable or fruit covers anything like the range of usefulness that does the tomato. No other vegetable approaches it. There is nothing like it for cleansing and purifying the blood. It is a natural antiseptic. Its natural salts and acids cool and cleanse the blood stream and clear the skin of those poisons which so often injure the complexion. Milady, at any rate, will be glad to hear of this and to know that it comes, not as a trifling statements, but as a scientific and proven fact.

One hears a lot these days about

the antiscorbutic properties of certain foods which purify the blood. Tomatoes are more valuable in this respect than any other fruit or vegetable known to the medical profession. Friedstein says, "Tomatoes are the greatest antiscorbutic thus far discovered." If you are inclined to be anemic, a bit run down and ailing, or about 'half-sick,' there is no better treatment and no truer doctor than a liberal and wholesome allowance of tomatoes or tomato juice at least once or twice each day.

Truly, the tomato is the most interesting single fruit in the world. While many people consider tomatoes a vegetable, it is actually classed by the scientists and botanists as fruit. Tomatoes are almost universally liked. Tomatoes are easily cultivated. Tomatoes are ripening from early spring until late autumn. Tomatoes in various size cans to suit the needs of the family, are available all year long. Tomatoes are enjoyed at breakfast, luncheon, dinner and supper. Tomatoes can be served in a hundred different ways. You can stuff tomatoes, you can stew them, you can make catsup, preserves, mince meat, soup, pickles, puree, conserve, sauces, jellies, wine and even candy from them. You can eat them with sugar you can eat them with salt, or both. You can eat them cold, you can eat them hot. Tomatoes are delightful any way you care to "fix 'em."

Like a vegetable romance reads the history of the tomato. No other item in the entire range of our so-called daily bread can boast of such a record.

The tomato has been known for ages. It has been used by man as a food since the dawn of time. True, stories to the contrary have been circulated, but scientific research explodes them as ridiculous. The French writer, de Candolle, proves conclusively that the original home of the tomato was in Peru. Others place it in Morocco, but the consensus favors the land of South America. It was brought to Europe as a food in 1596 and quickly introduced into all warm countries of the world, especially those bordering on the Mediterranean.

Old D'Acosta in the history of the Indies says tomatoes were a favorite food as long ago as the sixteenth century.

In Rousseau's Botany (1795) you may read that tomatoes were admitted to the table and eaten with relish long before his day. W. W. Tracy, of the Bureau of Plant Industry, U. S. Dept. of Agriculture, tells us that the fruit was first cultivated in our country in Virginia in 1781 and that as a garden product was first quoted on the market in New Orleans in 1812. The canning of tomatoes was started in the Eastern states in about 1860.

But beyond all this, if you will look up Chamber's Journal, of London and Edinburgh, in your public library, you will discover that the ancient Italian name for tomato was "pomo doro," or apple of gold, corresponding to the "pomme d'amour," or apple of love, of the French and "paradise apfel" of the Germans—all of them derived

from the old Etruscan tradition that the tomato was the apple of the Garden of Eden which with its beauty fascinated and tempted Mother Eve.

Where, pray, is the fruit that can boast a conquest so dramatic, a triumph so momentous in consequence, or so eloquent of charm?

Where, pray, in all the annals of food history is there any other article that can even approach this record?

Surely, the tomato stands alone in a class by itself, supreme alike in story and tradition, and now proclaimed by science the truest friend we mortals have.

Tall and Short Salesmen Equally Successful.

Boston, Jan. 2.—The popular theory that tall men and heavy men make the best salesmen was refuted by Dr. Harry D. Kitson, professor of psychology at Indiana University, in a paper presented before the convention of the American Association for the Advancement of Science, in which he showed that a scientific study of the earnings of 600 salesmen revealed the fact that their success was independent of their physical size.

The salesmen, said Dr. Kitson, represented footwear, a high-grade office specialty, and insurance. They were ranked according to commissions earned and then according to height and weight. No appreciable difference was found between the average height and weight of the salesmen in the most successful third and the least successful third. In the case of two of the three companies examined, tall and heavy men were no more frequent among the best salesmen than they were among the poorest. In the insurance company, although the extremely large men earned slightly more than the extremely small men, the most successful selling was done, on the average, by men of medium size, about five feet nine inches tall, with appropriate weight.

The popular theory thus disproved by Dr. Kitson rests, he said, on the idea that by mere animal bulk a large salesman can "impress" and "dominate" his clients as a small man cannot.

Where the Hardware Business Is Going.

Ionia, Jan. 2.—The retail hardware business is certainly in a bad way, due entirely to the short sightedness of the merchant himself.

Because he does not specialize on his silverware line and permits his stock to become tarnished because he handles it after having contaminated his hands with products containing sulphur, that line is rapidly being transferred to the dry goods trade.

The fishing tackle line is rapidly passing over to the drug trade, because the hardware dealer does not give it the attention it deserves. The same is true of guns and ammunition, to a certain extent.

The proper place for the automobile accessory trade is the hardware store, but the hardware dealer is permitting that profitable adjunct to drift into the grocery, dry goods and garage trade, owing largely to neglect.

If this tendency keeps on, the hardware dealer will ultimately find that he has become a purveyor of nails and cook stoves. Radix.

One can forgive an employee a good deal if he is enthusiastically and wholeheartedly for his boss and his job.

Smiles are the sunshine of life, frowns the cloudy weather.

WHEN WINTER COMES



GUARD YOUR HAULING COSTS

COLD weather imposes new operating conditions on your trucks and automobiles. These must be met if your machines are to deliver maximum service. Nearly all makes and types of engines require a lighter grade of Polarine Oil in winter than in summer.

Heavy oil congeals in cold weather and does not flow easily through the lubricating system. Unless the correct winter grade of oil is used, some parts of your engine may operate without oil until the heat from the engine causes it to flow readily. Scored cylinders, burned bearings and a host of other damages result when this condition occurs.

Not only do you pay for these repairs, but while they are being made you lose the time of the machine and the driver as well.

If you would guard your hauling costs, use Polarine. It is made in four grades—Medium Light, Medium Heavy, Heavy and Extra Heavy, one of which lubricates correctly your machine during cold weather.

Do not rely on hearsay or the judgment of those not qualified to select this correct grade. Remember there is only the right grade and the wrong grade of lubricating oil—there is no such thing as a second best grade.

Consult the latest Polarine Chart of Recommendations, which our lubricating engineers have compiled in co-operation with manufacturers of automobile engines. This chart is displayed by all Standard Oil Company (Indiana) agents and most Polarine dealers. It will be sent you free on request.



STANDARD OIL COMPANY

(INDIANA)

937 S. Michigan Ave.

Michigan Branches at Detroit, Saginaw, Grand Rapids

Chicago, Illinois

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LAUNDRY SHRUNK

The Product of Troy's Master Craftsmen

*The Most Comprehensive Line of SEMI-SOFT
COLLARS Offered to the Trade*

- MARK LINE -

Mark Twain

HALLMARK
SEMI-SOFT COLLARS
To Retail at 50 Cents

One-Piece 1-Ply Collars

The finest quality mercerized WEBBING cloth with no thick folding seams. Uniform strength and durability throughout. Mark Twain Collars will not wilt or wrinkle. Full laundry washing assures permanent measurements. Clean sharp points and perfect needle work are features.

MARK LINE collars are listed below. Packed in envelopes, 1/2 doz. boxes.

MARKAY fr. 2 band 1-1/2
MARKSMAN fr. 2-1/4 band 1-3/4
MARKHALL fr. 2-1/4 band 1-1/2

Wholesaled at \$4.00.

- TWAIN LINE -

Mark Twain

HALLMARK
SEMI-SOFT COLLARS
To Retail at 35 Cents

One-Piece Tops With 2-Ply Bands

The best quality WEBBING cloth is used in the one-ply top. The two-ply quilted band of CRAFTCLOTH with a three-ply lock end gives the smooth set of a laundered collar. All details of laundry shrinking and finish same as the 50c. line.

TWAIN LINE collars are listed below. Packed in envelopes, 1 doz. boxes sizes 14 to 16, other sizes 1/2 doz. boxes.

PILOT fr. 2-1/8 band 1
SAWYER . . fr. 2-1/8 band 1-1/2
YANKEE . . fr. 2-1/4 band 1-1/8
LANGHORNE fr. 2-1/8 band 1-1/8
TWAINTEX fr. 2-1/8 band 1-3/4

Wholesaled at \$2.60

HALLMARK
SLIDEWELL

SEMI-SOFT COLLARS

To Retail at 25 and 30 Cents

One-Piece Tops With 2-ply Bands

This popular line is made the same as the TWAIN line with a two-ply quilted band of CRAFTCLOTH and three-ply lock ends.

RACING SAIL fabric in one-ply tops. This fabric is constructed of three-ply yarns and especially singed and bleached for this line.

HALLMARK Collars as listed below. Packed in envelopes, 1 doz. boxes.

DON fr. 2-1/8 band 1
HOYT fr. 2-1/8 band 1-1/2
RUDD fr. 2-1/4 band 1-1/8
SHAW fr. 2-3/4 band 1-3/4

Wholesaled at \$2.00.

The salesmen of some 400 Leading Wholesalers who furnish IMMEDIATE DELIVERY SERVICE are now showing the complete line for Spring Delivery including the New Models for Spring, shown on opposite page.

HALL, HARTWELL & CO. - - Troy, N. Y.

Also makers of HALLMARK Shirts, SLIDEWELL Collars and HALLMARK Athletic Underwear

Spring 1923 Additions to the Line

Semi-Soft, Laundry Shrunk

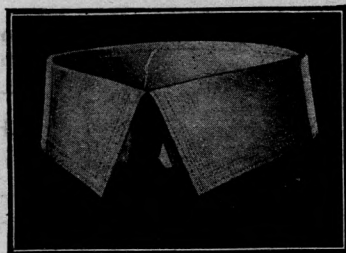
MARKRIDGE

A Narrow Wale PIQUÉ WEBBING fabric in a ONE-PLY top with ONE-PLY BAND of PLAIN DOUBLE CLOTH. A smart, new model with a lock front.

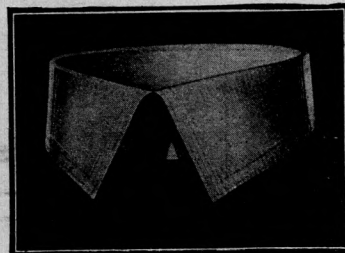
Collars in envelopes. 1/2 doz. boxes.

fr. 2 1/8 in. bk. 1 1/4 in.

Wholesaled at \$4.00



MARKRIDGE



TWAINRIDGE

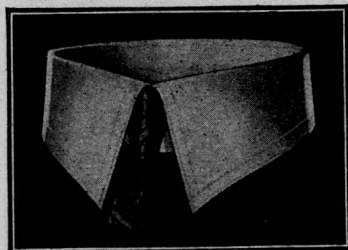
TWAINRIDGE

A new TwainLine model of CORDED PIQUÉ WEBBING fabric. Three attractive patterns assorted to the box. ONE-PLY TOP. TWO-PLY BAND.

Collars in envelopes. 1 doz. boxes sizes 14 to 16, other sizes 1/2 doz. boxes.

fr. 2 in. bk. 1 5/8 in.

Wholesaled at \$2.75.



BROADCAST

BROADCAST

NEW A ONE-PIECE ONE-PLY COLLAR the same as the MARK line with a LOCK FRONT. This new idea overcomes the gape in front and the collar will not crush down. Made one-piece throughout, of combed yarn double cloth, in a very smart model with long points.

Collars in envelopes. 1 doz. boxes, sizes 14 to 16, other sizes in 1/2 doz. boxes.

fr. 2 3/8 in. bk. 1 5/8 in.

Wholesaled at \$2.75.

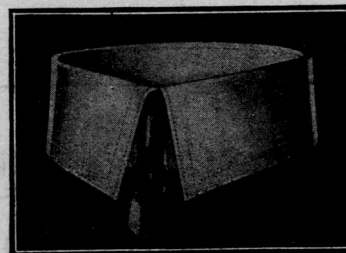
PINECLIFF

A two-PLY collar with top and band of one continuous piece. The heavy combed poplin fabric gives the appearance of the 50c webbing collar.

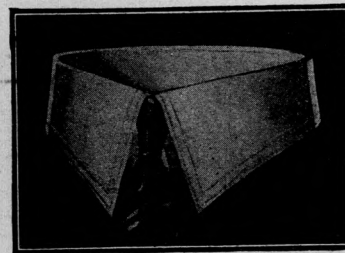
Collars in envelopes. 1 doz. boxes.

fr. 2 in. bk. 1 1/2 in.

Wholesaled at \$2.25.



PINECLIFF



SEA CLIFF

SEA CLIFF

Construction same as Pinecliff with low band and long points. A most popular model.

Collars in envelopes. 1 doz. boxes.

fr. 2 3/8 in; bk. 1 3/8 in.

Wholesaled at \$2.25.

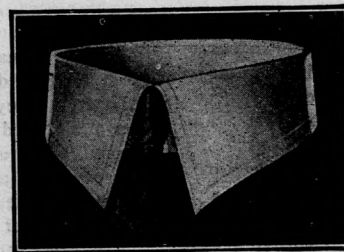
GLENSIDE

REVERSIBLE COLLAR new to the semi-soft group—BOTH SIDES RIGHT SIDES of GLENSIDE, assuring double service. Top is two-PLY of the Pinecliff Heavy Combed Poplin material. Band is two-PLY of CRAFTCLOTH and both sides are stamped. Both band ends have three-ply tips. The most perfectly balanced soft collar ever produced. This model is correct in every detail.

Collars in envelopes. 1 doz. boxes.

fr. 2 1/4 in. bk. 1 1/2 in.

Wholesaled at \$2.00.



GLENSIDE

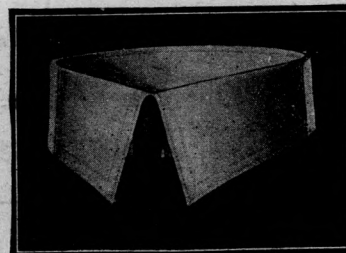
DRIVER

A LEADER—A one-PLY collar. "Racing Sail" Fabric in both top and band. An attractive low model.

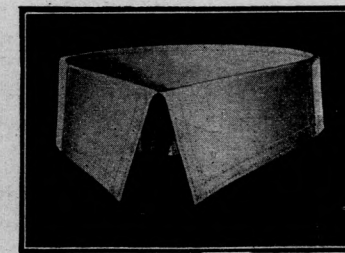
Collars in envelopes. 1 doz. boxes.

fr. 2 1/8 in. bk. 7/8 in.

Wholesaled at \$2.00.



DRIVER



RIDGEFIELD

RIDGEFIELD

Top of FINE WALE PIQUÉ faced with CRAFTCLOTH. Band two-PLY of CRAFTCLOTH. This new treatment of PIQUÉ assures correct sizes. No wrinkles.

Collars in envelopes. 1 doz. boxes.

fr. 2 1/4 in. bk. 1 1/8 in.

Wholesaled at \$2.00



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

Suggestions For the Hardware Dealer in January.

Written for the Tradesman.

What does January mean to you? A dull period when you let everything slide? Or a quiet period when you are out to do everything you can to stimulate business?

It is the easiest thing in the world for the hardware dealer to let January get by without making a cent. Holiday business has meant, for most people, very heavy buying; and the public is in the mood to retrench. Consequently, business is hard to pick up, and decidedly slow in coming.

The hardware dealer, too, has given his energies freely during the holiday rush; and he feels inclined to take a rest. As long as there was business to be done, he attended to it; but with business slackening after the holiday, the average man feels disposed to give himself a rest "until things liven up a bit."

The hardware dealer should rest when rest is necessary; but he should do his resting outside the hardware store.

Rest in the hardware store during January is dangerous. It is more dangerous than in December. In December, folks are in the mood to buy; and if you don't go after business aggressively, still, a certain amount of business is bound to come to you. The hustler in December gets most of the business, but even the other fellow who takes things easy secures a share.

In January, however, the hustler gets a fair trade; the easy-going chap gets nothing.

January and February represent the bridge betwixt two busy seasons. The people who hurry across that wind-swept bridge may not pause as they go; but if you keep them moving your way, the same crowd that bought so largely in Christmas will buy largely when spring comes.

Keep hustling in January and February, and the March trade will be easier to get. And, meanwhile, you'll have done a good bit of business you could not have done if you had waited for it to come to you.

When business does not come of its own accord, right then is the time to work harder, advertise harder, and fight harder for trade.

Business can be secured in January. Not as much as in December, of

course; but yet enough to make the lean month pay its way. Remember, the rent and overhead expense go on just the same. But the business to make up these outlays does not go on, unless you hustle for it.

The surest way to force business in January is to offer prices that people cannot resist. Talk to them through the powerful medium of price advertising, and thus counteract their disinclination to buy goods.

With the heavy Christmas expenditures still recent, the average customer is keenly impressed with the need for economy. Thus, you cannot talk to your customers so much in terms of dollars as of quarters, dimes and nickels. The customer who would hesitate to spend a dollar all at once can often be persuaded to spend ten dimes in succession.

It must not be inferred that the hardware dealer has to give away his goods, even in January, to get the people into his store. The skillful use of an occasional "loss leader" will impress the public with the price argument. Once you get them into the store by this means, you can sell to them. Getting customers into the store is more than half the battle, in developing January trade.

In reaching out for January business, it will, as a rule, pay to disregard the men, and concentrate attention on your feminine customers. Make your appeal directly and specifically to women, by specializing on home goods at attractive prices.

If a woman wants a stove in January, by all means sell it to her. But most women do not want stoves in January. They do want, and need, household hardware, tinware, enameled ware, and a host of little articles that are used about the kitchen. No woman ever feels fully equipped with a sufficiency of such articles.

The need for such articles is ever present. So that the average woman can be reached by the appeal of attractive prices, even in January.

So, forget your heavy hardware and, in January, devote a couple of first class window trims to small articles of household use. Feature notable items in tinware, enamelware and household hardware which you can quote at 10c or up.

Supplement your window displays by the use of strong newspaper advertising. Use your local papers; or send

TAKING INVENTORY

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



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.

Foster, Stevens & Co. Wholesale Hardware

157-159 Monroe Ave. :: 151 to 161 Louis N. W.
Grand Rapids, Mich.

W. M. Ackerman Electric Co. Electrical Contractors

All Kinds of Electrical Work.

Complete Line of Fixtures.

Will show evenings by appointment.

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

Citizens 4294

Bell Main 288

Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

**Exclusive Jobbers of Shelf Hardware,
 Sporting Goods and
 FISHING TACKLE**

out suitable circulars. Throughout feature the price appeal.

This advertising should bring a lot of people into your store. When you get them there, have the stock arranged so as to appeal most effectively. Feature in your interior displays the class of household goods that women will be most likely to buy. If necessary, rearrange your store and your stock so as to give these lines especial prominence.

While you are at it, use price-tickets plentifully. You can't have too many price cards at this season. The constant reiteration of the price argument in connection with every article shown will have a powerful appeal.

This appeal will stimulate the buying, not only of household articles specially featured, but to some extent of regular lines at or near regular prices.

There are plenty of small articles that can be featured in window and interior display. In trimming your windows it is not necessary to put on fancy stunts; the great thing is to show a lot of articles and quote a multitude of prices. Here are some articles that lend themselves to January display:

Oil cans, pie pans, muffin tins, tea-kettles, nutmeg graters, pudding-tins, coffee pots, dish pans, soap dishes, sauce pans, basting spoons, tin cups, bread pans, funnels, drip pans, tea-spoons, dairy pans, preserving kettles, colanders, dust pans, dippers, etc.

Be sure to price tag everything you show in clear, legible figures. As a rule, it is sound policy to feature the cheaper lines and the lower-priced articles. The buying public is out of the ten dollar mood and in the ten-cents mood right now, and you must appeal to the public along lines where you can feel sure of a response.

You can, however, with advantage, stage demonstrations in some of the higher priced lines. Aluminum ware, electrical goods, washing machines, vacuum cleaners, these and similar lines can be demonstrated. Where dairying or agricultural machinery is handled, these lines also can be demonstrated, either concurrently or afterward. You may not do much business; but it is a time of the year when people are not busy with other things and can easily spare the time to visit your store. Country people are not so busy now as they will be later; use the rural telephone to reach your country customers and invite them to witness demonstrations which may interest them. A lot of educative work can be done now that will pave the way to future business.

