

MICHIGAN TRADESMAN

PUBLISHED WEEKLY * TRADESMAN COMPANY, PUBLISHERS. EST. 188

Public Reference Library,
Library St.

Forty-first Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 24, 1923

Number 2092

Lincoln at Gettysburg



The whole world came to hear him speak that day,
And all the ages sent their scribes to see
And hear what word the new land had to say
Of God and man and truth and liberty.
Homer was there and Socrates and Paul,
Shakespeare and Luther, Pitt, Cavour and Bright,
With Washington—stanch friends of freedom all;
Nor did he fail: he lifted there a light
For all the earth to see, from fires of truth
That surged within his breast. Yet that crude throng
Of men knew not that through this man uncouth
God spake as through old prophets, stern and strong.
They turned away, these men, but angels bent
From heaven to hear those flaming words, God-sent.

HEKMAN'S

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

GROCERS—It's up to you to see that your share of the profits to be made by stocking and selling the Hekman line of baked goods comes to your own cash register.



Hekman Biscuit Co.
Grand Rapids, Mich.

PICK YOUR CHESTNUTS NOW!

Many and varied were the endorsements given Yeast-for-Health in response to the Fleischmann Health Contest. One of ten thousand, by Mr. Dean J. Rice, Salt Lake City, follows:

"I was incapable of work and was the nearest resemblance of a living skeleton extant—a victim of stomach and intestinal trouble, sallow skin, yellow-tinged eyes, etc. Then came Fleischmann's Yeast. I called it a 'fad.' But I fell for it and in less than three months I became the miracle of the neighborhood. I became rejuvenated. I have written this for a prize—I have that already—Health through Fleischmann's Yeast."

As a result of this contest, Fleischmann's Yeast-for-Health has assumed a new importance in the minds of millions of Americans. It means fresh-created interest. Profit thereby. Pick your chestnuts NOW, while the fire is hot.

THE FLEISCHMANN COMPANY

Yeast

Service

The Cry for Whole Wheat

A wider food intelligence means an increasing demand for whole wheat products, but the whole wheat has to be made digestible. We are not selling raw wheat, we are selling a process—the greatest process ever discovered for making the whole wheat digestible.

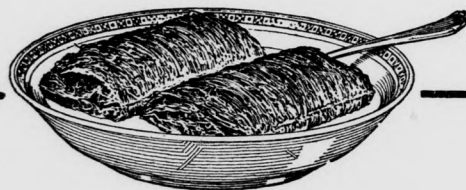
Shredded Wheat

is the result of that process. It is the whole wheat grain cooked in steam, shredded and baked. For twenty-five years we have been making this product, trying to make it better each year. It is always the same high quality—pure—clean and wholesome.

Always keep Shredded Wheat in a dry, clean sanitary place. This makes satisfied customers and saves us a lot of trouble.

MADE ONLY BY

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



Hart Brand Canned Foods

FRUITS

Red Sour Cherries	Black Raspberries
Red Raspberries	Pears
Strawberries	Plums
Blackberries	Peaches
Gooseberries	Apples

VEGETABLES

Peas	String Beans
Corn	Green Lima Beans
Pumpkin	Red Kidney Beans
Succotash	Squash

HART BRAND canned foods are prepared from the finest products of the garden, orchard and farm. They are gathered and packed in the most prime condition.

HART BRAND canned foods are sterilized by heat alone and packed under the most sanitary conditions.

JUNE GARDEN PEAS fresh to your table from **HART BRAND** cans ready to serve.

Put the Summer Garden in Your Winter Pantry.

HART BRAND gives you selection from the finest garden peas, the best succulent sweet corn, the highest quality string beans, lima beans and succotash.

Michigan Canned Foods for Michigan People

Prepared by **W. R. ROACH & COMPANY**
Main Office: **GRAND RAPIDS, MICHIGAN**

MICHIGAN TRADESMAN

Forty-first Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 24, 1923

Number 2092

MICHIGAN TRADESMAN

(Unlike any other paper.)

Frank, Free and Fearless for the Good
That We Can Do.
Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By
TRADESMAN COMPANY
Grand Rapids
E. A. STOWE, Editor.

Subscription Price.

Three dollars per year, if paid strictly
in advance.

Four dollars per year, if not paid in
advance.

Canadian subscriptions, \$4.04 per year,
payable invariably in advance.

Sample copies 10 cents each.

Extra copies of current issues, 10 cents;
issues a month or more old, 15 cents;
issues a year or more old, 25 cents; issues
five years or more old 50 cents.

Entered Sept. 23, 1883, at the Postoffice
of Grand Rapids as second class matter
under Act of March 3, 1879.

TAXES CAN BE LOWERED.

Taxes might be reduced as much as half a billion dollars, says Senator Smoot, chairman of the Senate Finance Committee. This is encouraging so far as it goes, but the Senator elaborates his statement and dashes our hopes by showing that taxes are not going to be reduced, but will probably be raised. It seems that the leaders of the Senate are convinced that while a cut in taxation is possible, it will not be expedient to attempt it at the next session of Congress. To open the subject of tax revision is to invite a drive by the radical Senators for the revival of the excess profits tax and for the restoration of the war-time rates of surtaxes on income. It is feared that the conservatives hold Congress by too small a majority to justify taking this risk. The policy of the leaders, therefore, will be to let well enough alone.

The let-alone policy means that taxes will remain high enough to create a surplus at the end of the current fiscal year if expenditures are kept within their present limits. But with a surplus in sight expenditures will not be kept within these bounds. A nice public building appropriation bill, greasy with pork, is already awaiting the hearty welcome that it will get from the members of Congress who feel it incumbent upon them to do something for the folks back home. Necessary appropriations for rivers and harbors will also be coupled with expenditures for the improvement of streamlets that cannot be found on the map. On top of this will come the bonus for the able-bodied soldiers, which Senator Smoot says is sure to pass. Instead then, of having a reduction in Government expenditures of half a billion Congress unless restrained by public opinion, is likely to increase them by that

amount. Can the country stand for such extravagance? Is the case in behalf of downward tax revision to be allowed to go by default? The people who want economy and relief from tax burdens are certainly more numerous than those who have an eye on the Federal Treasury. They should be equally articulate.

RAILWAY RATE REVISION.

The discussion of railway rates has taken a new turn since the President made his suggestion for a reduction in export grain rates and for a readjustment of the rates on coal for foreign and domestic shipment. At present the rate on coal exported to Canada is lower than that on coal shipped to States along the border, and this has aroused resentment in the districts concerned. It is proposed to deprive Canada of this advantage. It is to be noted, however, that the export rate on wheat from Chicago to New York is already somewhat below the domestic rate. Railway executives meanwhile are reported to be considering the advisability of recommending a thorough revision of the rate structure, so that the charges will conform more equally with the value of the service in the different cases. The rate system is a product of slow growth, and since the war there have been sweeping changes in the relative values of different groups of commodities, which may make revisions feasible. Such a revision would secure adequate revenues for the carriers and presumably would impose somewhat heavier charges on manufactured products than on raw materials, as prices of the latter are much nearer the pre-war level than are those of finished goods.

STEP TOWARD CHURCH UNION

The National Council of Congregational Churches, meeting at Springfield, Mass., has voted to approve the merging of the Congregational and the Presbyterian churches. The question that at once arises in the mind of a reader is, What do they propose to do about the creed? The answer is that they propose to do what some churches did to an even greater extent long ago; that is, to allow each local congregation to retain its present creed if it so desires. There has always been this broad tolerance in the Congregational and the Unitarian churches, and its spread into other denominations is to be welcomed. It is not an arrangement that will appeal to the dogmatic, but the opportunity it gives for modification of old beliefs and acceptance of new phases of the truth without staging a battle between the old and the new is in accord with the spirit of freedom which underlies enlightened religion no less than democracy.

LONGER SHIRT SLEEVES.

The long-armed man has had one of his worries removed, for a shirt manufacturing company is now making a specialty of fitting men who require a 36-inch sleeve length. This service is designed not only to help out the customer, but the store he patronizes. It works out this way: The company carries in stock a number of patterns in sizes 14 to 17 that are made with 36-inch sleeves and proportionately large body measurements. This enables the dealers to care for the needs of customers, who require extra size sleeves, without making an investment in stock that turns over slowly. By taking care of the shirt requirements of this class of men, the dealers are likely to obtain their trade in other lines of merchandise as well.

The plan does away with the need of dealers' carrying 36-inch sleeves in stock, as they may be ordered from the company as they are sold over the counter. The only restriction is that not less than three shirts may be ordered at one time. In addition to the sleeve lengths and body proportions of its shirts the company in question claims other merits for them, such as pre-shrunk, 4-ply beaded neckbands that remain true to size and do not fray, ample box pleated centers, and backs that are gathered over each shoulder blade, thus giving ease under the arms and combined with carefully graded shoulders, unwrinkled fit across the chest.

It is also said of the shirts by the company that in their making every half-size is cut over an individual pattern, thereby assuring a perfect and comfortable body fit. Plenty of room for the elbow bend, tails with a flare, and soft, quickly-conforming neckbands are other merits set forth for them. The outside of these bands is made of the same material as the body of the shirt. Price range at wholesale from \$15 to \$27 a dozen.

USING MORE ELECTRICITY

A good illustration of the country's progress within a decade is afforded by the report of the Department of Commerce on the kilowatt hours of electric current generated by central electric light and power stations and electric railways in 1912, 1917, and 1922. The total of these units for the United States in 1912 was 17,621,000. By 1922 the total had grown to 45,307,000. For the ten-year period the increase amounted to 157.1 per cent. The rate of increase is very well distributed throughout all the States. Nevada alone showed a decline between 1917 and 1922, owing to the depression in the mining industries of that State in this period. In some instances the development has been relatively greater in the last decade in

agricultural than in industrial States. Iowa furnishes such an example. This is because the growth in the former group came earlier. In a few States, too, there has been a sudden and marked increase through the completion in recent years of important hydro-electric transmission systems. This is illustrated in the case of North Carolina.

INVOKES AID OF TRUCKS.

In summing up the concussions formed by the jobbers who went on the trade extension excursion out of Grand Rapids two weeks ago, the reporter of the Herald who accompanied the excursionists stated that the future of the local market depended on the number of truck lines established and maintained by the jobbers, because interviews with merchants along the route taken this year clearly demonstrated that no dependence could be placed on the steam railroads to handle outgoing freight with any degree of dispatch.

Detroit wholesalers have evidently come to the same conclusion reached by the jobbers of the Second City, judging by their activity of late in establishing truck lines covering Michigan towns not now reached in a satisfactory manner by the steam railroads. The latest move in that direction is set forth in the report of our Detroit correspondent, published elsewhere in this week's paper. By invoking the aid of the interurban road running from Detroit to Jackson and making a quick transfer to trucks, about a dozen towns can be reached by an overnight service which requires from one to two weeks if left to the steam roads.

The British unemployment situation must have a desperate look as the winter of 1923-24 begins to close down over the islands. This is the one thing that explains the rising demand for an inflated currency in England. Great Britain was one of the first nations to face realities after the war, to deflate her currency and bend her back to the war-debt burdens. She set the world an example. Now having won through most of the difficulties and hardships of deflation, there is a cry that she throw away these advantages and sip from the poison cup that has destroyed Russia and Germany and weakened Italy and France. "Soft money" may make a bed insidiously soft in the beginning, but those peoples who have tried it have found it a bed of scorpions in the end.

Lansing—Boyd Small, dealer in men's furnishings, hats, etc., at 104 North Washington avenue, is remodeling and enlarging his store building in order to better care for his increasing business.

Good Sugar Market For Remainder of Year.

New York, Oct. 23.—The statistical position of sugar indicates a firm market for the remainder of the year, with possibilities of some advance in prices during the next few weeks," Lamborn's sugar market report says. "The unsold balance of the present Cuban crop is held in extremely strong hands, and sellers can afford to await a favorable opportunity before marketing these sugars. Price levels have been maintained during the past week in spite of a certain hesitancy on the part of buyers, who have adopted the policy of filling their requirements only as necessity arises. The effect of this conservative buying is to curtail surplus stocks throughout the country and to place buyers in a vulnerable position in the event of any increased demand from consumers. It must not be overlooked, however, that present prices of raws are high enough to attract a certain quantity of full duty sugars to this country in preference to the United Kingdom, and if the spot market in the United Kingdom should not respond relatively to any increase in prices here, it is possible that the amount of full duty sugars arriving in this country may slightly exceed previous estimates.

"Refined conditions are similar to the situation in raws, the trade purchasing on a strictly hand to mouth basis, which at this time of the year is no doubt chiefly due to the first appearance of beet sugars on the market. This factor, however, should not be exaggerated as an argument for depressing sugar values in general, as the same situation exists year after year at this time. Moreover only a limited proportion of the beet yield can be shipped out of western territory on account of transportation difficulties, and it is not considered likely that much, if any, will come further east than the Buffalo-Pittsburgh line.

"Although refiners have bought raw week, prices have remained steady and sugars very sparingly during the past Cuban producers have only offered sugar for sale in small quantities. An increase has been noted in the amount of full duty sugars available, and offerings for early arrival attracted interest at 5 7-16c, c. i. f. and 5 3/4c, c. i. f.

"Reflecting the firm tone of the cost and freight market at the commencement of the week, raw sugar futures attracted outside buying and values improved accordingly. Toward the close of the week some profit taking in December caused that position to react though new crop months remained relatively firm, principally due to buying by houses with European connections. At the end of the week there was some Wall Street liquidation, but prices closed steady at the decline, with offerings in December being absorbed by trade buying.

"Following a good business at 9.15c and further business at 9.25c the demand from the trade was lighter at the close of the week. The undertone, however, is firm, all second-hand offerings at concessions having been readily absorbed. The actual list prices of both New York and Philadelphia refiners are unchanged from last week with the exception of McCahan & Atkins, who adjusted their prices to 9.50s.

"A feature of the market has been the steady inquiry on the part of Europe for new crop Cubas, sales being made for February-March shipment at the equivalents of 4.10c and 4.20c, f.o.b.. At the close of the week Europe was a buyer at 4c, f.o.b., for February-March shipment, with offerings at 4.06c, f.o.b.

"Limited quantities of Louisiana raws have been sold at a basis of 7.25c for first half of November, delivery at New Orleans, but the majority of producers are not anxious

to market their sugars in advance of actual production.

"The raw market closed quiet, with limited quantities of Cubas and Porto Ricos available at a basis of 5 7/8c, cost and freight, for Cubas. Buyers are temporarily withdrawn at these levels but are expected to re-enter the market next week in order to meet the anticipated demand for refined sugar.

"Europe has continued to show interest as buyers of new crop Cuban raws, though business in export refined has been limited to small lots of new crop sugars, for which a better inquiry has been noted. At the close of the week refiners indicated a quotation of 7.25c for prompt shipment and 7.15c for first half November shipment, though possibly a bid of 7c for the latter position would be considered.

"Exports from Cuba continued heavy, totaling 53,932 tons for the second week of October, compared to 42,261 tons for the corresponding period last year. Receipts amounted to 20,047 tons, according to Guma, and the visible stocks at the ports were 207.98. This amount is about 80,000 tons less than the visible stocks this time last year and, taking into account the fact that there are now only about 60,000 tons of the present Cuban crop to be sold in the open market, the statistical position is undoubtedly strong."

Items From the Cloverland of Michigan.

Sault Ste. Marie, Oct. 23.—The smoke and fog last week surely was hard on navigation, delaying the boats at the locks several days, also causing the sinking of the steamer Huron near White Fish Point. Fortunately, there were no lives lost.

The Soo Investment Association is winding up its affairs and will discontinue business.

R. C. Edgerly, the well-known lumberman of Pickford, was a business visitor here last week, taking back a load of supplies for the camp.

Do not sleep in your shoes. Place them by the side of the bed for throwing at burglars.

George M. Jeffrey, age 63, died at his home on Nebish Island last Wednesday morning as the result of heart trouble, from which he suffered for the past twelve years. Mr. Jeffrey was born at Lapeer, Michigan, March 15, 1860, and later moved with his parents to Bay City, where he attended the public schools, after which he secured a position as traveling salesman for Beecher, Peck & Lewis, of Detroit, which position he held for twenty-five years. He was one of the best known traveling men in Michigan and of the highest type. George, as he was known by his many friends, made a success on the road and when his health failed him he retired to spend the remainder of his life on the beautiful banks of the Saint Mary's river at Nebish, where he built a comfortable home, spending some of the winters in the South. A few years ago he wintered in California, visiting one of his former employers, who had taken up his residence there. He was of a cheerful disposition, with a kind word for all, which made him popular with his many friends. He is survived by his widow and one son, Milton of Flint. He was a member of the Masonic fraternity and the Presbyterian church. The remains were taken to Detroit for burial.

Exel R. Smyth, who for the past three years has been in the employ of D. J. Riordon, recently purchased a half interest in the W. Burroughs barber shop, on Ashmun street, which he will conduct in the future under the name of Burroughs & Smyth.

It was just twenty-five years ago last Friday that Robert Wynn, the well-known automobile dealer, reported to the police the loss of his bicycle. Had the thieves only waited a few years they could just as well

have taken a Dodge instead and Bob would not have felt the loss as much as he did at the time.

It is a proud little foot ball player who gets himself hurt just enough to wear crutches.

It looks as if we are going to have hard times this winter, according to the numerous robberies taking place here; also at St. Ignace and the smaller towns. They stole dynamite from the Soo Hardware Co. last week and it looks as if an organized gang were planning to make a clean up.

There are no detours on the straight and narrow. But the other route is full of them.

Mrs. Helen Mason, who for the past two years has been with the Grinnell Bros. Music house, has resigned her position and opened a music studio of her own at 535 Division street. Mrs. Mason is also leader of the Hason orchestra, which is popular here.

C. L. Lawton, of the Soo creamery, accompanied by his wife, returned last week after a three weeks' motor trip throughout Wisconsin and Minnesota.

Partridge dinners are on now, but not in excess of the demand. While the woods are full of the popular bird, yet many expert hunters are returning with empty sacks, while others are able to get the five birds in short order. Ducks are not coming in as much as they did last year, but yellow jack snipe are abundant in the duck sections around the Les Cheneaux Islands.

They say that the liquor traffic along the Canadian border is heavy. Wonder if it is going or coming.

Thomas Agnew, one of our prosperous meat merchants, and J. R. Merrifield, the well-known cigar manufacturer, returned last week from an extended trip through Wisconsin.

The up-to-date barber shop under the Central Savings Bank, which has been closed for a while, has been re-opened by Joe Kiley and Harry Rapp, both veterans at the business, who have a wide circle of friends who will make this central location popular.

Percy Elliott, salesman for the Cornwell Co., returned this week after relieving Poly Lapine on the Gladstone division, who has been enjoying a vacation to the mining district.

Most of us can't tell how the style changes by comparing our suits with the new ones. William G. Tapert.

Your clerks are not going to catch enthusiasm unless you expose them to it. If you have it yourself, you can impart it.

Executive Changes at the H. & P. Drug Co.

At the annual meeting of the stockholders of the Hazeltine & Perkins Drug Co., held Oct. 22, the following officers were elected:

President and General Manager—Lee M. Hutchins.
Vice-President—Cornelius Crawford.
Vice-President and Secretary—Harry E. Fairchild.
Treasurer—Lee Wilson Hutchins.
Assistant Treasurer and Auditor—Frank H. Bockheim.
Assistant Secretary—William G. Cook.

The Board of Directors of the corporation is constituted as follows:

Anna O. Hazeltine, chairman,
Lee M. Hutchins,
Cornelius Crawford,
Harry E. Fairchild,
Lee Wilson Hutchins.

Mr. Lee M. Hutchins has been General Manager and Treasurer for several years past. Mrs. Hazeltine relinquishes the office of President to him, and he relinquishes the office of Treasurer to his son, Mr. Lee Wilson Hutchins, who has been identified with the house as assistant to his father since he graduated from the Wisconsin State University some years ago.

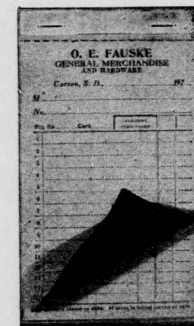
All Prepared.

An excited gentleman dashes into a store. An assistant inquires:

"Do you wish anything sir?"

"Yes, I have lost my wife!"

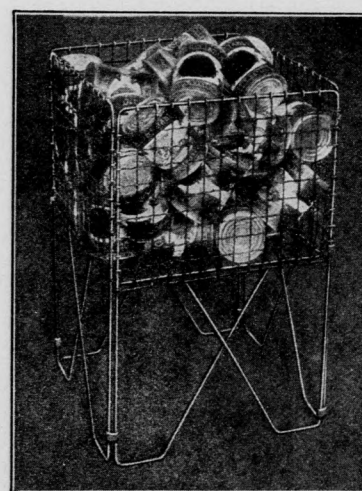
"Mourning department on first floor."



PROFITS ARE LOST if you fail to keep an accurate record of your sales. Try the one writing system by using sales books. If you don't write us for prices we both lose. Let us bid on your next order?

We make all styles and sizes, prices on request.

BATTLE CREEK SALES BOOK CO. R-4 Moon Journal B1 Battle Creek, Mich.



Announcing The Grand Rapids Collapsible Display Baskets

FOR GROCERS WHO CARE—

Made of strong crimped wire, with a beautiful green enamel finish. — — — Cut shows how to sell a stock of shelf-worn canned goods quick.

Equally good for Fruits, Vegetables, Soaps and Green Stuffs. Keep your floors clean.

Attract attention to what you have to sell.

Let us quote you on six or a dozen. We also make wire baskets for counters and windows.

Grand Rapids Wire Products Co.

430 Front Avenue

GRAND RAPIDS, MICHIGAN

AGENTS WANTED

WOMAN SELLS COFFEE.

She Tells Her Customers How to Brew It.

One of New York's successful business women is Mrs. Alice Foote MacDougall, coffee merchant. Her business, started with a capital of \$38, has approximated a bulk of half a million dollars during the past sixteen years.

"It is so very simple," is Mrs. MacDougall's explanation of how she happened to enter the business world, "three small children to be supported and the firm belief that good coffee bought in the largest market in the world delivered direct into the home of the consumer was the means by which I could support them.

"I was forty years old, broken in health, a widow. I had never felt the necessity of self-support, but I had the distinct idea that I would not, under any circumstances, depend upon help of my friends and relatives. My husband had been a coffee jobber and as I was interested in this work, I decided that I could sell coffee at retail.

"I studied blending; went down along the water front where the great ships came in and learned as much of the tea and coffee business as I could. My aunt secured for me ten customers, ordering ten pounds of coffee apiece, and my brother ordered five pounds. This was my start in business. I delivered the goods promptly—at the kitchen door.

"I went into business because I was forced to by circumstances. However, I believe that business is no place for a woman. By going into business, she misses so much of a woman's life. However, if she does go into business, she can't be a business woman and play bridge whist too. She must play the business game; be a sport and not whine when she is beaten.

"So many young women ask my advice about entering a business career.

"First, I say, 'Don't. However, if it is necessary to enter business, I emphasize the idea of being a good sport, being a man with the other men, and not depending upon chivalry of your associates to help in tight corners.

"Laugh. A sense of humor is a valuable and comforting thing, a present help in time of trouble.

"If you must go into business, do it with all your might. Go into it as enthusiastically as if it were a game. If you came home tired after a game of golf you wouldn't complain much. Then why should one complain after 'playing' the typewriter for a few hours? Make work as cheerful as play.

"I don't know what the explanation is, but I do not believe woman has the same intensity of purpose as man. Perhaps it is because she wants to change her occupation as readily as she changes her mind—or the colors of fashion. Perhaps she wants to change her mental color scheme. But it is a cruel thing for employers, especially those who are developing businesses, to have members of their office forces, upon whom they rely as much as their employees rely on

them for salaries, leave suddenly. The stenographer, perhaps, has decided, after six months of work, that she would rather be a hair dresser, just as she may have decided six months before that that she would rather be a stenographer than a filing clerk.

"Here is one principle of business that has never failed me: a firm belief in the goodness of human nature. I have trusted the public. After sixteen years of business I have lost less than \$3,000 in bad debts in my entire volume of business. Yes, I have an ingrained faith in human nature, and it has been more than justified.

"It takes imagination not only of what you want in life, but of what your customer wants. The big successes of life are really based upon a clear realization of the needs of the 'other.' Give the other fellow a square deal."

Since she is known to hundreds of housewives and restaurant proprietors throughout the United States as a coffee expert, doubtless every woman from the newest autumn bride to the silver haired grandmother about to celebrate her golden wedding, will read with interest Mrs. MacDougall's advice upon a subject all important to domestic happiness—how to make good coffee, and enjoy it.

Here are some "don'ts."

Don't forget to see that your coffee mill is grinding properly. Don't expect strong coffee unless you use enough and percolate it long enough. Don't keep coffee in a tin can. Don't eat grapefruit and expect your coffee to taste well afterward. Don't eat an after dinner mint and then expect to enjoy your demi-tasse. Don't boil coffee. Don't use anything but cold water to make coffee. Don't use a rusty tea kettle, last night's dregs or stale water.

"Use a clean coffee pot," she says, "and one cup of coffee ground not too fine to four of cold water. Let the water tap run five minutes. Then twenty minutes on a hot stove, then one-fourth cup of cold water poured right down the spot. Stand two minutes before serving."—New York Times.

Tips For Poor Service.

No doubt the American public tips more, and gets less for their tips, than any nation in existence. We have long ceased to tip merely as a reward for good service—it has become more or less of an after-meal habit, regardless of the kind of service rendered, and it has even got to the point where we feel small in our own opinion when we fail to tip.

Are we as American citizens content to give away the millions of dollars each year in tips for service which is worse than useless, or should we make tips a reward for faithful, conscientious service, which I am sure most patrons of restaurants are glad to recompense?

George T. Thompson.

Let the Ice-Cream Man Oo It.

Mother: Where did you get that dime?

Gladys: That's the one you gave me to put in the collection at church.

Mother: Why didn't you do it?

Gladys: Why, I thought I'd buy ice cream with it and let the ice-cream man give it to the church.

What Quaker Means

To the WORDEN GROCER COMPANY, QUAKER means reputation. It is a name jealously guarded, and used only when the high quality of the product is an absolute certainty.

To the grocer, QUAKER means knowledge—that gratifying knowledge that goods bearing the QUAKER label can be depended upon year after year to satisfy his most particular customers.

To the consumer, QUAKER means a friend. The name QUAKER on a package is a guarantee of QUALITY, and the housewife knows that all goods branded "QUAKER" will come up to her expectation.

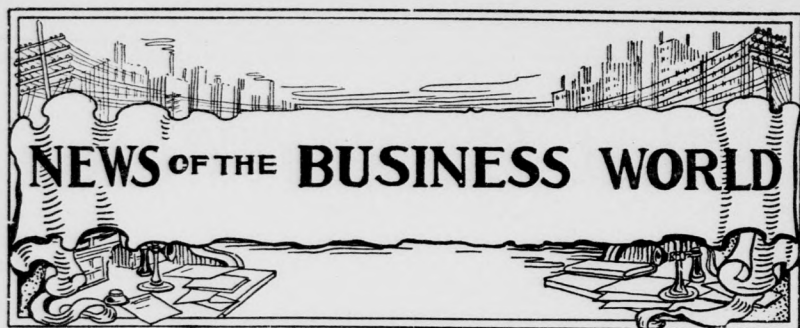
Every QUAKER product she knows and likes is a standard, and every other QUAKER product will compare favorably with it.

WORDEN GROCER COMPANY

Grand Rapids

Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.



MOVEMENT OF MERCHANTS.

Maybee—The McCormick Sales Co. succeeds the Cotant Motor Sales Co.

Traverse City—Neufer & Long succeeds George L. Hamlin in the grocery business.

St. Johns—Miss Mary Kelly succeeds Mrs. Fred Tremper in the millinery business.

Lansing—The England-Cook Chevrolet Co. has changed its name to the Capitol Chevrolet Sales Co.

Saginaw—Shaberg & Dietrich have engaged in the hardware business at 319 North Washington avenue.

Kalamazoo—Herman Van Hamersvald has been appointed manager of the Newark Shoe Co. store on East Main street.

St. Johns—George F. Dimond & Co. are erecting a modern warehouse to replace the one destroyed by fire this summer.

Grand Rapids—The Van Heulen Fuel Co. has increased its capital stock from \$7,000 to \$9,000 and 15,000 shares no par value.

Lansing—George R. Byrnes, druggist at 501 East Shiawassee street, has opened a branch store at 2024 East Michigan avenue.

Ludington—Lohner Bros. will remove their grocery stock to the Carlson store building as soon as it has been remodeled and made modern.

Memphis—The Memphis Farm Bureau Local has increased its capital stock to \$25,000 and changed its name to the Memphis Co-Operative Co.

Richland—J. W. Whitlock has purchased the hardware stock conducted by the receiver of the F. D. Travis Co. and will continue the business at the same location.

Stanwood—The Stanwood Building Association has changed its name to the Stanwood Marketing Association and increased its capital stock from \$10,000 to \$25,000.

Michigamme—Eldred Peterson, recently of Duluth, Minn., has engaged in business in the Block building, carrying a complete stock of electrical supplies, fixtures, etc.

Galesburg—W. A. Elsey has sold his store building, stock of hardware and agricultural implements to C. L. Brooks, recently of Ann Arbor, who has taken possession.

Detroit—The Radiant Specialty Co., 701 Majestic building, has been incorporated with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash.

Martin—The Martin Farm Bureau Co-Operative Association has increased its capital stock to \$35,000 and changed its name to the Martin Farmers' Co-Operative Exchange.

Grand Rapids—The Boss-Misket Fuel Co., 1363 Grandville avenue, has been incorporated with an authorized capital stock of \$12,000, of which amount \$9,000 has been subscribed and paid in in cash.

Thompsonville—A. I. Wrightman has purchased the store building and grocery stock of Kenneth J. Pelton and will continue the business in connection with his dry goods, clothing and shoe store.

Detroit—The Mechanical Service & Consulting Bureau, 1402 Kresge Bldg., has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Hickory Corners—The Aldrich Wertman Co., dealer in hardware, furniture and undertaker, has sold its undertaking department to R. G. Henton, who will remove it to Delton and continue the business.

Detroit—The Federal Auctioneers, 606 Hammond building, has been incorporated to deal in merchandise at auction, with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash.

Fountain—Bekker Bros., of Scottville, have purchased the old cheese factory and are remodeling it into a modern creamery. It is expected the machinery will all be installed and the creamery open for business Nov. 1.

Perry—Ira Hempstead, who conducted a general store at Nicholson for several years, opened a modern dry goods and grocery store here Oct. 20. The store was very attractive with its decorations of bitter sweet and autumn leaves.

Grand Rapids—The Majohrzak Clothing Co., 340 West Bridge street, has been incorporated to deal in general wearing apparel, with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$10,000 paid in in cash.

Detroit—The Cadillac Tailoring Co., 1442 Griswold street, has been incorporated to manufacture and sell at wholesale and retail, mens suits, etc., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Galesburg—E. L. Triskett has sold his meat stock and butcher's equipment to C. L. Schroeder, who will remove it to his general store and conduct it in connection with his other business. Mr. Triskett will devote his entire attention to his grocery business.

Detroit—M. Jacob & Sons, 2903 Beaubien street, has merged its wholesale and retail bottle glass, cork, bottling supplies business into a stock company under the same style, with

an authorized capital stock of \$20,000, \$12,000 of which has been subscribed and paid in in property.

Detroit—The General Service Co., 707 Guaranty Trust Bldg., has been incorporated to deal in oil burning devices and accessories, with an authorized capital stock of \$1,000, of which amount \$750 has been subscribed and \$250 paid in in cash.

Lansing—Due to the contemplated erection of a modern store building at the corner of East Michigan avenue and North Cedar street, the grocery stock of A. J. Phelps & Son, known as the E. J. Pierce store No. 5, will be removed to Pierce store No. 11.

Ludington—R. H. Tuttle, dealer in dry goods, has purchased the store building adjoining his own and will remove the wall dividing the stores, remodel the entire building and greatly increase his stock. He expects to have the work completed by Jan. 15.

Detroit—Hattie McHugh, dealer in children's wearing apparel, has merged her business into a stock company under the style of the Childrens Fashion Shop, 3449 Woodward avenue, with an authorized capital stock of \$6,000, all of which has been subscribed and paid in, \$500 in cash and \$5,500 in property.

Battle Creek—H. C. King & Sons, seeds, grain, feeds, etc., 100 South Division street, has merged its business into a stock company under the style of H. C. King & Sons, Inc., with an authorized capital stock of \$50,000, of which amount \$18,600 has been subscribed and paid in, \$600 in cash and \$18,000 in property.

Lansing—Robert Ewles, manager of the Leeds Tailoring Shop, North Washington avenue, has removed to Pontiac, where he will engage in the same line of business. J. J. Elias, half owner of the local store and a brother of the owner of the chain of Leeds stores in Detroit, Flint, Pontiac and Lansing, will assume the management of the local store.

Grand Rapids—The Kent Motor Sales Co., 220 Ionia avenue North, has been incorporated to deal in motor cars, parts, accessories and supplies and to conduct a general garage business with an authorized capital stock of \$10,000, \$5,000 of which has been subscribed and paid in in cash.

Detroit—The Hirschfield Candy Co., 214-16 West Larned street, has merged its wholesale and retail business into a stock company under the style of the Hirschfield Candy Co., Inc., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Custer—William Fisher is closing out his stock of general merchandise at special sale and will retire from business. Mr. Fisher has been engaged in the retail business for the past twenty-six years, conducting a general store in Scottville for eight years and in Custer eighteen years.

Detroit—Mike Kiss has merged his meat, grocery, fruits and vegetables business into a stock company under the style of the Kiss & Son's Hungarian Co-Operative Packing Association, 8301 West Jefferson avenue, with an authorized capital stock of \$235,000, of which amount \$133,470 has

been subscribed and paid in in property.

Owosso—Robert C. Wilcox has merged his auto accessories, parts, supplies and garage business into a stock company under the style of the Bob Wilcox Motor Co., Ltd., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$5,000 in cash and \$5,000 in property.

Charlotte—H. H. Bryan & Son have sold their garage, auto supplies, parts, etc., stock to B. J. Fowler & Son, of Potterville, who have taken possession. B. J. Fowler will continue the hardware and implement business at Fowlerville and the garage will be conducted by the son, R. C. Fowler.

Manufacturing Matters.

Detroit—The Michigan Pressed Steel Co. has increased its capital stock from \$50,000 to \$85,000.

Muskegon Heights—The Pyle Pattern & Manufacturing Co. has increased its capital stock from \$15,000 to \$50,000.

Saginaw—The Hemme Implement Corporation, formerly the Weed Destroying Machine Co., has increased its capital stock from \$100,000 to \$300,000.

Detroit—The Precision Speedometer Co. has increased its capital stock from \$100,000 and 10,000 shares no par value to \$250,000 and 10,000 shares no par value.

Kalamazoo—The Mac-Ray Concrete Products Co. has been incorporated with an authorized capital stock of \$10,000 all of which has been subscribed and \$2,050 paid in in cash.

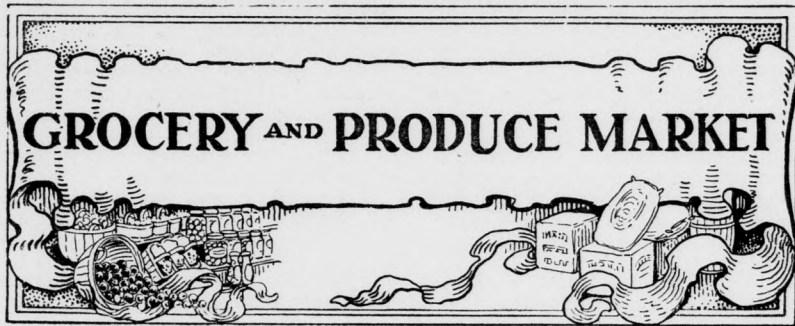
Detroit—The Beaver Stamping Co., 2400 Bellevue street, has been incorporated with an authorized capital stock of \$20,000, \$14,000 of which has been subscribed and paid in in property.

Benton Harbor—The Gold Medal Mattress Co., 440 East Main street, has been incorporated with an authorized capital stock of \$20,000, of which amount \$12,000 has been subscribed and paid in, \$7,500 in cash and \$4,500 in property.

Jackson—The J. & S. Manufacturing Co., 111 Damon street, has been incorporated to conduct a general plating business and to sell at wholesale and retail, auto accessories, with an authorized capital stock of \$30,000, \$17,300 of which has been subscribed and paid in in property.

Detroit—The Wolverine Box Co., 554 Lyncaste avenue, has been incorporated to manufacture and sell wooden boxes, crates, floor boards, etc., with an authorized capital stock of \$26,000 common and \$24,000 preferred, of which amount \$34,400 has been subscribed and paid in, \$10,000 in cash and \$24,400 in property.

Kalamazoo—The Kelly Well Co., Inc., Grand Island, Neb., is planning to organize a Michigan corporation with a capital of \$200,000 to \$250,000 and establish headquarters in Kalamazoo. The new concern will establish a factory for the manufacture of Kelly concrete wells. E. J. Long, general manager of the concern, has closed details to lease the plant of the Gregg Pump Co., on Fulford street.



Essential Features of the Grocery Staples.

When you run short of an item or two, or find after the traveling man has left that you overlooked two or three things which you would like to have come forward with your order, do you turn to the phone and call the wholesale grocer by long distance, charges reversed?

Possibly you never do this, but there are hundreds who do, forgetting two or three important facts. For instance, they overlook the increased toll which attaches the reverse call. The number of operations required to complete a call on a reverse ticket are at least twice those on a direct call, and the telephone companies cover these in their service cost.

Again, the merchant who thoughtlessly does this probably fails to take into consideration the fact that he, and not the wholesaler, is the direct recipient of the benefit accruing from such action. The merchant calls by phone because he needs the goods. The wholesaler when called upon to stand the reverse ticket toll nine times out of ten loses money on the transaction because the cost of the phone service is in excess of the profit on the merchandise.

In olden days when telephone charges were low this was not as important a factor as it is to-day, when the charge on such messages runs from a minimum of \$1 to a maximum of \$2 or \$3. It is not unusual for a wholesale house to receive a reverse message ordering ten bags of sugar. The net on the sale of the sugar in the ordinary way might total \$1. The cost of the phone call is \$1.50. Where does the profit come in?

The major part of this reverse phone call business by the merchant is done in a thoughtless manner. He has never stopped to estimate or consider just what it amounts to as a drain on the wholesaler's already small profits. It is because of this that the unfairness of the customer is pointed out here.

Sugar—The market is slightly lower than a week ago. Local jobbers have reduced the price of granulated to 10c basis.

Tea—The demand has been very fair during the past week coming generally from most sections of the country. There have been no very large orders, however, and therefore the market has not been particularly stimulated. Prices are firm and on a rather high level on account of scarcity and the strength of primary markets. Prices are so stiff, as a matter of fact that buyers on this side are buying only what they have to have. There appears to be no

reason to expect any lower prices on tea.

Coffee—The market has put in a rather firm week. News from Brazil has been stiff and futures have shown some advance, part of which was later lost. The demand for spot coffee, green and in a large way, has been fair during the week and all grades of Rio and Santos have shown a small fractional advance, but not enough to affect the jobbing market on roasted coffees. Milds are also a fraction higher than a week ago, and in fair demand.

Canned Fruits—Buying for replacement is light, as conservatism is still felt among the jobbers, even though the primary markets are getting in better shape. There is a noticeable firmer tone on the Coast in peaches particularly. The movement to the consumer is up to its ordinary level but is not spectacular. Pineapple is steady and also a routine seller. Apples remain firm in the country.

Canned Vegetables—Since peas have had their fling among canned foods attention is now centered on tomatoes and corn, both of which are developing strength. Tomatoes so far have not fluctuated as they usually do in the fall at the close of packing, but, on the contrary, have advanced, with canners rather inclined to hold than to sell freely. The tail end of the Southern crop was canned at a high cost, and numerous reports from the Middle West indicate short deliveries on all sizes. This has a direct bearing upon packers in California and it prevents cheap selling. As jobbers had cleaned up old goods they have been moving out new crop, and there is not the tendency to accumulate which occurs in normal seasons. Southern packers are firm at a minimum of 90c on No. 2s, \$1.35 on No. 3s and \$4.75 on No. 10s. California quotes \$1.15@1.20 on No. 2½s. Corn is firm and there is a demand for fancy grades from Middle Western points since Maine and New York canners have had short packs. There is some complaint of some Maine corn in point of quality, as buyers insist that off grade lines are appearing. Standard corn is not quite so firm as fancy, but it shows strength and is readily taken. Peas are not as prominent as tomatoes and corn, as first hand offerings of the desirable grades have been closely sold out, and there is no need at the moment for extensive resales. Dealers are getting stocks on their contracts, and this keeps them sufficiently supplied. They are ready to buy bargains but cannot find them. Asparagus tips are short of the requirements and

buying is more and more by quality and not by brand. Spinach is firm in the Baltimore section, as the pack so far has been light.

Canned Fish—Maine sardines are still firm on account of short pack. Prices continue high. Buyers and sellers, as a matter of fact, are apart. There seems to be considerable reason to believe that the demand for Maine sardines will be considerably curtailed if prices remain as they are. Salmon is in fair demand. Pinks particularly strong on the coast and fairly strong in the East. Red Alaska salmon is steady and quiet. Other canned fish firm with a moderate demand.

Dried Fruits—While carryover prunes have been passed from first to second hands in considerable volume since midsummer, they have not yet been placed in consuming channels and their presence tends toward conservative buying of 1923 lines for replacement. Business since opening has been moderate in old packs, and to encourage buying independents last week made better assortments in the larger sizes but without starting much of a movement. Old prunes are being worked out, and as fresh fruits are in smaller receipts there is a better consuming demand for dried packs. Spot California and Oregon prunes are being cleaned up with preference being given the established brands of the latter. California and Northwestern packers are firm in their ideas as to values and no radical change in quotations has been made. Crop conditions are affecting raisins to some extent as recent rain damage is reported to have cut down the tonnage and reduced the visible supplies of the standard grades. Thompsons have sold in a routine way with some added interest in muscats which have been affected more by rain than the former. New crop sulphur bleached are quoted this week by the Sun-Maid which reports a ready buying response. Old crop raisins on the spot are moving out to the bakery and consuming trades are already feeling the effects of National advertising. Apricots remain firm on the Coast, which is one bar to Coast buying. Spot stocks are often taken in preference. Peaches and pears are steady, but like other lines are in routine demand. Dates and figs are being taken for current and holiday requirements and nearby arrivals are being sold for shipment when ready.

Syrup and Molasses—Good grades of molasses are short and the demand is good, with prices firm. Sugar syrup is wanted at firm prices. Compound syrup still dull, but unchanged in price.

Provisions—Everything in the smoked meat line is quiet at prices ranging about the same as last week, with a very light consumptive demand. Pure lard and lard substitutes are steady, with a light demand at unchanged prices. Barbeled pork, canned meats and dried beef are all unchanged.

Beans and Peas—The situation in beans and peas has remained about unchanged during the past week. The market for all grades of white beans has continued firm with a fair de-

mand. There have been no important changes during the week. Green and Scotch peas unchanged and quiet.

Cheese—The market is quiet at prices ranging about the same as a week ago, with a fair consumptive demand. The quality is running very good and we do not look for much change from the present basis during the coming week.

Salt Fish—The demand for mackerel has increased. Trade, however, look upon the market, especially for domestic mackerel, as pretty soft and therefore do not deem it necessary to buy for more than immediate wants. Prices are about as they were on all varieties, including Irish and Norwegian fish.

Perishables—The belated appearance of cold weather possibly causes some merchants to forget the desirability of covering their needs on certain classes of goods before open freight shipment becomes impossible. Such items as bluing, ammonia, olives and all bottled goods, canned pumpkin and others are impossible of shipment by regular freight after cold weather arrives. On many lines refrigerator car service is spasmodic and unless a little foresight is used retailers are likely to find themselves short of this type of merchandise.

To judge by the daily reports of holdups in every section of this land, bandits and highwaymen constitute an appreciable proportion of the population. Not a majority, of course, but still a large number. There are laws against highway robbery, of course; but as these laws are liable to be exceedingly inconvenient to the highway robbers, they naturally object to their enforcement. The immunity which the large majority of these law-breakers enjoy seems to indicate, if the reasoning that is often heard with respect to other conspicuous violators of law is to be followed, that the country doesn't want highway robbery to be interfered with. The people have never been consulted on the subject; they have never given their consent to the prohibition of banditry. That prohibition, therefore, is an outrageous invasion upon the liberty of the individual and it ought not to be obeyed. So runs the current argument against law enforcement.

The Germans have a new plan to avoid payment of reparations. Having observed that several special elections have gone against the Poincare regime, they have conceived the idea that if they can dally with the question and put over a new and delaying kind of "passive resistance" until after the next general elections in France, Poincare may then be destroyed by his political enemies. Then, argue the Germans, we may deal with a more generous government. It is a good plan, but there is one grave difficulty about it: The French elections will not be held until May, 1924. This is October, 1923. Six months from now there may be no one central German government to argue or bargain with Poincare, Painleve, Herriot, Caillaux or anybody else.