The biggest point is this: to keep the people coming to your store throughout January. That will impress them with the fact that you are alive and still in business. It will mean extra business right now; and it will mean a great deal more when the spring buying opens.

Finally, you are getting yourself into trim for a good year's work and keeping yourself in condition for business-getting. What you do in January may seem like futile exercise; but it helps immensely to make you more efficient when efficiency is vital to business.

Victor Lauriston.

Holiday Trade Reached Record Breaking Volume.

Reports from all sections of the country indicate that the holiday trade this year has been about the best on record, surpassing that of either 1919 or 1920. In fact, the only year that compares with it, according to Bradstreet's Review, is 1909. Price levels were higher in 1919 and 1920 than in 1922, and similar figures in terms of dollars for the former years mean less, in terms of merchandise turnover, than they do this year. While 1919 was, generally speaking, a year of rather reckless buying, prices towards its end had begun to run ahead of the consumers' purchasing power. In other words, living costs were pressing very hard upon wages late in that year, and the effect of this became manifest in holiday trade. By the following spring the gap between price levels and the purchasing power had widened to such an extent that a great slump in retail trade was inevitable. The effects continued throughout 1920 and were manifest in holiday buying in that year. At present the situation is reversed. Higher costs in the primary markets and increasing costs of production have as yet been reflected only partly in retail prices. General purchasing power, as a result of wage advances and better prices for agricultural products, has meanwhile increased, and retail trade during the holiday season has left the effects.

Reports from various trade centers indicate that while there has been no return to war-time extravagance, consumers have ceased to make the question of price the main consideration and are beginning to look more to quality. Manufacturers a year ago found it necessary to use their ingenuity to produce articles that could be retailed at a figure that would meet the consumer's views as to what he ought, or could afford, to pay. This practice reached its height in the production of men's clothing. Fabrics were designed that permitted the wider use of coarse and reworked wools and great quantities of clothing that could sell at prices very near the pre-war level were placed on the market. The quality and the serviceability, however, were found to be very far from pre-war standards. The result was a reaction, as consumers learned that inferior goods often prove the most expensive. Nevertheless, retailers are not altogether comfortable at the prospects of next season's prices going higher, as they must inevitably do, in view of the steadily increasing cost of raw materials and labor.

New Grape Product.

A French concern has perfected a new grape product. This firm first reduced fresh grape juice to a concentrated product. The most highly concentrated is known as grape honey, grape syrup and grape jelly being of less consequence. Grape honey by the addition of water gives the equivalent of fresh grape juice. Grape honey can be used in foods and as the basis of certain medicines.

Some men are so stupid that they will actually argue.

A California Product

Lima Beans are grown to perfection on the Coast of California. Seaside Limas and Baby Limas are choice varieties, carefully cleaned, graded, and inspected.



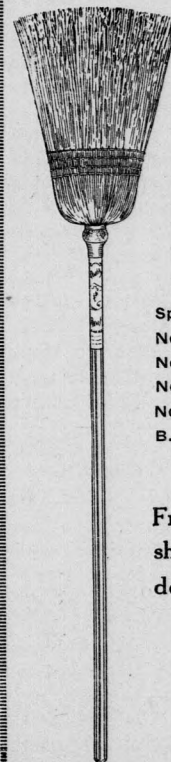
SEASIDE
CALIFORNIA
LIMAS and BABY LIMAS

California Lima Bean Growers Assn.
Oxnard, California

You Make
Satisfied Customers
when you sell
**"SUNSHINE"
FLOUR**
Blended For Family Use
The Quality Is Standard and the
Price Reasonable
Genuine Buckwheat Flour
Graham and Corn Meal
J. F. Eesley Milling Co.
The Sunshine Mills
PLAINWELL, MICHIGAN

Watson-Higgins Mfg. Co.
GRAND RAPIDS, MICH.
Merchant
Millers
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Products sold by
Merchants
Brand Recommended
by Merchants
New Perfection Flour
Packed in SAXOLIN Paper-lined
Cotton, Sanitary Sacks

R. & F. Brooms



THE
DANDY
LINE

Also
B. O. E. LINE

Prices

Special	\$ 8.00
No. 24 Good Value	8.50
No. 25 Velvet	9.50
No. 27 Quality	10.75
No. 22 Miss Dandy	10.75
B. 2 B. O. E.	10.00

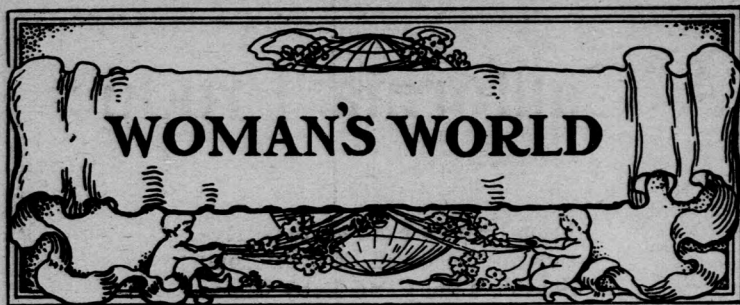
Freight allowed on
shipments of five
dozen or more.

All Brooms
Guaranteed

Rich & France

607-9 W. 12th Place

CHICAGO, ILLINOIS



One Sort of Feeling About School.

"You can't make me believe that all this Montessori system stunt is anything but a fad," declared the old-fashioned Greek teacher. "I want my children taught the way I was taught, out of books, with the power of concentration and memory trained to hold things. There is altogether too much fun in school nowadays. Besides, what's the use of children learning things in school that they drop the minute they get outside."

"Sometimes I suspect," I said, "that as soon as they get outside of school they drop a good deal that they 'learn' out of books. I know I did when I was a child."

"I don't mean what they learn out of books," said the Greek teacher. "I mean the things the teacher spends so much time over. Now there's my boy. At school, by some sort of game or other—I don't know just what—they've got him to the point where he hangs up his coat and puts away his rubbers when he gets to school; all very fine and orderly. When he gets home—does he hang up his coat? He does not. He drops it on a chair, or on the floor, just as he always did before he ever went to school at all or got any of this Montessori nonsense."

She didn't seem to realize the significance of what she had said. She is a fine woman, deeply versed in Greek: I am very fond of her, and like to talk to her about the life of the Greeks of hundreds of years ago. Only a little while ago I heard her read a most interesting essay on "Home Life in Ancient Athens." Her remark about her boy showed me plainly that she knew more about home life in Athens B. C. than about home life in the United States of America in 1922.

"I don't know just what the Montessori system may have to do with hanging up coats," I said, "but I don't believe it taught that boy to leave his coat on the floor at home. My guess would be that he learned that before he ever went to school."

"A boy's habits," growled the history teacher—this conversation took place among a group of school people—"consist almost entirely of the things he's been able to get away with. I've observed that in myself and my own family. Your boy is allowed to throw his things around at home, and he isn't allowed to do it in school. Q. E. D. Simple proposition in cause and effect."

What I did want to say, but refrained from saying because I didn't want to hurt my friend's feelings was that it was all very plain to me. I think I know why the boy was orderly in school and disorderly at home. It

relates to a thing much deeper than any mere detailed instruction about what to do with your coat. It goes way back to the essential spirit of the home.

I know nothing about the school or kindergarten or whatever sort of place it is where by what my friend the Greek teacher calls the "Montessori" system the boy learns orderliness: but I am very sure that in that place he is given the feeling that the place is his; that he shares in its life and interests. He is encouraged and, inspired to think that it is a better place because of what he contributed to its comfort and attractiveness. The public opinion of that school is in favor of everybody doing his share towards keeping things as they should be.

I know nothing about the home of my friend the teacher of Greek; but I think I can tell by what she said about her boy that she has not bothered much to tell him about the homes of ancient Greece, the beauty that surrounded them; how the little boys of Athens could look up out of their windows and see the wonderfully perfect things, the Parthenon and the other beautiful buildings on the Acropolis that were the pride of the ancient city.

I am pretty sure, too, that she never has done much to give him pride in his own home, to make him feel that he has a share in its order and attractiveness. When he throws his coat on the floor I suppose it is treated as an offense against her rather than himself. Or, perhaps, she has grown tired of talking about it and just picks up the coat or has somebody else do it.

Children love to share in things. It is the easiest thing in the world—I know because I have done it and seen it done by other mothers—to enlist the interest of children in all the affairs of the home—in its beauty, its comfort, its pleasures and festivals. They love to help in even the most menial and disagreeable tasks of the house, and in the cooking, sweeping, dusting, and all the rest. It helps them to feel that it is their house and that they are being useful.

You can kill this interest, either by neglect or by suppressing the desire to be helpful. In either case the result will be that they will have one sort of interest in their school and another sort—or perhaps no interest at all—in their home. Prudence Bradish.

(Copyrighted, 1923.)

Lawrence Co-operative Co., general dealer, Lawrence: "We are well satisfied with what you give us in the Tradesman for \$3 and are pleased to renew our subscription."

Wild Scramble For Water Powers.

The wholesale purchase of dam sites and water powers by Henry Ford appears to have started similar activity on the part of the Commonwealth Power Co., which has recently acquired about a dozen small going concerns about the State. Two additional purchases have been announced during the past week—the Thornapple Electric Co. and the Cheboygan Light and Power Co. The former obtains power from a dam at Labarge and supplies light and power to thirteen cities and towns. The latter has three dams and serves nine cities and towns. The acquisition of these properties makes it almost necessary for the purchaser to absorb the Cascade Electric Co. and the Boyne River Power Co. It is understood that Ford has made overtures for the purchase of the Cascade holdings, which would bring a Ford branch of some kind to Grand Rapids in the event of the deal being consummated. The high price of coal, with small likelihood of a reduction in the future, has recently doubled the value of water powers contiguous to growing cities and every

available dam site in the State will probably be acquired either by Ford or the Hodenpyl-Hardy interests in the near future.

Because you and your father before you have always done a thing a certain way and got by with it, don't get the idea that no other way can be better.

SCHOOL SUPPLIES

Pencils

Tablets

Paints

Ruled Papers, etc.

WRITE US FOR SAMPLES

The Dudley Paper Co.
LANSING, MICH.

Lily White

"The Flour the Best Cooks Use"



A GOOD RECIPE FOR MILK BREAD

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

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.

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.

Must Please You

Lily White Flour contains all the prime goodness of the finest wheat grown in the world. We know—and thousands of the best cooks for three generations know—that Lily White is as good as a flour can be milled. It must please you. To make sure that you will find Lily White unexcelled for the baking of delicious breads it is sold under a rigid money-back guarantee.

Why You Should Use Lily White

REASON No. 19

Bakes the very best breads

Breads baked with Lily White possess everything you look for in a good bread. Flavor! Lily White breads have that clean, wholesome taste plus the flavor of the superior wheat. Lily White is clean. Breads are light, firm of even texture, appetizing and easily digested.

You can join the growing army of good cooks by telling your grocer to send you a sack.

Does Not Approve Cancellation of Foreign Obligations.

Grand Rapids, Jan. 2.—That prominent New York banker and financier, Otto H. Kahn, has very emphatically declared himself in favor of an extinguishment of a major portion of the war debt owing us and long past due, by foreign nations, as a happy means of restoring happiness by bringing about a change of mental and moral attitude and actual conditions which is indispensable "if the world again is to be on an even keel."

Mr. Kahn thinks that of the two and three-quarter billions of dollars or thereabouts, which our Government loaned to the allied nations after the armistice, that portion that was not applied to the settlement of war contracts here, at least, or is offset by valid counter claims, is intrinsically distinguishable from the allied debt to us, should be promptly arranged on some tangible basis of repayment, covering an exceedingly long period of time and at a very low rate of interest.

Very reasonable and so far as the main issue is concerned—unimportant.

But for the remaining ten or twelve billions, he would grant a period of time practically without interest, such we will say as would be required for a turtle to make a round trip to the nearest fixed star; that, is with reasonable traction facilities.

In other words, Mr. Kahn would suggest that the enormous balances owed us by these foreign countries, borrowed from the Nation, but taken from the pockets of its people to the extent of "hurting," be arranged on a basis of a low rate of interest, scarcely perceptible, with final payment of principal to be derived from the proceeds of a sinking fund at the ratio of one per cent. per annum, which with interest earnings of same, would pay up the principal in fifty-six years, provided always that such a monetary commission ever got sufficiently along to plan any form of settlement and the debtor nations ever stopped quarreling long enough to set a date for even thinking of considering their obligation to us.

If suggestions were in order, I would like to make the suggestion to Mr. Kahn and the horde of high financiers who are so vastly worried over the tribulations of so-called sister nations to the extent even of cancelling the entire indebtedness, that any arrangement for the paying off by these countries of their indebtedness to us at a reasonably low rate of interest would prove of much greater mental relief than the knowledge that they are already mortgaged to the muzzle to the financial world, represented by Mr. Kahn, through the medium of bonds at usurious rates of interest, and sold at considerable discount, with the matter of varying exchange entering quite largely into the transaction.

Now that the gentleman mentioned has expressed confidence in the ultimate payment of this vast indebtedness, with eternity as the final date of maturity, why not ask him, with the co-operation of his financial friends, including those flag wavers who waxed fat off of our Nation's misfortunes, to arrange for such a schedule of payments on the loans which they made to these allied countries when in dire distress, with negligible interest. Not one of them but what could well afford to make this concession without physical sacrifice, thereby setting a notable example for those misguided individuals who think that money squeezed from a populace, patient and long suffering, under great mental, and greater physical stress, ought to be repaid, and its proceeds applied toward relieving them from the burdens imposed upon them which will almost require an eternity to efface.

All good loyal Americans have a sympathetic feeling toward our war scourged neighbors, but the most intelligent realize fully that we can only prevent ourselves from falling into the

self-same depths by the exercise of much caution in the disposition of so-called charity.

The wisest men of our day concede that the tribulations of the taxpayer have not fairly commenced; that as income taxes decrease and the ultimate time for payment of our own loans due the bondholders approaches, more strenuous methods must be devised for providing for these payments, such as never have been even suggested heretofore.

Consequently the necessity for calling a halt in the dispensation of our own benefactions.

Let us hope that we are not imbued with the spirit of repudiation, such as seems to measure the sentiment prevalent in some of our debtor's countries, and if we are to retain our unsullied reputation for square dealing we must not increase our extravagances in disbursements to the point where we cannot command the respect of sensible financiers.

One hundred per cent. fulfillment of our obligations in the past has given us enormous working capital in the way of credits which we would be very foolish to sacrifice through any mistaken ideas of philanthropy which are largely chimerical. Our full moral obligation, if such existed in fact, has been met, in our treatment of our neighbors in misfortune, and these duties have been performed unstintingly and unselfishly.

The United States cannot afford to undertake any further political, military or financial responsibility on account of European problems, any more than it can afford to enter any of its leagues or alliances, especially at a time when everything in connection with foreign politics is in chaos.

It is unfortunate that such existing complications should affect our commercial relations, but even if Europe is not able to buy from us, we ought not to do anything which we will ultimately regret and which will further detain us in the depths of depression from which we are slowly emerging. If our resources are conservatively developed and our foreign policies are sane, we will get along somehow in spite of European confusion and self-inflicted paralysis.

It seems to me that it will be an unfortunate incident in the career of anyone depending on the indulgence of the electorate of this Nation, or any portion of it, if his action, suggestive or otherwise, bears evidence of a disposition toward the cancellation of the foreign debt.

A few sentimentalists of questionable mentality are favoring such a course, but the real loyal subject, who places honor upon a higher plane than mercenary achievement, will show scant respect for the individual, statesman or political organization, who advocates a cancellation of these enormous obligations for the purpose of improving commercial conditions.

If Congress will create a breach in the tariff dead wall and encourage a spirit of reciprocity, even though it be on a trade basis, one discouraging hurdle will have been removed from the path now overgrown with customs regulations and prohibitive enactments and tribulations will be visibly reduced.

When our debtors see the light and give evidence of an absence of astigmatic complications, we will all feel more in a mood to loosen the cords.

Frank S. Verbeck.

Sure Sign.

A visitor to a small village was waiting for an overdue train to take him home.

"Isn't the train coming soon?" he asked the porter.

At that moment a dog came trotting up the line. The porter grinned.

"Oh, yes, sir," he said. The train'll be along now. Here comes the engineer's dog."

Recommend Quality Products

Women who order Royal Baking Powder are buyers of quality products. They are the kind of customers you like to see in your store. For they are potential purchasers of the best of your stock.

You will attract more of this profitable trade if you recommend products of unquestioned quality such as

ROYAL Baking Powder Absolutely Pure

The best known—the best liked—sells itself

Contains No Alum—Leaves No Bitter Taste

Make It "A Shredded Wheat Year"

Everything looks bright for 1923. The war is over and we will soon be back to "normalcy." Let's make it a record year for

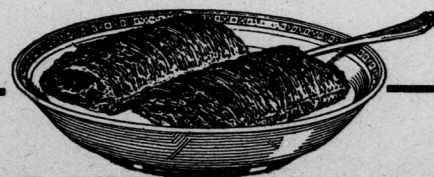
Shredded Wheat

You know it is the one cereal food that has survived all the ups and downs of public fancy and shows increased sales every year. Our plans for advertising Shredded Wheat Biscuit and Triscuit during the coming year are more extensive and far-reaching than ever before. We can make it a record year for Shredded Wheat if we have the co-operation of our distributors. Are you with us?

Shredded Wheat is packed in dirt-proof, bug-proof cartons. To avoid germination of bugs or worms, however, it is best to keep Shredded Wheat, as well as all other cereals, in a clean dry place.

MADE ONLY BY

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





Cotton Problems and Fabric Sales.

A strengthening in the position of cotton marked the closing week of the year. Even profit-taking sales produced merely a temporary check. Great hopes are based on increased takings by Lancashire spinners after the opening of the new year. There is still a large gap to fill in the matter of exports, however, and whether this will be done at the high prevailing prices is yet to be demonstrated. Suggestions are still made for the securing of adequate cotton supplies elsewhere than from this country. Brazil is the country most seriously considered as a source of supply, just as it was turned to during the Civil War. One advantage which the land in question is said to possess is that two crops of cotton may be grown there each year. Next year's crop in this country is calling for increased attention because of the smallness of the two preceding crops. The yield, it is believed, will be in great measure dependent on the supply of calcium arsenate, the poison which is used against the boll weevil. There is not enough of the material made in this country and what comes from abroad appears to have been grabbed by speculators. This will, of course, make it more expensive for the cotton growers, though a little of the poison goes a great way.

Meanwhile, the higher cost of the raw material is reflected in the prices of cotton goods. Printcloths have reached the high point of the year, selling on the basis of 60 cents per pound or above it. The deliveries called for are February and March. Sheetings have been taken liberally by bag makers. In finished goods, gingham are sold well ahead and fancy cottons have been going better than staples. Knit outerwear has been in good demand, while a recurrence of activity in underwear is looked for after the opening of the new year.

Wool Consumption and Woolens.

A lull in wool operations is noted abroad, due to the absence of auction sales. In a fortnight or so there will be a resumption of offerings. In this country the last week showed no marked feature. Sales were not numerous, but high prices continue to prevail, although it may be noted that these prices are only relatively high, not showing as large a percentage of advance since pre-war days as do those of some other important commodities. Consumption of wool in domestic mills was at a high level during November, the figures of which were made public during the past week. In the month in question the mills used 63,313,170 pounds, grease equivalent, against 59,281,774 pounds

in October and 53,463,000 pounds in November, 1921. During the month the woolen spinning spindles were about the same as in October, but, in those of worsteds, there was an increase. An advance also occurred in the number of wide looms in operation. The goods market showed little change. Mills continue busy on Spring orders and are ready to show the offerings for the next heavy-weight season. When the openings are to take place is still a question, but there seems little reason for any long delay as labor and raw material prices are fairly well determined. Spring clothing purchases by retailers have been as well as were expected and reorders are considered likely. Dress goods, especially of the better kinds, have made a good showing. Early in the year the new offerings are expected.

Pokes in New Lines of Popular-Priced Hats.