Road Building Which Is No Credit To Us.

Battle Creek, Oct. 23.—At the recent State hotel convention, the question of road markings was a topic for discussion at one of the round table sessions. Especially the feature of the neglect of the authorities of a majority of towns and cities along trunk lines, who have failed to put up signs of identification, and lack of distinct markings showing proper routes through the cities.

It is a notorious and disgraceful fact that in Michigan it is impossible to make a trip safely without making enquiries in every hamlet and village and in many cases at road intersections.

The educational committee of the Association will, within the means of that body, endeavor to correct this omission, but its efforts at present will have to be confined to pure propaganda.

In other states, more notably Wisconsin, it is possible to make a trip from one end of that commonwealth to the other without the aid of an information bureau.

As you approach a town or city you will discover neat, easily-readable signs containing the information that Smithville is one mile away, and as you are leaving Smithville another to the effect that Jonesville is six, ten or fifteen miles ahead.

Each road intersection is so well indicated that it is absolutely impossible to go astray or unnecessary to make a night inspection with a flash light to ascertain the direction of travel.

Last fall the writer made a trip from Eau Claire, Wisconsin, to Chicago, a distance of 374 miles, at night, passing through several cities of considerable size, including Milwaukee, without seeking road information from anyone, and this condition is said to be characteristic of every improved highway in the Badger State.

I might add that there are no detours to bother you and concrete all the way. Wisconsin builds roads to stay put, the cost of construction is very low, and in the resort season enjoys an enormous tourist traffic. Wisconsin investigated and found out how to build roads economically and which would stand usage, before she embarked on her road program. Her citizens everywhere are loud in praise of road accomplishments. Her roads are non-political products.

In Michigan we have roads and roads, different and indifferent. Various Michigan organizations spend untold thousands in advertising Michigan, but when the misguided tourist arrives, he meets with many disappointments, the result of our State road program.

Some say it is the fault of the governor; others blame the highway department. Perhaps neither are really at fault, but it cannot be denied that for the enormous outlays made we have very little to show which would appeal to those who have a taste for motoring.

The program of the Great Lakes Tours Association, which originally contemplated a trip as far North as Petoskey, was suddenly amended and shortened because M13 and M11 were not in satisfactory condition. Work on these particular trunk lines has been in progress for years, but neither are anywhere near completed.

You spin along hilariously for a few miles, life seeming exceedingly rosy, and without any sort of warning, you strike a detour almost impossible of negotiation and you find upon investigation that this condition has lasted for months—in some cases years—and nobody on the job.

You remember when you were a boy your old mother had a program for "making over" her alpaca gown. First the old dress was dismantled and put out of use by the "ripping up" process, after which a trip was made to the neighborhood store, only to discover that the material required for reconstruction was not to be had,

and attendance of parties and funerals was foregone for a long period awaiting same. The road program has not been greatly different. The first operation has always been carried out with vigor. That is, dismantling culverts, and plowing up fairly passable roadways. And then as we speak of a hiatus in the opening scene at the circus—a "halt in the desert." No cement obtainable for the roadway; no provision for lumber or iron work for bridges. Instantaneously everybody falls asleep. No advance preparation for the temporary passage of traffic, and the public generally suffers greatly because the road supervisor, overseer or "path-master" has made no provision for said material.

Detours which are passable are never thought of. You plow through fields, around stumps, use unbecoming language, and during this period the Rip Van Winkle road men slumber on.

State reward roads should be watched with eagle eyes during every stage of construction, from the time of the original grade survey to the deposit of the last scoop full of concrete and the fool killer should have absolute authority to shoot at sight without the benefit of clergy the official who allows any roadway to be dismantled until undisputed evidence is at hand to show that material for every stage of construction is at hand and available.

I have in mind two sections of M11; one just North of Manistee, the other just South of Beulah. In the first case, the area of improvement—about one mile—had deprived the public from the use of a trunk line for the entire season just passed. In the other—a similar stretch—for two years.

Reasons given in both instances: No cement; no available help.

Detours in such execrable conditions and of such inexcusable mileage as to make life a burden for the traveler.

At Fife Lake, on M13, a similar condition prevails and personal inspection compels me to believe this condition will continue the better part of next season. This is also true of other sections.

The State Administration Board is not sold on the present road program and is keen in its opposition to "ripping up" any more wearing apparel until contracts let already are completed and the element of "guess work" is eliminated from the repertoire of the highway commission. Secretary of State DeLand recently expressed his disapproval of the road building operations in this statement:

"It is time we quit kidding ourselves as well as the public. We have met here week after week and authorized roads and that is the last anyone hears about it. It is about time that we got busy and built some of the roads we have promised, before we make more promises impossible of fulfillment."

There has been a great deal of local mismanagement which should have been taken into consideration by the State authorities and made them doubly watchful.

Plunging into this work at the height of the resort season has been a common error and evidence of poor judgment.

Failure to provide suitable detours has been another grave mistake.

But delays in construction on account of lack of provision for proper material is inexcusable and this responsibility ought, in a large measure, to be charged to inefficiency of State authorities.

Actual figures show that less than one-half of road construction contracted for completion this year has been accomplished, and yet there is big talk of wonders to be performed next year.

Perhaps we are trying to improve our roads too rapidly. Only a very few years ago we were absolutely without satisfactory roads of any

character. Would it not be more business like to proceed more deliberately, complete this work as we move along and leave something for posterity?

Possibly we are spending too much of our energy in motoring and wearing out roads and not giving enough personal effort toward construction. At any rate if we don't get a hump on ourselves, the already good road sections will begin to disintegrate before the missing links are completed.

At the banquet of the Michigan Resort Bureau, the other night, Commissioner Rogers intimated that he hoped to get through a road program entailing an expenditure of twenty-six millions of dollars, but in speaking of present projects expressed the regret that the present year could not be longer, so that work now on hand might be finished.

Those who are familiar with the unfinished jobs in many parts of the State will be inclined to agree with Mr. Rogers and have been for some time.

Frank S. Verbeck.

The Next Election Will Settle John Barleycorn.

Grandville, Oct. 23.—Although we have 50 per cent. more public officials than are necessary to carry on the business of government, yet it seems that the prohibition law lacks enforcement in many cities in parts of the United States.

Detroit is the great law-breaker in Michigan, as is Philadelphia in Pennsylvania, even though they have Pinchot for governor.

The fact that Governor Pinchot has called on the President to take a hand in enforcing the law against liquor stamps said governor as hardly up to specifications as an ideal man for that position.

Governor Pinchot might take pattern after the governor of Oklahoma who though perhaps a little over zealous, certainly has tried to put the kibosh on lawbreakers in his bailiwick.

The admission that he is incapable of enforcing law is rather a damper on the presidential possibilities of the Pennsylvania governor. He made considerable capital out of the anthracite coal strike, but seems to fall down lamentably over the enforcement of the prohibition law.

No doubt there are a certain few among the officers elected to places of trust in city and state who are unfit for their positions. A cutting down of one-half of such servants of state would help. Too many servants makes for a mess of law enforcement. Fewer officials, and these held to strict accountability, would favor better government, and far better enforcement of all laws.

It is a matter for surprise that the great Pennsylvania progressive should seek to evade his own duty and pass the buck to President Coolidge. It is estimated that one-half the police force of Chicago are in cahoots with the liquor element, and that law enforcement in that wicked city is at a very low ebb.

The outlook for a battle to the finish between the wets and the dries multiplies as time passes. Senator Couzens has returned from Europe even more than ever fixed in his belief that prohibition is a failure and that the Volstead law should be so amended as to become a dead letter on the National statute book. From his observations in the old countries he comes home filled with the beatific nature of 5 per cent. alcohol in our drinks.

The fact that the law is so seldom enforced against the elite of our cities is one bad feature, and it is this that must be changed before Volstead can be synonymous with Americanism as all true friends of our institutions hope it may become.

In many regions the prohibition law has been effective. It has cut down poverty and jail attendance

more than half. Millions of happy homes are now in evidence that before the enactment of the law were abodes of sorrow and despair.

Signs multiply that next year will witness a royal battle between the law abiding forces of the country and those who regard it as no crime to nullify the American constitution in the interest of appetite.

It is well to find out who are for low enforcement and who are against it. Those who are drinking full-fledged wine, beer and whisky today are the Bolsheviks of America, no matter what their position may be in the business or social world.

Those officials who were elected to enforce the laws of state or Nation, who in secret connive at the habit of indulging in alcoholic beverages on the sly, are the Benedict Arnolds of America and will receive the condemnation they deserve a little later at the hands of an outraged patriotism which swells every true American heart to bursting.

It is well that this test of patriotism is to be worked out and decided once for all at the polls in a National election.

Those who are on the side of law and order will soon learn who their friends are and act accordingly. A thorough and crushing defeat looms in the near future for those who defy law and grin with gusto over the sneaking evasion of our National liquor law known as the Volstead act.

The defeat of the drunkard-makers and their allies, the 5 percenters, will take place on a National scale next year. We await the coming of the time with all the confidence we possessed when our boys went across the sea to humble the haughty and barbarous Hun.

Highup boozing is the bane of our cities, yet with all this the law against it has been efficient in many places and is destined to become stronger and stronger as time passes.

He who sneers at National prohibition and he who counsels a disregard for the law is not a good citizen and places himself alongside the pacifist and slacker of war time.

It may be understood first as last that no man who proclaims himself an advocate of light wine and beer stands the ghost of a show for promotion from private life to the National Congress at Washington. The people of this country, regardless of party, are overwhelmingly on the side of temperance, as outlined in the Volstead act.

The march of time only serves to cement this determination of the best element of America for a Nation free from the rum curse. Michigan is only waiting for the opportunity to aid in burying rum and rum guzzlers so deep there can be no resurrection of the unholy traffic.

While the 5 per cent. beer people are making considerable noise, it may be set down as absolute certainty that their flatulence will explode into thin air as the polls close on the election of 1924.

Old Timer.

Corporations Wound Up.

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

Hersey Building Association, Hersey.

Joseph J. Jacobson & Co., Detroit.
Huntley Machinery Co., Muskegon.
Cochran Timber Co., Madison, Wis.
Wayne Cigar Co., Detroit.

Complete Opposites.

"My two uncles," said Dorothy, "are certainly in opposite kinds of business."

"As how?"

"One of 'em runs a huckster wagon and the other has a stationery store."

NEW ISSUE

\$450,000**Charlevoix Realty Corporation**

DETROIT, MICHIGAN

First Mortgage 7% Serial Gold Bonds

Dated October 1, 1923

Tax Exempt in Michigan

Due Serially as below

Coupon bonds in denominations of \$1,000 and \$500

Interest payable April 1st and October 1st at the Union Trust Company, Detroit, Michigan, Trustee, without deduction for Normal Federal Income Tax not to exceed 2%. Redeemable on any interest payment date on thirty days' notice, at 102½ and accrued interest.

UNION TRUST COMPANY, DETROIT, MICHIGAN, TRUSTEE**The President of the Charlevoix Realty Corporation summarizes in a letter the following:**

Appraised value of land by The Appraisal Committee of The Detroit Real Estate Board and Mr. Fred W. Dalby	\$576,205.00
Appraised value of buildings, fixed machinery and equipment, less depreciation, by Manufacturers' Appraisal Co.	523,458.04
Total	\$1,099,663.04

This property, having a total appraised valuation of \$1,099,663.04, is pledged under a first mortgage as security to this issue of \$450,000 of bonds.

The property is located in the center of the industrial section of the East side of Detroit on Charlevoix Avenue and Connors Lane, bounded on both the East and West by tracks of the Detroit Terminal Railway Company. This property is regarded as being one of the most valuable industrial sites in the City of Detroit.

There are 23.0482 acres of land appraised by The Appraisal Committee of The Detroit Real Estate Board and by Mr. Fred W. Dalby at \$25,000 per acre, or a total valuation of \$576,205 for the land. **15.2471 acres will be immediately placed on sale and from the proceeds of sales made, not less than \$25,000 per acre, or a total of approximately \$380,000 must be paid to the Trustee for the retirement of this issue of bonds.**

The remaining 7.8011 acres with buildings, fixtures, and equipment have been leased to the Columbia Motors Company for a period extending through the life of the mortgage, at a monthly rental of \$7,500.

The payment of rental and other charges under this lease is secured by the assignment to and deposit with the Trustee of all the capital stock of the Charlevoix Realty Corporation, excepting qualifying Directors' shares, and this lease, with the stock attached, is, in turn, assigned to and deposited with the Trustee as additional security for payment of the bonds.

These rentals must be paid by the Columbia Motors Company direct to the Union Trust Company, Trustee, each month, and the funds so received are to be used for the payment of interest and principal of this bond issue, according to carefully drawn provisions contained in the mortgage. These rentals will supply \$90,000 per annum for the entire term of the lease.

MATURITIES

\$22,500 Apr. 1, 1924	\$22,500 Oct. 1, 1927	\$22,500 Apr. 1, 1931
22,500 Oct. 1, 1924	22,500 Apr. 1, 1928	22,500 Oct. 1, 1931
22,500 Apr. 1, 1925	22,500 Oct. 1, 1928	22,500 Apr. 1, 1932
22,500 Oct. 1, 1925	22,500 Apr. 1, 1929	22,500 Oct. 1, 1932
22,500 Apr. 1, 1926	22,500 Oct. 1, 1929	22,500 Apr. 1, 1933
22,500 Oct. 1, 1926	22,500 Apr. 1, 1930	22,500 Oct. 1, 1933
22,500 Apr. 1, 1927	22,500 Oct. 1, 1930	

All legal details pertaining to this issue of bonds have been passed upon and approved by Messrs. Slyfield, Hartman & Mercer, Attorneys, Detroit, Michigan.

Fire insurance, use and occupancy insurance and other insurance necessary on the buildings, shall be carried in old line companies in an amount not less than \$450,000.

Price, 100 and Accrued Interest, Yielding 7%

The statements contained in this circular are based on official and other information, which we consider entirely trustworthy, but are not guaranteed by us. All offerings subject to prior sale and change in price.

Fenton Davis & Boyle

GRAND RAPIDS

DETROIT

CHICAGO

STATUS OF RETAIL TRADE.

No very marked change in the primary markets occurred during the past week. Buyers and sellers still remain apart on the question of values, the latter being unwilling to take what the former offer. Nor are buyers yet prepared to operate in a large way on any basis. This is not due to any belief that general conditions throughout the country are other than favorable. There are sections which are in a better position than are others but none of them shows any very marked depression. The number of business failures continues to shrink and collections, while leaving something to be desired, are improving somewhat. The amount of unemployment, too, is almost a negligible quantity. Despite these encouraging factors, wholesalers are not disposed toward activity except in the instances where they can see immediate resales. This is not a satisfactory condition for producers, who have the alternative of shutting down when orders are not in or of producing for stock on the chance of a future demand. In some lines restriction of production has been adopted as being the better policy. This has not had the effect of spurring up buyers by inducing them to believe that the goods would not be forthcoming when really wanted. But, as overhead charges go on while production halts, the ultimate result will be to increase the unit cost of the output at a time when there is a positive resistance to higher prices.

Perhaps the most disquieting factor in present business conditions is the increase in commodity prices. As incomes do not keep pace with them, it is apparent that there must be some skimping in purchases, either as to the volume or quality. There are certain well-defined limits as to the last named because, when it gets to a certain point, the cheapest of articles becomes the dearest since it has not the wear. Considerations of this kind have to be taken into account under the existing circumstances because of their bearing on the volume of business which can reasonably be expected and for which provision has to be made. There is rather a widespread delusion that high prices are a necessary adjunct to prosperity. It sometimes happens that the two come together, but, when this is the case, the conditions do not last long, because there is no stability to them. No one believes that the present levels of values have any of the elements of permanency. The only question is how long they will last. Whether the readjustment that is bound to come will be a gradual one or one precipitated by some sudden change in economic conditions here or abroad is also a matter of conjecture. The recognition of these things helps to account for some of the hesitancy displayed in providing for needs much in advance of the actual call for them, a condition which is apt to continue until greater stability is assured.

Buyers in considerable number continue to come to the city. The visits of many of them are periodic with short intervals between. Most of

them come for merchandise designed for special sales or for filling in of stocks that were not too plentifully ordered at the outset. They are buying closely, as a rule, with an eye usually on the price tags, and are doing a great deal of shopping around.

COTTON NEAR THE PEAK.

Barring a few irregularities due to profit-taking and other speculative activity, the quotations for cotton remain near their peak. The strength of prices is based on the size of the crop, plus the small carry-over. Meanwhile, the Census Bureau report showed a drop in consumption in domestic mills last month, and the probabilities are that there will be a further decline this month. In Great Britain complaint is made that cotton at the present high price forbids the hope of any large sale of fabrics in the larger foreign markets. It turned out, however, that the exports of cotton in September were exceptionally large, totalling 689,435 bales. This was nearly three times the takings of August and about twice those of September, 1922. Great Britain led in the September exports, her quota being 245,023 bales. This month has witnessed a decided drop in cotton exports. At a convention of the American Cotton Association held during the past week at Columbia, S. C., the usual plea for restricting the acreage of the next crop was again put forward. It was also urged that growers hold out for 36 cents per pound for the present crop, which it was declared, cost 29 cents per pound to produce. An interesting phase of the cotton situation is the growth of the imports of Chinese cotton. It now comes next to Egypt as a source of outside supply and far outranks India. Not much feature attached to the goods market during the past week. There was some curtailment of activity at the mills. Occasionally there was a little spurt of activity in gray goods, the prices of which have been advanced to correspond somewhat with the added cost of the raw material. But business remains quite slack in the finished fabrics and gingham are especially dull. Little further progress is shown in knit goods.

WOOL MOVING SLOWLY.

At auction sales in Melbourne, Australia, during the past week the prices of medium crossbred wool showed a slight advance. In this country, wool is moving slowly. The domestic mills have slackened up in production and are not eager for added supplies of raw material unless they can be bought to advantage. Exports continue of certain of the coarser foreign wools. Fabrics for Spring have been in a little better demand lately, but not too much business in them is expected. It appears likely that there will be an early opening of the next heavyweight season. Lately there has been some dullness in women's wear clothes, and shifts in the style demands are not unlikely. A little cooler weather will help in moving stocks of made-up goods.

CONCILIATES COMPETITION.

Is President Coolidge eliminating competition for the Presidential nomination by giving them jobs which nobody can handle to the complete satisfaction of the public? When Mr. Coolidge politely offered Gov. Pinchot the privilege of preventing a hard coal strike there was a little round of handicapping over the act. The President, people said, was bestowing upon Mr. Pinchot the opportunity of his life. If he averted the strike, the country would show its gratitude by electing him President. But hard coal is selling in some places at an advance over last year's price. Will the consumer feel like thanking Gov. Pinchot for this development?

If the hard coal episode stood by itself, perhaps the suspicions of veteran politicians would not be aroused, but it has been followed by a somewhat similar action with reference to wheat. At President Coolidge's suggestion, ex-Gov. Lowden, of Illinois, has been chosen chairman of a committee to promote the organization of wheat producers. Now if there is any product of the soil which is particularly troublesome to the G. O. P., it is wheat. Bryan played upon the dissatisfaction of the farmer over the price of wheat in 1896 rather effectively. Lowden might have declined the chairmanship of the committee on wheat with thanks, but he has long posed as a farmer and of late has been making speeches before all farm conferences of any importance. Just as he was looming up as the Republican champion of the farmer he was offered the opportunity of undertaking the farmer's salvation. To decline would have cast doubt upon the sincerity of his professed concern. So he has a man-sized job which may or may not win delegates for him.

Seeing what happened to Pinchot the moment he became a recognized authority on hard coal and to Lowden as soon as he became a conspicuous sympathizer with the farmer, Hiram Johnson and other Presidential possibilities are said to be encouraging the report that they are not authorities on anything in particular but rather good all-around men. The question now is, "How long will it be before President Coolidge discovers a job calling for an all-round man, preferably from California?"

REBUILDING JAPAN.

Early reports that Japan might decide not to rebuild Yokohama at all are now denied with the expected emphasis. The vested interests, it is explained, will insist that the Government restore its public works there. For an equal sum, according to estimates, it would be possible to dredge a channel in Tokio Bay to permit large steamers to reach the Tokio waterfront—one American warship made the risky trip just after the earthquake. Since its foundation in 1859 Yokohama's chief excuse for existence has been that it is Tokio's port, and with that removed the city would retain importance only as a factory center. Like most towns of such rapid growth, it was not pretty or comfortable; outside the foreign

settlement the streets were generally narrow, wretchedly paved, and ill-built. It was associated in Japanese history with some humiliating episodes. But the determination of Japan to rebuild it is an earnest of her intention to make more than good all the damage of the earthquake.

In the actual details of the rebuilding of Tokio and Yokohama engineering problems of world-wide interest present themselves. Not Japan alone, but Italy and Chile and the United States are concerned with quake-proof construction. The older Japanese architecture, contrary to general view, was not ill-suited to resist upheavals. Dovetailed, not nailed, the frames of the houses swayed instead of breaking. The light edifices of wood, paper, and straw could be quickly taken apart if necessary. But they are highly inflammable, and braziers were always ready to supply the flame; while the use of heavy tiles for roofing supplied an element of the greatest danger. Heavy European houses have grown numerous, and in factory buildings a city like Osaka resembles Detroit. The earthquake may modify this process of modernization—it is already being used as an argument against the proposed Tokio subway. What the new Tokio and Yokohama will look like is an interesting question.

HALF A BILLION BURNED UP.

Nineteen hundred and twenty-two broke all records for loss from fire in this country. The destruction reached the prodigious total of more than \$500,000,000. This amount exceeds the loss in 1906, although that year was charged with \$350,000,000 of loss in a single conflagration—the San Francisco fire. Despite all that has been done in recent years to check the spread of this peril, the loss from fire continues to mount steadily. In the hope of arousing public attention as it has never been aroused to this matter, interested citizens have organized the first National Fire Prevention Exposition, now being held in connection with the International Fire Prevention Congress.

The chief cause of our enormous fire loss is the combustibility of the mass of our buildings. Combustibility does not refer simply to materials; it includes plan and equipment. A brick building, improperly designed and poorly equipped, may be less safe than a well-built frame structure. Upon the shoulders of architects, therefore, the burden of fire prevention rests most heavily. One would suppose that when a huge building is badly damaged by a fire from which the architect might have saved it merely by safeguarding the window openings other architects would apply the lesson universally. They do not. The hope for a better state of affairs lies with the enlightened architect, the enlightened citizen, and the enlightened public official. The architect can do much in the ordinary course of his professional work; co-operating with other citizens and with officials, he can help to keep legal requirements abreast of scientific advance in making buildings safe.