Small French pokes, deep cloches and small broadside mushrooms are contained in a popular line of three-dollar hats shown here, the bulletin of the Retail Millinery Association of America says. Felt crowns and draped printed silk brims, with large, spotty patterns, carry out the bandanna idea that is fostered by the "smartest" houses. Plain silk facings and side crowns and brims of colorful silks are shown with merely pin trims, or, as in the case of the little mushrooms, without any trimming at all. The bulletin goes on:

"Bands with bow ends or trailing scarfs make the pokes, with the felt crown highly evident. They are made mostly with bell crowns, for they carry out the youthful idea for which this combination strives. Another version of the all-felt hat, shot silk faced, is made of half-inch strips of varied colors that overlap each other to make the brim and a plain felt crown. Tiny silk cords, which are used to make the entire brim of a small poke, choose a felt crown to offset their rainbow colors, and carry out the printed pattern idea in the way they are swirled."

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.

Duro Belle

HUMAN HAIR NETS

MORE PROFIT TO YOU!

An unbeatable combination—a nationally advertised human hair net of unsurpassed quality at \$10.80 per gross. Other quality hair nets cost \$12.00 per gross—so in the sale of DURO BELLE your profit is greater by \$1.20.

NATIONAL TRADING COMPANY

630 SO. WABASH AVE.

CHICAGO, ILL.

Just Received or in Transit

Our SPECIAL NET 10 DAY CASH SALE in December was a wonderful success and we had bigger sales than we expected and cleaned up our stock in wonderful shape.

As we stated before we have had IN TRANSIT OR JUST RECEIVED a large number of shipments of staple cotton merchandise which we bought on the low market and which we are selling accordingly.

Therefore, we can say with assurance that we are in shape to sell you your needs of DRY GOODS and NOTIONS and that our stock is clean, complete and priced as low or lower than you can buy anywhere else.

We also expect to be able to offer you additional items and lines not heretofore carried by us.

We thank you for the loyal support and business given us in 1922 and solicit your further favors for 1923.

GRAND RAPIDS DRY GOODS CO.

Wholesale Only

A corking good Blue Chambray Work Shirt.

Full cut

@

\$7.50

Daniel T. Patton & Company

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

32 inch, 10 to 20 yard

BUNDLES Dress Gingham

Special—17½ per yard

Quality Merchandise—Right Prices—Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

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	25@35
36 in. Radiant Bloomer Satin	47 1/2
36 in. Percaline	16 1/2
Windsor Cambric	11
36 in. Radiant Charmeuse	47 1/2

White Goods.

33 in. Soft Finish	22
36 in. Soft Finish	25
44 in. Soft Finish	31
54 in. Soft Finish	38
All Linen Finish 1/2 c yard more.	

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 7/8 in. Voiles	37 1/2
40 in. Organdies, all colors	42 1/2
32 in. Romper Cloth	23 1/2
27 in. Apron Ginghams	12 1/2@14 1/2
27 in. Cheviots	16 1/2
Flanne & Serp. Crepe, from	25
36 in. Challies	13 1/2
32 in. Madras	25
32 in. Suitings, from	22 1/2@35
36 in. Clifton, from	32 1/2@42 1/2
27 in. Poplins	27 1/2
27 in. Poplins, from	27 1/2@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 19, Darks 20

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 20 to 25	

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	83 1/2
58 in. Mercerized	45
58 in. Bates or Imp. Hol. Red Dmk.	75

Pattern Cloth.

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

Towels & Wash Cloths.

Turkish Towels from \$2.25@9.00 depending on size and quality, and whether plain or fancy.	
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.	
Scrim & 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
60x72 Cotton Felted Blankets	1 20
64x74 Cotton Felted Blankets	1 37 1/2
60x76 Cotton Felted Blankets	1 55
61x76 Cotton Felted Blankets	1 70
64x80 Cotton Felted Blankets	1 70
68x80 Cotton Felted Blankets	2 00
72x80 Cotton Felted Blankets	2 15
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	
64x76 Barian Heather Plaid	2 10
72x80 Barian 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 Woolnap Plaids	3 35
72x84 Woolnap Plaids	3 75
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	
60x76 Woolnap Plaids	2 50
60x80 Woolnap Plaids	2 65
68x80 Woolnap Plaids	2 85
72x84 Woolnap Plaids	3 65
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	

Comfortables, Indian Blankets & Bath

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

Crib Blankets.

30x40 Stitched	70
30x40 Scalloped	75
36x50 Stitched	1 00
36x50 Scalloped	1 10
36x50 Bound	1 37 1/2

Camp Blankets.

Camp Blankets	2 50
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Auto Robes.

Auto Robes	2 50
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Wool Blankets.

66x80 Wool Mixed	5 75@6 25
68x 80 All Wool	7 50@8 50
70x80 Wool Mixed	6 50@7 50
70x80 All Wool	8 50@12 00

Comforts.

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

Sheets.

63x90 Pequot	15 95
63x99 Pequot	17 35
72x90 Pequot	17 35
72x99 Pequot	19 00
81x90 Pequot	18 85
81x99 Pequot	20 65
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	15 25
72x99 Lockwood	16 69
81x90 Lockwood	16 75
81x99 Lockwood	18 34
Cheap Seamless Sheets	13 50
Cheap Seamed Sheets	9 00

Pillow Cases.

42x36 Pequot	4 32
45x36 Pequot	4 56
42x36 Pepperell	3 48
42x36 Pepperell	3 96
45x36 Lockwood	4 20
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	3 20
5-4 Meritas White	3 70
5-4 Meritas Fancy	3 60
6-4 Meritas White	4 70
6-4 Meritas Fancy	4 60

Batts.

3 lb. Quilted Cot. Batts	80 per batt
3 lb. Plain Cotton Batt	75 per batt
8 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	50
8-4 Pequot Bleached	55
9-4 Pequot Bleached	60
10-4 Pequot Bleached	65
7-4 Pequot Brown	44
8-4 Pequot Brown	50
9-4 Pequot Brown	55
10-4 Pequot Brown	60
7-4 Pepperell Bleached	38
8-4 Pepperell Bleached	42
9-4 Pepperell Bleached	45
10-4 Pepperell Bleached	50
7-4 Pepperell Brown	38
8-4 Pepperell Brown	42
9-4 Pepperell Brown	45
10-4 Pepperell Brown	50
7-4 Lockwood Bleached	43
8-4 Lockwood Bleached	48
9-4 Lockwood Bleached	53
10-4 Lockwood Bleached	58
7-4 Lockwood Brown	43
8-4 Lockwood Brown	48
9-4 Lockwood Brown	53
10-4 Lockwood Brown	58

Tubings.

42 in. Pepperell	30
42 in. Pequot	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	17
Fruit of the Loom	19
Auto	16 1/2
Big Injun	14

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	21
Old Glory, 60	19 1/2
Diamond Hill	15 1/2

Ticking.

Straw Ticking	16 1/2
Feather Tickings from	8 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
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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 1/2
27 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
Kohinor Snaps, gro.	60
Wilsons, 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
Steel Pins M. C., 300, per box	45
Brass Pins S. S., 160, per box	43
Brass Pins S. C., 300, per box	75
Brass Pins M. C., 300, per box	80
Clarks Thread, doz.	59
J. J. Clarks Thread, doz.	59
Beiding 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	75
B. 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	50
Fleishers Knitting Worsted Skeins	2 30
Fleishers Spanish worsted balls	2 60
Fleishers German't'n Zepher Balls	3 70
Fleishers Saxony Balls	3 70
Fleishers Knitting Worsted Balls	2 60
Fleishers Scotch & Heather Balls	4 50
Excella 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 Lisle 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 22 1/2
2 Thread 200 Needle, 3 lbs. on 9 2 25 1/3	R. 10 F. 05
Misses Mercerized 300 Needle Combed Yarn Hose	2 25 1/7
Misses Cot. 28 oz. Dou. card. Hose	1 35 1/7
Misses Merc. 344 Needle Hose	3 35 1/7
	R. 10 F. 05

Ladies' Cotton & Silk Hosiery.

176 Needle Cotton Hose	1 25
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	5 25
440 Needle Top full Mercerized	4 62 1/2
Fibre Silk Hose	4 12 1/2
12 Strand Pure Silk Hose	12 00
Pmt. 110 Silk & Fibre	8 50
260 N'dle 18 in fibre boot mock sm.	6 75
10 Strand 18 in. Boot Silk	9 00
Ladies' Full Fash., 42 Guage, all Silk Hose	19 50

Ladies' Fleece & Wool.

220 needle, 2 lb. combed yarn	2 25
200 needle, 2 1/2 lb. comb. yarn hose	3 00
200 n'dle, 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 50
Record, med. weight Cotton	1 90
R. & D. Heavy Cotton Hose	1 60
176 Needle Cotton Hose	1 35
200 Needle Combed Yarn Hose	2 15
200 needle full mercerized Hose	3 00
240 needle fibre plated Hose	7 75
Pure Thread Silk Hose	6 00
Nelson's Rockford socks, bdl.	1 40
Nelson's Rockford socks, bdl.	1 50
Nelson's Rockford socks, bdl.	1 65
2 1/2 lb. Wool Sox	2 25
3 lb. Wool Sox	3 50@2 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, Heavy	7 00 1/2
Rise	.75
Egypt Ribbed Union Suits	4 25 1/2
Rise	.62 1/2
"Hanes" No. 958 Ribbed U. S.	6 00 1/2
Rise	.62 1/2
Part Wool Union Suits, all sizes	13 00
50% Wool Union Suits	13 00 1/2
Rise	.75
Heavy Fleece Vests & Pants	3 00 1/2
Rise	.37 1/2
Part Wool Vests & Pants	5 50 1/2
Rise	.50

Spring.



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.

Chinese Egg Plant a Sanitary Model.

American egg producers have long since been well aware of China's frozen and powdered egg industry—as have the bakeries—and on the Pacific Coast laws are sought to shut out the product, but according to a description of an American owned egg factory in Shanghai by F. H. K. Reis of the United States consular service there is little fear from their sanitation.

The eggs used, he says, are obtained from five different provinces of China, the majority coming by rail and boat from the lower Yangtze Valley. As there are no poultry farms in China the eggs come from small farmers who have from five to ten hens. The eggs are concentrated in thirty-two stations throughout this area and in from five to seven days from the time the egg is laid it is used in the factory. The eggs are first cooled and the ones with broken shells discarded.

After a candling process the eggs are taken to a floor above and broken. As in candling this is done entirely by women, each egg being handled separately and the work is done with remarkable rapidity. If an egg that has spoiled has slipped by the candle women it is caught here. From this point the eggs are either frozen or dried. If frozen they are placed in tins varying in capacity from thirty-one to thirty-five pounds and removed to the cold storage room and frozen to about zero Fahrenheit. If the eggs are to be dried they are placed on a long circular belt in the drying room where all moisture is extracted, after which the powdered egg is placed in cans and sealed.

About 1,000 people are employed at this factory and American ideas of sanitary toilet facilities, rest room, lunch rooms, etc., are maintained. Many of the employees carry their own lunch of rice, and before noon the factory attendants heat this up so that the workers are provided with hot food. Tea is provided free. Lectures are given to the female workers by the Chinese Y. W. C. A. on tuberculosis, danger from flies, rearing of better babies, etc.

Pig Survey To Cover Country.

The second semi-annual pig survey, cards for which are now being distributed to rural mail carriers, will cover the entire country, the United States Department of Agriculture has announced. The survey last spring covered only seventeen states, but as

an indication of present and probable pig production the survey was a great success and readily demonstrated the feasibility of extending the scope of the enquiry, says the department.

Ten cards or questionnaires will be distributed by each rural mail carrier on agricultural routes. Approximately 50,000 cards will be sent out. They have been prepared in simple form and can be filled out in a few minutes. Where possible, the mail carriers will fill in the answers as made by the hog raisers. The cards will show the number of sows farrowed during the past six months of 1921, the number farrowed during the first six months of 1922, the number of sows farrowed, or due to farrow during the last six months of 1922, and the number bred or intended to be bred to farrow during the first six months of 1923. Numbers of hogs which died from hog cholera or other diseases during 1921 and 1922 will be shown, as well as the number of pigs saved per litter.

The importance of this survey to the farmers in enabling them to adjust their production to the probable needs of the market is stressed by the department. People who deal in crops and livestock, such as packers and commission men, have very extensive organizations for informing themselves of the production of crops and livestock, the department points out. "Farmers have no such organization of their own, and, obviously, information of this character is just as important to the farmers as to the people who deal in farm products. One of the functions of government is to gather and publish these necessary statistics in order that the producers may have some knowledge of what is going on in the way of production."

The Labeling of Cereal Beverages.

Prohibition Circular No. 132, of recent origin, provides that each package bear a label showing the name of the manufacturer, the special name of the beverage, and the location of the factory, together with a statement as to the alcoholic content. The assent of the Commissioner of Internal Revenue is required for the substitution on such labels of the name and address of the distributor for those of the manufacturer where it is not desired to disclose the name of the latter. The use of certain words on such labels is prohibited. All this is covered by Treasury Decision 3084, approved October 26, 1920, although apparently not generally observed.

When people come to do business with you, let them find your place of business clean and in order—ready for business, whether they come early or late.

BLUE GRASS

BUTTER and EVAPORATED MILK

FRESH and SWEET



ARE LEADERS

AT YOUR GROCER

KENT STORAGE COMPANY
 GRAND RAPIDS - BATTLE CREEK
 Wholesale Distributors

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

ABE SCHEFMAN & CO.

Wholesale Fruits and Vegetables

22-24-26 Ottawa Ave.

Grand Rapids, Mich.

WHEN YOU THINK OF FRUIT—THINK OF ABE.

A GOOD "NEW YEAR'S RESOLUTION" IS
 TO BUY YOUR EQUIPMENT FOR STORE OR OFFICE FROM

Grand Rapids Store Fixture Co.

Complete Store and Office Equipment. Both New and Used.

7 Ionia Ave. N. W.

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

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GRAND RAPIDS, MICHIGAN

MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
 Grand Rapids, Michigan

Learn to Say—

MiLola

8 Select Sizes
 10c to 20c

Distributed By

LEWELLYN & CO.

WHOLESALE GROCERS

GRAND RAPIDS

DETROIT

Planting Trees For Posterity. Written for the Tradesman.

The United States Agricultural Department is urging the planting of black walnut trees. Even before the Washington authorities acted, County Commissioners of a number of our states have adopted such a tentative policy in connection with road building enterprises.

Upon their own initiative thoughtful farmers in some sections of the country have planted young walnut trees along fence rows, in ravines too deep for cultivation, and along country roads. There is much to commend such forethought, for by so doing, people of to-day are planting for posterity.

The black walnut is a most valuable tree. In addition to its shade it yields nuts, the market price of which this year was \$2@2.25 per bushel, 50 pounds to the bushel. In the manufacture of candy and confections, walnuts are becoming increasingly popular in this country. Picked walnut kernels now bring from 50 to 75 cents per pound. In many cities the demand for them exceeds the supply, and the picking of them makes quite a nice little side line. The writer knows a family that makes between two and three hundred dollars a winter picking walnut kernels in the home of the long winter evenings. There are two girls, a mother and a father. They enjoy the work. Indeed, to them it seems not like work.

Not only is the black walnut worth while for the fruit it yields, but it is valuable for the timber. It is a superior cabinetwood. The American walnut, in those new finishes which the cabinet makers are now imparting, is a most attractive wood. It is deservedly popular. The wood is of all woods one of the most durable. Recently the writer was examining an old hand-made cabinet put together with wooden pins. It was made entirely of black walnut. It has been in use three-quarters of a century, but its joints are just as perfect to-day as they were the day the cabinet was finished. There has been no warping or shrinking of the wood in all those years.

That the tree has also the highest military value is abundantly demonstrated by the nation-wide search for suitable walnut logs at the present time. Walnut is the only material which answers the conditions of an ideal airplane propeller: no other wood, or metal of any kind, will take its place. For gunstocks it is also indispensable.

Some one has observed that it was one of the reprehensible actions of the pioneers of this country that they almost totally destroyed this once seemingly inexhaustible supply of timber. To be sure, there was no thought of deliberate and wanton destruction in their minds, but the effect was deplorable just the same. The writer recalls hearing elderly men tell how they used to fell magnificent specimens of the black walnut—two and a half to three and a half or four feet in diameter, chop out the tops cut up the logs in sections, and roll them down into the hollows and burn them!

They wanted the land for corn and tobacco!

I have taken the black walnut as a conspicuous example of the kind of trees farmers ought now to be planting for coming generations. The oak tree is another. There are many varieties of the oak, and some of them are better adapted to certain soils than others. If anybody wants any advice on the subject of oaks (or any other tree for that matter) it can be had from the state university of his commonwealth. It is just as easy to plant a long-lived, useful tree as it is to plant a rapid-growing, ephemeral tree, and one that never will have any commercial value.

Along fence rows, roads, in draws and bottoms unsuited for cultivation, and in land generally designated as waste land, trees of this kind should be planted. When they have attained eight or ten years' growth they will begin to yield shade for the cattle, and later on they will have a far greater value for those who have entered into the heritage. Each generation is indebted to succeeding generations, for no generation liveth to itself.

Get the spirit of conservation. Plant trees for posterity.

Frank Fenwick.

Compliments of the Firm.

A clever idea which gave a New York retailer considerable word-of-mouth publicity, and also served to bring the customer back again, was through giving a cigar or dainty to a certain small percentage of customers. In itself this is an old idea, but this retailer capitalized and increased its value by the apparently careless manner in which he bestowed the favor. He took a small cardboard packing box cut open the top and filled it with a number of envelopes. The majority of these envelopes were blank but on several of them he wrote the word "Favor." This box was placed at a convenient place near the front of the store with a card requesting each person to take one envelope. When ever the envelope bore the word "Favor" the cashier presented the man with a cigar or if a lady with candy, etc., bearing compliments of the firm. This idea could be changed somewhat so it could be used by retailers in nearly all lines and in towns of few population.

Give a dog a bad name and you save him the trouble of earning it.

MCCRAY REFRIGERATORS for ALL PURPOSES

Send for Catalogue

- No. 95 for Residences
- No. 53 for Hotels, Clubs, Hospitals, Etc.
- No. 72 for Grocery Stores
- No. 84 for Meat Markets
- No. 75 for Florist Shops

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

START 1923 RIGHT!

Buy from Grand Rapids Oldest and Best Known Produce House.

Reasonable Prices Finest Qualities Quick Service

The house that knows how to give you what you want.

The Vinkemulder Company
GRAND RAPIDS

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

Receivers and Shippers of All

Seasonable Fruits and Vegetables

Moseley Brothers

GRAND RAPIDS, MICH

Jobbers of Farm Produce.

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

A. B. KNOWLSON CO.
Grand Rapids Michigan

Red Star Flour

If you see an article advertised nationally or, for instance, in a publication like the "Ladies Home Journal" would it occur to you to question its quality?

Of course, we all know it doesn't pay to spend money advertising or intensively developing sales on an article that isn't sure of repeating.

If Red Star wasn't a quality piece of goods, that would hold your trade, if you once got it started, we would have been discouraged long ago in trying to interest you.

Apparently you are one of those merchants who isn't easily changed and that doesn't pick up everything that's offered.

That's exactly why we are more interested now than ever in getting you to try Red Star or letting us refer you to any number of successful dealers who have tried it and are using it now.

We know you want strictly quality goods—and you will appreciate a big leader in flour like Red Star, if you'll once get it started.

JUDSON GROCER CO.
GRAND RAPIDS, MICHIGAN

Good News for Women

—and an Opportunity
for Grocers:

Madam, Raisins Cost Less Now

So Get Their Benefits and Their
Flavor in Scores of Attractive,
Money-Saving Foods

DUE to greatly increased crops, even though production costs are still much higher than in pre-war days, raisins now cost almost as little as before the war.

Use this luscious, energizing, healthful food lavishly, therefore, in scores of "plain foods" like rice pudding, boiled rice, bread pudding, Indian pudding, and in cake, cookies, pie, and with the children's cereals, to give them "luxury flavors" at "plain food" costs.

Raisins are both good and good for you. So take advantage of these lower prices now.

Sun-Maid Raisins

Seeded—Seedless—Clusters

Packed under most sanitary conditions in fresh, clean cartons. Very highest quality. Insist on Sun-Maid Brand, the kind that you know is good.

New 11 oz. Package

Your retailer should sell you Sun-Maid Seeded and Seedless Raisins in 11 oz. packages for not more than 15c.



Not More Than 20c
Your retailer should sell you Sun-Maid Seeded Raisins in 15 oz. blue package for not more than 20c.



Not More Than 18c

Your retailer should sell you Sun-Maid Seedless Raisins in 15 oz. red package for not more than 18c.

Increased Sales.
Faster Turnover.
More Profit.
Better Satisfied Customers.
Try it.

Let Women Know

LET women know that you are selling Sun-Maid Rasins at less than former prices, for therein lies an opportunity of which every grocer should take full advantage now.

The California raisin growers are getting less for their crops now than for the past five years. They are taking less to bring raisins down within the purchasing power of your customers.

In your interest and our own we are telling millions of housewives about these lower prices.

The result is more raisins than ever before are being sold. *Your* sales will increase, *your* turnover of raisins will be faster, *yo* profit will be better, and your customers will be better satisfied if you let women know that *you, too*, charge less for them now.

Try it in your store. Note the immediate response. Begin today.

A Suggestion for Your Window

Sun-Maid Raisins

15 oz. Package Seeded.....	20c	15 oz. Package Seedless.....	18c
11 oz. Package Seeded.....	15c	11 oz. Package Seedless.....	15c

Place cards in your windows and on your counters worded as above. Let every woman see one in your store. See how sales increase. Let this be the test to prove the *value to you* in these lower prices.

They allow you 25%, so your margin is intact.

Everywhere, where they have been

announced, sales have jumped to new high figures. Old stocks have been wiped out in a day and new and better profits begun immediately, on fresh, new, delicious goods.

Supply your customers with these better raisins at lower prices now. Let them know that *you, too*, want to give them what is best in every line at a reasonable cost.

Sun-Maid Raisin Growers

Membership 14,000

Dept G-1201, Fresno, California,



Gabby Gleanings From Grand Rapids.

Grand Rapids, Jan. 2—In addition to being an insurance order, the U. C. T. is a fraternal order. What does this mystic word fraternal mean to the average man? If you are a real U. C. T. and a real traveler, you may have an intimate knowledge of its meaning. To many of us, the emblem of the crescent and sample case is truly, "A Ray of Hope," in a strange city or town. You meet the emblem everywhere. Never hesitate to introduce yourself, for ninety-nine times out of a hundred you will gain a friend worthy of the name, one who can probably give you information of local value. In the hotel, and garages, the emblem will get you increased attention.

But it is in times of trouble, accident or illness that you will gain your best appreciation of Fraternity. It was only recently that a story was told to me about a member of the U. C. T. from a Northern state who was caught stranded in a city far South. It wasn't his fault. He'd taken a job from a concern that defaulted and failed the fourth week after he started South, a thousand miles from home. About twenty other salesmen were caught on the road for the same firm, all left without salary or expenses to pay their way home. This member—caught in Texas—had suffered a bit of ill luck just before he accepted this position. He'd lost a boy from disease contracted in the service and a combination of other reverses helped to add to his financial burden. He needed that job and its promised income. Now here he was among strangers, in a new territory and practically broke. He was just about the gloomiest man in the world. Then suddenly he thought of the U. C. T., but blushed when he recalled that he never went to the meetings and in other ways had neglected to interest himself in the fine activities of the order. But he knew of its work, and he knew that he had always paid his dues. Despite his feelings of remissness he looked up the local secretary of the city in which he was marooned and explained his predicament.

That was just a month before Christmas. Can you imagine his fix and feelings? A thousand miles from home—broke and Christmas a month off? But the evening train North found him planted in a Chicago sleeper, his fare paid, with change enough for meals and two ten spots in cash tucked in his waistband pocket.

He was on his way home. Sure, the U. C. T. boys of that Southern city had staked him. And, but that doesn't hurt the story any, he paid them back within a month from the proceeds of a new job the home folks secured for him.

Let's hope you'll never need this kind of help, but you never can tell. There is, however, a fine, compensating feeling in the thought that you are, let's say, an enthusiastic, loyal and working member of one of the best fraternal organizations on earth.

Why are you not bringing in more new members? Surely you realize that there never was a time when commercial men needed protection more than now. You have, without doubt, the best protection in the world to offer. There is no insurance organization offering any policy just as good,

and besides you have an argument in the widow's' and orphans' fund and the social end, both of which are almost valuable to you and me.

Make up your mind that henceforth you are going to devote just a wee bit of your time to U. C. Tism, that you are going to bring in enough new members to more than make up the loss from death and lapses. Don't forget that every new brother you bring in will always appreciate what you have done for him, for you will have given to him real service which even money cannot buy.

The question of more remuneration for the successful salesmen of one company is answered by the men themselves. They are paid a salary and a fixed amount for expenses. They send in no expense sheets. They know that the sales costs are reckoned at a certain percentage and that if they can reduce that percentage, the difference is theirs. That means the greater their sales, the larger their earnings. Expenses include the operating and owning of their own cars. The company sells them the cars on the installment principle, deducting so much from the monthly check. It was found that the car account was becoming too heavy, but the new plan agrees both with the men and the automobiles. Before the men were responsible as owners, cars would be down and out in a year, in some cases. Now, they are lasting from two to three years.

Overselling is oftentimes more distasteful to the salesman than not getting sufficient selling "dope" over to the prospect. A recent example is that of a piano salesman. He was selling to farmers at this time and came to a house where the family possessed an old organ. The boss of the house wanted to trade in the organ for a piano, and the salesman had the order all made out, the only thing lacking being the signature. Then his love of music got the better of him. He seated himself at the old organ and began to draw from it beautiful airs—old airs, and other old music dear to the hearts of those who love the organ. As the strains rolled from under his fingers his listeners sat entranced. When he finished the farmer and wife were in tears. The salesman was mightily pleased with his organ playing and started to talk all about organs and organ playing. Then he realized that he was there to talk piano but the realization came too late, for the farmer and his wife decided that the organ was too good to part with.

M 13 from Kalamazoo to Plainwell is about as rough a piece of road as there is to be found anywhere in the State. Good work has been done in broadening two of the curves on the road, but the roadbed itself is in terrible condition.

As soon as the present addition to the Pantlind Hotel is completed, the directors should turn their attention to the installation of a cooling system of some kind. Under existing conditions the main dining room of the Pantlind is as hot as the alleged abode of the devil during warm weather. The heat is so unbearable that many people will not endure the tortures incidental to an hour's stay in the room. The Pantlind was designed by one of the biggest hotel architects in the country, but he certainly played his

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.

OCCIDENTAL HOTEL

FIRE PROOF
CENTRALLY LOCATED
Rates \$1.50 and up

EDWARD R. SWETT, Mgr.
Muskegon Mich.



HANNAFORDS NEW CAFETERIA

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

For The Past 10 Years

Prop. of Cody Hotel Cafeteria

Western Hotel

BIG RAPIDS, MICH.

Hot and cold running water in all rooms. Several rooms with bath. All rooms well heated and well ventilated.

A good place to stop.

American plan. Rates reasonable.

WILL F. JENKINS, Manager

Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

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.

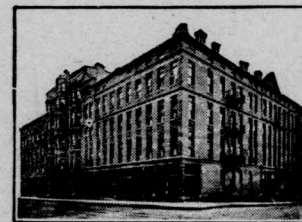
3 Short Blocks from Union Depot and Business Center

HOTEL BROWNING

MOST MODERN AND NEWEST IN
GRAND RAPIDS

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

CODY HOTEL



IN THE HEART OF THE CITY
Division and Fulton

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

CODY CAFETERIA IN CONNECTION

New Hotel Mertens

GRAND RAPIDS

Rooms without bath,
\$1.50-\$2.00; with shower or tub, \$2.50.
Club Breakfast 20c to 75c or a la Carte.
Luncheon 50c.
Dinner 75c.
Wire for Reservation.

Union
Station



75 Steps East

Fire Proof

Grand Rapids clients a shabby trick when he planned the Pantlind Hotel without an adequate cooling system.

In former days the Grand Rapids postoffice was conducted in such a manner as to accommodate the public; but that time appears to have rolled into history. Take the New Year holiday, for instance, after the last delivery early Saturday afternoon, no mail could be obtained—except by the daily newspapers and hotels—for nearly three days. People who were expecting important mail Monday and who called up the office to ascertain if they could be accommodated were informed very abruptly that no mail could be obtained until Tuesday morning. For a city the size of Grand Rapids such arbitrary methods are not in harmony with what the public has reason to expect from the postal authorities.

At last, after several months, there is a new drinking fountain at the Michigan Railway waiting room in Grand Rapids. Next morning after the first day a dozen cigaret stubs were found in the bowl. Evidently the dear traveling public is unappreciative. The annual election of officers will take place on Saturday afternoon at the You-See-Tea Club in the Pantlind Hotel after the luncheon and usual program.

Now that the holiday season is over, hotels will be crowded to capacity. To avoid inconvenience it would be well to make reservations early.

Many strange faces will be seen around hotel lobbies during the next few weeks. The usual flock of first-timers will be out in force, fresh and full of enthusiasm. As usual, less than half of them will make good. Some will fall by the wayside and others will give up because they are unable to stand the punishment that is the traveler's lot. Late hours, early trains, irregular and often poorly cooked meals, multitudinous reports to fill out daily and an empty order book has driven many a new man back to a desk job with his feet under father's table at nightfall.

"There are two hotels in Michigan that I dislike to leave," said a traveler recently. "One is the Post Tavern, because it is so quiet and restful; sort of home-like. The other is the Pantlind, where the service is excellent. It is all that a hotel should be."

Don't ever imagine that your employees sent you out to spend their surplus. Their families can do that. Better to wear out the soles of your shoes than the seat of your pants. The happy salesman is the man who works hard all the time and doesn't know it; he is making lots of money and too busy to count it; that's the reason why some men have the firm send their money home to their wives; for she has more time to count it and more ways to spend it. The busy salesman has no time to spend money and that is the reason a successful salesman is loved and respected by all his customers. He will not bank upon his personality to sell goods, but will be so well informed, so fair, helpful and frank, that his knowledge and geniality will be the radiation of his true character.

Always love your goods, and talk freely, and in a short time you will have your customers talking the same way. Don't be backward or afraid to talk right from the shoulder to any man you meet, whether he be large in stature, large in business, or large in finance. He will be glad to talk with you if you get him in a dignified, manly way, provided you know what you are talking about. The large buyer generally likes the salesman, for he knows the sales manager started him away with a confidential per cent. tucked under the lapel of his coat to be used in extreme cases, and if you are a good salesman you will not abuse the confidence of the sales manager.

Some salesmen think it a bad habit to run around all day in the rain and get wet feet and soil their pressed trousers, so would rather spend the

day in the billiard room. But the rainy day is the best day to get your customer and he will have plenty of time to hear your story and give you a good fat order and your firm will be mighty glad to pay the tailor's bill.

The live salesman who really represents his house will take a personal interest in his customers, and the jobber who really has the interests of the trade at heart will do all he can in every legitimate way to build up his customers and make them independent of financial favors. The jobber who depends principally on financial favors to hold trade shows a lack of confidence in his goods, service and prices.

A good traveling salesman is one who does not butt in, but waits to be invited in and one who is short and sweet in regard to what he has to say about his goods.

John B. Parker, 72 years old, for many years traveling salesman for hardware concerns and former resident of Mason and Mt. Pleasant, recently died at Saginaw. He leaves a widow and son, Dr. J. O. Parker, of Owosso, and was a member of all Masonic bodies.

Wholesale grocers, after admitting that the wholesale grocery salesman is not as efficient as he ought to be, and that much of the troubles of the jobbing business are due to that, are sending their salesmen a questionnaire in an effort to learn why. Some of this appears on page 2 of this week's issue of the Tradesman. It is a very keenly drawn list of questions, and the salesman who truthfully and carefully answers them will probably stand face to face with the cause of his own inefficiency if he is inefficient.

I think I know one reason why the wholesale grocery salesman isn't efficient. The reason is that very often he isn't any good. Some of the best salesmen on the road are in the wholesale grocery business, likewise some of the worst. More of the worst than of the best, more of men who make less than \$1,500 yearly than of men who make \$7,500. In fact, while salesmen in other lines are making \$7,500 and up right along, the man who is making it in wholesale groceries is a curiosity. Most salesmen contend that it isn't in the wood to make big salaries selling groceries at wholesale; perhaps there is something in this, but the main reason why so many salesmen make poor salaries in the wholesale grocery business that they are poor men.

Ireland Takes to Canned Foods.

Breaking away at last from the age-old fears which placed canned foods in the same categories as the "poisonous" cucumber and tomato, the natives in Ireland are more and more taking to the use of canned salmon and other American preserved foods. Old time prejudices and fears of canned foods which are now the source of amusement to our grand folks in this country are beginning to be questioned by the present generation of Ireland's housewives, and the increased consumption of canned foods in that country may be the result of consciences awakening, as our own did decades ago. The greater portion of salmon imported into Ireland is packed as a single slice in four or eight ounce cans, accompanied by but very little juice. This is preferred to the broken and juicy product.

Getting into trouble is generally expensive, but some people must have expensive things.

A "high brow" is a man with intelligence enough to keep the hair out of his eyes.

Buy Conservatively For the Next Week.

Written for the Tradesman.

During the past week there has been some reaction in wheat. This was expected rather earlier than it came; in fact, it had been so long delayed it began to look as though we would not have the usual setback in prices of cereals during the holiday season.

This limited washout in prices creates a healthier condition from the buying standpoint and conditions are such it does not appear probable there will be a much further decline, but a somewhat higher basis within the next thirty days. Everyone knows that attempting to predict any definite action the grain market will take at a particular time, however, is precarious business. We can only surmise, based on general conditions.

We have had a sufficient break, however, to make flour appear to be good property. This is particularly true if we should get a little further reaction. Wheat had a tendency to advance a little yesterday though and is strong again this morning. Conservative buying for the next week or ten days is probably the proper thing, unless, as stated above, we really should get another sharp drop in prices; then, flour would appear to be excellent property and, under such conditions, we would advise the trade to take hold rather freely; in other words, in such volume as to cover their trade requirement for the next sixty days.

Lloyd E. Smith.

Salary and Commission Plan That Works.

In a live Missouri town, a well-known department store has found that the most satisfactory way of paying its salespeople is upon a salary and commission basis. This is the way it works:

The sales force is paid a straight salary and a commission of one per cent. on all they sell, providing the minimum amount of their sales is at least four per cent. of their salary. Upon close and careful investigation the store has found that this monthly percentage is the best plan, as it makes a goal that everyone in the store can strive for. The commission is paid every month, and the store states that this is another factor in the success of the plan.

Again, in an Ohio store smaller than the one mentioned, all salespeople are paid straight salary except the ready-to-wear department. Here straight commissions are paid with a drawing account each week. The commissions, however, are paid only twice a year. These average five per cent. on sales, and if, at the end of the six months, the sales exceed the salaries already drawn every week, then a check is forthcoming for the balance.

Exhibiting Baked Eggs To Prove Freshness.

On the subject of ridiculous idea that "fresh eggs are best," which was recently emphasized in Connecticut, the story is told by a San Francisco grocer recently of how he was stung by buying an X-ray egg machine, a metal contrivance holding thirty-six eggs, under which there is an intermittent flash electric light, which is constantly

winking and blinking in a way which attracts a crowd of on-lookers and shows up the freshness of the eggs in a way that makes it a particularly good advertisement for the store. The exclusive right for five blocks to each purchaser of these machines was held out as a lure to him and he paid \$17 for it.

All went well until someone suggested that the heat of the electric light might affect the hen fruit, so he investigated and found that he had innocently poached, parboiled, baked, fried and shirred the eggs so that they were no longer salable, which made it a very expensive display. Besides which, what's the use of displaying "fresh" eggs to a public that doesn't know how they ought to look well enough to be impressed with their "freshness" after they were cooked.

Popularity of Cider.

Where cider is well made it stands a good chance of holding its own with any of the "legal" drinks since prohibition became the law. But good cider, as well as legal cider, is sweet cider. The hard variety is hard in other ways than the term ordinarily implies—it is hard to make and hard to keep. The state food commissioner of New York says that in his state the cider mills have been much improved and that apples are carefully inspected before being ground into cider. He gives the following description of the method used for the manufacture of the drink in the farming section of his state: "The apples are carefully inspected for decay, after which they are placed in wooden bins which have perforated bottoms that permit the apples to roll slowly through into moving conveyors, and while in the bins a stream of water plays over them. Apple juice made from sound, clean, wormless apples is undoubtedly a pleasing drink to many tastes. To be properly preserved it must be bottled or canned while sweet; otherwise it can be kept from fermentation into vinegar only by the use of preservatives. Apples and grapes will take the lead among beverages and sweet cider is likely to have a prominent place."

Chicago Merchant Given a Most Unique Present.

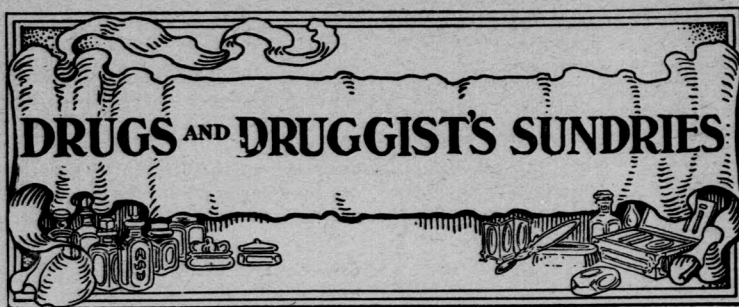
Chicago, Jan. 2—Lawrence Cuneo of Cuneo Bros., one of Chicago's largest produce dealers, received a unique Christmas present from his ten sons and daughters. It consisted of a gold watch on the dial of which the hours are marked by the pictures of each member of his family instead of the numerals. The picture show the sons and daughters in their early childhood, 11 o'clock is marked by the picture of Mrs. Cuneo and 12 o'clock by the picture of Lawrence Cuneo himself.

NOTICE OF DISSOLUTION.

NOTICE IS HEREBY GIVEN that the partnership heretofore existing between Thomas G. Horton and Chas. J. Horton, doing business at Watersmeet, Michigan, as "Horton Bros.," is hereby dissolved. The business will be carried on by Thomas G. Horton, to whom all accounts and obligations owing the firm should be paid, and all accounts owing by said firm are assumed by said Thomas G. Horton, the partnership being dissolved by mutual consent.

THOMAS G. HORTON.
CHARLES J. HORTON.

Watersmeet, Mich., Oct. 28, 1922.



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.
 President—James E. Way, Jackson.
 Vice-President—Jacob C. Dykema, Grand Rapids.
 Secretary—Charles S. Koon, Muskegon.
 J. A. Skinner, Cedar Springs.
 Oscar W. Gorenflo, Detroit.
 Director of Drugs and Drug Stores—H. H. Hoffman, Lansing.
 Examination Session—Cass Technical School, Detroit, Jan. 16, 17, 18; Grand Rapids, March 20, 21 and 22.

No-Two-Alike Customers.

If variety is the spice of life a druggist need never lack for spice for pharmacy customers are a no-two-alike lot. For instance, here is a melancholy customer who needs jollyng up—he will repent and be cheerful if he only gets first aid. On the other hand there is "Melancholy Jones," as you call him—under your breath; to crack a joke or use a cheerful word to try to hearten him he would reckon a deadly sin, almost as bad as chiseling the epitaph from a tombstone!

Here is a customer who thinks your advice is pure gold. This is in striking contrast with another customer who says to herself: "Nothing but pyrites! Here is a haughty dame—a species of advertising sandwich—on whom you read an inscription something like this: "Keep mum, young man; when I want your advice I will ask for it!" On the contrary some innocent, confiding damsel looks at you with pleading eyes, and in their depths you read this petition: "Please help me out!"

To hasten to render first aid where it is desired, and to be as mum as the proverbial oyster at other times, is the acme of drug store wisdom. To be able to dovetail human nature and medicines is no slight attainment. The expert salesman thinks twice before he speaks once—yes, at times he needs to think seven times! He studies his customers as the bank clerk studies the money that he handles; does he not detect the counterfeit as unerringly?

The fault-finding customer is a large problem; the clerk who can be patient with an unreasonable customer is proving himself a jewel of the first water. Why, there are customers who would grumble if they failed to cure hydrophobia with a remedy for toothache! In case of errors, or where there is just cause for complaint, any reputable pharmacist will break the speed record to make good; it is the chronic complainers, the unreasonable folk who test the caliber and tactfulness of proprietor or clerk.

The smiling, kindly, reasonable folk, how we do prize their patronage. Ex-

pect to be cheated? No indeed, they know that we will hasten to do our level best for them—God bless them, so we will! They are as refreshing as the waters of the spring on the old farm, cooling water for the fires that the complaining customer has kindled.