A coffee is known
by the customers
it keeps

That is why

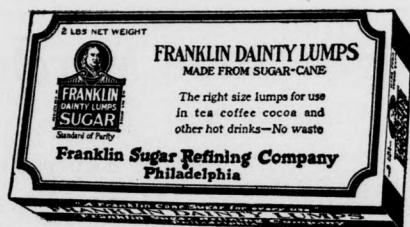
Seal Brand

is the best-known coffee
in the country

Chase & Sanborn
CHICAGO



FRANKLIN
DAINTY
LUMPS



Sugar lumps of best quality and small
size—fit for every occasion.

The Franklin Sugar Refining Company
PHILADELPHIA, PA.

"A Franklin Cane Sugar for every use"

What Refrigeration Experts Have Known for Years!

Refrigeration experts, whose experience has covered in detail the widely varying refrigeration requirements of many industries, have known for years that Brecht enjoys international leadership in the manufacture of mechanical refrigeration machinery.

They enthusiastically praise its high efficiency and economy to the point of speaking of it almost as if it were something they themselves had accomplished. And, likewise, of its uniform low temperature, dry atmosphere, perfect control and simplicity of operation.

Place your refrigeration problems before Brecht engineers. Regardless of the capacity of machine desired, our recommendations will be of inestimable value to you.

Plans for Refrigerators, Refrigerator Display Cases, Coolers, Storage Rooms, Water Cooling Systems, and in fact for any refrigeration requirement, will be submitted without obligation. Write—

The
Brecht
COMPANY
ESTABLISHED 1853 **ST. LOUIS**

1231 Cass Ave. St. Louis, U. S. A.

NEW YORK, N. Y.
174-176 Pearl Street

CHICAGO, ILLINOIS
Monadnock Building

SAN FRANCISCO, CALIFORNIA
67 Second Street

Acting as a great supply depot and manufactory of machinery, equipment and supplies for the meat and allied industries, The Brecht Company has contributed largely to the present efficiency with which the world's food is now marketed.





The World's Best Dressed Man.

There probably isn't a man in the world who realizes the importance of correct dress more than the Prince of Wales, the heir to the British throne, who has been visiting his Canadian ranch as Baron Renfrew. The Prince must always be dressed for the occasion—and he always is. The future head of British Royalty brought with him to America trunk after trunk filled with wearing apparel. Even on his ranch he must be attired appropriately and be ready to change from ranching togs to dinner dress or from cowboy boots to full dress button boots.

British and Scotch men pay much more attention to their personal appearance than do their American cousins. They know how to dress and know when it is correct to wear a certain type of footwear with a given shade or cut in a suit or overcoat.

It would be considered bad taste for the Prince of Wales to appear at a formal and semi-formal social event with his footwear out of tone with his suit or overcoat. The Britisher would instantly be shocked to note that Prince Edward of Wales was wearing a pair of black laced shoes at a highly formal reception when it would have been the thing to wear a pair of button patent leather dress boots with gray uppers. And it is also very likely that The Times would make mention of it.

The Prince of Wales holds down an important job and not the least of his duties is to be correctly dressed and set the correct pace for the very exact Englishman.

A Yankee purchased an overcoat recently which caused Bostonians to turn around and stare. It was a costly and really a beautiful coat, but to conservative Boston was considered "too loud."

The same man had occasion to visit Toronto wearing the same coat, and during his business visits many times was asked this question, "my word, what a fine coat, imported from England?" The same coat, a fine garment, caused skeptical glances from men on Tremont street, Boston.

A pair of trim spats with attractive and neat buttons will also receive the same sneering attention in many of the cities of the United States, yet spats when worn at the proper time and with the proper attire are correct and good taste.

The well dressed Britisher always has an assortment of spats in his wardrobe as well as several pairs of high button dress boots. He wears spats, carries a cane and dresses

correctly and isn't considered foppish, except by the man who doesn't know how to dress correctly.

"It is to be regretted there is not greater unanimity of opinion regarding men's styles in footwear," declares the manager for a large store on Forty-second street, New York. "For instance, the Fifth avenue trade and the better class of Broadway patronage, paying practically the same prices for footwear, rarely hold the same opinions on style." Men come into our store and ask to be shown the proper oxford to be worn with dinner clothes. Naturally, our men show them a Gun-Metal oxford with a perfectly plain vamp. This is really a correct low cut for wear with dinner clothes. When we try this out on the Broadway and Forty-second street trade men demand a patent leather oxford with tip. This latter shoe is not the correct thing for a 6 o'clock engagement. A salesman on Fifth avenue who trotted out a patent leather oxford as the appropriate match for dinner clothes should be discharged on the spot. The Broadway trade ask for one thing and really want another. Broadway demands a certain amount of flash that is not approved in well-dressed circles and still men blame the shoe man if they go to some event and find they are a jarring note in the assemblage.

"The Broadway buyer will pay the price readily enough, but they insist on having certain elements in a dinner shoe that are strictly against rules of proper dress.

"The shoe retailers should make some kind of concentrated effort to bring these forces together and educate the consumer along the lines of proper footwear for various occasions. The matter is not one that concerns money especially, but rather involves certain prejudices that are more a result of misinformation than anything else. Of course, rather than lose a sale a shoe salesman will give his customer anything he wants. Neither the merchant or his employee are to be blamed for conditions such as described. However, the consumer generally gets what he wants, right or wrong."

Leather Goods Novelties.

Among the many novelties in leather goods that are offered to buyers for the holiday trade is a flat-folding case for men's soft collars. It retails at \$5 and is shown both in real cobra grain cowhide and beaver calf. Another novelty is a small, semi-fitted circular vanity case that retails at \$1 and that can be used either by women or children.

It contains a small round mirror

in the cover, and has a shirred silk pocket in the body of the case. It swings from a strap handle ending in a ring. Also for gift purposes, though not made of leather, is offered a three-piece toilet set to retail at \$1. The mirror is of good size, and the brush contains a good set of bristles. They as well as the comb, are made of wood so enameled as closely to simulate artificial ivory.

Single Pair Orders Numerous.

If the number of single pair orders coming to manufacturers of high-grade shoes this season is any test, retail stocks of this merchandise have never before been so depleted. Within a very short time lately one of the trade leaders has received several hundred orders calling for single

pairs, and many others calling for from two to six pairs. This kind of buying is an added burden on the manufacturer, despite the extra charge for single pairs. This charge is said by no means to cover the increased production cost, the labor cost alone on single pairs being doubled. In addition to this, there is an interruption of routine that slows down the movement of quantity orders through the factory. All the manufacturers can do about it, however, is to "grin and bear it," hoping meanwhile that the flood of single-pair orders will soon subside.

If you advertise goods of a certain quality, see that you are prepared to deliver the quality, full value.

Herold-Bertsch Shoes

Michigan  Made



Ask for
No. 804

Scout!
Light-weight-
Roomy-
Low-Priced

A favorite with farmers because it can be worn the year-round. Advertised in the Michigan farm papers. Send order now and be ready for fall demands.

GIVES REAL SERVICE

This is a dress and service shoe. Made of good leather throughout. Cool and roomy for warm weather and can be worn under arctic during winter. Shoe merchants retail this shoe at good profits.

HEROLD-BERTSCH SHOE CO., GRAND RAPIDS, MICH.
Send for circular of line.

Michigan Shoe Merchants

When you fit on a pair of

Grief Defying

Style Expressing

Rouge Rex Shoes

or More Mileage Shoes

For the Man Who Works

For the Man Who Cares

These shoes are sold to him for good.

Keep his trade by keeping them on the floor.



Hirth-Krause Co.

FROM HIDE TO YOU

SHOE MANUFACTURERS and TANNERS
Grand Rapids, Mich.

Exaggeration The Bane of the Times.

Grandville, Oct. 23.—Exaggeration is certainly the bane of the times.

This occurs everywhere under all conditions of life.

The politician lives, moves and has his being under the spur of the most absurd exaggeration. The great problems confronting the country are as solvable as any that have confronted the Nation heretofore, and no national debacle has taken place because of them.

Roosevelt solved many problems; Wilson mastered some, and Harding not a few, and all the while there was an agitation going on proclaiming the end of the Republic unless certain reforms were at once adopted. These reforms were, in fact, not reforms at all, only the weird imaginings of half baked soap-box orators who thrive off the ignorance of their fellow men.

There are two major parties in this Republic to-day. It is not at all necessary for the salvation of the nation that a third or fourth party be formed to take the field next year.

A third party would necessarily be formed from the rank and file of the present two great parties. The same men and women would go into the new party who now live, vote and work within the ranks of the Republican and Democratic parties.

All of the reforms needed can be worked to fruition through one or the other of the old combines, hence it is not only unnecessary but absolute folly to think of organizing a third party to carry out the wishes of the people.

The farm bloc might have arrogated to itself the nucleus for a new party, yet it would prove fruitless of results, as the wisest of its leaders have discovered, hence the farmers East, West, North and South will vote as usual within the old party harness.

A large part of the wild declamations about the wrongs of the masses originate in the brains of uneducated neurotics who ought to be sent to an asylum for the feeble minded rather than to halls of legislation.

This republic would have perished from the face of the earth decades ago had the mouthings of orators and the pronouncements of big newspapers been one half true. Almost all the wild declamation of interested patriots have no foundation in fact.

No man in public life is quite as he is painted by the opposition spokesman. A stranger coming to America for the first time and listening to the wild mouthings of our press and rostrum would at once become convicted with the idea that he had entered a den of human wild beasts, unfit to govern themselves, much less look after the welfare of newsmen.

In one sense of the word this is all wrong.

If the truth were told and nothing but the truth, there would still be enough to give men and women food for serious thought.

The stories of the impending bankruptcy of the farmers is all bunk and known to be so by the utterers of the falsehood. Back in 1893- the American farmer saw the hardest times of his career, and yet there was no whining cry for help from Congress. In fact, the farmer at that time had not become imbued with the heresies of the present day. He took thought only of making both ends meet as he could, expecting a better day to dawn in the near future, and his hopes were justified in the election of McKinley and a new Congress.

Legislation, however, isn't everything.

Many a man has been elected to Congress within the past few months who gained his election through fraudulent representations which will soon rebound upon the heads of the falsifiers, and teach the toiler another lesson, with the moral that it isn't best to trust the honeyed words of

big freaks who know no more about government than a yellow dog.

Freaks and fakes everywhere.

Honest men and honest government is what the Nation needs, in fact, is what it has had, the nervous eruptions of the Johnsons and La-Folletts to the contrary notwithstanding.

Less bunk and more common sense to the square inch is what is needed to give tone to American politics at the present time.

False statements go forth uncontradicted until the ordinary citizen is made to believe he is just now the worst abused individual on the face of the globe.

Exaggeration everywhere. Mountains made from molehills in an effort to debase the Government and bring its servants into disgrace. America to-day is coming out of a miasma of falsehood and deliberate exaggeration which will require the exercise of good common sense to dissipate and fetch us back to firm footing once more.

Old Timer.

Machinery Is Taking Place of Hand Labor.

It has been estimated that the industrial activity in this country, coincident with the low prices of farm products, has drawn 2,000,000 workers from the farms to the factories in the last three years: Yet the country still has an abundance of all staple farm products except cotton. That the scarcity of cotton is due to something else than the emigration of labor is attested by the fact that the acreage planted to cotton this year is the largest in the history of the country. The laborer's place on the farm is being taken by the machine. That explains why huge crops can be grown in spite of the rural exodus. A certain amount of cityward migration is a good thing for the farm as well as for the city. If all the people born on the farms stayed there this would soon be a nation of peasant farmers. The migration of a portion of the rural population makes it possible to keep the average farm at a size sufficient to justify the use of machinery and other improved methods of cultivation. Maybe too many country folk move to town, but so long as they can do better there than on the farm they will continue to go.

Economical.

She cuts her expenses each night.

As she sits with her regular beau, Promptly at nine she turns out the light.

She needs but one flame, you know.

INDIA TIRES

HUDSON TIRE COMPANY
Distributors

16 North Commerce Avenue
Phone 67751 GRAND RAPIDS, MICH.



TAKING INVENTORY

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

TELEPHONE SALES SERVICE



The Michigan State Telephone Company gladly will cooperate with you in preparing and carrying out a rapid-fire, intensive Long Distance Telephone sales campaign.

Men thoroughly experienced in just such business will call on you, if you desire, and help you make your plans.

They will give you cost figures, explain how economies may be effected and tell you how the Telephone Company will work with you to make your campaign a success.

The telephone will build business for any concern, large or small



MICHIGAN STATE
TELEPHONE COMPANY



Cycle Has Evidently Reached Negative Phase.

There is now no remaining doubt that business is in the negative phase of the cycle. This does not mean that the country is actually going to suffer from trade depression, but it does mean that the tendency is in the direction of lessened productive activity rather than more. Optimistic observers attributed the falling off during the summer to seasonal influences. This was partly true, but if it had been wholly true the pace of last spring would have been resumed with the advent of autumn. That did not happen; on the contrary, in some lines, such as pig iron and steel, the slackening has continued. The failure of the big autumn "bulge" to materialize makes it impossible to avoid the conclusion that the business cycle is still working "according to Hoyle."

In order to show how the cycle is running true to form, it may suffice to quote a statement made last March while industrial activity was near the peak and when no signs of a recession were discoverable. At that time it was said: "If past experience mean anything, the second half of 1923 is the period in which business men need to watch for the first signs of readjustment and to set their houses in order when such signs make their appearance." As it turned out, such signs began to make their appearance about six weeks or two months earlier than this statement dictated. The Harvard committee on economic research has shown that the business cycle has a rough periodicity of about forty months. The range from peak to peak, however, has varied from twenty-six to forty-four months. In the post-armistice boom the peak was reached in April, 1920. On the basis of past experience, then, the next peak should not have come before June, 1922, nor later than August, 1923. The chances were that it should fall between these dates, and it did so, arriving in April, 1923. If this crude survey is correct, the cycle is certainly working according to Hoyle.

This tendency of industry to taper off is shown in the report on employment for September by the general advisory board of the Illinois Department of Labor. Reports from 1,181 manufacturers employing about 40 per cent of all the working force in the State show that they began the fall season by laying off 1 per cent. of their workers. In nine of the fourteen principal cities for which separate tabulations were made there were fewer employees in September than in August. In Chicago employment held fairly steady, with a reduction of only 0.4 per cent., and in five small cities there were increases. Elsewhere the declines were substantial.

These indications of a let-down however, are offset to some extent by reports from distributing agencies. During September department stores increased the number of their employees 5.9 per cent., wholesale grocers increased theirs 11.5 per cent., and mail order houses increased theirs 4.4 per cent. These figures reflect conditions which are noted in practically all sections of the country. Trade for the present is holding up better than production.

William O. Scroggs.

Six Stock Salesmen to Avoid.

The man who tells you how stockholders in similar concerns became rich over night. The man who wants your help in "keeping the contract away from Wall Street."

The man who talks about the "transferability" of the stock.

The man who says that the stock will later be "listed on the exchange."

The man who wants you to buy because "the price is surely going up."

The man whose chief selling points are letters of recommendation from "leading citizens."

Candy Kitchen Dairy Maid.

He: What do you do for a living?
She: I'm a dairy maid in a candy kitchen.

He: Dairy maid in a candy kitchen! What do you do?

She (bashfully): Milk chocolates.

Merchants Life Insurance Company

WILLIAM A. WATTS
President



RANSOM E. OLDS
Chairman of Board

Offices: 4th floor Michigan Trust Bldg.—Grand Rapids, Mich.
GREEN & MORRISON—Michigan State Agents

PLANNING AHEAD

INSURANCE premiums are paid without my having to watch their due dates or arrange for payment because I planned ahead," said a Grand Rapids resident.

"Sometime ago, I began to accumulate gradually securities whose income would pay my life insurance. These I deposited with the Grand Rapids Trust Company, under a Life Insurance Trust.

"Now, all premiums are automatically paid when due, and furthermore I am sure that when my family receives my insurance, it will be under the supervision of this trust company, which protects the fund from fake promoters and distributes the income to my family."

Let us talk over with you, the case of arranging a Life Insurance Trust

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.

Ottawa at Fountain

Both Phones 4391

Grand Rapids National Bank

The convenient bank for out of town people. Located at the very center of the city. Handy to the street cars—the interurbans—the hotels—the shopping district.

On account of our location—our large transit facilities—our safe deposit vaults and our complete service covering the entire field of banking, our institution must be the ultimate choice of out of town bankers and individuals.

Combined Capital, Surplus and Undivided Profits over

\$1,450,000

GRAND RAPIDS NATIONAL BANK
GRAND RAPIDS, MICH.



Conservative
Investments

PURCHASING INCOME

WE purchase for our own account and offer to the public only the highest type of bonds obtainable in the market keeping in mind always absolute safety of principal. May we send you our list?

CORRIGAN, HILLIKER & CORRIGAN
Investment Bankers and Brokers

Citizens 4480 GROUND FLOOR MICHIGAN TRUST BLDG. Bell Main 4900
GRAND RAPIDS, MICHIGAN

Daugherty Swipes Branch Banks.

Attorney General Daugherty's opinion, just transmitted to the Comptroller of the Currency, holding that branch banks must limit their functions to receiving deposits and paying checks, and even with these limitations should only be permitted to be organized under exceptional circumstances, has caused a genuine sensation in banking circles, and will have an important effect upon the development of business communities both great and small. The decision is regarded as a distinct victory for the opponents of monopolistic banking methods, and there can be no doubt that it will result in the organization of large numbers of small independent banking institutions designed for the accommodation of neighborhood merchants. Incidentally the surplus resources of the small merchants of the country will find attractive employment in neighborhood banking organizations for mutual accommodation.

In all the large cities and in many small ones the development of branch banks has been going on rapidly during the past few years. Such progress has been made by the big banks in the establishment of numerous branches that there has been a marked falling off in the number of new independent banking establishments organized under the national banking statute.

This condition has not been regarded by the Comptroller of the Currency as a healthy one, and he, therefore, recently called upon the Attorney General for an opinion as to whether the Federal banking laws authorize the creation of such branches, and if so, as to the functions they might legally exercise. The Attorney General's opinion sustains the Comptroller's view, and at least during the incumbency of the present Comptroller few, if any, additional branch banks will be authorized. Those in existence will probably be permitted to continue, but, as stated, they will be allowed to do little else than receive deposits and cash checks. Important matters, such as making loans, passing on commercial paper, selling exchange, etc., will have to be transacted by the parent institution.

The line of reasoning upon which the Attorney General has based his opinion is assumed her to have been taken from a memorandum opposing branch banking, prepared by the present Comptroller of the Currency, Henry M. Dawes, which is in part as follows:

"Branch banking is, in its essence, monopolistic.

"The financial resources of a number of communities are put under the control of a single group of individuals. Funds liquidated in one community may be used to develop other communities at the discretion of the officers of the central bank. The economic development, therefore, of a given territory under the control of a branch would depend upon the policy of the bank. The bank would have the power to retard or to encourage the development of a given community or individual enterprise.

"In this connection it has been well said that, if the sudden creation of great branch banking systems shall result in withdrawing funds from the support of rural communities, in order that they may be invested in self-liquidating commercial paper originating elsewhere, then it will be true that sound abstract banking principles will have been applied, but at a cost to the future development of rural communities that will far outweigh any advantages that may be gained.

"In a system of independent unit banks, the bank which best serves the community is the bank which is most certain to live the longest and be the most profitable to its stockholders. Since the type of man who starts a bank in a small community is essentially constructive, his natural associations and sympathies are with men of constructive type, and he extends the facilities of the bank most liberally to them. His loans take into account as a first consideration character and moral responsibility. He is naturally inclined to encourage young aggressive and enterprising individuals who will, in the course of time, bring business to the institution as they succeed, and will develop commercial and industrial enterprises and be a factor in the creation of corporate and private undertakings, all of which will be feeders to the bank.

"As this type of individual is usually not the possessor of high-class collateral at the beginning of his career, the banker is dependent in a large measure on the character of the borrower of which he can only be sure by personal contact and acquaintance."

It took Edison years to produce light. It takes most of us more years to see the light.

BUY SAFE BONDS



ESTABLISHED 1853

Through our Bond Department we offer only such bonds as are suitable for the funds of this bank.

Buy Safe Bonds
from

The Old National



The Welcome Sign Is Always Out

OFFICERS

Wm. Alden Smith, Chairman of the Board
Chas. W. Garfield, Chairman Executive Committee.

Gilbert L. Daane, President
Arthur M. Godwin, Vice-President
Earle D. Albertson, Vice-Pres. & Cashier
Earl C. Johnson, Vice-President
O. B. Davenport, Asst. Cashier
H. J. Proctor, Asst. Cashier
H. Fred Oltman, Asst. Cashier
Dana B. Shedd, Asst. to President

DIRECTORS

Noyes L. Avery Chas. J. Kindel
Joseph H. Brewer Frank E. Leonard
Gilbert L. Daane John B. Martin
Charles W. Garfield Geo. A. Rumsey
William H. Gilbert William Alden Smith
Arthur M. Godwin Tom Thoits
Chas. M. Heald A. H. Vandenberg
J. Hampton Hout Geo. G. Whitworth
John Hekman Fred A. Wurzburg

54,000 SATISFIED CUSTOMERS
RESOURCES OVER
\$18,000,000

GRAND RAPIDS SAVINGS BANK

THE BANK WHERE YOU FEEL AT HOME

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. Braudy
J. Clinton Bishop Samuel D. Young
James L. Hamilton

Maximum protection for the money, and adjustments are always made promptly

Mary J. Field Company
Grand Rapids Representative

Auto Owners Insurance Company

Bell Main 1155

514-515 Widdicomb Bldg.

Citz. 65440

CHANDLER & VANDER MEY

LOCAL INVESTMENT SECURITIES

707 Commercial Bank Bldg.

Citizens Phone 62425

Grand Rapids, Mich.

P. O. D. Tackled Big Task.

On Oct. 21 the Post Office Department completed the biggest job of mail counting ever undertaken. On the day referred to the thirty-day check-up, undertaken to ascertain the cost of handling the various classes of mail, was brought to an end.

The big task was prosecuted in every post office throughout the country under conditions that have been described by the Postmaster General in the hope of obtaining more accurate data than the department has ever before secured. The most important result aimed at was the ascertainment of the cost of handling the parcel post and the determination of the highly interesting question as to whether the present schedule of postage rates for the handling of merchandise in the mails is too low, and if so, how much it would be necessary to increase the rates to make this branch of the mail service self-supporting.

While a few enthusiasts in the service are disposed to contend that existing rates on parcel post are fairly remunerative, all experienced officials concede that the schedule is much too low if the Government is to be reimbursed for every item of outlay properly chargeable to the transportation of merchandise, to say nothing of that portion of the general overhead, which the parcel post should bear.