The responsive customer, who realized that appreciation and "Thank you!" are good human-nature ballast for customer as well as for druggist, we value highly. Customer appreciation makes easy traveling on the pharmacy road. In the same boat with the appreciative folk are the frank, friendly customers who say: "Hope business is good with you!" and who do their level best to make it so.

Do you appreciate the friendly folk, and the appreciative customers, and the fellow who goes four blocks out of his way to purchase some trifle from you, passing two perfectly good pharmacies with "Welcome" signs in evidence—gilt letters, etc?

Ah, here comes a finicky, fussy, time killing customer! Oh, for the patience of Job and the wisdom of Solomon! All in a day's work in the pharmacy! Hope she needs a prescription and that I shall not make a mistake and change it to a proscription! George W. Tuttle.

Transparent Rubber.

When in the effort to find new uses for rubber, rubber chemists of international reputation turn their attention to producing such fantastic products as transparent rubber, in other words a rubber glass, they are apt to be accused of either too vivid an imagination or else loss of nerve, being ready to jump at anything to save the day. Still, it is so often the improbable and alleged impossible that happens that even the most startling announcements must be given due consideration, especially when they originate from such well-known conservative sources as the British rubber industry.

Rubber glass is a good thing to think about. What could be done with such a product defies imagination, however more expensive the product might be than the common glass. Rubber as transparent as glass, and still as elastic and non-breakable as ordinary rubber offers many advantages and products of rare and strange effects could be made from it. Details as to how transparent rubber is made from the opaque black native substance are not available, but it is said that so far the soft transparent rubber product can be made and that further research will surely lead to the fabrication of the hard variety.

Don't pick quarrels—let them drop.

Cologne Water.

Oil of Bergamot 3 drs.
 Oil of lemon 1½ drs.
 Oil of Neroli 1 dr.
 Oil of orange 30 min.
 Oil of Rosemary 30 min.
 Tincture of Siam Benzoin 2 drs.
 Alcohol 28 drs.
 Orange flower water 3 ozs.

Dissolve the oils in the alcohol, add the tincture, shake well and add the water.

The following formula was awarded a prize about 20 years ago, in London, as furnishing the best Cologne water among 218 samples submitted.

Oil of bergamot 2 drs.
 Oil of lemon 1 dr.
 Oil of neroli 20 dps.
 Oil of rosemary 20 dps.
 Oil of Origanum, true 6 dps.
 Alcohol 19 ozs.
 Orange flower water 1 oz.

Dissolve the oils in the alcohol and add the water. This formula won a medal about 20 years ago.

Oil of cedrat 100 min.
 Oil of neroli petale 60 min.
 Oil of neroli bigarade 20 min.
 Oil of bergamot 40 min.
 Oil of rosemary 40 min.
 Alcohol 32 ozs.

Eau des Fleurs.

A pleasant, cooling application to the skin.

Oil lavender ½ oz.
 Oil bergamot ½ oz.
 Oil neroli 2 drs.
 Oil orange 2 drs.
 Oil cloves 1 dr.
 Musk 4 grs.
 Alcohol 4 pts.
 Water 4 pts.

After one week filter through talcum.

Rheumatic Liniment.

The following is taken from Fenners' Formulary:

Oil sassafras 6 ozs.
 Oil origanum 4 ozs.
 Oil cedar 2 ozs.
 Oil amber 1 oz.
 Camphor 8 ozs.
 Oil turpentine 1 gal.

Mix and dissolve.

Bell Phone 596 Citz. Phone 61366
JOHN L. LYNCH SALES CO.
 SPECIAL SALE EXPERTS
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 Expert Merchandising
 209-210-211 Murray Bldg.
 GRAND RAPIDS, MICHIGAN

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Package Goods of
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 and
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Because of the immense production in 1922, we are again able to make a Substantial Reduction in Price.



Publishers of Calendars
 that are different.

**Grand Rapids
 Calendar Company**

572-584 Division Ave., So.
 GRAND RAPIDS, MICHIGAN



STRAIGHT
 SIZE—

*The Johnson
 Original 10¢ Cigar*

VAN DAM

MANUFACTURED BY
 TUNIS JOHNSON CIGAR CO.
 GRAND RAPIDS, MICHIGAN

Sporting Spirit Rampant at Boyne City.

Boyne City, Jan. 1.—This is the day on which we have greeted our friend and acquaintances with the wish for a Happy New Year. We wonder how many of us have thought of what we individually will do to make it a happy New Year to those about us. It is the season of what we call good resolutions. For what? Usually to save ourselves from the consequences of our own folly. To try to stave off the reckoning that we know has piled up against us. The best resolution is one that will make life more worth living for others.

We note that our fellow townsman, F. O. Barden, has come into the ring as a prospect for membership of the State Conservation Commission. If we are to get a representative on the board from this part of the State—and we think we deserve it—Mr. Barden would be a very desirable man to select. He is intimately acquainted with the needs of this section where we still have something to conserve. He has ideas and can express them with all the force and succinctness that is credited to "Charlie" Dawes. He may not be always right, but he is right much more of the time than wrong and, like the Scotchman, is willing to be convinced. We hope that he gets the job.

We made a bad guess on the weather a couple of weeks ago. It certainly started in right, but we suppose some railroad embargo upset things, because we got some Texas weather instead of Medicine Hat. Our snow is gone. Oh, not entirely. We suppose that Grand Rapids people would call it some winter, but it is not our regular Boyne City variety. You can't tell the wicked from the righteous, for they all stand in slippery places; at least some of them stand part of the time.

We have snow enough for that toboggan slide, however, and the city dads have taken charge of Forest Lake rink and the kiddies, chaperoned by their daddies and mamas and sisters and their cousins, are having a fine time. The young ladies and gentlemen of the high school have rented a vacant room in the Odd Fellows building and have equipped it as a gym-

nasium, so we are not without a gambling place in town.

A sportsman's club was organized at the Chamber of Commerce last Friday evening. About fifty of the rodmen and gunmen of the town got together and bound themselves to preserve all the game and fish in this part of the world—that they did not want themselves. F. O. Barden was made president and W. P. Vought secretary, with Lou Siegal as the man who collects the dues and tells them how much they can't spend. Dues were collected on the spot, the spot being Lou's pocket. A very good idea. It is so easy to forget the dues and then wonder why "they" don't do anything. Senator Pearson was present and was called upon frequently to give the members information on the best practice in conservation and he never disappointed them. They do say that William knows every trout in Boyne River and all its branches by their first names, and has a regular old home week every spring, when the ducks come back from Louisiana. Anyway, they had a mighty interesting meeting and it is hoped that when our quota of trout fry come in the spring that J. H. P. and W. P. V. will not have to do all the planting, as has been the case for the past ten years. Maxy.

New Way to Read the Bible.

Detroit, Jan. 2.—Recently I read that Daniel Webster made a practice of reading the Bible through once a year. A couple of years ago it occurred to me that by reading it at intervals of 365 chapters, one might obtain a better idea of the development of Biblical morality and the concept of divinity. The Bible contains 1,189 chapters. Therefore, by reading four chapters a day for ninety-four days and three chapters a day for the remainder of the year, its reading would be completed. Any one deciding to read it in that manner should commence on January 1 with Genesis, Chapter 1; First Book of Chronicles, Chapter 28; Isaiah, Chapter 52, and Galatians, Chapter 5. Only fifteen or twenty minutes a day is required, as there are a number of chapters that can safely be omitted. M. T. Utter.

The New Year

It is very enjoyable for us to start another calendar year of business activity. The New Year brings with it a release from the difficulties of the past, and furnishes a new zest for greater progress in the year to come.

We have endeavored in the past year to devote ourselves to the utmost extent in the service of the trade of the State of Michigan.

It is our earnest desire for the year 1923 to win the whole-hearted respect of the trade by our

Conscientious and Careful Good Service

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

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

Acids		Almonds, Sweet,		Tinctures	
Boric (Powd.)	17½@ 25	Imitation	60@1 00	Aconite	21 80
Borix (Xtal)	17½@ 25	Amber, crude	2 00@2 25	Aloes	21 45
Carbolic	61@ 66	Amber, rectified	2 25@2 50	Arnica	21 10
Citric	62@ 70	Anise	1 25@1 50	Asafoetida	22 40
Muriatic	3½@ 8	Bergamont	5 00@5 25	Belladonna	21 35
Nitric	9@ 15	Cajeput	1 50@1 75	Benzoin	22 10
Oxalic	20½@ 25	Cassia	2 90@3 25	Benzoin Comp'd	22 65
Sulphuric	3½@ 8	Castor	1 40@1 70	Buchu	22 55
Tartaric	40@ 50	Cedar Leaf	1 50@1 75	Cantharides	22 35
Ammonia		Cintronella	1 00@1 20	Capsicum	22 20
Water, 26 deg.	10@ 18	Cloves	3 00@3 25	Catechu	21 75
Water, 18 deg.	8½@ 13	Cocoonut	25@ 35	Cinchona	22 10
Water, 14 deg.	6½@ 12	Cod Liver	1 30@1 40	Colchicum	21 80
Carbonate	20@ 25	Croton	2 25@2 50	Cubebs	23 00
Chloride (Gran.)	10@ 20	Cotton Seed	1 25@1 35	Digitalis	21 80
Balsams		Cubebs	8 50@8 75	Gentian	21 35
Copaiba	60@1 00	Eigerson	4 00@4 25	Ginger, D. S.	21 80
Fir (Canada)	2 50@2 75	Eucalyptus	90@1 20	Guaiac	22 20
Fir (Oregon)	60@ 80	Hemlock, pure	2 00@2 25	Guaiac, Ammon.	22 00
Peru	3 00@3 25	Juniper Berries	2 00@2 25	Iodine	22 95
Tolu	1 25@1 60	Juniper Wood	1 50@1 75	Iodine, Colorless	21 50
Barks		Lard, extra	1 25@1 45	Iron, clo.	21 35
Cassia (ordinary)	25@ 30	Lard, No. 1	1 10@1 20	Kino	21 40
Cassia (Saigon)	50@ 60	Lavender Flow	5 25@5 50	Myrrh	22 50
Sassafras (pw. 45c)	@ 40	Lavender Gar'n	1 75@2 00	Nux Vomica	21 55
Soap Cut (powd.)	15@ 20	Lemon	50@1 75	Opium	23 50
Berries		Linseed Boiled bbl.	@ 97	Opium, Camp.	@ 85
Cubeb	1 75@1 85	Linseed bld less	1 04@1 12	Opium, Deodorz'd	23 50
Fish	25@ 30	Linseed, raw, bbl.	@ 95	Rhubarb	21 70
Juniper	7@ 15	Linseed, ra. less	1 02@1 10	Paints.	
Pricky Ash	@ 30	Mustard, artifi. oz.	@ 50	Lead, red dry	13½@14
Extracts		Neatsfoot	1 15@1 30	Lead, white dry	13½@14
Licorice	60@ 65	Olive, pure	3 75@4 50	Lead, white oil	13½@14
Licorice powd.	70@ 80	Olive, Malaga,	2 75@3 00	Ochre, yellow bbl.	@ 2
Flowers		green	2 75@3 00	Ochre, yellow less	2½@ 6
Arnica	25@ 30	green	2 75@3 00	Putty	5@ 8
Chamomile (Ger.)	40@ 50	Orange Sweet	4 50@4 75	Red Venet'n Am.	3½@ 7
Chamomile Rom	@1 75	Origanum, pure	@ 20	Red Venet'n Eng.	4@ 8
Gums		Origanum, com'l	1 00@1 20	Whiting, bbl.	@ 4½
Acacia, 1st	50@ 55	Pennyroyal	2 50@2 75	Whiting	5½@ 10
Acacia, 2nd	45@ 50	Peppermint	4 25@4 50	L. H. P. Prep.	2 60@2 75
Acacia, Sorts	25@ 30	Rose, pure	12 00@16 00	Rogers Prep.	2 60@2 75
Acacia, powdered	30@ 35	Rosemary Flows	1 25@1 50	Miscellaneous	
Aloes (Barb Pow)	25@ 35	Sandalwood, E.	10 00@10 25	Acetanilid	52@ 58
Aloes (Cape Pow)	25@ 35	Sassafras, true	1 50@1 80	Alum	08@ 12
Aloes (Soc. Pow.)	70@ 75	Sassafras, arti'l	1 00@1 25	Alum, powd. and	09@ 15
Asafoetida	65@ 75	Spearment	4 50@4 75	ground	09@ 15
Pow.	1 00@1 25	Sperm	1 80@2 05	Bismuth, Subni-	09@ 15
Camphor	1 15@1 20	Tansy	14 00@14 25	trate	3 55@3 75
Guaiac	@ 9½	Tar, USP	50@ 65	Borax xtal or	07@ 13
Guaiac, pow'd	@1 00	Turpentine, bbl.	@1 55½	powdered	07@ 13
Kino	@ 75	Turpentine, less	1 63@1 70	Cantharades, po	1 75@2 00
Kino, powdered	@ 85	Wintergreen,	6 75@7 00	Calomel	1 76@1 96
Myrrh	@ 80	leaf	6 75@7 00	Capsicum	55@ 65
Myrrh	@ 85	Wintergreen, sweet	3 75@4 00	Carmine	6 00@6 60
Myrrh, powdered	@ 95	birch	3 75@4 00	Cassia Buds	25@ 30
Opium, powd.	11 00@11 20	Wintergreen, art	1 05@1 25	Cloves	50@ 55
Opium, gran.	11 00@11 20	Wormseed	6 00@6 25	Chalk Prepared	14@ 18
Shellac	1 00@1 15	Wormwood	13 50@13 75	Chloroform	57@ 61
Shellac Bleached	1 05@1 20	Potassium		Chloral Hydrate	1 35@1 61
Tragacanth, pw.	2 25@2 50	Bicarbonate	35@ 40	Cocaine	11 60@12 25
Tragacanth	2 50@3 00	Bichromate	15@ 25	Cocoa Butter	55@ 75
Turpentine	25@ 30	Bromide	45@ 50	Corks, list, less	40@50 50
Insecticides		Carbonate	30@ 35	Copperas	23@ 24
Arsenic	18½@ 30	Chlorate, gran'r	23@ 30	Copperas, Powd.	4@ 10
Blue Vitriol, bbl.	@ 7½	Chlorate, powd.	16@ 25	Corrosive Sublim	1 48@1 63
Blue Vitriol, less	8½@ 15	or xtal	16@ 25	Cream Tartar	35@ 45
Bordeaux Mix Dry	14@ 29	Cyanide	35@ 50	Cuttle bone	55@ 75
Hellebore, White	20@ 30	Iodide	4 43@4 65	Dextrine	4½@ 15
powdered	20@ 30	Permanganate	25@ 40	Dover's Powder	3 50@4 00
Insect Powder	50@ 85	Prussate, yellow	45@ 55	Emery, All Nos.	10@ 15
Lead Arsenate Po.	29@ 31	Prussate, red	65@ 75	Emery, Powdered	8@ 10
Lime and Sulphur	15@ 20	Sulphate	35@ 40	Epsom Salts, bbls.	34@ 34
Dry	09½@23½	Roots		Epsom Salts, less	4½@ 09
Paris Green	30@ 43	Alkanet	@ 40	Ergot, powdered	21@ 50
Leaves		Blood, powdered	30@ 40	Flake, White	15@ 20
Buchu	1 75@1 90	Calamus	35@ 75	Formaldehyde, lb.	19@ 25
Buchu, powdered	@2 00	Elecampane, pwd	25@ 30	Gelatine	1 30@1 50
Sage, Bulk	25@ 30	Gentian, powd.	20@ 30	Glassware, full case	60%.
Sage, ¼ loose	@ 40	Ginger, African,	55@ 60	Glauber Salts, bbl.	03½@ 10
Sage, powdered	@ 35	powdered	55@ 60	Glauber Salts less	04@ 10
Senna, Alex.	75@ 80	Ginger, Jamaica,	60@ 65	Glue, Brown	21@ 30
Senna, Tinn.	30@ 35	powdered	42@ 50	Glue, Brown Grd	12½@ 20
Senna, Tinn. pow.	25@ 35	Goldenseal, pow.	5 50@6 00	Glue, White	25@ 35
Uva Ursi	20@ 25	Ipecac, powd.	23 00	Glue, White Grd.	24@ 32
Oils		Licorice	40@ 45	Glycerine	24@ 32
Almonds, Bitter,	7 50@7 75	Licorice, powd.	20@ 30	Hops	65@ 75
true		Orris, powdered	30@ 40	Iodine	6 30@6 75
Almonds, Bitter,	2 50@2 75	Poke, powdered	30@ 35	Iodoform	7 60@7 85
artificial		Rhubarb, powd.	1 00@1 10	Lead Acetate	18@ 25
Almonds, Sweet,	30@1 20	Rosinwood, powd.	30@ 35	Lycopodium	1 00@1 15
true		Sarsaparilla, Hond.	1 25@1 40	Mace	75@ 80
		ground	1 25@1 40	Mace, powdered	95@1 00
		Sarsaparilla Mexican,	@ 65	Menthol	12 00@12 25
		ground	@ 65	Morphine	8 70@9 60
		Squills	35@ 40	Nux Vomica	40@ 40
		Squills, powdered	60@ 70	Nux Vomica, pow.	15@ 25
		Tumeric, powd.	15@ 20	Pepper black pow.	32@ 35
		Valeran, powd.	40@ 50	Pepper, White	40@ 45
		Seeds		Pitch, Burgundy	10@ 15
		Anise	33@ 35	Quassia	12@ 15
		Anise, powdered	38@ 40	Quinine	72@ 83
		Bird, ls	13@ 15	Rochelle Salts	30@ 40
		Canary	9@ 15	Saccharine	@ 30
		Caraway, Po.	55 44@ 50	Salt Peter	11@ 22
		Cardamon	1 60@1 75	Seidlitz Mixture	30@ 40
		Celery, powd.	45 35@ 40	Soap, green	15@ 30
		Coriander pow.	35 25@ 30	Soap mott cast.	22½@ 25
		Dill	10@ 20	Soap, white castile	case @11 50
		Fennell	25@ 30	Soap, white castile	less, per bar @1 25
		Flax	08½@ 13	Soda Ash	02@ 10
		Flax, ground	08½@ 13	Soda Bicarbonate	3½@ 10
		Foenugreek pow.	12@ 20	Soda, Sal	03@ 08
		Hemp	8@ 15	Spirits Camphor	@1 35
		Lobelia, powd.	@1 25	Sulphur, roll	3½@ 10
		Mustard, yellow	15@ 25	Sulphur, Subl.	04@ 10
		Mustard, black	15@ 20	Tamarinds	20@ 25
		Poppy	30@ 40	Tartar Emetic	70@ 75
		Quince	2 75@3 00	Turpentine, Ven.	50@2 25
		Rape	15@ 20	Vanilla Ex. pure	1 75@2 25
		Sabadilla	20@ 30	Witch Hazel	1 47@2 00
		Sunflower	11½@ 15	Zinc Sulphate	06@ 10
		Worm, American	30@ 40		
		Worm Levant	@4 50		

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

Export Soap
Grandma White Soap
Grandma Washing Powder
Corn
Seeded Raisins
Med. Hand Picked Beans
Armours Macaroni

DECLINED

Baker's Cocoa

AMMONIA
Arctic Brand
16 oz., 2 doz. in carton, 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. 3 35
Silver Cloud, 3 dz. sm. 4 80
Silver Cloud, 2 dz. med. 4 80
Silver Cloud, 2 dz. lge. 6 70
One case free with five.

AXLE GREASE



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

BAKING POWDERS

Calumet, 4 oz., doz. 97 1/2
Calumet, 8 oz., doz. 1 95
Calumet, 16 oz., doz. 3 35
Calumet, 5 lb., doz. 12 75
Calumet, 10 lb., doz. 19 00
K. C., 10c doz. 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 25
Queen Flake, 16 oz. 2 25
Queen Flake, 50 lb. keg 13
Queen Flake, 25 lb. keg 14
Royal, 10c, doz. 95
Royal, 6 oz., doz. 2 70
Royal, 12 oz., doz. 5 20
Royal, 5 lb., doz. 31 20
Rumford, 10c, doz. 95
Rumford, 8 oz., doz. 1 85
Rumford, 12 oz., doz. 2 40
Rumford, 5 lb., doz. 12 50
Ryzon, 4 oz., doz. 1 35
Ryzon, 8 oz., doz. 2 25
Ryzon, 16 oz., doz. 4 05
Ryzon, 5 lb., doz. 18 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.
One case free with five.

BREAKFAST FOODS

Cracked Wheat, 24-2 4 85
Cream of Wheat 6 90
Pillsbury's Best Cerl 2 20
Quaker Puffed Rice 5 45
Quaker Puffed Wheat 4 30
Quaker Bifst Biscuit 1 90
Ralston Purina 4 00
Ralston Branzen 2 70
Ralston Food, large 3 60
Saxon Wheat Food 3 90



BROOMS

Standard Parlor, 23 lb. 8 00
Fancy Parlor, 23 lb. 9 50
Ex Fancy Parlor 25 lb. 10 00
Ex. Fcy. Parlor 26 lb. 11 00
Toy 2 00
Whisk, No. 3 3 00

Rich & France Brands

Special 8 00
No. 24 Good Value 8 50
No. 25 Velvet 9 50
No. 27 Quality 10 75
No. 22 Miss Dandy 10 75
No. B-2 Best on Earth 10 00

BRUSHES

Scrub
Solid Back, 8 in. 1 50
Solid Back, 1 in. 1 75
Painted Ends 1 25

Stove

No. 1 1 10
No. 2 1 35
No. 3 2 00

Shoe

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

BUTTER COLOR

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

CANDLES

Electric Light, 40 lbs. 12 1
Plumber, 40 lbs. 12 8
Paraffine, 6s 14 1/2
Paraffine, 12s 14 1/2
Wicking 40
Tudor, 6s, per box 30

CANNED FRUIT.

Apples, 3 lb. Standard 1 75
Apples, No. 10 4 25
Apple Sauce, No. 2 2 00
Apricots, No. 1 90
Apricots, No. 2 2 25
Apricots, No. 10 9 00
Blackberries, No. 2 1 75
Blueberries, No. 2 1 75
Blueberries, No. 10 11 50
Cherries, No. 2 3 00
Cherries, No. 2 1/2 4 00
Cherry's, No. 10 11 50
Loganberries, No. 2 3 00
Peaches, No. 1 1 85
Peaches, No. 1 Sliced 1 40
Peaches, No. 2 2 75
Peaches, No. 2 1/2 Mich 3 25
Peaches, 2 1/2 Cal. 3 00
Peaches, No. 10, Mich 10 50
Pineapple, 1, all 1 85
Pineapple, 2, all 2 90
Pineapple, 2, Brk slic. 2 25
Pineapple, 2 1/2, sl. 3 90
Pineapple, No. 2, crus. 2 25
Pineap., 10, cru. 7 50
Pears, No. 2 3 25
Pears, No. 2 1/2 4 25
Plums, No. 2 2 85
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 Chdr, 10 1/2 oz. 1 35
Clam Ch., No. 3 3 00
Clams, Steamed, No. 1 1 75
Clams, Minced, No. 1 2 50
Finnan Haddie, 10 oz. 3 80
Clam Bouillon, 7 oz. 2 50
Chicken Haddie, No. 1 2 75
Fish Flakes, small 1 85
Cod Fish Cake, 10 oz. 1 85
Cove Oysters, 5 oz. 1 45
Lobster, No. 1/2, Star 2 99
Lobster, No. 1, Star 2 99
Shrimp, No. 1, wet 1 80
Shrimp, No. 1, dry 1 80
Sard's, 1/4 Oil, k. 4 25
Sardines, 1/4 Oil, k. 3 85
Sardines, 1/4 Mus. 3 85
Sardines, 1/4 Smoked 7 00
Salmon, Warrens, 1 lb. 3 90
Salmon, Warrens 1 lb. 3 90
Salmon, Red Alaska 2 80
Salmon, Med. Alaska 1 40
Salmon, Pink Alaska 1 40
Sardines, Im., 1/2, ea. 10 23
Sardines, Im., 1/2, ea. 25
Sardines, Cal., 1/2 1 75
Tuna, 1/2, Albore 90
Tuna, 1/2, Nekco 1 65
Tuna, 1/2, Regent 2 25

CANNED MEAT.

Bacon, Med. Beechnut 2 70
Bacon, Lge. Beechnut 4 50
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 10
Beef, No. 1, Qua. sil. 3 15
Beef, No. 1, B'nut sil. 3 15
Beef, No. 1/2, B'nut sil. 3 15
Beefsteak & Onions, s 3 15
Chili Con Ca., 1s 1 35
Deviled Ham, 1/4s 2 20
Deviled Ham, 1/2s 3 60
Hamburg Steak & Onions, No. 1 3 15
Potted Beef, 4 oz. 1 40
Potted Meat, 1/4 Libby 50
Potted Meat, 1/2 Libby 90
Potted Meat, 1/2 Rose 80

Potted Ham, Gen. 1/4 2 15

Vienna Saus., No. 1/2 1 35
Veal Loaf, Medium 2 30

Derby Brands in Glass.

Ox Tongue, 2 lb. 13 00
Sliced Ox Tongue, 1/2 4 30
Calf Tongue, No. 1 5 50
Lamb Tongue, Wh. 1 5 00
Lunch Tongue, No. 1 5 50
Lunch Tongue, No. 1/2 3 55
Deviled Ham, 1/2 3 00
Vienna Sausage, sm. 1 90
Vienna Sausage, Lge. 2 90
Sliced Beef, small 2 05
Boneless Pigs Feet, pt. 5 50
Boneless Pigs Feet, qt. 5 50
Sandwich Spread, 1/2 2 00

Baked Beans

Beechnut, 16 oz. 1 30
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.
No. 1, Green tips 3 90
No. 2 1/2, Lge. Gr. 3 75
Wax Beans, 2s 1 35
Wax Beans, No. 10 6 90
Green Beans, 2s 1 60
Green Beans, No. 10 3 25
Lima Beans, No. 2 Gr. 2 00
Lima Beans, 2s, Soaked 95
Red Kid, No. 2 1 30
Beets, No. 2, wh. 1 60
Beets, No. 2, cut 1 25
Beets, No. 3, cut 1 40
Corn, No. 2, St. 1 00
Corn, No. 2, Ex-Stan. 1 55
Corn, No. 2, Fan 1 60
Corn, No. 2, Fy. glass 3 25
Corn, No. 10 7 25
Hominy, No. 1 1 15
Okra, No. 2, whole 1 90
Okra, No. 2, cut 1 60
Dehydrated Veg Soup 90
Dehydrated Potatoes, lb 45
Mushrooms, Hotels 33
Mushrooms, Choice 45
Mushrooms, Sur Extra 65
Peas, No. 2, E.J. 1 25
Peas, No. 2, Sift. 1 60
Peas, No. 2, Ex. Sift. 1 90
E. J. 1 90
Peas, Ex. Fine French 3 75
Pumpkin, No. 3 1 45
Pumpkin, No. 3 1 75
Pumpkin, No. 1/2, each 15 13
Pimientos, 1/4, each 27
Pimientos, 1/2, each 27
Sw't Potatoes, No. 2 1/2 2 15
Sauerkraut, No. 3 1 65
Succotash, No. 2 1 60
Spinach, No. 1 1 35
Spinach, No. 2 1 35
Spinach, No. 3 2 15
Spinach, No. 10 1 30
Tomatoes, No. 2 1 90
Tomatoes, No. 2 glass 2 85
Tomatoes, No. 10 5 50

CATSUP.

B-nut, Large 2 70
B-nut, Small 1 80
Libby, 14 oz. 2 25
Libby, 8 oz. 1 60
Van Camp, 8 oz. 1 75
Van Camp, 16 oz. 3 15
Lilly Valley, 14 oz. 2 35
Lilly Valley, 1/2 Pint 1 65
Sniders, 8 oz. 1 75
Sniders, 16 oz. 2 75

CHILI SAUCE.

Snider, 16 oz. 3 25
Snider, 8 oz. 2 25
Lilly Valley, 1/2 Pint 2 25

OYSTER COCKTAIL.

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

CHEESE

Roquefort 55
Kraft Small tins 1 70
Kraft American 2 75
Chili, small tins 1 70
Pimento, small tins 1 70
Roquefort, small tins 2 50
Camenbert, small tins 2 50
Brick 30
Wisconsin Flats 31
Wisconsin Daisy 31
Longhorn 31
Michigan Full Cream 30
New York full cream 32
Sap Sago 35

CHEWING GUM

Adams Black Jack 65
Adams Bloodberry 65
Adams Calif. Fruit 65
Adams Sen Sen 65

Beeman's Pepsin 65
Beechnut 70
Doublemint 65
Juicy Fruit 65
Peppermint, Wrigleys 65
Spearmint, Wrigleys 65
Spice-Spanx Mxd Flavors 65
Wrigley's P-K 65

CHOCOLATE.

Baker, Caracas, 1/4s 35
Baker, Caracas, 1/2s 33
Baker, Premium, 1/4s 32
Baker, Premium, 1/2s 32
Hersheys, Premium, 1/4s 35
Hersheys, Premium, 1/2s 36
Runkle, Premium, 1/4s 34
Runkle, Premium, 1/2s 37
Vienna Sweet, 24s 1 75

COCOA.

Baker's 1/4s 40
Baker's 1/2s 36
Bunte, 1/4s 43
Bunte, 1/2 lb. 43
Bunte, lb. 9 00
Droste's Dutch, 1 lb. 4 75
Droste's Dutch, 1/2 lb. 2 00
Hersheys, 1/4s 33
Hersheys, 1/2s 28
Huyler 36
Lowney, 1/4s 40
Lowney, 1/2s 40
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 43
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 1/2
Maracaibo 26
Guatemala 26
Java and Mocha 39
Bogota 27
Peaberry 26
McLaughlin's XXXX
McLaughlin's XXXX package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Coffee Extracts

N. Y., per 100 11
Frank's 50 pkgs. 4 25
Hummel's 50 1 lb. 10 1/2

CONDENSED MILK

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

MILK COMPOUND

Hebe, Tall, 4 doz. 4 50
Hebe, Baby, 8 doz. 4 40
Caroline, Tall, 4 doz. 4 00
Caroline, Baby 4 00

EVAPORATED MILK



Blue Grass, Tall, 48 5 00
Blue Grass, Baby, 72 3 75
Carnation, Tall, 4 doz. 5 25
Carnation, Baby, 8 doz. 5 15
Every Day, Tall 5 25
Every Day, Baby 4 00
Goshen, Tall 4 75
Goshen, Gallon 4 75
Oatman's Dun., 4 doz. 5 25
Oatman's Dun., 8 doz. 5 15
Pet, Tall 5 25
Pet, Baby, 8 oz. 5 15
Silver Cow, Tall 5 25
Silver Cow, Baby 5 15
Van Camp, Tall 5 25
Van Camp, Baby 3 95
White House, Baby 4 75

CIGARS

Lewellyn & Co. Brands
Mi Lola
Wolverines, 50s 75 00
Buckeyes, 50s 75 00
Panatelas, 50s 75 00
Victorys, 50s 95 00
Capitolas, 50s 125 00
La Sorella (smkrs.) 70 00
Swift
Blunts, 50s 75 00
Perfectos, 50s 95 00
Bostonians (P'telas) 95 00
Supremes, 50s 110 00

Worden Grocer Co. Brands

Harvester Line.
Kiddies, 100s 37 50
Record Breakers, 50s 75 00
Delmonico, 50s 75 00
Epicure Panetela, 50 75 00
Perfecto, 50s 95 00
The La Azora Line.
Agreement, 50s 58 00
Washington, 50s 75 00
Sanchez & Haya Line
Clear Havana Cigars made in Tampa, Fla.
Specials, 50s 75 00
Diplomatics, 50s 95 00
Bishops, 50s 115 00
Rosa, 50s 125 00
Orig Favorita, 50 135 00
Original Queens, 50s 150 00
Worden Special, 25s 185 00

A. S. Valentine Brands.

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

Webster Cigar Co.

Plaza, 50s, Wood 95 00
Pantella, 50, Wood 95 00
Coronado, 50 Tin 95 00
Belmont, 50s, Wood 110 00
St. Reges, 50s, Wood 125 00
Vanderbilt, 25s, Wd. 140 00

Ignacia Haya

Extra Fancy Clear Havana
Made in Tampa, Fla.
Delicades, 50s 115 00
Manhattan Club, 50 135 00

Starlight Bros.

La Rose De Paris Line
Cabaleros, 50s 55 00
Rouse, 50s 95 00
Peninsular Club, 25s 150 00
Palmas, 25s 175 00
Perfectos, 25s 195 00

Rosenthals Bros.

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

Union Made Brands

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

Our Nickel Brands

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

Cheroots

Old Virginia, 100s 20 00

Stogies

Home Run, 50, Tin 13 50
Dry Slits, 100s 26 50

CIGARETTES.

One Eleven, 15 in pkg 98
Beechnut, 20, Plain 6 00
Home Run, 20, Plain 6 00
Yankee Girl, 20, Plain 6 00
Sunshine, 20, Plain 6 00
Red Band, 20, Plain 6 00
Stroller, 15 in pkg. 98
Nebo, 20, Plain 7 00
Camels, 20, Plain 6 40
Lucky Strike, 20, Pl. 6 40
Sweet Caporal, 20, Pl. 6 40
Windsor Castle, 20, Pl. 6 40
Chesterfield, 10 & 20, Pl. 6 30
Piedmont, 10 & 20, Pl. 6 30
Spur, 20, Plain 6 00
Sweet Tips, 20, Plain 7 50
Idle Hour, 20, Plain 7 50
Omar, 20, Plain 8 00
Falks Havana, 20, Pl. 9 75
Richm'd S Cut, 20, pl. 10 00
Richm'd 1 Cut, 20, pl. 10 00
Fatima, 20, Plain 8 00
Helmar, 20, Plain 10 50
English Ovals, 20 Pl. 10 50
Turkish Trop., 10 ck 11 50
London Life, 10, cork 11 50
Helmar, 10, Plain 11 50
Herbert Tarryton, 20 12 25
Egyptian Str., 10 ck. 12 00
Murad, 20, Plain 15 50
Murad, 10, Plain 15 00
Murad, 10, cork or pl. 16 00
Murad, 20, cork or pl. 16 00
Luxury, 10, cork 16 00
Melachrino, No. 9, 10, cork or plain 16 00
Melachrino, No. 9, 20, cork or plain 16 00
Melach'o, No. 9, 10, St 16 50
Melach'o, No. 9, 20, St 16 50
Natural, 10 and 20, 12 90
Markaroff, No. 15, 10, cork 16 00
Pall Mall Rd., 20, pl. 21 00
Benson & Hedges, 10 20 00
Rameses, 10, Plain 17 50
Milo Violet 10, Gold 20 00
Deities, 10 21 00
Condex, 10 22 00
Phillips Morris, 10 21 00
Brening Own, 10, Pl. 23 00
Ambassador, 10 30 00
Benson & Hedges 55 00
Tuberettes 55 00

CIGARETTE PAPERS.

Riz La Croix, Wh., ds. 43
Riz La Wheat Br., ds. 43
Zig Zag, per doz. 84

TOBACCO-FINE CUT.

Liggett & Myers Brands
Hiawatha, 10c, doz. 96
Hiawatha, 16 oz., dz. 11 00
Red Bell, 10c, doz. 96
Red Bell, 35c, doz. 2 95
Red Bell, 75c Pails dz. 7 40
Sterling, 10c, doz. 96
Sweet Burley, 10c, dz. 96
Sweet Burley, 40c foil 3 85
Swt. Burley, 95c Dru. 8 50
Sweet Cuba, 10c, dz. 96
Sweet Cuba, 40c, doz. 3 85
Sweet Cuba, 95c Pail 8 50
Sweet Orange, 10c, dz. 96
Scotten Dillon & Co. Brand
Dan Patch, 10c, doz. 90
Dan Patch, 16 oz., dz. 7 50
Ojibwa, 10c, doz. 96
Ojibwa, 8 oz., doz. 3 85
Ojibwa, 95c, doz. 3 85
Ojibwa, 90c, doz. 8 00
Sweet Mist, 10c, doz. 96
Uncle Daniel, 10c, doz. 96
Uncle Daniel, 16 oz. 10 20
J. J. Bagley & Co. Brands.
Mayflower, 16 oz., ds. 15 00

P. Lorillard Brands

Pioneer, 10c, doz. 96
Tiger, 10c, doz. 96
Tiger, 50c, doz. 4 80

Weyman Bruton Co. Brand

Right Cut, 10c, doz. 95
W-B Cut, 10c, doz. 95

PLUG TOBACCO.

American Tobacco Co.

Amer. Navy, 10c, doz. 99
Amer. Navy, per plug 68
Jolly Tar, 24, per plug 16
Gold Rope, 10c, doz. 99
Boot Jack, 15c, doz. 1 44
Piper Heidsieck, 10c. 96
Piper Heidsieck, 20c. 1 92
Spear Head, 10c, doz. 99
Spear Head, per plug 68
Square Deal, per plug 68
Standard Navy, 8 plg 61
Town Talk, per plug 56

Liggett & Meyers Brands.

Briar Pipe, doz.	96
Cuban Star, L. C., 10c	96
Cuban Star, Pails, dz. 6	90
Corn Cake, Gran., 5c	48
Corn Cake, Gran., 10c	96
Corn Cake, Gran., 25c	240
Corn Cake, Gran., 50c	480
Duke's Mixture, 10c	96
Glad Hand, L. C., 10c	96
Growler, L. C., 25c	250
Growler, L. C., 50c	500
La Turka, Plug C., 15c	144
Noon Hour L. C., 10c	96
O. U., Gr. Cut P., 10c	96
O. U., P. C., 90c jars	900
Pilot, Long Cut, 25c	250
Plow Boy, 10c, doz.	96
Plow Boy, 70c Pails	700
Summertime, 10c, doz.	96
Summertime, 40c, doz.	400
Summertime, 65c Pails	650
Sweet Tip Top, 10c, doz.	96
Velvet, Cut Plug, 10c	96
Velvet, Cut Plug, 15c	150
Velvet, Cut Plug, 8 oz. 6	72
Velvet, C. Pl., 16 oz. 15	84
Yum Yum, 10c, doz.	96
Yum Yum, 70c pails	80

P. Lorillard's Brands.

Beechnut Scrap, doz.	96
Buzz, L. C., 10c, doz.	96
Buzz, L. C., 35c, doz.	330
Buzz, L. C., 80c, doz.	780
Chips, L. C., 10c, doz.	96
Honest Scrap, doz.	96
Open Book Scrap, doz.	96
Stag, Cut P., 10c, doz.	96
Union Leader, 10c tin	96
Union Leader, 50c tin	480
Union Leader, \$1 tin	960
Union Leader, 10c, doz.	96
Union Leader, 15c, doz.	144
War Path, 35c, doz.	336

Scotten Dillon Co. Brands

Dan Patch, 10c, doz.	96
Dillon's Mixture, 10c	96
O. P., 85c, doz.	800
G. O. P., 10c, doz.	96
Loredo, 10c, doz.	96
Peachy, Do. Cut, 10c	96
Peachy Scrap, 10c, doz.	96
Penicular, 10c, doz.	96
Penicular, 8 oz., dz. 3	300
Reel Cut Plug, 10c, doz.	96
Union Workman Scrap, 10c, doz.	96
Way Up, 10c, doz.	96
Way Up, 8 oz., doz.	325
Way Up, 16 oz., doz.	710
Way Up, 16 oz. pails	740
Yankee Girl Scrap, 10c	96

Pinkerton Tobacco Co. Brands.

American Star, 10c, dz	96
Big 9, Clip, 10c, doz.	96
Buck Shoe Scrap, 10c	96
Pinkerton, 30c, doz.	240
Pay Car Scrap, 10c, dz	96
Pinch Hit Scrap, 10c	96
Red Man Scrap, doz.	96
Red Horse Scrap, doz.	96

J. J. Bagley & Co. Brands.

Broadleaf, 10c	96
Buckingham, 10c, doz.	96
Buckingham, 15c tins	144
Gold Shore, 15c, doz.	144
Hazel Nut, 10c, doz.	96
Kleeko, 25c, doz.	240
Old Colony, Pl. C. 17c	158
Old Crop, 50c, doz.	480
Old Crop, 10c, doz.	96
Wild Fruit, 10c, doz.	96
Wild Fruit, 15c, doz.	144

Independent Snuff Co. Brands.