The mail count was made pursuant to an act of Congress, and it is assumed that as soon as the results have been compiled the committee on Post Offices and Post Roads of the two houses will give consideration to the problem as to whether further legislation is necessary. Should it appear that the present schedule of parcel post rates is producing a substantial deficit, Congress will be likely to direct a revision of rates, possibly as a "rider" on the Post Office appropriation bill to be enacted during the coming winter.

Background of Radicalism.

North Dakota has for a number of years been a storm center of radical politics and politicians. The Non-Partisan League does not have the influence there which it once did, but sentiment nevertheless remains radical. This is partly to be explained in terms of climate. The population of the State is largely Scandinavian and one would expect racial influences to count for conservatism. But other things appear to be stronger than race. In the western half of the State the amount of rainfall is not sufficient for intensive cultivation; the soil in large areas is sandy and the summers are so short that the growing season is limited to about ninety days.

These conditions are all conducive to one-crop farming. Drought resist-

ing varieties of wheat are the farmers' one best bet. Even when there is enough rain wheat growers must contend with hail, rust and grasshoppers. The total yield of wheat in this State is estimated for this year at 56,000,000 bushels, compared with 123,000,000 bushels last year. This, along with the prevailing low prices, does not permit the North Dakota wheat grower to see the world through rose-colored spectacles. His situation is serious, but it is no being made any better by his selfconstituted political leaders, who have succeeded in making him look to the Government as the source of his salvation. It is impossible to produce precipitation by act of Congress. It is worthy of note that in this case there is a close connection between radicalism and rainfall, and presumably also between sand and Socialism.

Gold Still Comes.

Although our gold supply has long been too large for the country's best financial interests, each month sees it increase. September brought a net increase of \$26,700,000. Total imports during the first nine months of 1923 amounted to \$220,500,000, compared with \$209,500,000 in the same period a year ago. During the current year, however, there has been some increase in gold exports, which for the nine months of 1923 were \$26,000,000, compared with \$13,000,000 for the corresponding months of 1922. The net increase in gold, therefore has been practically the same in both periods. Nearly half our gold exports last year occurred in October, when the premium on Canadian dollars in this country reached the gold exporting point. This year the heaviest export of gold so far has taken place in January and March, when shipments amounted respectively to \$8,000,000 and \$10,000,000. Most of this gold went to British India. With the balance of trade again turned heavily in favor of the United States, there is no immediate prospect that the steady flow of gold to this country will be checked.

According to S. D. Warriner, the hard coal operators are afraid of a price revolt against anthracite. It is a well-founded fear. The consumer is not only resentful and muttering that resentment, but he is looking around. There was never quite so much interest in substitute fuels as there has been these two years past. The 10 per cent. wage increase granted by the Harrisburg Truce, passed along to the buyer in the form of a dollar-per-ton rise in coal prices, is making the consumer furiously to think and keeping alive his interest in anything that promises to free him from his serfdom to anthracite.

A RELIABLE FIRM TO EXECUTE YOUR ORDERS IN
BONDS AND STOCKS

Howe, Snow & Bertles

(Incorporated)

Fourth Floor Grand Rapids Savings Bldg.
GRAND RAPIDS, MICHIGAN

Our

PUBLIC ACCOUNTING DEPARTMENT

Audits books, accounts
and records

Installs systems of cost
accounting and general
bookkeeping

for

Individuals, partnerships,
corporations or municipalities.

Consult us as to our charges.

THE MICHIGAN TRUST COMPANY

Organized in 1889

GRAND RAPIDS

The Mill Mutuals

AGENCY

Lansing, Michigan

Representing Your Home Company,

The Michigan Millers Mutual Fire Insurance Co.

And 22 Associated Mutual Companies.

\$20,000,000.00 Assets

Is Saving 25% or More

Insures All Classes of Property

ROBERT HENKEL, Pres.

A. D. BAKER, Sec.-Treas.

Getting Back To Normal.

There has been talk of "getting back to normal" ever since the war. A few people have the mistaken notion that the standard by which to measure normal is the year 1913. That year is frequently used as the basis of comparison when statistics for later years are presented. Thus, index numbers of prices, living costs and wages usually take the 1913 average as 100. This is done as a matter of convenience, and it does not imply that any figure showing a sharp variation from the basic year necessarily points to an abnormal condition. "Getting back to normal," therefore, does not mean getting back to 1913. More accurately, one should speak of going forward to normal. And the country has been going forward to normal ever since the war.

The theoretical normal is of course never attained. That would be a condition in which supply and demand would be in perfect equilibrium. Under that condition there would be neither heavy business losses nor excessive profits, every able-bodied worker would have a job and would give a fair day's work for a fair wage, there would be just the needed amount of capital for trade and industry and it would earn a fair return wherever employed, and there would be just enough expansion to take care of increasing population and to provide for gradually rising standards of living. When the term "normal" is used to-day no one has in mind such a Utopian picture. A certain amount of maladjustment and imperfection is taken for granted, and it is quite probable, all things considered, that the business of the country to-day is as near normal as it is likely to be for a long time to come.

When business conditions to-day are compared with those, say, in 1920 the extent to which we have gone forward to normal is at once apparent. Yet there are still maladjustments. Some prices are below pre-war levels, while others are 100 per cent. above it. Industrial districts are much more prosperous than the agricultural. Some industries are quite busy, but have been unable to bring down operating costs to a basis that will permit a fair profit. In spite of these flaws the situation is nearer normal than at any time within nearly a decade. The huge wartime accumulations of basic commodities no longer embarrass the markets; there is no unemployment;

credit facilities are ample without being so easy as to encourage inflation; the railways have been rehabilitated; prices since last spring have been at a relatively stable level; the country as a whole is suffering from neither boom nor depression. All this seems to indicate that we are about as near to normal as we may expect to be with the rest of the world as it is.

Survey of Trade Sentiment.

A canvass of trade sentiment concerning the future, made by the district sales agents of a manufacturing concern carrying on extensive business in the United States and Canada, shows that in twelve of twenty-four districts surveyed the feeling is optimistic; eight districts are not optimistic or are doubtful concerning the future; one reports sentiment as divided, and one describes it as improving. Even more interesting, perhaps, are the reports of the district sales managers on the labor question. From nine districts come reports that the supply and demand are nearly balanced, or where the supply is excessive in one industry it is in demand in another. In eight districts no scarcity is reported. Only in seven is there any indication of a tight labor market, and even in these the number of persons available for employment shows a tendency to increase. The labor situation, then, so far as supply and demand are concerned, is more nearly normal than it has been in three years.

From the Lips of Babies.

Baby Marie is a prim little girl who always says her prayers at night. Her mother anxiously surrounds the little one with only the very best influences. Recently the child was a guest with her aunt at a week-end party at one of the Southern California beaches. When she came home her mother questioned her with a view to finding out if the food had been "blessed" at dinner:

"What did Br. Blank say, dear?"

"Oh," said Baby Marie, "he said 'Be seated.'"

"And then what" her mother continued.

"He said, never mind putting in too much of the orange juice."

If you get very far up the ladder you will have to go past a good many slow climbers. Don't crowd them off the ladder, but insist on your right to pass.

Citizens 4267

Bell, Main 2435

A. E. KUSTERER & Co.

INVESTMENT SECURITIES

GOVERNMENT, MUNICIPAL,
PUBLIC UTILITY, RAILROAD,
CORPORATION BONDS

817-821 MICHIGAN TRUST BUILDING

GRAND RAPIDS

OUR FIRE INS. POLICIES ARE CONCURRENT

with any standard stock policies
that you are buying.

The Net Cost is **30% Less**

Michigan Bankers and Merchants Mutual Fire Insurance Co.
of Fremont, Mich.

WM. N. SENF, Secretary-Treas.

The Michigan Retail Dry Goods Association

advises its members to place their
fire insurance with the

**GRAND RAPIDS MERCHANTS MUTUAL FIRE
INSURANCE COMPANY**

and save 30% on their premiums.

Other merchants equally welcome.

319-20 Houseman Bldg.

Grand Rapids, Mich.

Michigan Shoe Dealers Mutual Fire Insurance Co.

Lansing, Michigan

LEGAL RESERVE COMPANY

Write

L. H. BAKER, Secy-Treas.

LANSING, MICH.

P. O. Box 549

SAFETY SAVING SERVICE

CLASS MUTUAL INSURANCE AGENCY

"The Agency of Personal Service"

C. N. BRISTOL, A. T. MONSON, H. G. BUNDY.
FREMONT, MICHIGAN

THE HARDWARE AND IMPLEMENT MUTUALS

DIVIDE THEIR RISKS INTO THREE CLASSES

CLASS A—HARDWARE AND IMPLEMENT STORES, DIVIDEND 50% to 55%
CLASS B—GARAGES, FURNITURE AND DRUG STORES, DIVIDEND 40%
CLASS C—GENERAL STORES AND OTHER MERCANTILE RISKS, 30%

These Companies are recognized as the strongest and most reliable Mutuals in the United States, with Twenty Years of successful Underwriting Experience. No Hardware Mutual has ever failed, No Hardware Mutual has ever levied an assessment. Ask the Hardware Dealer of your town.

If interested, write for further particulars.

THE PLAINWELL PIRATE.

Frank Travis Flourishes, While His Victims Mourn.

Kalamazoo, Oct. 20.—Mr. Patterson, of Martin, told me that you would be a good man to write to in regard to this man Frank D. Travis, of Plainwell. You will probably recall the swindle he was connected with. His agent sold stock in this vicinity, representing that the Travis Co. proposed to start a store in Kalamazoo. This was in 1921, just before it became known that the company had failed. We all gave our notes for the stock and the notes were sold to a local bank. We refused pay when the notes became due, but after trials in three courts we had to pay them. We have been told that we can get the money back by suing any of the former directors. This we intend to do, if advisable. What I am most interested in is prosecuting the man Travis, as I think he is one of the biggest crooks at large and he seems to be getting away with it so nicely. It seems that such things as this can get by when it has hit some of the farmers so hard. I can stand my loss, which was only \$100, but I know of some who have actually had to mortgage something to raise the money to pay their notes. Travis lives in one of the nicest homes in Plainwell. He dresses like a millionaire and drives very nice cars. It is a fine thing to allow such a condition to exist, isn't it? Any assistance we can get from you in prosecuting him or any information you can give us of any kind, we will appreciate. I am one of the directors of an organization, representing 300 farmers around Kalamazoo and hate like hell to see them get fleeced by such a crook as Travis. I understand you are strong for a square deal. Please let us hear from you right away, as we wish to get busy at once.

J. C. Goodrich.

Grand Rapids, Oct. 22.—I am not in a position to assist such men as you are and I don't know as I would assist you if I could. I know your kind, because I have met many men of your type during the forty years I have published the Tradesman. You went into the F. D. Travis Co. deliberately because you were told by the crooked agent who received 35 per cent. commission for selling the stock that, by so doing, you would aid in putting the regular merchant out of business. In other words, you were assured that by joining other farmers to the extent of several hundred you could assist in concentrating all the trade of each of the half dozen communities in which stores would be located in the co-operative stores. The agent who sold you the stock knew he was lying to you, but he boasted that he could get the farmers of any locality so stirred up after holding three meetings that he could mould them to suit his purpose and extract all the money and notes needed to establish and maintain the stores along the lines of his lurid description. I cannot understand why sane men of the soil "fall" for such propaganda, but I have never seen such tactics to fail where employed by an unscrupulous man who played on the greed or prejudices of the farmer by describing the enormous profits which accrue to the average merchant. I frequently met the man who sold you your stock in the Travis Co. He said he could almost invariably "get" the farmer by this line of talk:

"Look at the big automobile in which the merchants in Plainwell drive around, while you drive your ford. You paid for those big automobiles in profits on the merchandise you purchased from those fellows. You ought to be driving those big machines yourself, because they properly belong to you. Since the merchants refuse to play fair by giving

you the use of the automobiles which have been purchased with your money, why not become a merchant yourself and keep the money you have been paying those other fellows in profits on the goods you bought of them. I can get the hardest headed farmer by this appeal to their pocket books"

I agree with you in the statement that Travis ought to be prosecuted for the losses he precipitated and the havoc he wrought. He sold \$150,000 of worthless stock to about 500 farmers, knowing it was worthless, because he was doing a losing business at all of his stores. If the old Securities Commission had been composed of the right kind of men, Travis would now be paying the penalties of his misdeeds by playing checkers with his nose but when he sold \$150,000 stock without going before the Commission and getting his stock selling campaign approved, the men on that Commission apparently closed their eyes to the transaction, although the Tradesman brought the matter to their attention several times and the chairman promised that the law would be enforced. The latter failed to make good on his promise since which time I have had no confidence in the Commission. The more I see of the organization the less I think of any governmental function which is dominated by politics.

As to your ability to recover your money by suing the directors of the Travis Co., that is a matter for you to take up with your attorney. If I were in your place, I would have Travis arrested on a capias and give him an opportunity to defend his action in disposing of \$150,000 worthless stock without having his action passed on by the Securities Commission, but I am not in the habit of offering legal advice to men who are not on the subscription list of the Tradesman, which is published solely for merchants and business men.

I suppose you are aware that Travis owed \$155,137.99 to banks and merchandise creditors when he failed and that no creditor has ever received a dollar on account. The money stockholders poured into the swindling concern gave the Travis Co. a fictitious credit which enabled it to accumulate a large assortment of debts.

Unless the stocks are speedily disposed of, there will be little left for distribution among the merchandise victims of the Plainwell pirate.

E. A. Stowe.

This country now has about 285,000 oil wells. On the authority of the American Oil Men's Association, 200,000 of these are now being operated at a monetary loss and by this time in 1924 many of them will be no more than memories. A geologist specializing in oil points out that at our present rate of drawing this

"black gold" out of the earth our supply will be exhausted in thirteen years. We are producing 65 per cent. of the world's oil, and every day new motors come out of the shops to consume more oil. Nevertheless, nothing of any consequence is being done about it. Sufficient unto the day is both the good and the evil thereof seems to be the attitude of the motormaker, the oil magnate, the oil-land owner and the motor driver.

Fear is born of inward darkness.

MORRIS' Supreme Quick-Selling Foods

There is no need of a great variety of brands in canned foods if you sell the complete line of Supreme Foods, for your trade will not constantly be wanting to try a new brand.

All goods packed under the Supreme label are so satisfactory to the customer that she looks upon the trade-mark as a guarantee that the foods will be exactly what she requires.

Morris Supreme Foods completely satisfy the customer and offer you a quick turnover line that will net a real profit on investment.



It Pays to Sell Supreme Canned Foods

It is significant that more LILY WHITE FLOUR, "The Flour the Best Cooks Use," than any other high-grade flour, is used by Michigan women.

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.

VALLEY CITY MILLING COMPANY - GRAND RAPIDS, MICHIGAN

Play Up Personality—It Brings Folks Back.

Written for the Tradesman.

"Look at that woman," growled a corner grocer, disgustedly. "All winter while her husband was on his back in the hospital, I simply carried that family on my books. Now that everything is running smoothly again, they go down town for their groceries. You'd look for gratitude, wouldn't you? Well, I can just tell you that all the trade gratitude brings me isn't worth a jit."

Curiously enough, that corner merchant isn't far from right. I've talked with a good many retailers, and they agree that gratitude is a very small factor in modern business.

The fact that this particular merchant took long chances for the sake of helping them has been forgotten by this family in a few months. Ultimately, the long standing account was paid; the merchant lost nothing; so, according to the customer, the whole thing is squared. "Because a man helped us in a difficult situation is no reason why he should have a monopoly of our trade for ever and ever," the customer will exclaim impatiently, if reproached for ingratitude.

It's a curious fact to which any merchant will bear witness, that if a family gets in too deep at one grocery store, the head of the house will often take his cash business elsewhere. He can't pay up immediately; he doesn't like to face the merchant to whom he is under financial obligation; so he goes to another store and pays cash.

"I had a family on my books one winter," a grocer told me. "They ran up a small account, perhaps fifteen dollars. Then they ceased to buy. Presently I got wind that they were paying cash at another store. Was I aggravated? Well, you can just bet I was."

"A couple of weeks later, in came that customer, and paid his bill. I fancied he was cutting his connection with me for good and all. Instead, he came in right along and bought for cash. He's a customer yet."

"How do I explain it? Well, it's simply this. The sense of obligation made him unwilling to face me. He ought to have been grateful; gratitude ought to have held his trade; but instead, the feeling that he owed me gratitude drove him somewhere else. The minute he was able to wipe out the obligation, he resumed business on a better basis than before. He isn't buying from me because he's grateful; it's just because he likes me."

There's a lot of meaty wisdom in those last few words. It's not gratitude, but liking, that brings folks back, that holds their trade and, even more important, their friendship. It's the same in every walk of life. It's not what you do for people, but what you are to them, that counts in winning their affections.

A family of youngsters had a well meaning but stiff uncle who was secretly anxious to win their affection. He petted them, gave them candy, gave them money to spend—and they

took everything, as children will, but they stayed cold.

Yet the minute their big, reprobate, worthless Cousin Dick appeared at the gate, there was a juvenile rush to him, and half a dozen piping voices were clamoring for recognition. Why? He never gave them anything but talk—but it was friendly talk, suited to their comprehension. They accepted favors from the uncle; they liked the cousin, who really gave them nothing.

You can't buy affection. The beautiful young woman who gave her heart and hand to the young man who saved her life is a common occurrence in old-time fiction—but it doesn't happen in real life. Not unless gratitude is supplemented by a strong mutual attraction. And the

mutual attraction would turn the trick without the life-saving, gratitude earning stunt. In fact, gratitude in such cases is often a handicap.

The young man who is yearning to win his sweetheart by rescuing her from a train wreck at the peril of his life is wasting his time. What he needs to do is to develop the sort of personality that will make her like him.

Personality! That's the dominant factor in every relation of life. What wins you friends, and customers, and sweethearts, and success, is, not gratitude. The one thing to do is to make them like you.

Victor Lauriston.

A New Kind of Sales Help.

One of the manufacturers of fine silk hosiery has put into effect lately

a new kind of sales help for retailers. It consists of a series of displays, which are changed frequently, showing how the hosiery of the concern can be best coupled up with various kinds of wearing apparel for sports, street and evening wear. Not only are garments for these purposes made a part of the display, but appropriate shoes are also shown. The purpose of the displays is to give buyers ideas of various combinations in which the hose can be made to appear to advantage, with a view to these ideas being passed on to salespeople. Many times, it is said, sales are lost because prospective customers cannot see just how they can use certain hosiery to advantage, and the displays are meant to prevent these losses so far as possible.

An Important Announcement to the DRY GOODS MERCHANTS of Grand Rapids and Vicinity

The entire force of Department Managers and Buyers of Edson, Moore & Company, Detroit, will be at the Hotel Pantlind, Tuesday and Wednesday, October 30—31

All merchants selling Dry Goods, Men's Furnishings, House Furnishings and kindred lines are invited to call at the Hotel Pantlind during these two days where large space has been engaged for the reception of customers and display of merchandise. Come and meet the men who manage our business, who buy our merchandise, who price our goods. They will be there to serve you in every way—with information about markets and conditions—with merchandise for at once and future delivery. They wish to become personally acquainted with you and to have you know at first hand all we have to offer Michigan merchants. This is a rare opportunity to meet those who may be of valuable assistance to you. Plan to visit us Tuesday or Wednesday.

H. J. Phelps

Domestics

W. B. Hazelton

Wash Goods and Silks

F. F. Hughes

Blankets and Flannels

E. Z. Cleary

Notions

H. J. DeBruyn

Hosiery and Gloves

J. R. Tuthill

Floor Coverings

A. H. Woodley

White Goods and Linens

W. B. Holden

Men's Furnishings

J. McKnight

Underwear

J. Francombe

Draperies

Milo W. Whims

Louis J. Pylman

Grand Rapids Representatives

Edson, Moore & Co.
Wholesale Dry Goods
DETROIT



Michigan Retail Dry Goods Association.
 President—J. C. Toeller, Battle Creek.
 First Vice-President—F. E. Mills, Lansing.
 Second Vice-President—W. O. Jones, Kalamazoo.
 Secretary-Treasurer—Fred Cutler, Ionia.
 Manager—Jason E. Hammond, Lansing.

Imported Clothing Varied.

Great variety continues to feature the lines of imported ready-made men's suits and topcoats which are now being shown for Spring. In one of the most prominent showings made here of these goods, there is more than 1,400 different patterns of fabrics. A representative of the importer said recently that prices on the line generally show practically no change over last Spring, although in some instances they are slightly lower. In the suiting patterns available, there is a wide range of high grade English cashmeres, woollens and worsteds, with those on the tweed order again leading. It was said that the sack suit in the two and three-button model was the leading seller, with some interest being shown in the double breasted. Flannels are also winning favor. In the topcoats those with hoverplaids in the box coat style, having set-in sleeves, and the raglans are said to lead.

Effects of the Sports Vogue.

In describing conditions in the women's coat field a prominent woolen manufacturer states that they greatly resemble that period in the men's wear trade when soft finished and plaid back overcoats became highly popular. The vogue of the latter is so strong as practically to eliminate the formal Chesterfields of kerseys and meltons that have been the favorites for years. In like manner, the overwhelming vogue of sports fabrics and designs in women's apparel is now tending to shift the demand from the more formal and dressy coatings into those of the sports order. The trend is so strong, he declared, that less formal coats are being worn for nearly every occasion, the question of appropriateness being ignored. This condition, he said, is of only temporary duration, as the two divisions are inevitably separate and distinct, with a place for each.

Offering of Dressy Coats.

With the view of stimulating the buying of dressy coats, which has been held back by the warm weather so far, some garment manufacturers are now laying stress on "specials" in these garments. One wholesaler made such an offering, in the form of a long coat made of arabella cloth, silk lined and with beaver or fur collar, at \$39.75. The sizes available are 16 to 20 and the colors black, navy and platinum. It is the feeling

in the trade that the purchasing of the dressy coats when it does come will do so with a rush. Retailers have only nibbled so far at these goods, and the first touch of frosty weather, according to wholesalers, should see much greater activity. Much depends on the weather, in any event, as the manufacturers have made all preparations for a big season in these garments, which up to the present has not materialized.

More Interest in Suspenders.

A new interest is being shown in suspenders, according to wholesalers and is evidenced by a considerable increase in the recent orders received. Some retailers who have not carried suspenders in stock for some time are placing orders, said one manufacturer representative recently. Much of the renewed demand is traced to the present consumer interest in English styled clothing. The high cut of the trousers of this style is said to require the use of suspenders rather than belts, as the "English effect" is not carried out when the latter are worn. Belt manufacturers, when seen recently, showed no worry over the recent development. One of them said his sales of both belts and the detachable buckles were considerably ahead of last year.

Under-Arm Bag Returning.