New Factory, 10c, doz.	96
New Factory Pails, dz 7	60

Schmidt Bros. Brands

Eight Bros., 10c, doz.	96
Eight Bros., Pails, dz. 8	40

R. J. Reynolds Tobacco Co. Brands.

George Washington, 10c, doz.	96
Old Rover, 10c, doz.	96
Our Advertiser, 10c	96
Prince Albert, 10c, doz.	96
Prince Albert, 17c, dz. 1	153
Prince Albert, 8 oz.	80
Prince Albert, 8 oz. tins, without pipes	672
Prince Albert, 8 oz. and Pipes, doz.	888
Prince Albert, 16 oz. 12	96
Stud, Gran. 5c, doz.	48
Whale, 16 oz., doz.	480

Block Bros. Tobacco Co.

Mail Pouch, 10c, doz.	96
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Falk Tobacco Co., Brands.

American Mixture, 35c	330
Arcadia Mixture, 25c	240
Champagne Sparklets, 30c, doz.	270
Champagne Sparklets, 90c, doz.	810
Personal Mixture, 60c	600
Perique, 25c, per doz.	225
Serene Mixture, 16c dz	160
Serene Mixture, 8 oz. 7	60
Serene Mixture, 16 oz. 14	70
Tareyton London Mixture, 50c, doz.	400
Vintage Blend, 25c dz.	230
Vintage Blend, 80 tins	770
Vintage Blend, \$1.55 tins, doz.	1490

Superba Tobacco Co. Brands.

Ammy Boy Scrap, dz	96
Cigar Clippings, 10c	96
Havana Blossom, 10c	96
Havana Blossom, 40c	395
Knickerbocker, 8 oz. 3	00
Lieberman, 10c, doz.	96
W. O. W., 6 oz., doz. 3	00
Royal Major, 10c, doz.	96
Royal Major, 6 oz., dz. 3	00
Royal Major, 14 oz. dz	720

Larus & Bro. Co.'s Brands.

Edgeworth Ready Rubbed, 17c Tins	162
Edgeworth Ready Rubbed, 8 oz. tins, doz. 7	00
Edgeworth Ready Rubbed, 16 oz. tins, doz. 14	50
Edgeworth Sliced Plug, 17c tins, doz.	162
Edgeworth Sliced Plug, 35c tins, doz.	355

United States Tobacco Co. Brands.

Central Union, 15c, dz.	144
Shag, 15c Tins, doz.	144
Shag, 15c Papers, doz.	144
Dill's Best, 16c, doz.	152
Dill's Best Gran., 16c	152
Dill's Best, 17c Tins	152

Snuff.

Copenhagen, 10c, roll	64
Seal Blandings, 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	16
Standard	16
Jumbo Wrapped	16
Pure Sugar Stick, 600's	420
Big Stick, 20 Lb. case	18

Mixed Candy Pails

Kindergarten	18
Leader	16
X. L. O.	18
French Creams	18
Cameo	18
Grocers	19

Fancy Chocolates

5 lb. Boxes	175
Buttersweets, Ass'd	175
Choc. Marshmallow Dp	160
Milk Chocolate A. A.	195
Nibble Sticks	200
Primrose Choc.	125
No. 12 Choc.	125
Chocolate Nut Rolls	190

Gum Drops Pails

Anise	17
Orange Gums	17
Challenge Gums	14
Favorite	20
Superior	19

Lozenges. Pails

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

Hard Goods. Pails

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

Pop Corn Goods.

Cracker Jack, Prize	375
Checkers, Prize	375

Cough Drops

Putnam's	130
Smith Bros.	150

Package Goods

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

Specialties.

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

COUPON BOOKS

50 Economic grade	250
100 Economic grade	450
500 Economic grade	2000
1,000 Economic grade	3750

Where 1,000 books are ordered at a time, special price print front cover is furnished without charge.

CRISCO.

36s, 24s and 12s.	
Less than 5 cases	21
Five cases	204
Ten cases	20
Twenty-five cases	193

Less than 5 cases

Five cases	194
Ten cases	194
Twenty-five cases	19

CREAM OF TARTAR

6 lb. boxes	38
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DRIED FRUITS

Apples	
Evap'd Choice, blk.	15
Apricots	
Evaporated, Choice	28
Evaporated, Fancy	32
Evaporated Slabs	28
Citron	
10 lb. box	57

Currants

Package, 14 oz.	27
Boxes, Bulk, per lb.	25

Peaches

Evap. Fancy, Unpeeled	20
Evap. Fancy, Peeled	22

Peel

Lemon, American	26
Orange, American	28

Raisins

Seeded, bulk	14
Seeded, 15 oz. pkg.	15
Seedless, Thompson	13 1/2
Seedless, 15 oz. pkg.	14

California Prunes

90-100 25 lb. boxes	@11 1/2
80-90 25 lb. boxes	@12
70-80 25 lb. boxes	@13
60-70 25 lb. boxes	@14
50-60 25 lb. boxes	@15
40-50 25 lb. boxes	@16
30-40 25 lb. boxes	@19

FARINACEOUS GOODS

Beans

Med. Hand Picked	08 1/2
Cal. Limas	11
Brown, Swedish	08
Red Kidney	09

Farina

24 packages	210
Bulk, per 100 lbs.	06 3/4

Hominy

Pearl, 100 lb. sack	250
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Macaroni

Domestic, 20 lb. box	07 1/2
Domestic, broken bbls.	06 1/2
Armours, 2 doz., 8 oz.	180
Fould's, 2 doz., 8 oz.	180
Quaker, 2 doz.	185

Pearl Barley

Chester	400
00 and 0000	625
Barley Grits	450

Peas

Scotch, lb.	08 1/2
Split, lb.	07 1/2

Sago

East India	07 1/2
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Tapioca

Pearl, 00 lb. sacks	07 1/2
Minute, 8 oz., 3 doz.	400
Domestic Instant	350

FLAVORING EXTRACTS

Jennings	
Pure Vanilla	160
Turpeneless	
Pure Lemon	

Per Doz.

7 Dram	135
1 1/2 Ounce	175
2 Ounce	275
2 1/2 Ounce	300
3 Ounce	325
4 Ounce	500
8 Ounce	850
7 Dram, Assorted	135
1 1/2 Ounce, Assorted	175

FLOUR AND FEED

Valley City Milling Co.	
Lily White, 1/4 Paper sack	
Harvest Queen, 24 1/2	
Light Loaf Spring	
Wheat, 24 1/2s	
Roller Champion 24 1/2	
Snow Flake, 24 1/2s	
Graham 25 lb. per cwt	
Golden Granulated Meal, 25 lbs. per cwt.	
Rowna Pancake Compound, 5 lb. sack	
Buckwheat Compound, 5 lb. sack	

Watson Higgins Milling Co.

New Perfection, 1/8s	800
Red Arrow, 1/8s	820

Worden Grocer Co.

American Eagle, Quaker, Pure Gold, Forest King, Winner.	
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Meal

Gr. Grain M. Co.	
Bolton	255
Golden Granulated	270

Wheat

No. 1 Red	125
No. 1 White	123

Oats

Carlots	52
Less than Carlots	57

Corn

Carlots	81
Less than Carlots	86

Hay

Carlots	1600
Less than Carlots	2000

Feed

Street Car Feed	3600
No. 1 Corn & Oat Fd	3600
Cracked Corn	3600
Coarse Corn Meal	3600

FRUIT JARS

Mason, pts., per gross	970
Mason, qts., per gross	1065
Mason, 1/2 gal., gross	1375
Ideal Glass Top, pts.	1050
Ideal Glass Top, 1/2 gallon	1200
Ideal Glass Top, 1/2 gallon	1600

GELATINE

Jello-O, 3 doz.	345
Knox's Sparkling, doz.	225
Knox's Acid'd, doz.	225
Minute, 3 doz.	405
Plymouth, White	155

HAND CLEANER.



10c size, 4 doz. 360

15c size, 3 doz. 375

25c size, 2 doz. 400

1 case free with 10 cases;

1/2 case free with 5 1/2 cases.

HORSE RADISH

Per doz., 7 oz.	125
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JELLY AND PRESERVES

Pure, 30 lb. pails	315
Pure 7 oz. Asst., doz. 120	
Buckeye, 22 oz., doz. 200	
O. B., 15 oz., per doz. 140	

JELLY GLASSES

8 oz., per doz.	35
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MATCHES.

Blue Ribbon, 144 box	755
Searchlight, 144 box	800
Safe Home, 144 boxes	800
Red Stick, 720 boxes	550

SALT

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



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

SHOE BLACKENING.

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

STOVE POLISH.

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

SOAP.

Am. Family, 100 box 5 75	
Export, 120 box	4 80
Flake White, 100 box 5 00	
Fels Naptha, 100 box 5 60	
Grdma White Na. 100s 4 90	
Rub No More White	
Naptha, 100 box	5 00
Swift Classic, 100 box 4 90	
20 Mule Brand, 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	
Trilby, 100, 12c	8 50
Williams Barber Bar, 95	
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	3 65
Luna, 100 cakes	4 00
P. & G. White Naptha 5 00	
Star, 100 No. 11 cakes 5 25	
Star Nap. Pow. 60-16s 3 65	
Star Nap. Pw., 100-10s 3 85	
Star Nap. Pw., 24-60s 4 85	

CLEANSERS.

KITCHEN KLENZER	
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80 can cases, \$4.80 per case

WASHING POWDERS.

Bon Ami Pd, 3 dz. bx 3 75	
Bon Ami Cake, 3 dz. 3 25	
Climaline, 4 doz.	4 20
Grandma, 100, 5c	3 90
Grandma, 24 Large	3 80
Gold Dust, 100s	4 00
Gold Dust, 12 Large 3 20	
Golden Rod, 24	4 25

Jinx, 3 doz.	4 50
La France Laun, 4 dz. 3 60	
Luster Box, 54	2 75
Miracle C., 12 oz., 1 dz 2 25	
Old Dutch Clean, 4 dz 4 00	
Queen Ann, 50 oz.	2 40
Rinso, 100 oz.	6 40
Rub No More, 100, 10 oz.	3 85
Rub No More, 18 Lg. 4 25	
Spotless Cleanser, 48, 20 oz.	3 85
Sani Flush, 1 doz.	2 25
Sapallo, 3 doz.	3 15
Soapine, 100, 12 oz.	6 40
Snowboy, 100, 10 oz.	4 00
Snowboy, 24 Large	4 70
Speedee, 3 doz.	7 20
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. 1	@22
Mixed, 5c pkgs., doz.	@45
Nutmegs, 70-80	@35
Nutmegs, 105-110	@30
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.	90
Onion Salt	1 25
Garlic	1 35
Ponette, 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	05
Argo, 48 1 lb. pkgs.	3 75
Cream, 48-1	4 80
Quaker, 40 1	8
Gloss	
Argo, 48 1 lb. pkgs.	3 75
Argo, 12 3 lb. pkgs.	2 74
Argo, 5 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.	04 3/4

SYRUPS

Corn	
Blue Karo, No. 1 1/2, 2 doz.	1 94
Blue Karo, No. 5, 1 dz. 2 70	
Blue Karo, No. 10, 1/2 doz.	2 50
Red Karo, No. 1 1/2, 2 doz.	2 24
Red Karo, No. 5, 1 dz. 3 10	
Red Karo, No. 10, 1/2 doz.	2 90
Maple	
Int. Maple Flavor.	
Orange, No. 1 1/2, 2 doz. 2 75	
Orange, No. 5, 1 doz. 3 90	
Maple	
Green Label Karo, 23 oz., 2 doz.	6 69
Green Label Karo, 5 1/2 lb., 1 doz.	11 40

Maple and Cane	
Kanuck, per gal.	1 60
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	
Old Manse.	
6, 10 lb. cans	10 40
12, 5 lb. cans	11 00
24, 2 1/2 lb. cans	12 00
24, 1 1/4 lb. cans	6 75
5 gal. jacket cans, ea. 8 15	
36, 8 oz. bottles	5 75
24, pint bottles	7 25
24, 18 oz. bottles	7 50
12, quart bottles	6 50

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	5 00
24, pint bottles	6 25
24, 18 oz.	6 50
12, quart bottle	5 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 25	
24, pint bottles	4 50
36, 8 oz. bottles	4 75

TABLE SAUCES.

Lea & Perrin, large.	6 00
Lea & Perrin, small.	3 85
Pepper	1 60
Royal Mint	2 40
Tobasco	2 75
Sho You, 9 oz., doz.	2 70
A-1, large	5 75
A-1 small	3 25
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	35@40
Ceylon	
Pekoe, medium	33
Melrose, fancy	58
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	46
Cotton, 3 ply balls	46
Wool, 6 ply	20

VINEGAR

Cider, 40 Grain	22
White Wine, 40 grain 17	
White Wine, 80 grain 22	
Oakland Vinegar & Pickle Co.'s Brands.	
Oakland Apple Cider	25
Blue Ribbon Corn	20
Oakland White Pickling	20
No charge for packages.	

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.	80

WOODENWARE

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

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

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

Mop Sticks	
Trojan spring	2 00
Eclipse patent spring 2 00	
No. 2, pat. brush hold 2 00	
Ideal, No. 7	1 35
12 oz. Cot. Mop Heads 2 25	
16 oz. Cot. Mop Heads 3 50	

Pails	
10 qt. Galvanized	2 35
12 qt. Galvanized	2 60
14 qt. Galvanized	2 90
12 qt. Flaring Gal. Ir. 6 75	
10 qt. Tin Dairy	4 80
12 qt. Tin Dairy	5 40

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

Tubs	
Large Galvanized	8 50
Medium Galvanized	7 50
Small Galvanized	6 60

Washboards	
Banner Globe	6 00
Brass, Single	7 00
Glass, Single	6 75
Double Peerless	8 25
Single Peerless	7 50
Northern Queen	5 75
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	13 00
19 in. Butter	25 00

WRAPPING PAPER	
Fibre, Manila, white	05 1/4
No. 1 Fibre	07 1/4
Butchers Manila	06 1/4
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.	3 70
Yeast Foam, 1 1/2 doz. 1 35	
YEAST-COMPRESSED	
Fleischman, per doz.	38

NOT A NATURE FAKER.

James Oliver Curwood on the Right Track.

Grandville, Jan. 2.—James Oliver Curwood seems intent on stirring up the animals.

So far as his reflections on the inadequacy of Michigan's management of timber conservation and the game laws are concerned he seems to be on the right trail.

Reforestation is a living issue in the State to-day.

Protection to Michigan's wild life is another issue that is of the greatest importance if the State is to conserve its natural resources, and forge ahead as one of the progressive States of the American Union.

There has been altogether too slack management along the lines above mentioned.

It is for the interest of every man, woman and child in Michigan that our natural resources be conserved, as they have not been conserved during the past years of timber, animal and bird destruction in this State.

The roads scandal, with its shortcomings and overreaching where the expending of the peoples' money is concerned, is a mere item when compared with the scandalous destruction of the State's natural resources. It is indeed high time that something is done to bring about a change.

Mr. Curwood seems to have interested himself in this matter and we trust he will continue to ding at it until those who are charged with the duties of our static welfare get to work in the proper manner to secure the best results.

Trees are as important as is the wild life, which can exist only with the preservation of our forests.

Forest conservation, bird and animal preservation. These must be looked after if we would continue to hold high place in the great family of states in the Union. Neglect in the past can be remedied if proper means are used to rectify the mistakes of the past and forest preservation is made one of the principal items of our consideration.

In old lumbering days our forests were thought to be indestructible. To slash down trees, to set forest fires going, to destroy without thought seemed the order of the day. Our pine is gone, our hardwood and hemlock are becoming less by degrees until the day is not far distant when the last of the once grand primeval forest has succumbed to the woodman's axe or to forest fires.

By neglecting to reforest the desolated lands we are inviting disaster to the farms and shops of Michigan. Nature will stand about so much; go beyond that and we bring suffering and desolation, for the god of Nature is not mocked, and there will surely come a day of reckoning for man's foolish destroying of our forests, the laying waste of animal life in seeking to better his immediate fortunes.

Mr. Curwood is on the right track. Let every earnest citizen who wishes well for his State seek to uphold him in his good work of prodding the sleeping officials charged with this matter, into wakefulness.

It is a well-known fact that bird life has been nearly extinguished in some parts of Michigan. The felling of the trees and the destruction of the smaller timber by fires have been a factor in the destruction of our birds. Birds and trees are almost synonymous terms.

Without forests there will be few of the feathered tribe and most of smaller wild animals will be wiped out. Is such a prospect at all alluring, even to the most hardened citizen, this demolition of wood, water and animal life?

For ways that are dark and tricks that are vain, the heathen Chinese is peculiar, wrote Bret Harte in the old days, and a similar reference to those

in authority who neglect their sworn duty might not be out of place.

We realize that it is easy to find fault; we also realize that much of the railing at public officials at the present day is uncalled for, yet there can be no disguising of the fact that in our goodly State of Michigan there has been a sad lack of efficiency in some spots, which can and should be remedied.

The destruction of forests can lead to no good results.

It would seem to be the part of wisdom to seek to preserve the forests we already have rather than to destroy them, trusting to luck and good citizenship to renew them after they are gone. It requires time, patience and perseverance to rebuild the forests. The woods that are left should be held as a sacred legacy to the State and should be religiously preserved. This can be done with the proper assistance of the public, through proper legislation and keen looking after that the laws be enforced as near as may be to the letter.

It is encouraging to note that one leading citizen at any rate is awake to the dangers and necessities of the situation, and is doing his level best to call the attention of the people to conditions, and methods that must be pursued to save our good heritage to future generations intact.

Reforestation is a rallying cry that means much, but prevention of forest destruction means much more, and it is around this that the friends of a great and growing commonwealth should rally to a man, seeking the best interests of every individual unit of the community.

Destroy no more forests in Michigan.

Build up and preserve what we have, while at the same time we begin the work of reforesting the many denuded acres covering such a wide expanse of State lands in both peninsulas.

Were I the owner of a tract of land, large or small, it should be my delight to start the work of rebuilding our once magnificent inheritance of trees, so that future generations might not suffer for the foolish recklessness of their forebears.

O'd Timer.

High Cost of Distribution Due To Misfit Salesmen?

Actual analysis of salesmen turnover data cannot fail to lead to preventive methods and a reduced turnover ratio. The resourcefulness and constructive imagination of the men who have put over big sales campaigns will not fail to develop remedial measures when once the casual conditions are

GOT RICH OVER NIGHT.

Happy Invention of Village Confectioner's Son.

Royalties amounting to probably \$30,000 a week are being paid by the manufacturers of "Eskimo Pie," the little oblong block of ice cream covered with chocolate, to its inventor, C. K. Nelson, son of the village confectioner of Onawa, Ia., and associates who have backed him in the marketing of a product which went begging for almost four years. Probably no innovation of recent years designed to meet the cravings of a sweet tooth has met with such instantaneous success in New York, Chicago and other cities.

The consumption of "Eskimo Pie" since it was placed on the market last January has encouraged its sponsors to believe that the gross income from royalties may amount to \$1,500,000 in the next twelve months. The chocolate-covered cake of ice cream is being sold by the millions every day, and a company has been organized by Russell Stover of Chicago to issue licenses for its manufacture.

Although the royalties represent only a small fraction of the price, at the rate of 5 cents a dozen cakes, the total is one of the biggest incomes ever received from a similar product. At the present time checkers are employed in ice cream manufacturing plants operating under the Nelson License to check the exact number of "Eskimo Pies" made and sold each day.

C. K. Nelson, the young man who performed the seemingly impossible feat of coating a bar of ice cream with hot chocolate, was brought up and educated in the little town of Onawa, Iowa, where his father operated an ice cream manufacturing establishment. After Nelson got through school his father put him in charge of the plant where he gained a knowledge of ice cream manufacture. Nelson conceived the idea of dipping ice cream in chocolate and he worked on the plan with varying success for several years. His main difficulty arose from the fact that the chocolate would not stick to ice cream. The elder Nelson turned his ice cream plant over to another man and failure resulted.

With little else but an idea to sell Nelson set out to find capital to perfect his "Eskimo Pie" scheme. He went from town to town and met with constant rebuffs. "Cover ice cream with hot chocolate? Ridiculous!" said the men before whom he laid his plan for a new confection. Finally he reached Omaha, where he met Russell Stover, then connected with the Graham Ice Cream Company of that city.

Stover recognized possibilities in Nelson's idea. He had been superintendent of a big chocolate factory in Chicago and he saw a way in which it was possible to supply what Nelson lacked, namely, a method to make the chocolate stick to the ice cream.