Leather goods manufacturers report a revived interest in the so-called "under-arm" and envelope styles in women's handbags. These have not been in much favor for some time, but the demand for them has grown lately. They are being made in all the popular leathers. The plain, neat types are said to be receiving the most attention. In fabric bags the pouch style is still highly favored. Retailers are now beginning to cover their holiday requirements on a more extensive scale, and the sales for the season are expected to be satisfactory.

The Fruits Seem to Have It.

The fruit shades seem to have the call in the higher priced hosiery for evening wear this season. One of the prominent makers of women's hose reports an active call for goods of a hue called banana, and indications are that it will continue to grow as the season advances. Peach is another strong evening shade with this concern. Sheer hose, referred to in some quarters as chiffons, are being freely sold by it for dance and party use. Hose for street wear is also active in a variety of colors, among the most active of which are the so-called sunburn shades.

Style in Overcoats.

That soft finished and plaid back overcoats will retain favor, despite all that has been said about their non-wearing qualities, was the assertion made by one of the leading manufacturers of overcoatings. Styling of the lines for next Fall is under way and in them these kinds are again prominent. It is expected, however, that the Chesterfield type coats will come into greater use than they have, as the better dresser will not wear the essentially sports garment on all occasions, as has been the case.

Necklaces in High Favor.

Marked popularity continues for bead necklaces, and the buying of retailers indicates that they will

make a big play on them for the holiday season. Those of wood in lengths of forty-eight or sixty inches in the pastel shades are moving well, according to a leading seller of novelty goods. They are being sold at wholesale at \$4 and \$7.50 per dozen respectively. A new idea has been recently worked out in the shape of a thirty-inch necklace, the beads of which are of transparent galalith. Heretofore the galalith beads have been opaque but by means of a new process they are made crystal clear. These wholesale at \$12 per dozen.

Unless, when you are young, you make your leisure worth as much to you per hour as your work, your work won't be worth much as you grow older.

We Are Now Ready

to deliver your copy of our November Advertising Service.

Fill out and mail us the attached coupon to-day. Don't delay! You can't afford to get along without this merchandising help.

Have You Ever Stopped to Think

that a majority of merchants spend 9/10 of their time doing other unimportant things and 1/10 promoting sales?

DO IT NOW!!

GRAND RAPIDS DRY GOODS CO.

Your Dry Goods Wholesaler

GRAND RAPIDS DRY GOODS CO.
 Grand Rapids, Michigan.

October—1923

Gentlemen:

Please send us your ADVERTISING SERVICE for one year—to cost us \$2.10 per month, postage prepaid, and you may charge same to our account each month upon delivery of the Service.

Name _____

Address _____

P. S. We use—Cuts_____

Mats_____

(Check which you use or both)

Are You Profiting

By the early demand for Underwear, Blankets, Sleeping Garments, Etc.

The cool nights always create a demand for warm clothing and covering.

All popular advertised lines carried on our floors.

Quality Merchandise—Right Prices—Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

CASH VALUE OF COURTESY.

Few Simple Rules Which Mean Increased Sales.

Courtesy is the oil which makes the business machine function without friction.

A salesperson need not aspire to be a Chesterfield in correctness and grace, and yet "manners" should and must be had.

You do business constantly with men and women of high breeding. At such times a knowledge of the polite forms are necessary not merely to make a good impression, but to keep from giving offense.

Politeness, or courtesy, is but the outward manifestation of kindness. Also, good manners consist merely of a few formalized methods of expressing courtesy—methods which society has tried and found generally acceptable, and which it has agreed to impose upon itself as universal laws. By observing those laws, business intercourse becomes frictionless, gentle and graceful.

Thus, you see, "manners" really have their basis deep down in the fundamentals of character. Of course, being with kindly inclinations, you can feel polite and courteous without knowing any of the forms in general use, and those feelings will sometimes dictate the appropriate thing for you to do.

A noted employment manager at one time, when employing salespeople, made a practice of having each applicant give the first opening line of their sales approach. If they said, "Good morning," and smiled, it was a foregone conclusion that a smile would rest on the face all through the sales endeavor, but if the applicant mumbled "good morning," without that glad look which must accompany the remark, you could place them on the list of undesirables. One of the greatest successes in the modern business world owes success in the main to training each clerk to smile and say "thank you" every time a sale was made for a nickel, dime or dollar.

The owners or management of the business instill this "thank you" slogan in the minds of each salesperson by new and forceful methods. In fact, a few days before last Christmas a telegram was sent to every clerk in the chain reading, "Did you say thank you to every customer to-day?" Again make note that every time you speak, you use care in your utterances, for the simple reason that when a carpenter building a fence, or a mason erecting a wall, finds the same a little out of plumb, it is possible to tear down and rectify, but in salesmanship the spoken word cannot be recalled. Let one remark detrimental to your efforts escape your lips and you cannot retract it.

When a customer comes to your store, she should be noticed and greeted—in other words, given the opportunity to state her wishes. If she comes to an open department, she should be approached and asked if you can be of service to her. If the customer, either by handling or looking at merchandise, shows that he or she is interested, it would be preferable to present some interesting fact

about the merchandise instead of simply greeting the customer. There is no danger of giving offense if this is done in the right spirit—but if the customer remains unnoticed, there is always the danger of laying the store open to criticism.

Many customers come into a store late in the day with a definite purpose of buying. The fact that so many sales are lost at this time is due to the customer's nervousness, caused by the fact that her reception at this hour of the day shows too plainly the "won't you please hurry up—I want to go home" feeling in the mind of the salesperson.

Even if the closing going should ring while you are waiting on a customer, it is your duty to continue to give that customer your very best attention. Remember, the store is never closed for business as long as there is a customer to be served.

Remember, too, that in the last half-hour of the business day you can make many friends for the store—or you can drive away many of the store's friends. It depends purely and simply on your own mental attitude—toward your work and toward your store.

The customer who wishes to exchange merchandise is entitled to the same courteous and prompt attention as the one who wishes to make a purchase.

Therefore, when a customer wishes to make an exchange in your department, make it a point to give her your immediate attention. It does not matter in the least whether you sold the goods to her originally or not.

In one of the larger retail stores, one of the most successful saleswomen in a certain department was the one who handled the most exchanges—in fact, this young woman looked for customers desiring to exchange goods previously purchased. And she made the exchanges so graciously, and was so helpful in making subsequent selections for the customers, that she gradually drew around her the largest clientele in the department. What has happened in that store can happen others.

Also use care in the use of the spoken word. For example:

By addressing one another as "Mr.," "Mrs.," or "Miss," and using the family name of the person addressed, instead of "Willie," "Mary" or "Bessie."

By refraining from loud talking to fellow-members of the store family, whether in the department or on the elevators.

By refraining from arm-in-arm promenading through the store.

By refraining from throwing pay envelopes, paper or rubbish of any kind on the floor, or in any place except the receptacles provided for the purpose.

By remembering that while chewing gum may be good for indigestion, its use during business hours is a sign of decidedly poor store manners.

By remembering that the customer on the telephone is entitled to the same courtesy as the customer at the counter.

And is it not always possible to greet your customer with a cheery "good morning" when they enter the section?

To rise, come forward your patron or caller, and offer service in a whole-hearted manner?

To listen attentively while your caller makes known her wants, instead of being bored when the matter is not explained as quickly as you think possible?

To train yourself to render service of the better sort, the kind you expect when you enter a store to buy?

To jot down goods people ask for and that you do not carry, so that the next time they call at your store you will be prepared?

To keep your counter clean?

To present a neat and clean appearance so that nothing but a favorable impression will be created in the mind of your customers?

Of course, it is!

Most Accidents Ascribed to Lack of Forethought.

It is only necessary to take a Sunday trip over any of the roads around Grand Rapids to know why each Monday we read of dozens who have been killed or injured.

No doubt every woman driver will agree with me that there is scant courtesy shown on the roads by the majority of motorists. To say nothing of violating the laws, they violate every principle of gentility. They pay no heed to the fact that a woman happens to be at the wheel of the car, though they probably would go out of their way to be civil to the same woman if they got up to offer her a seat on a trolley.

It is a small matter to blow one's horn in passing another machine in

the road. The law of most states enjoins this. Yet hundreds pass you on an afternoon's run without any signal of their nearness save the puff of exhaust and the cloud of dust that they fling at you as they go by.

This is only one of the neglects which might be called discourteous. Another, which is illegal as well, is crossing to the traffic lane on the side of the road to pass a car. Where traffic is thick, this is dangerous in the extreme. The courteous driver, who keeps an even pace and obeys all the laws and civilities of the road, will ride more comfortably and safely himself and help cut down the daily toll of accidents.

Mrs. Minerva Jelcluse.

Fish.

"Madam, here's a man at the door with a parcel for you."

"What is it, Maggie?"

"It's fish, ma'am, an' it's marked 'C. O. D.'"

"Tell him to take it back; I ordered trout."

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.

"Principle"
and
"Tuf-E-Nuf"
FLANNEL SHIRTS

Keep 'em warm.

All are made large and full.

Wonderful values ranging from \$21.00 to \$36.00.

Other grades from \$9.00 up.

Daniel T. Patton & Company
Grand Rapids, Michigan - 59-63 Market Ave. N.W.
The Men's Furnishing Goods House of Michigan

The Old Reliable

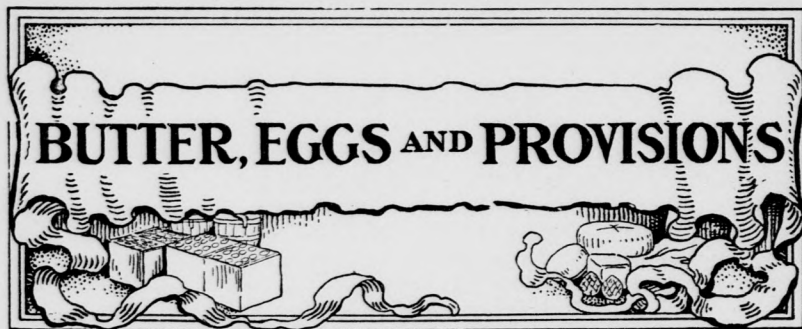
Over 25,000 Patients
in West Michigan

New System Dentists

We've taken pain and high price out of Dentistry and substituted comfort and economy. After all, there's no place like the New System.

41 Ionia Ave. in G. R. Just a Step South of Monroe Ave.
One Flight Up; Write for Information.

THE TOLEDO PLATE & WINDOW GLASS COMPANY
Mirrors—Art Glass—Dresser Tops—Automobile
and Show Case Glass
All kinds of Glass for Building Purposes
501-511 IONIA AVE., S. W. GRAND RAPIDS, MICHIGAN



Deplorable Condition of the Vinegar Situation.

Saginaw, Oct. 19.—It has been some time since the writer has taken advantage of your generosity. This time it is in a matter of interest to the good farmers of our good State of Michigan.

I do not know whether you are really conversant with existing conditions in the vinegar situation, but can say that the conditions prevailing at the present, and which have prevailed for some time, are simply putting the honest manufacturer out of business. I enclose herewith a memorandum of thoughts that have come to my mind in regard to this condition, and it will be appreciated very materially if you will kindly print the same in your next issue. If you care to make further investigation prior to inserting this in your most valuable journal you may take the matter up with W. P. Hartman, Director of Pure Foods and Standards, Lansing. He may make my letter much more forcible than I have the mind to do. The condition is simply terrible. Thousands of bushels of apples rotting on the ground under the trees in this State for the lack of purchasers, and this caused directly by the conditions as stated in the preamble enclosed. Never in the history of the vinegar business in the State of Michigan have the markets for this product been so deteriorated as at the present time.

I am confident you will give this matter careful consideration, because I know your visions are broad and your aim is to bring before your readers true facts.

John A. Cimmerer,
Pres. Oakland Vinegar & Pickle Co.

For a number of years, the prices on apples for the cider and vinegar trade probably have not been as low as those which are being offered this year, and, like all economic factors, there is a sound economic explanation of the present situation. The vinegar mills, both of Michigan and other states, have been suffering severely during the past summer, the more farsighted and plucky of the manufacturers holding their stock in the face of decreasing prices for their product and those who became panic stricken dumping their goods for approximately whatever the brokers offer. The prices on vinegar dropped from more than 20 cents per gallon steadily until, in New York state, there have been offerings as low as 11 cents. Vinegar prices include cooerage; and cooerage costs run from 4 to 6 cents per gallon. With the ordinary costs of manufacture added to this, such prices make it impossible for the manufacturer to operate other than at a loss.

The immediate reason for this decline in the vinegar market is due primarily to a flood of so-called "waste" vinegar, marketed as "cider vinegar." That is, vinegar made from dried apple skins and cores,

the refuse of canneries and evaporators. It is obvious that the manufacturers of such vinegar have to pay little of nothing for their raw material and, as a consequence they can produce their product at a much lower cost than the manufacturer of genuine cider vinegar made from fresh whole apples. Apples, in fact, are the most variable, and almost the only variable item of cost, in the making of his product which the manufacturer meets and, consequently it is on apples that he must economize when faced by a situation such as the present. This results in an unfortunate situation for the farmer, who has only two choices in the matter. He can sell his cider and vinegar apples at the prices offered or he can let them rot. Many farmers are letting their apples rot this year, declaring that they do not get enough for them to pay the cost of picking them up.

While apples of this description are, of course, not an important crop to the farmer, they nevertheless represent a portion of his income since, as a rule, they are utterly unavailable for any other use than cider and vinegar making. Manufacturers buy that portion of the apple crop which, because of its smaller size, does not grade up sufficiently well to sell as table fruit. Should the present situation continue, it would appear that the farmer will be faced with another cut in an income of which most farmers complain bitterly to-day.

Just a few words, in conclusion, relative to our Michigan pure food lay governing this important question. No vinegar shall be sold or exposed for sale as apple or cider vinegar which is not the legitimate product of pure apple juice. The term "Cider Vinegar," as used herein, shall be construed to mean vinegar derived by the alcoholic and subsequent acetic fermentation of the expressed juice of apples, the acidity, solids, and ash of which have been derived exclusively from apples, and which contains not less than 4 per cent. of absolute acetic acid.

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

A. B. KNOWLSON CO.
Grand Rapids Michigan

Moseley Brothers

GRAND RAPIDS, MICH

Jobbers of Farm Produce.

RED STAR FLOUR

RED STAR will probably cost you at least a dollar a barrel more than most other flours—ONE DOLLAR MORE—Whew! Just think of it.

But supposing you were not a merchant, but a thrifty housewife, anxious to give her family the best food at the least cost, would not having your baking success—your bread quality—insured at the slight cost of one-third of a cent per loaf additional, look like good economy to you? That is just what the RED STAR pledge means to the housewife. It is insurance to her as good as if a policy carrying the official seal of Lloyd's were issued to each buyer of RED STAR flour.

Start today and think of the profits to be made out of a flour, What do you care about the cost of flour that always yields a profit, that always keeps your customers satisfied? If you could get a guarantee similar to the RED STAR pledge on every article you handle, how proud you would be of your balance sheet at the end of a year. Have you ever thought of your business from this angle? Why not, therefore, buy what articles are pledged to make good, first of all, RED STAR?

JUDSON GROCER COMPANY

DISTRIBUTORS

GRAND RAPIDS,

MICHIGAN

BLUE GRASS

Superior
Quality.

Always
Reliable



Appeals
to the
Particular
Housewife

REPLENISH
YOUR STOCK
NOW



BE PREPARED
FOR THE FALL
DEMAND

KENT STORAGE COMPANY

GRAND RAPIDS ~ LANSING ~ BATTLE CREEK

Wholesale Grocers
General Warehousing and Distributing

**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 Milling Co.
GRAND RAPIDS, MICH.

NEW PERFECTION
The best all purpose flour.
RED ARROW
The best bread flour.

Look for the Perfection label on
Pancake flour, Graham flour, Gran-
ulated meal, Buckwheat flour and
Poultry feeds.

**Western Michigan's Largest Feed
Distributors.**

Growing Bananas on Commercial Scale in Florida.

Oldsman, Florida, Oct. 20.—Banana growing is to-day a practical, profitable business proposition, and they are being planted commercially by money-making men and women. The acreage is increasing every year. Every family in Florida can have their yards, and grow their own. A plant will bear in 14 to 18 months from the time of setting. The cities and towns in Florida consume much more than we have been able to produce so far. After we supply this home demand, we will ship into other States where there is an enormous market waiting for us, because about 53,000,000 bunches of bananas are imported into the United States every year.

Florida-grown bananas sell by the bunch at wholesale at the same prices as the imported article, six to eight cents a pound. Usually the retail price in Florida is 10 to 12 cents a pound. Bunches weigh up to 50 or 100 pounds or more. Fifty pounds at six cents per pound means \$3 per bunch. By setting 400 plants to the acre, which is customary, that means 400 bunches or more per acre, when properly handled; and at \$3 per bunch, it makes a total of \$1,200 per acre when they get going good in the second or third years.

When well-grown and properly cared for, bananas grow large bunches, which are called standard, or full bunches, when they have nine hands or clusters on one stem, and generally 13 fingers on each hand. Often they will have more or less than nine hands, but they are usually sold by the pound, both at wholesale and retail. The better you feed and care for your bananas, the more likely you are to grow large, commercial-size bunches; and the more bunches you will harvest per acre.

Many uninformed people have the wrong impression that you get a crop of bananas only once in a while on account of cool weather. One grower told me he harvested eight crops in ten years in middle Florida, which is as good as if not better than the records of truck farmers and orange growers. Bananas have been grown commercially in Florida for about 30 years. In February, 1923, there was a frost and a short freeze in some parts of Florida, the mercury going down to around 28 or 30 above zero. In different places the banana-leaves were frozen and turned brown, but the stalks and roots were unhurt. The leaves came out again in about two weeks, and the stalks produced fruit as usual in the summer of 1923.

Irrigation is not necessary in order to grow bananas, especially if you select a somewhat moist or damp location, with drainage. Irrigation is a very good advantage, however, for any grower, because it enables him to get water to his plants in the unusual dry spells; and in the event of predictions of frost by the weather bureau, it is a good precaution to flood your field. The water will be warmer than the air in the event of a frost, and thus the water will temper or warm the air and generally prevent damage.

Bananas are practically a continuous crop, maturing fruit in nearly every month in the year. Bunches ripen faster in the spring and summer, but there is no month which is regularly unproductive. The banana is one of the most tropical-looking plants in Florida, and lends an appearance of luxuriance, which no other plant can equal. The banana is in a class with the coconut-tree and the Royal palm as ornamental emblems of the semi-tropical character of our climate.

The banana-fruit comes to you sealed by nature in a germ-proof cover. No worm, blight or insect sting affects the fruit within. The fruit is very nourishing, containing three times the protein of the apple,

nearly twice as much carbohydrates, and three times as much fat as the orange, and exceeds even the potato by about 20 per cent. in food value. The banana is considered the most popular food-fruit. W. E. Bolles, Sec'y. Florida Banana Growers' Assn.

Lamb and Mutton as Food.

The production of sheep for wool alone is rapidly on the wane in the United States. More and more emphasis is being placed on the production of lamb and mutton for the table, although only 3.7 per cent. of the meat consumed by the average American for the last five years was lamb or mutton. This proportion should be much larger, according to the United States Department of Agriculture, as mutton and lamb are among the most healthful, nutritious, and palatable of meats.

The reason for the limited use of lamb and mutton throughout the central section of the United States probably had its origin in the days of the development of the great Corn Belt region west of the Appalachian Mountains, department workers say. At that time the sheep owned by the settlers of that region came largely from the North Atlantic States and had been developed almost without exception for wool production, regardless of inherent flavor of the meat. The flesh of these animals was no doubt tough, not so palatable as other meats, and possibly, owing to the crude methods of caring for it, much of it was unfit for use. As this section of the country has been somewhat slower in the development of mutton breeds of sheep, and as much prejudice against the meat has been handed down from generation to generation, there has developed the idea that the flesh of all sheep is not appetizing and carries peculiar flavors.

There is a characteristic taste in cooked mutton and lamb, due to the chemical contents of the meat fat, that makes it easy to distinguish from other kinds of meat. The same is true of beef, chicken, venison, or rabbit. In order to prove that this taste was not unwholesome and that the meat was palatable, experiments were made by the Bureau of Animal Industry of the department, in co-operation with the Office of Home Economics, which proved that lamb and mutton are wholesome, appetizing, and economical meats for family use, ranking well up with other meats in food value per pound. The fact that only a small proportion of sheep carcasses are condemned under Government meat inspection furthers the opinion of department workers that mutton and lamb should be used more generally.

NATIONAL DETECTIVE BUREAU Investigators

A progressive organization, managed and personally conducted, by two widely known investigators, that renders invaluable service and information to individuals, stores, factories and business houses.

Headquarters
333-4-5 Houseman Bldg.
Phones
Day, Citz. 68224 or Bell M. 800
Nights, Citz. 32225 or 63081
ALEXANDER MacDONALD
STEPHEN G. EARDLEY

If its Quality

Demand the following brands:

**Fortuna, Daytone and Paxton
Canned Goods.**

**Lipton's Coffee, LewCo. Extracts,
Swift, Pilford and Garcia Cigars.**

Distributed Exclusively by

LEWELLYN & CO.

GRAND RAPIDS

MICHIGAN

**We Are Now Offering
Best Quality—**

**CRANBERRIES
SWEET POTATOES
MICHIGAN ONIONS**

THE VINKEMULDER COMPANY

Grand Rapids, Michigan

**MCCRAY
REFRIGERATORS
for ALL PURPOSES**

Send for Catalogue

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

MCCRAY REFRIGERATOR CO.
2344 Lake St., Kendallville, Ind.

NUCOA

"The Wholesome Bread for Bread"

The standard
by which all others
are judged

HIGHEST QUALITY
100% CO-OPERATION
SNAPPY SERVICE

I. VAN WESTENBRUGGE
DISTRIBUTOR

Grand Rapids Muskegon

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

Receivers and Shippers of All

**Seasonable
Fruits and Vegetables**



Michigan Retail Hardware Association.
 President—J. Charles Ross, Kalamazoo.
 Vice-President—A. J. Rankin, Shelby.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.
 Executive Committee—L. J. Cortinhof, Grand Rapids; Scott Kendrick, Ortonville; George W. McCabe, Petoskey; L. D. Puff, Fremont; Charles A. Sturmer, Port Huron; Herman Digman, Owosso.

It Pays The Dealer to "Start Something."

Written for the Tradesman.

The tendency is pronounced in all human affairs to follow the line of least resistance. This is true in the implement business, or in the implement department of the hardware business, as in any other line.

The dealer, having done things in a certain fashion and found that fashion good, continues to do things in the self-same fashion. In other words, he drops into a rut.

What most people need is to be jolted out of the rut; or, better still, to pull themselves out. For the men who make a success in business are the men who start things, who develop initiative, and who keep on initiating, and who are not afraid to venture along new lines.

Thus, an implement dealer stocks and pushes certain lines. For these lines he finds a fairly steady sale, so he continues to stock and push them. As the implements he handles are improved, he takes on the improved models. This is merely a case of doing what was done last year and the year before—of following the line of least resistance.

In a certain district of Southwestern Ontario 20 years ago there were many thriving apple orchards. Every farm, it is said, had its orchard, and the apple crop was a revenue producer, primitive though the methods of handling that crop were. Then came insect pests and parasites. Many orchards were cut down. Others were neglected. "There's no money in apples," said the farmers.

Yet in another fruit-growing district a hundred miles to the east, the apple growers simply laugh at the parasites. "They don't amount to a hill of beans," one fruit grower told me.

The reason is, that there the fruit growers meet the problem scientifically. They spray their trees systematically. There are a lot of power sprayers in the district. Implement men are selling them right along; and fruit growers are using them and selling apples.

In the district first mentioned, the apple crop to-day isn't worth mentioning. And, conversely, the implement men aren't handling sprayers or trying to handle them.

This just illustrates the point; that there are many opportunities waiting

for the implement dealer who wants to start something that will ultimately prove profitable. To know what to start, he needs to study the farming problems of his own community. The ruined orchards present a problem. Has the implement dealer a solution? The solution lies in systematic spraying; and the implement dealer's contribution to that solution consists in pushing the sale of the necessary equipment.

He should not wait for the farmers to come to him and clamor for spraying appliances. It is up to him, rather, to go out after the farmers and to talk up spraying—in other words, to educate his prospective customers.

"If they want these things, they'll ask for them," is the way the indifferent implement dealer brushes the matter aside.

But they don't. The farmers, too, are travelling in a rut. They need someone to jolt them out of that rut.

That someone is the hardware or implement dealer; and it's to his advantage and profit to get busy.

The instance given is merely a typical one. It illustrates the condition of affairs existing in scores of communities in connection with the handling of a great many crops.

In some bean growing districts, for instance, farmers are working along with primitive appliances, when they could cut the amount of work in half were they to purchase modern tools. Yet no implement agent or dealer calls their attention to up-to-date methods of handling the bean crop, or tries to educate them in regard to bean-growing on improved lines.

A great proportion of the potato growers in the United States and Canada—even the more extensive growers—are working along with inadequate equipment. Here, again, opportunities for helping the farmer and securing a profit are neglected or, more often, completely overlooked.

This is true of many lines; though not in every community. While one district may be inadequately equipped with labor-saving devices, another may be fully up to the mark. In a good many cases the secret of a farming community's progressiveness in this matter of modern equipment lies with an aggressive implement dealer.

As a general rule, it is more difficult to introduce a new line than it is to go on selling the sort of implements with which every farmer is familiar.

Yet the difficulty is more imaginary than real; more in anticipation than in the actual working out. The problem is merely one of starting something and then keeping it up; of

Foster, Stevens & Co. Wholesale Hardware



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

SCALES

We Offer
 Splendid Values
 in

Used Scales

See them
 before you buy

We
 Sell
 Office
 Desks
 and
 Chairs
 New
 and
 Used

Cash Registers

Nationals
 Americans
 St Louis

New and Used.
 Cash or Time
 Payments

Grand Rapids Store Fixture Co.

7 Ionia Ave., N. W.

Grand Rapids, Michigan

United Motor Trucks

A SIZE
 AND
 STYLE

To Fit Your Business

SALES SERVICE

ECKBERG AUTO COMPANY

310 IONIA AVE., NW.

Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

Exclusive Jobbers of Shelf Hardware,
 Sporting Goods and
FISHING TACKLE

Use Tradesman Coupons

educating the prospective customer to his own needs and the best method of supplying them.

In the first place, it will pay any hardware or implement dealer to look over his farming community. Naturally, he knows a great deal about the farmers, the crops they raise, the methods they employ.

What difficulties are most noticeable in the handling of certain crops—particularly of "specialized" crops? Are there any implements manufactured which will solve these difficulties? This is one way of getting at the root of the matter.

Or, the dealer may study the most advanced methods of handling the crops grown in his own community. In what way do the methods of his own customers fall short? What implements which should be in use are not in use? And why?

This process of looking keenly about him will quickly reveal to the implement dealer wherein lie his untouched opportunities. Usually they will be found in connection with "specialized" farming.

Incidentally, it is worth while to keep an eye on new inventions being put on the market. Opportunities will often be found there for starting a new and profitable line of business. The farmers have their needs. The manufacturers are catering to those needs. It is for the implement department, studying both ends intelligently, to link the two together.

Having decided what new line to take up—having studied it thoroughly—put a full measure of energy behind the selling. Don't halt for discouragements. The hardware or implement dealer who sets out to "start something" is pretty sure to meet discouragement; if he lets them ride over him, he'll be a sure loser. It is only persistence that wins in the introduction of new and untried lines.

Keep at it, therefore. Go over your field carefully, and list every prospective customer for the lines you are introducing. Then go after these customers systematically.

Have a demonstration and advertise it liberally; send out invitations; get the people talking about the new implement and speculating as to whether or not it will do the work. Put your whole soul into the selling.

And keep at it until you begin to sell. This may be a slow process; but, when you have correctly diagnosed the farmer's need and have selected the instrument best designed to meet his requirements, you are bound to make sales, to do business. Concentrate if need be, on a few customers, the likeliest prospects on your list, and don't let up until you land one. The first sale of a new article is often the hardest to make; and experience in a host of farming communities shows that the first sale is usually the prelude to others.

"It is harder to make the first sale than the next half dozen," is the way the matter has been put; the fact that So-and-So has bought from you will usually start a stampede. The more of your implements you get placed, and doing the work they are designed to do, the easier it is to

educate the public as to their value, and to convert them from specialties into staples. Victor Lauriston.

Who Can Help This Merchant?

Oct. 20.—I am writing you for some advice and I'm in hopes that you will be able to give it.

This is our situation. The store which we own, and which we purchased last February, is located in a thriving town, surrounded by a rich farming community. We have a good country trade but absolutely no town trade. The population of the place is about 1,500, and we haven't over ten families in town who trade with us.

Now, what we would like to know from you is. How can we work up a town trade? This store never had a good town trade, but we want to work up a trade, and it surely must be possible and a few suggestions will be appreciated.

I would also appreciate it if you would bring this question up for discussion in the Tradesman.

How can a grocer in a town of 1,500 population work up a town trade? Any suggestions will be appreciated.

If you publish this in the Tradesman please do not publish my name or the town I live in. Nemo.

Blame Hand-to-Mouth Buying.

Hand-to-mouth buying on the part of retailers is blamed for the delays in deliveries of merchandise of which so many merchants complain. These delays are not confined to any one class of merchandise, but for the most part have to do with things to wear. The assertion is made that never before has so much "regular" buying of this merchandise taken place in October, and that right there is the seat of the trouble. Manufacturers have refused to "hold the bag" by making up large stocks in anticipation with the result that many retailers have to take what they can get when they can get it. Even the smaller manufacturing concerns, which under ordinary circumstances would go to almost any length to get business from some of the larger stores of the country, were said to be making buyers for these establishments take their turn in getting deliveries.

Silence Reigned Supreme.

Old Lady (to druggist)—I want a box of canine pills.

Druggist—What's the matter with the dog?

Old Lady (indignantly)—I want you to know sir, that my husband is a gentleman.

The druggist put up some quinine pills in profound silence.

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

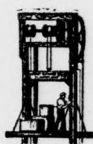
The Wolverine Carton Company

Have you investigated this Company? Have you seen its statement of earnings, as of October first? Do you know what fine earnings are being made by all other Carton Companies? Let us answer these questions for you, and give you all the information regarding this exceptional opportunity for safe and profitable investment.

F. A. SAWALL COMPANY

313-14-15 Murray Building

Grand Rapids, Michigan



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 of platform wanted, as well as height. We will quote a money saving price.

Sidney Elevator Mfg. Co., Sidney, O.

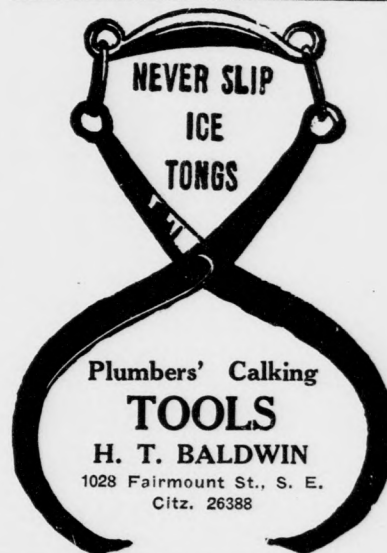
**WILL LEASE
FACTORY
30,000 Sq. Feet
Saginaw, Mich.**

Sprinkler System
Heat, Light and
Watchman's Service
Furnished
Day-Light Plant
Side Track
Facilities
P. M. R. R. and M. C. R. R.
GOOD LABOR
DISTRICT

W. E. DAILEY,
Saginaw,
Box 393 Mich

LOOK---Live Merchandisers

Campaigns arranged to fit any town from 500 to 5,500. My TRADE CAMPAIGN at Millington, Michigan, is in its fifth week. Town of 550, farming trade, getting Wednesday night crowds of 600 people, estimate their increased trade of these weeks as excellent. Their BIG SPECIAL days are yet to come. Mayville, Mich. opened their TRADE JUBILEE, under my supervision on the first of this month. First day's results were very gratifying. These campaigns extend over eleven to thirteen weeks and are financed on a percentage of sales amounting to but one per cent of total sales of all concerns entering same. I will be glad to explain details and furnish positive proofs of results elsewhere, in any trade center where they will make the effort to arrange a meeting of business men. Are you awake? Several towns now on the waiting list. E. B. Davis, North Branch, Michigan.





Walker
MUSKEGON
MICHIGAN

**Makes
Good
Chocolates**

MILLER MICHIGAN POTATO CO.
Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
Grand Rapids, Michigan



"Choice Of" Nuisance Abandoned at Flint.

Detroit, Oct. 23.—The other day at the Hotel Durant, Flint, George Crocker, manager, called my special attention to the fact that he has eliminated the words "choice of" from his table d'hôte bill of fare and had no complaint to make of the results.

Some time last winter I made a criticism of the practice of some eating establishments who were making an extra charge for additional bread and butter, when a charge had been made for the service with the original order, claiming that if a charge was made at all for these items the guest was entitled to a sufficient helping for his meal requirements.

This question has evoked much discussion, but I am much gratified to find the preponderance of the argument among restaurant owners seems to bear out my contention. One correspondent, a hotel proprietor doing a large cafe business, says:

"The proprietor who charges for an additional pat of butter or slice of bread is out of step. He should either charge extra (one price) for all bread and butter served, or if included in the dish charge, enough to satisfy the hungry man who does eat two or three pats of butter. He is not right if he does not give enough bread and butter for the guest who requires it.

"Some foolish steward looking for percentages is probably behind the bug in the proprietor's ear—and he should not be allowed to cause trouble with a poor penny-wise and pound-foolish policy.

"This also applies to the request for additional coffee cream. The point being taken into consideration that only 5 per cent. of your customers will ever ask for additional butter or cream, and this will be more than offset by those who never use either.

"Generosity in such matters brings trade which the other policy will destroy. The grocer sells sugar at a loss and gives down-weight at that but he satisfies his customers and makes it up in increased trade on such items as yield a profit."

All Detroit is talking about the proposed new Book-Cadillac 2,000 room hotel, which is now being erected on the site of the old Cadillac.

Personally I much dislike the hyphenated name, for the reason the simple name Cadillac carried with it a traditional and I might say, commercial value, and I trust the Book estate who are responsible for the new enterprise will eventually discover the merit of this contention and allow a New Cadillac to step into the place of the old.

So far as is known this is the most stupendous hotel enterprise in this country. The Stevens Hotel, in Chicago, still in contemplation, would be somewhat larger, but it has been abandoned for the present.

The new hotel will be twenty-five stories high and will absolutely represent the last word in hotel construction, combining luxury, beauty, utility and service.

Every room will be equipped with bath and a novel feature will be the installation of radio apparatus to permit guests in every room to me-

"tuned in" in concerts and other radio programs.

The Italian Renaissance style of architecture will be followed. Naturally, the building will be fire-proof of reinforced concrete and steel. Ornamental Bedford stone will be used to the eighth floor, the remaining floors faced with gray enameled brick, with stone coping.

On the ground floor will be twenty-four stores and specialty shops. An arcade will run through from street to street, and in the rear of same will be installed the grill room.

The lobby will be a spacious one, located on the main floor, designed in marble and hardwood. The flooring will be of gray, golden veined marble. Tapestries will overhang the walls and the ceiling, done in ornamental plaster, will be two stories high.

The main dining room and cafe will also be located on the office floor, with a combined seating capacity approximating 1,000.

A mezzanine gallery will overlook the lobby floor and off it will be located rest rooms, art gallery and exhibition rooms.

The second floor will be used exclusively for social affairs, with a grand ball room 50 by 150 feet, a palm room and a smaller ball room 40 by 100. These can all be thrown together, forming one auditorium seating several thousand persons. The palm room will have a pine organ, moving picture booth and full radio equipment. Overlooking the ball room will be a second mezzanine gallery, with banquet hall.

The ground has already been broken and the contract calls for the completion of this building, which is to represent an investment of \$15,000,000, by Oct. 1, 1924.

When George C. Brittain, proprietor of the Hotel Montcalm, Detroit, died last spring, it left the entire responsibility of management and operation upon the hands of Mrs. Brittain. I stop right here to tell you she has made a most remarkable record: the patronage has not depreciated in the least, but, on the contrary, shows a decided gain, keeping up the reputation for hospitality and courtesy previously made for this charming establishment, strictly modern to the last detail.

Mrs. Brittain who has a most charming personality has not the slightest notion of relinquishing the property and is looking forward to bigger and better possibilities. She is an enthusiastic member of the Michigan State Hotel Association and has the goodwill of the entire Detroit hotel fraternity.

During the past week I have been the personal guest of H. Wm. Klare, manager of the Detroit Statler, and the newly elected president of the Michigan State Hotel Association.

During this interval plans have been adopted and already put in force for the perfecting of a bigger, better and more useful State organization.

Lansing's New Fire Proof HOTEL ROOSEVELT

Opposite North Side State Capitol on Seymour Avenue
250 Outside Rooms, Rates \$1.50 up, with Bath \$2.50 up.
Cafeteria in Connection.

HOTEL KERNS Largest Hotel in Lansing

300 Rooms With or Without Bath
Popular Priced Cafeteria
in Connection
Rates \$1.50 up
E. S. RICHARDSON, Proprietor

Bell Phone 596 Citz. Phone 61366

JOHN L. LYNCH SALES CO.

SPECIAL SALE EXPERTS

Expert Advertising

Expert Merchandising

209-210-211 Murray Bldg.

GRAND RAPIDS, MICHIGAN

Livingston Hotel GRAND RAPIDS

European

Rates \$1.25 to \$2.50 per day

OCCIDENTAL HOTEL

FIRE PROOF

CENTRALLY LOCATED

Rates \$1.50 and up

EDWARD R. SWETT, Mgr.

Muskegon Mich.

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.

Stop and see George, HOTEL MUSKEGON

Muskegon, Mich.

Rates \$1.50 and up.

GEO. W. WOODCOCK, Prop.

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.

The Center of Social and Business Activities THE PANTLIND HOTEL

Everything that a Modern Hotel should be.

Rooms \$2.00 and up.

With Bath \$2.50 and up.

HOTEL BROWNING

GRAND RAPIDS

150 Fireproof Rooms

Corner Sheldon and Oakes;
Facing Union Depot;
Three Blocks Away

Rooms, duplex bath, \$2
Private Bath, \$2.50, \$3
Never higher

HOTEL ROWE

GRAND RAPIDS NEWEST HOTEL

350 Rooms—350 Servitors—250 Baths
Rates \$2 with Lavatory and Toilet \$2.50 with Private Bath

HOLDEN HOTEL CO., C. L. Holden, Mgr.

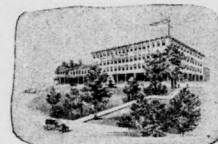
NEW MERTENS
FIRE PROOF
One half block East of the Union Station
GRAND RAPIDS MICH

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION



Hotel Whitcomb AND Mineral Baths

THE LEADING COMMERCIAL AND RESORT HOTEL OF SOUTHWEST MICHIGAN

Open the Year Around

Natural Saline-Sulphur Waters. Best for Rheumatism, Nervousness, Skin Diseases and Run Down Condition.

J. T. Townsend, Mgr.

ST. JOSEPH MICHIGAN



STRAIGHT
SIZE—

The Johnson
Original 10¢ Cigar

VAN DAM

MANUFACTURED BY
TUNIS JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN

It is proposed to make a thorough and State wide campaign for new members. Its present membership, with but one exception, is the largest of any State organization, but its officers desire that the single exception shall be exceeded in numbers as well as efficiency.

The various committees have been selected with a view to this desirable accomplishment and frequent meetings will be held in various sections of the State, at which problems of importance to the fraternity will be practically discussed.

All Michigan laws pertaining to the operation of hotels have been compiled in book form by Hon. Tod Lunsford, Muskegon, the Association's legal counsel, for free distribution to the members; connective with the employment bureau of the Detroit Hotel Association, an exceedingly valuable feature, and the interests of the country hotel men are to have first consideration at all times. The membership fee is so small that there is no excuse for anything short of a 100 per cent. enrollment. The complete list of officers is as follows:

President—H. Wm. Klare, Hotel Statler, Detroit.

Vice-President—Walter J. Hodges, New Burdick, Kalamazoo.

Secretary—Frank S. Verbeck, Verbeck Lodge, Maple City.

Treasurer—M. E. Magel, Hotel Clifton, Battle Creek.

Frank S. Verbeck.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Oct. 23.—Joseph Oberlin, who managed the Whiting Hotel, at Traverse City, for several years, is in the city for a few weeks as the guest of his relative, Frank T. King. Mr. Oberlin is looking for another hotel.

The Grand Rapids Wire Products Co., 417-421 Front street, has gotten out a line of collapsible display baskets which are meeting with the hearty recognition of the trade. They are made adaptable to display fruits, vegetables, canned goods, soaps, package goods, green stuffs and specialties of every sort. The baskets are substantially made of strong wire and are handsome in appearance, as well as serviceable. They should be an adjunct of every grocery store.

Charles G. Graham, who covered Michigan trade many years for J. V. Farwell & Co., of Chicago, is now located at Wooster, Ohio, where he is sales manager of the Thomas Rubber Co. Mr. Graham is a gentleman of wide experience as a business man and a master salesman. The Ohio corporation is to be congratulated over having secured so remarkable a trade getter as Mr. Graham.

Zbrowski & Levandoski have engaged in the grocery business at 159 Lane avenue, Grand Rapids. The Worden Grocer Co furnished the stock.

Frank Riebow has engaged in the grocery business at Stanwood. The National Grocer Co. furnished the stock.

Detroit Jobbers Forced to Adopt Truck Service.

Detroit, Oct. 23.—Fast truck service out of Jackson to Hillsdale, Jonesville, Coldwater, Sturgis and other points in Jackson, Hillsdale and St. Joseph Counties will be inaugurated by the Detroit United Railway within twenty days to supplement the freight service between Detroit and Jackson on the electric line.

Inauguration of this service will enable Detroit wholesalers to reclaim part of the territory which they have been forced to vacate in a large measure because of the inadequate railway service and the closer proximity of the towns to other wholesale centers.

During the past four years the wholesalers of this city have lost

considerable business in this part of Michigan to other wholesale markets. This can be charged directly to the poor railroad service in that territory as compared with other cities. While the Detroit wholesalers tried in every way to get better railroad service in that section it was found impossible to secure any on account of longer routing being necessitated for Detroit goods.

The points which will be reached by the motor truck fleet operating out of Jackson to Sturgis are reached by what is known as the old line of the New York Central system, which enabled wholesalers of other centers to reach the territory much sooner than Detroit could. All Detroit products had to be moved direct to the Monroe or Toledo gateways and thence out on the New York Central lines to the destination. The delay incident to the transfer of shipments at Monroe or Toledo is always a matter of days and frequently a matter of weeks, thus putting an effectual embargo on Detroit working up and retaining any trade to speak of in the prosperous towns it is now proposed to reach by a truck line.

Several months ago a committee of wholesalers from the Wholesale Merchants Bureau of the Detroit Board of Commerce presented a proposition to officials of the D. U. R. and asked that direct service be inaugurated in connection with their electric line, whereby Detroit merchandise will be moved from this city to Jackson by the electric cars and then transported by motor truck to points in the four counties.

After several meetings were held with D. U. R. officials, E. E. Prine, secretary of the Wholesale Merchants Bureau, and a representative of the D. U. R. made a trip to that section of Michigan to select figures and data as to the amount of tonnage moving from Detroit to the Southern part of Michigan and also the amount of tonnage Detroit received from that section. It was found that retailers were anxious to buy goods from Detroit, but because of better railroad facilities to and from other wholesale centers, they were not ordering near as much from this city as they desired. On the other hand, they are finding an outlet in other cities rather than in Detroit, because of the delay incident to transportation.

Inauguration of the new service will give overnight service from Detroit to stores in the following points: Moscow, Jonesville, Hillsdale, Allen, Quincy, Coldwater, Bronson, Burr Oak, Sturgis and possibly Horton, Hanover and Moserville.

With service of this kind, members of the Wholesale Merchants Bureau feel that they will not only get back the business which has been lost by poor service but will secure a large percentage of the business in that territory that has never before been received. It is pointed out that this section is one of the finest in Michigan and includes many thriving towns and villages, some of which have a population of 7,000 and 8,000 inhabitants.

Thirty-Five Years on the Road.

Monroe, Oct. 23.—George B. Fink, South Macomb street, one of the best known traveling salesmen in Michigan has retired after thirty-five years on the road. During this time Mr. Fink traveled 1,000,065 miles. Mr. Fink traveled for the past twenty-four years for Buhl Sons' Co., of Detroit, wholesale hardware. Previous to this he traveled for another wholesale hardware house.

Detroit—The Lovell H. Turnbull Co., 1786 West Jefferson avenue, has been incorporated to deal in fruit, produce, etc., with an authorized capital stock of \$50,000, \$25,000 of which has been subscribed and paid in cash.

"That Town Near Advance."

Boyne City, Oct. 23.—Boyne City has had scholarship champions and debating champions and has the champion industries and preachers "an everything" but, when our high school boys came home last Saturday or rather Sunday morning with the hide of the Cadillac team stretched on their motors, the town was all blew up. Alex Heller had the whole team at Kotary dinner and when called upon to make a speech, he failed. The first time we knew that Alex had anything the matter with his conversation apparatus Mark Harris and Will White are talking about how "we beat Cadillac." Boyne citizens will appreciate the joke.