The experiments were resumed upon a large scale, with the result that "eskimio pie" is enjoying an enormous sale throughout the Middle West, and its fame is spreading to both coasts.

The process of manufacturing "Eskimo pie" is apparently simple. Brick ice cream is cut into oblong bars and dipped in chocolate which has been heated to 115 degrees and allowed to cool to 90 degrees, the proper heat for dipping. It would seem that hot chocolate must cause ice cream to melt and "run" before it could be placed in the hardening room. This, however, is not the case. The ice cream causes the chocolate to harden. The bar is then wrapped in foil and placed in a hardening room where it remains until ready to be marketed. Its inventor says that it is possible to leave a bar exposed in a warm room for as long as thirty minutes before it will melt.

Nelson and Stover, having perfected the process of manufacturing "Eskimo pie" interested capital in manufacture and obtained money to form the Russel Stover Company with offices in Omaha. Stover was made President; Nelson, Vice-President in charge of manufacture, and H. E. Watson, secretary.

The company began an extensive advertising campaign, with the result that "Eskimo pie" has had an amazing sale. The Stover Company issues licenses to ice cream manufacturers authorizing them to use the Nelson formula.

The bulk of New York's supply of "Eskimo Pie" is being furnished by the Huber Ice Cream Company, of Bridgeport; the Jersey Ice Cream Company, of Lawrence, Mass., and the New Haven Dairy, of New Haven.

"We are supplying a hundred towns in the territory between Bridgeport and New York," said G. S. Sherwood, accountant for the Huber Ice Cream Company. "We ship 'Eskimo Pie' into New York and other cities by motor truck. If it is properly packed it does not soften. Its sale is assured as long as the distributors keep it in good condition. We are waiting to see whether there will be any difficulties in handling the product in Summer. We manufacture 'Eskimo Pie' at the rate of 250 to 3,000 dozen cakes a day."

Mr. Sherwood said that since the product was placed on the market "thousands of imitations had appeared. He said that he was informed suits to protect the patent applied for by Mr. Nelson had been started.

A large ice cream concern here which had under consideration the manufacture of "Eskimo Pie" explained yesterday that a proposition from the Nelson Company had been held in abeyance pending the settlement of suits growing out of patent rights. From a representative of this concern, it was learned that the ice cream content in "Eskimo Pie" was much smaller than the portion dished out over the counter by confectioners. It was also explained that products similar to "Eskimo Pie" had appeared here and elsewhere in recent years.

When you reach the point where you begin to believe that the Lord made you first and your competitor just happened along some time afterwards, it's time for you to sit down and do a little thinking. Perhaps the other fellow can claim just as close relation to the Creator as you can.

BUSINESS WANTS DEPARTMENT

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

Want to hear from party owning good merchandise business or other business for sale. State cash price and particulars. John J. Black, 130 St., Chippewa Falls, Wisconsin. 957

CAFETERIA—SUPER BARGAIN; ANNUAL BUSINESS \$40,000; ONLY CAFETERIA IN TOWN IN CENTRAL MICHIGAN. NEW EQUIPMENT. \$4,000 BUYS ALL. W. J. Cooper, Mt. Pleasant, Mich. 993

For Sale—An exceptionally fine stock of groceries and fixtures. Full particulars will be given to any one interested. Address No. 2, care Michigan Tradesman. 2

FOR SALE—Shoe store in a good town. Good reason for selling. Box 777, Reading, Mich. 3

Why Not Have a Sale—Unload your surplus stock. Write for particulars. L. J. Crisp, Sales Conductor, Elk Rapids, Mich. 4

For Sale—Country store and general stock, almost new frame building. Fine farming section in Central Michigan. About \$7,000 required. Address No. 5, care Michigan Tradesman. 5

E. E. Johnson Auction Co., Merchandise Auctioneers. If you need cash, write for dates. We reduce or sell entire stock quick. 240 East Burch St., Canton, Ill. 6

For Sale—Hay and poultry house, large poultry yards, on P. M. main line. Side track to building. Address S. V. Garinger, Lake Odessa, Mich. 7

Restaurant For Sale—Best buy in Middle-West. Investigate this money-maker in heart of Indianapolis business district. Satisfactory reasons for selling. Write or wire, I. W. Ridge, 18 University Square, Indianapolis, Ind. 8

WANTED—To hear from owner of general merchandise store for sale. State cash price, particulars. D. F. Bush, Minneapolis, Minn. 9

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.

Wanted—An experienced salesman to travel Central Michigan territory for Saginaw wholesale grocer. Address No. 996, c-o Tradesman. 996

Hotel For Sale—Thayer House, Ashley, Mich. All rooms heated, well furnished, electric lighted. Good location. Five lots. For further information write H. A. Thayer, Ashley, Mich. 999

For Rent—Two new stores, Flint, Mich., 19x60 ft. Steam heat. Fine location. W. T. Kelley, 1602½ N. Saginaw, Flint, Mich. 1

Wanted to Buy—About twelve or more chicken batteries, and also a small hand elevator. Address No. 995, care Michigan Tradesman. 995

CASH For Your Merchandise!

Will buy your entire stock or part of stock of shoes, dry goods, clothing, furnishings, bazaar novelties, furniture, etc. LOUIS LEVINSOHN, Saginaw, Mich.

PARTNER WANTED—Old established manufacturing business in St. Louis. This is no get rich proposition, but one of the best investments in St. Louis if you want a permanent, reliable business. \$20,000 or over required. Prefer man who is capable of taking entire charge of selling end of business. Address Box 694, care Central Station Post Office, St. Louis, Missouri. 988

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 1250 Burlingame Ave., Detroit, Mich. 566

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

Wanted—Store fixtures. What have you in store fixtures you want to cash? Write A. L. Redman, Olney, Ill. 985

Have \$10,000 worth of deed land contracts on Royal Oak Improved property, exchange for merchandise. Mr. Lewis, 1561 Richton Ave., Detroit. 986

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

DICKRY DICK THE SCALE EXPERT. MUSKEGON, MICH. 939

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—General stock, or stock and brick store building, in prosperous town of 1,400, center good farming community. Will invoice about \$4,000. Business on cash basis. Dwelling house included in purchase if desired. Address No. 990, care Michigan Tradesman. 990



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

GRAND RAPIDS SAFE CO.

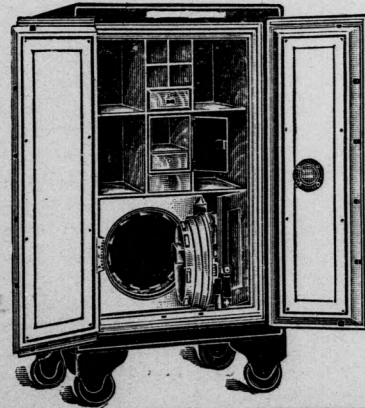
Dealer in

Fire and Burglar Proof Safes

Vault Doors and Time Locks

Largest Stock in the State.

Grand Rapids Safe Co.
Grand Rapids, Mich.



MANUFACTURING MATTERS

Detroit—The Brass Products Co., 3661 Palmer avenue, has increased its capital stock from \$15,000 to \$75,000.

Detroit—The Cadillac Glass Co., 2570 Hart avenue, has increased its capital stock from \$50,000 to \$100,000.

Detroit—William H. Miller & Co., fur manufacturer, has increased its capital stock from \$25,000 to \$100,000.

Detroit—The Acme Foundry Co., 2503 Isabella avenue, has increased its capital stock from \$25,000 to \$100,000.

Ludington—The Handy Things Manufacturing Co. has increased its capital stock from \$50,000 to \$60,000.

Grand Rapids—The Widdicomb Furniture Co. has increased its capital stock from \$500,000 to \$750,000.

Sturgis—The Aulsbrook & Jones Furniture Co. has increased its capital stock from \$250,000 to \$500,000.

Grand Rapids—The Grand Rapids Refrigerator Co. has increased its capital stock from \$600,000 to \$1,100,000.

Detroit—The Hygeia Filter Co., 3422 Denton avenue, has increased its capital stock from \$60,000 to \$80,000.

Detroit—The Webster Cigar Co., 5545 Grand Avenue, has increased its capital stock from \$160,000 to \$265,000.

Detroit—The Mundus Products Co., Ltd., coffee roaster, has increased its capital stock from \$200,000 to \$600,000.

Gladstone—The Northwestern Co-op-erage & Lumber Co. has increased its capital stock from \$480,000 to \$960,000.

Detroit—The Ferro Stamping & Manufacturing Co. has increased its capital stock from \$190,000 to \$360,000.

Detroit—The Model Body Corporation, 7201 Six Mile Road, has increased its capital stock from \$60,000 to \$110,000.

Detroit—The Commercial Milling Co., 203 Randolph street, has increased its capital stock from \$200,000 to \$800,000.

Holland—The Ottawa Furniture Co., 110 River avenue, has increased its capital stock from \$100,000 to \$300,000.

Grand Rapids—The Kimmel Millinery Co., 26-32 Division avenue, South, has changed its name to the DuBois-Munn Co.

Detroit—The Woodworker Manufacturing Co., 612 Bush street, has increased its capital stock from \$30,000 to \$45,000.

Detroit—The G. E. Hough Flour Co., 5075 Grand River avenue, has increased its capital stock from \$30,000 to \$60,000.

Detroit—The Colonial Tool Co., Inc., 217 Woodward avenue, has increased its capital stock from \$30,000 to \$60,000.

Detroit—The Buhl Stamping Co., Scotten avenue and M. C., has increased its capital stock from \$400,000 to \$750,000.

Saginaw—The Schust Co., manufacturer of crackers, cookies, etc., has increased its capital stock from \$300,000 to \$500,000.

Detroit—The Crittall Casement Window Co., 10951 Hearn avenue, has increased its capital stock from \$200,000 to \$350,000.

Benton Harbor—The Benton Harbor Malleable Foundry Co. has increased its capital stock from \$300,000 to \$843,600.

Monroe—The Weis Manufacturing Co., office furniture and supplies, has increased its capital stock from \$500,000 to \$1,000,000.

Grand Rapids—The Grand Rapids Calendar Co., 572-86 Division Ave., S., has increased its capital stock from \$20,000 to \$75,000.

Grand Rapids—The Van Bysterveld Medicine Co., Inc., has removed from 138 Division avenue, South, to 341 Fulton street, West.

Hamtramck—The Cecil R. Lambert Co., 3454-70 Denton avenue, manufacturer's agent, has increased its capital stock from \$10,000 to \$30,000.

Port Huron—The Port Huron Garment Co., which makes women's dresses and aprons, will locate in Owosso the latter part of January.

Grand Haven—The Lee-Shupe Machinery Co. has been incorporated with an authorized capital stock of \$300,000, all of which has been subscribed and paid in in property.

Detroit—The Square D. Co., 6060 Rivard street, manufacturer of safety switches, etc., has increased its capital stock from \$150,000 to \$1,000,000.

Saginaw—Mitts & Merrill, manufacturer of agricultural implements, founders and machinists tools and supplies, etc., has increased its capital stock from \$50,000 to \$300,000.

Detroit—The Boulevard Dairy Co., 6340 West Fort street, has increased its capital stock from \$75,000 common to \$75,000 preferred and 10,000 shares no par value.

Detroit—The Rollins Co., manufacturer of furs, and retailer of furs, women's ready-to-wear clothing, etc., has increased its capital stock from \$18,000 to \$100,000.

Detroit—The Seaman-Patrick Paper Co., Cass and Larned, has increased its capital stock from \$65,000 and 9,750 shares no par value, to \$200,000 and 10,400 shares no par value.

Grand Rapids—The Michigan Upholstering Co., Richmond and Elizabeth, N. E., has been incorporated with an authorized capital stock of \$5,000, \$1,000 of which has been subscribed and paid in in cash.

Detroit—The Acme Forge & Machine Co., 2739 Guoin street, has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and paid in, \$500 in cash and \$4,500 in property.

Detroit—The National Can Co., 2566 East Grand boulevard, has merged its business into a stock company under the style of the National Can Corporation with an authorized capital stock of \$800,000 common and \$350,000 preferred, all of which has been subscribed and \$115,000 paid in in cash.

Detroit—Frederic B. Stevens, Larned and Third, manufacturer of foundry facings and supplies, has merged his business into a stock company under the style of Frederic B. Stevens, Inc., with an authorized capital stock of \$250,000 common and \$250,000 preferred, \$400,000 of which has been subscribed and \$390,000 paid in in property.

Detroit—The General Smelting & Refining Co., 3514 Riopelle street, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$4,500 in cash and \$5,500 in property.

Cheboygan—Activities at the Union Bag & Paper Co. are being increased. One of the large paper machines which had been idle for a long period has again been started. Within a short time it is expected that output will be doubled.

Detroit—The Ray Motor Co. has been incorporated to manufacture and sell engines, accessories, etc., with an authorized capital stock of \$100,000, of which amount \$60,000 has been subscribed, \$1,000 paid in in cash and \$34,000 in property.

Detroit—The Schieber & Jensen Manufacturing Co., 5449 Twelfth street, auto specialties and radio supplies, has been incorporated with an authorized capital stock of \$2,000, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—The Deveau-Bartling Co., Inc., 401 Equity building, manufacturer's agent in electrical supplies and sundry articles, has been incorporated with an authorized capital stock of \$1,200, all of which has been subscribed and paid in, \$100 in cash and \$1,100 in property.

Saginaw—Julius B. Kirby, one of the organizers of the present Board of Commerce, and for four years its managing secretary, and for a year and a half financial man and service president of the Ruggles Motor Truck Co., has resigned his position and gone to California with his family.

Charlotte—Directors of the Jordan & Steele Manufacturing Co. have declared a 10 per cent. cash dividend. This makes four years in succession this corporation has paid a 10 per cent. cash dividend. The company is free from debt and the coming year looks more promising than the past. The company builds gravel screeners and loaders, also sanitary sink and tray frames.

Michigan Needs More Laborers.

The industries of the United States will be confronted in 1923 with a very real problem of labor supply. This is particularly true in reference to the State of Michigan.

The common labor situation is more or less acute at the present time, and from present indications the industries of Michigan will have one of the greatest years in 1923 that they have ever seen. So that it is absolutely necessary that the labor supply be increased to take care of the demands for the products of Michigan's factories.

Michigan is the highest wage State in the Union and immigration will not affect the wages. Cheap labor is not what is wanted, but necessary labor to feed the raw material to the skilled men is Michigan's problem.

The high wages paid in the industries have drained the farms of practically all available farm labor. The copper mines and iron mines in the Upper Peninsula have been seriously affected by the withdrawal from the mining operations of workers who have gone into the automobile plants and other industries.

It is imperative that the Immigration act be changed so that a greater supply of common labor may be admitted. The process of education in America makes skilled and semi-skilled workers of common laborers in a very few years, and it is imperative that the common labor supply be continuously added to by immigration.

The serious aspect of the labor shortage directly confronts the farmers, and unless some amendments are made to the present restrictive act the labor to harvest the crops in the United States in 1923 cannot be had, and the farmer, with an abundant market for his products at a good price, will be unable to take advantage of his opportunity because of the labor situation.

There is no more important subject vital to the American people to-day than the solution of the immigration question. The labor organizations assume that by restricting immigration labor it will be easier to organize and unionize the manufacturing plants of the country, and will permit the labor union system of restriction of output to work more readily, and the leaders of organized labor feel that by such measures as the restrictive immigration act the labor system of England will be foisted upon the United States. I do not believe that the American workmen want the conditions of the British workmen, and the organized minority of about 4,000,000 American workmen out of 40,000,000 is trying to force un-American working conditions upon the General public.

John L. Lovett,
General Manager Michigan Manufacturers' Association.

Class Consciousness.

When the Workers party of America appeals to class consciousness by calling on the revolutionary elements of the country to rally under the party banner and go forward "to the victory of the American social revolution under the leadership and guidance of the Communist International" it seems appropriate to quote the following excerpt from Theodore Roosevelt, written back in 1908:

"Every farsighted patriot should protest first of all against the growth in this country of that evil thing which is called 'class consciousness.' The demagogue, the sinister or foolish socialist visionary who strives to arouse this feeling of class consciousness in our working people, does a foul and evil thing; for he is no true American, he is no self-respecting citizen of this republic, he forfeits his right to stand with manly self-reliance on a footing of entire equality with all other citizens; who bows to envy and greed, who erects the doctrine of class hatred into a shibboleth, who substitutes loyalty to men of a particular status, whether rich or poor, for loyalty to those eternal and immutable principles of righteousness which bid us treat each man on his worth as a man, without regard to his wealth or his poverty."

Would that Theodore Roosevelt were with us to-day!

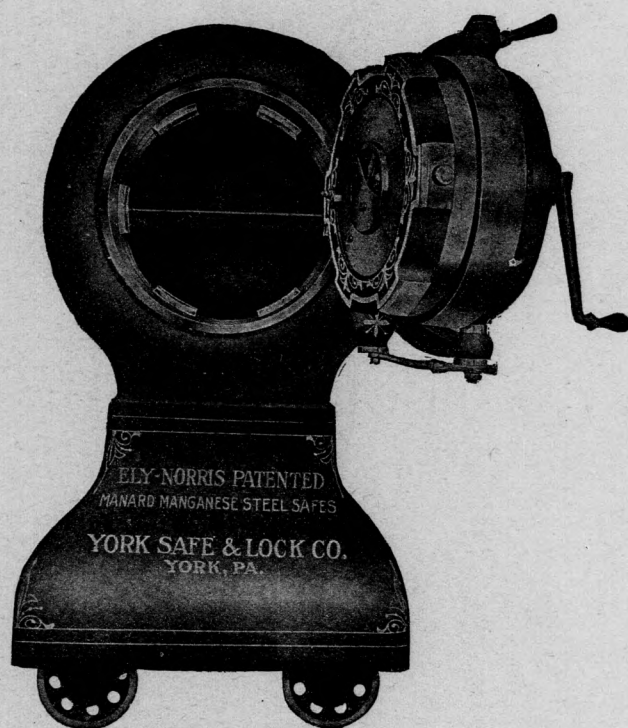
Elizabeth Ogden Wood.

It is better to be lonely than bored.

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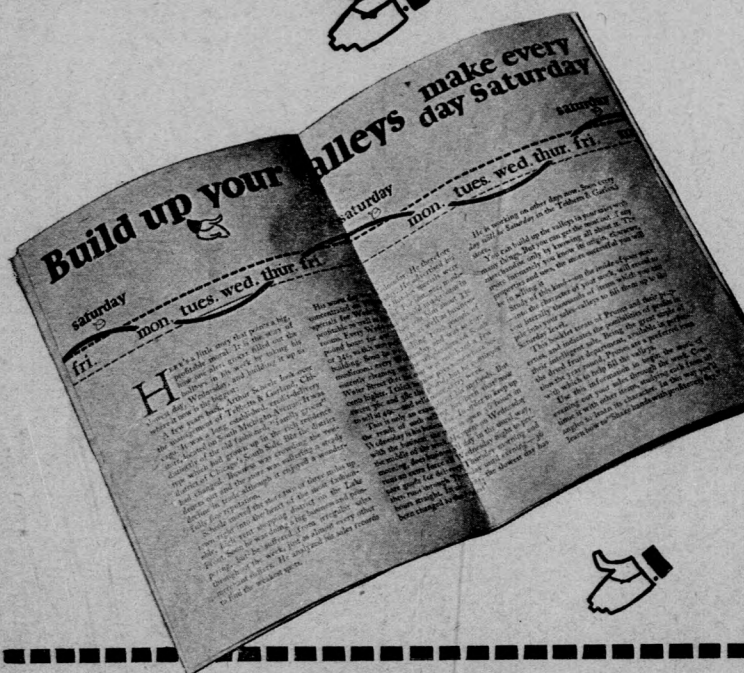
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Holding Trade at Home

is one of the problems confronting the majority of retail merchants to-day. Selling the **right** merchandise at the **right** price is the solution.

In most lines you really can undersell outside competition if you select the right merchandise. Then display your selling prices and see how it helps sales.

Stock merchandise, the retail selling price of which has been established, either through being advertised to the consumer or shown on the package.

Display and recommend

K C

Baking Powder

Same price for over 30 years

25 ounces for 25¢

the biggest baking powder bargain on the market.

The price is shown in the advertising and on the package. It helps you undersell outside competition—keeps trade at home, and

insures your profit

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

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

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