Never mind. We all rejoiced with the boys. They won the game on sheer nerve and brains. If they go through life on the same plane, some one will hear from them somewhere about a half century from now. Anyway, we take this occasion to express our sympathy for the Cadillac boys who had the game cinched, to all appearances, up to the last minute of the game, Boyne City having won the game in the last six seconds of play, Napoleon at Waterloo only could appreciate the situation and he is long dead. We are wondering if Perry Powers will now be able to remember the name of "that town near Advance."

We were interested to note that the matter of autumn touring in Northern Michigan was brought up at the Michigan Tourist and Resort Association convention last week. It has seemed to us that the loveliest time of year is sadly neglected by travelers. June and October—childhood and maturity—are surpassingly lovely. Both months are filled with a never ending pageant of beauty. June with its delicate greens, its acres of many flowered carpets. October with its flaming colors, every highway and byway a vista of entrancing beauty and gorgeousness, each new view surpassing the last. Nature never repeats. Always a new arrangement, a new setting; and every day a change of scene. If our guests think that the "Playground of Michigan" is worth seeing in the dead heat of July and August, turn your eyes Northward in early June and again in late September, if you appreciate the real thing. There is another beauty in January, but to the average man it is not easily come at. The highways and byways are sealed and to none but the native is this beauty revealed. The spring and autumn present no such barriers. With a good motor the resident of the South can reach these attractions in a few hours from sun to sun, even on a short fall day. Try it out next spring. Maxy.

Death of the Founder of Onaway.

Onaway, Oct. 23.—Merritt Chandler, aged 81, and the founder of Onaway, died very suddenly and without warning at his home in Onaway Monday night at 10 p. m. Mr. Chandler came North from Adrian about forty years ago and started a clearing in the wilderness, later taking the contract for building the State roads between Cheboygan and Rogers City and between what is now the city of Onaway and Indian River. He received in payment State land script and acquired vast sections of timberland which he continued to lumber. Dams were built on many of the rivers and today many such places mark the spots on the streams and known as "Chandler dams." He cleared

thousands of acres of lands for farms and built fine farm buildings, raising blooded stock. Mr. Chandler also reserved vast tracts of hardwood timber which eventually tempted the eye of the manufacturer and by his foresight developed the industry known as the Lobdell Mfg. Co. and the American Wood Rim Co, the largest manufacturer of bicycle rims and automobile steering wheels in the world, thus creating the slogan for Onaway of "The City that Steers the World."

Mr. Chandler also erected many buildings in the city, including the big store known for many years as the Onaway Mercantile Co., well-known Chandler Hotel, now owned and operated by Mrs. Conover, and the Friends Church, of which he was a lifelong member. He also donated the sight and contributed largely towards the city hall. The widely known Onaway State park of 220 acres on Black Lake was also part of the Chandler land and preserved by him for many years for park purposes. He is survived by his aged wife, George M. Chandler, of the Soo, Will Chandler and Mrs. Kurt, of Los Angeles, Cal. Mr. and Mrs. Kurt are now on their way home after an extended visit in Onaway and have not yet learned of the death of the father. Will B. Gregg.

You would "love" to be generous if you had it. Then love your work, and labor generously at it.

WANTED—TO BUY

FIFTY TO ONE HUNDRED ROOM HOTEL in Michigan.

Box 644, Grand Rapids, Michigan

6.35%

With Safety

The experience of many years has proved safety of Public Utility Bonds. The latest available figures show that Utility Bonds approximate National Banks in point of Safety.

We Recommend

Kansas Electric Co.

First Mortgage 6% Gold Bonds

Series of 1943

Denominations

\$100, \$500, \$1,000

Howe, Snow & Bertles, Inc.

Investment Securities

GRAND RAPIDS

New York Chicago Detroit



Turkish Baths

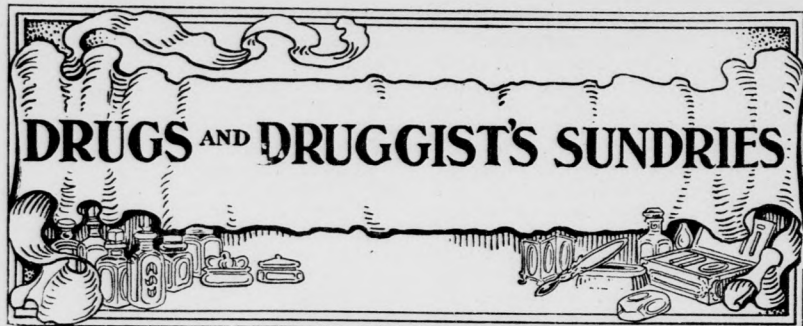
WHEN IN

KALAMAZOO

Stop at the

Park-American Hotel

Headquarters for all Civic Clubs
Excellent Cuisine Luxurious Rooms
ERNEST McLEAN, Mgr.



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—H. H. Hoffman, Lansing.
 J. A. Skinner, Cedar Springs.
 Oscar W. Gorenflo, Detroit.
 Claude C. Jones, Battle Creek.
 Director of Drugs and Drug Stores—H. H. Hoffman, Lansing.
 Next examination session—Grand Rapids. Nov. 20, 21 and 22.

Lack of Courtesy Has Bad Effect on Trade.

Although the standard dictionaries do not define it as such, courtesy might well be described as something of which there is too little in the business world, especially the retail section of it. Large sums of money are spent annually by retail merchants for the cultivation of goodwill, yet a large part of this expenditure is wasted through carelessness or ignorance on the part of those who to the public, represent the store.

"One of the hardest things we have to do here," said an executive of a well-known local store recently, "is to get our people to realize that courtesy, which costs nothing in itself, is one of the finest business builders there is. Sometimes I think I shall go mad trying to preach it to them. If I had my way I would make discourtesy to a customer the blackest crime on the store calendar, and penalize the offender accordingly.

"Yet, I can't help seeing the problem from the salesperson's side, as well as our own. Most of them, unfortunately, come from homes where courtesy is not practiced and home-made habits are the hardest of all to break. If a girl, to use the vernacular, is 'bawled out' by a father or mother before coming to work, the chances are that she is going to get back at some one before the day is out. It is only human to do so. Yet, unfortunately for us, the person on whom she unloads her spleen will very likely be a prospective customer. That not only means a lost sale, but a line of word-of-mouth advertising afterward that we can best do without.

"Nor is the clerk always at fault. I have seen too much of the 'hell-cat' type of customer not to sympathize down deep with the girl or man who has to face one of them. Yet, outwardly, my feeling must all be in favor of the customer. There is no use trying to lay the blame at the door of the shopping public, but the fact remains that business would be better and life a lot easier for all

concerned if they brushed up a little on the Golden Rule.

"Only this morning I had one of the most embarrassing experiences of my business life, and it grew out of an ungracious remark made by one of the employees in our book section. A young matron had come into the department with a bright but mischievous little boy of about four. While she was looking at some expensive gift books for children, the lad wandered up and down the aisle. Suddenly there was a crash and a pile of popular-priced story books was seen sprawled on the floor. The boy had apparently been attracted by the bright cover of one of them and, in trying to get it, had upset the pile.

"The clerk behind the counter came rushing out and, without stopping to pick up the books, grabbed the frightened child by the hand and half dragged him to his mother, to whom she said: 'Madam, will you please see that that child quits throwing books on the floor?'

"The boy started to cry, and, coming up to the group just then, I saw the mother's face flush. Without saying a word she put down the book she had been looking at and started out of the department. Hoping I could repair some of the damage, at least, I attempted to placate her. She stopped, looked me squarely in the eye, and then asked: 'Are you connected with this store?' I told her who I was and begged the privilege of doing something for her. She granted my wish all right, for she coolly remarked: 'You might get out of my way and let me pass.'

From other quarters "came similar complaints of a lack of courtesy to customers, both actual and prospective. One of them was related by a well-known advertising man. It appeared that this man was one of two customers who entered a drug store one morning recently just as it was being opened by the proprietor. The advertising man waited while the other man made known his wants. The latter asked for two nickels in change for a dime, and with the air of the most abused persons in the world the druggist gave them to him.

"The man thanked him and went into one of the telephone booths," the advertising man said, "but he had scarcely closed the door of it when the druggist turned to me with a tirade. 'Thank you, he snorted. 'Thank you. You can't pay rent with 'thank you's.'

"That's the kind of thing that makes this a fine business," he went on. 'You wake up in the cold gray dawn, rustle out of bed when others are turning over for another nap and

open up your store so you'll be ready to make change for the first sap who comes along or to sell some other boob a two-cent stamp. Take a tip from me young fellow, Don't let any one tell you that a druggist doesn't earn his money. He's just a goat for the public, that's all.'

"As it happened, I had been up late the night before discussing a plan for getting more people into one of the stores I do work for, and I was not in the mood for sympathizing with a man who got them in with no effort at all and then grumbled about it.

"Look here," I told him, 'do you know that hundreds of retailers are paying big money to get what you get here for nothing?' He apparently thought I was crazy, but decided that it would be safer to listen than not. So I went on: 'I mean what I just said. Hundreds of retailers spend big money annually, in one way or another, to get customers into their stores, while you get them in for nothing by offering them little conveniences like a place to telephone or to buy a stamp in a hurry. Yet, when they come in, you complain instead of seizing your chance to make a sale. Even if you don't succeed at the time, there is no telling how many times they will be back if you make them feel welcome.'

The druggist looked thoughtful; then, with a sheepish expression on his face, asked me what I would have. Although I had come in to get some shaving cream, I could not resist answering, 'A two-cent stamp.' Without a word of protest he got me the stamp. I took it, and then, to see what he would do, I thanked him and made as if to leave the store. As I neared the door he called after me, 'How about some new razor blades?' I burst out laughing, and then told him of my original need. He seemed to appreciate the point. So I bought some new blades along with the shaving cream.'

In many of the smaller cities and towns of the country, the lack of courtesy toward customers that is shown by both the retailers and their employees is particularly noticeable. In dealing with the transient customer, the transaction is frequently looked upon by the retailer as if he were doing the customer a favor to sell him goods. Within a hundred miles

of New York recently a local business man made a purchase at a small store in a cross-roads village. It amounted to several dollars, and he tendered a \$10 bill in payment. Not only did the merchant fail to thank the customer for his purchase, but he laid the change down on his side of the counter and made the customer reach across after it.

The postmaster of a similar village complained one day because half of the mail just received had consisted of catalogues from a well-known mail-order house. Yet that same man, who was also a general merchant, made one of his fellow villagers go back home after the right change when she wanted to send a money order, rather than loan \$1.50 to the United States Government temporarily and save her the trip.

It happened that the money order in question was not going to a mail-order house, but his action was certainly an invitation to send future ones in that direction. His only excuse was that he made it a rule never to mix his personal funds with the "mail money," for if he did, he said, he would have to make good any shortage out of his own pocket. The woman, facing quite a long walk in the hot sun after the right change, did not seem to think it as sufficient an excuse as he did. That could be told by the way she let the screen door slam on the way out of the store.—N. Y. Times.

How Much Face Powder is Used?

Cable dispatches from Paris stating that the women of the French capital use an average of two pounds of face powder a year, or the equivalent of 1,000 tons annually, anticipate the compilation of similar statistics in this country. This is being made through a national questionnaire, and investigation for the conference and exhibition of manufacturers of perfumery, toilet articles, soap and allied merchandise to be held from March 3 to 8 at the Hotel McAlpin and the Seventy-first Regiment Armory. One of the facts disclosed in the investigation so far is that there has been a progressive gain in the amount of money spent for articles of this nature. It is believed that the final figures will show that the American woman, on the average, uses at least the same amount, or more, of face powder and similar

Holiday Chocolates

IN FANCY PACKAGES

Putnam's

LOWNEY'S

Paris

ORDER EARLY WHILE THE LINES ARE COMPLETE

PUTNAM FACTORY

MANUFACTURERS AND DISTRIBUTORS

GRAND RAPIDS, MICH.

toilet requisites than her French sister.

Proceedings of St. Joseph Bankruptcy Court.

St. Joseph, Oct. 15.—In the matter of Joseph L. Schensul and Bert L. Kitchen and the College Inn, a copartnership, bankrupt, an order was made by the referee calling the first meeting of creditors at Kalamazoo on Oct. 27 for the purpose of proving claims, the election of a trustee, the examination of the bankrupts and the transaction of such other business as may properly come before the meeting. Creditors were also directed to show why the offers of composition made by the individual bankrupts in the sum of 25 cents on the dollar by Joseph L. Schensul and 100 cents on the dollar, payable in notes one year from date by Bert L. Kitchen, should not be approved and recommended for confirmation by the referee to the district judge.

In the matter of Jasper C. Edden, bankrupt, of Kalamazoo an order was made by the referee calling the first meeting of creditors at Kalamazoo on Oct. 27 for the purpose of proving claims, the election of a trustee, the examination of the bankrupt and the transaction of such other business as may properly come before the meeting.

Oct. 16. Harold Massey, doing business in the name of the Fair Plain garage, of Benton Harbor, filed a voluntary petition and was adjudged bankrupt and the matter referred to Referee Banyon. The schedules of the bankrupt show assets in the sum of \$200 over and above his statutory exemptions, a sum sufficient to pay attorney fees and expenses, so that the prospects for dividends to creditors are very doubtful. The following are listed as creditors:

Secured Claims.
Theodore Smith, Fair Plain ----- \$200.00
Security Loan Co., Benton Harbor 80.00
Farmers & Merchants Bank, Benton Harbor ----- 510.00
----- \$790.00

Unsecured Creditors.
U. S. Tire Co., Chicago ----- \$ 69.00
Automobile Supply Co., Chicago ----- 85.23
Enders & Co., Benton Harbor ----- 32.00
Hipp, Enders & Avery, Benton Harbor ----- 45.00
Bradford & Co., St. Joseph ----- 10.50
Hensper Electric Co., Benton Harbor ----- 23.10
Hayes Wire Wheel Co., Jackson ----- 42.00
Fort Wayne Iron Store, Fort Wayne ----- 20.00
Sieber Oil Co., St. Joseph ----- 39.00
Furber Furniture Co., Benton Harbor ----- 104.35
Bash Lumber Co., Benton Harbor ----- 225.23
Benton Harbor Tire Co., Benton Harbor ----- 21.15
Standard Oil Co., Grand Rapids ----- 44.55
Olsen & Ebam, Benton Harbor ----- 38.00
Goodrich Rubber Co., Chicago ----- 28.00
Gaffill Oil Co., Benton Harbor ----- 62.00
Messner Motor Co., Benton Harbor ----- 142.00
St. Joe Motor Supply Co., St. Joe ----- 2.88

Hall Hardware Co., Benton Harbor 44.41
Nowlen Lumber Co., Benton Harbor ----- 129.00
Charles E. Williams, St. Joseph 34.50
Sheldon Reed, Benton Harbor ----- 50.00
W. J. Holmes, Benton Harbor ----- 15.25
Charles L. Miller, St. Joseph ----- 46.50
Mrs. L. Paul, Benton Harbor ----- 50.00
Rahn Bros., Benton Harbor ----- 9.00
Mrs. J. Fass, Benton Harbor ----- 70.00
J. N. Klock, Benton Harbor ----- 217.00
----- \$1750.21

Oct. 18. In the matter of James R. Steffy, farmer, bankrupt, of Sturgis township, St. Joseph county, an order was entered by the referee setting the first meeting of creditors at Kalamazoo on Oct. 27 for the purpose of proving claims, the election of a trustee, the examination of the bankrupt, and the transaction of such other business as may properly come before the meeting.

In the matter of John Maurice Closs, bankrupt, of Plainwell, the referee made an order calling the first meeting of creditors at Kalamazoo on Oct. 27 for the purpose of proving claims, the election of a trustee, the examination of the bankrupt, and the transaction of such other business as may properly come before the meeting.

Oct. 19. Zena Hosner, of Benton Harbor, filed a voluntary petition and was adjudged a bankrupt and the matter referred to Referee Banyon. The schedules of the bankrupt show no assets except wearing apparel to the value of \$150 and the following are listed as creditors:

C. S. Hill, South Haven ----- \$246.00
Mason Dry Goods Co., South Haven 26.00
Co-Operative Grocery, South Haven 114.00
Dr. H. F. Becker, South Haven ----- 34.00
Malbone Hardware Co., South Haven ----- 12.00
Mann Shoe Co., South Haven ----- 10.00
Arnold Beezley, Fair Plain ----- 80.00
L. Simmons, Benton Harbor ----- 10.00
A Corn-measer Drapery Co., Benton Harbor ----- 24.00
Dr. B. H. Howard, Benton Harbor ----- 41.00
International Correspondence School, Scranton, Pa. ----- 75.00
J. R. Watkins, Winona, Minn. ----- 12.00
Lee Reynolds, Cressey ----- 18.00
A. Smith, Wayland ----- 30.00
----- \$732.00

Oct. 20. In the matter of Nathan Cooperman, bankrupt, of Dowagiac, upon the petition of the trustee for George Little to account for certain money as trustee, the hearing was adjourned for two weeks at the referee's office.

In the matter of Joseph C. Hookey, bankrupt, of Galesburg, the trustee was directed to file his supplemental final report and account for the purpose of closing the estate.

Good show cards and price cards give people the information about the goods that they are sometimes too bashful to ask for.

WHOLESALE DRUG PRICE CURRENT

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

Acids		Almonds, Sweet.		Tinctures	
Boric (Powd.)	15 @ 25	imitation	60 @ 1 00	Aconite	1 30
Boric (Xtal)	15 @ 25	Amber, crude	1 75 @ 2 00	Aloes	1 45
Carbolic	42 @ 49	Amber, rectified	2 00 @ 2 25	Arnica	1 19
Citric	62 @ 70	Anise	1 00 @ 1 25	Asafoetida	2 40
Muriatic	3 1/2 @ 8	Bergamont	4 50 @ 4 75	Belladonna	1 35
Nitric	3 @ 15	Cajuput	1 50 @ 1 75	Benzoin	2 10
Oxalic	20 1/2 @ 30	Cassia	4 50 @ 4 75	Benzoin Comp'd	2 65
Sulphuric	3 1/2 @ 8	Castor	1 55 @ 1 75	Buchu	2 55
Tartaric	40 @ 50	Cedar Leaf	1 75 @ 2 00	Cantharides	2 20
Ammonia		Citronella	1 25 @ 1 50	Capsicum	2 20
Water, 26 deg.	10 @ 18	Cloves	3 50 @ 3 75	Catechu	2 10
Water, 18 deg.	8 1/2 @ 13	Cocanut	25 @ 35	Cinchona	2 15
Water, 14 deg.	6 1/2 @ 12	Cod Liver	1 30 @ 1 40	Colchicum	2 10
Carbonate	20 @ 25	Croton	2 00 @ 2 25	Cubebs	2 40
Chloride (Gran.)	10 @ 20	Cotton Seed	1 40 @ 1 60	Digitalis	1 99
Balsams		Cubebs	8 50 @ 8 75	Gentian	1 35
Copaiba	60 @ 1 00	Elgeron	3 00 @ 3 25	Ginger, D. S.	1 80
Fir (Canada)	2 50 @ 2 75	Eucalyptus	90 @ 1 20	Guaiac	2 20
Fir (Oregon)	80 @ 1 00	Hemlock, pure	2 00 @ 2 25	Guaiac, Ammon.	2 00
Peru	3 00 @ 3 25	Juniper Berries	2 00 @ 2 25	Iodine	95
Tolu	3 50 @ 3 75	Juniper Wood	1 50 @ 1 75	Iodine, Colorless	1 50
Barks		Lard, extra	1 35 @ 1 45	Iron, clo.	1 35
Cassia (ordinary)	25 @ 30	Lard, No. 1	1 25 @ 1 35	Kino	1 40
Cassia (Saigon)	50 @ 60	Lavender Flow.	5 00 @ 5 25	Myrrh	2 50
Sassafras (pw. 40c)	40 @ 40	Lavender Gar'n	85 @ 1 20	Nux Vomica	1 55
Soap Cut (powd.)	15 @ 20	Lemon	1 60 @ 1 75	Opium	3 50
Berries		Linseed Boiled bbl.	98 @ 98	Opium, Camp.	85
Cubeb	1 25	Linseed bld. less	1 05 @ 1 18	Opium, Deodorz'd	50
Fish	25 @ 30	Linseed, raw, bbl.	96 @ 96	Rhubarb	1 70
Juniper	7 @ 15	Linseed, ra., less	1 03 @ 1 16	Paints.	
Prickly Ash	3 @ 39	Mustard, artifil. oz	45 @ 45	Lead, red dry	14 @ 14 1/2
Extracts		Neatsfoot	1 35 @ 1 50	Lead, white dry	14 @ 14 1/2
Licorice	60 @ 65	Olive, pure	2 75 @ 3 00	Lead, white oil	14 @ 14 1/2
Licorice powd.	70 @ 80	Olive, Malaga, yellow	2 75 @ 3 00	Ochre, yellow bbl.	2
Flowers		Olive, Malaga, green	2 75 @ 3 00	Ochre, yellow less	2 1/2 @ 6
Arnica	25 @ 30	Orange, Sweet	5 50 @ 5 75	Putty	5 @ 8
Chamomile (Ger.)	35 @ 40	Origanum, pure	2 @ 2	Red Venet'n Am.	3 1/2 @ 7
Chamomile Rom	2 50	Origanum, com'l	1 00 @ 1 20	Red Venet'n Eng.	4 @ 8
Gums		Pennyroyal	3 00 @ 3 25	Whiting, bbl.	4 1/2 @ 4 1/2
Acacia, 1st	50 @ 55	Peppermint	4 25 @ 4 60	Whiting	5 1/2 @ 10
Acacia, 2nd	45 @ 50	Rose, pure	10 50 @ 10 90	L. H. P. Prep.	2 80 @ 3 00
Acacia, Sorts	22 @ 30	Rosemary Flows	1 25 @ 1 50	Rogers Prep.	2 80 @ 3 00
Acacia, powdered	35 @ 40	Sandalwood, E.	11 00 @ 11 25	Miscellaneous	
Aloes (Barb Pow)	25 @ 35	I.	2 50 @ 2 75	Acetanilid	47 1/2 @ 58
Aloes (Cape Pow)	25 @ 35	Sassafras, true	2 50 @ 2 75	Alum	08 @ 12
Aloes (Soc. Pow.)	65 @ 70	Sassafras, art'l	1 00 @ 1 25	Alum, powd. and ground	09 @ 18
Asafoetida	65 @ 75	Spearmint	4 00 @ 4 25	Bismuth, Subnitrate	3 85 @ 4 00
Pow.	1 00 @ 1 25	Sperm	1 80 @ 2 05	Borax xtal or powdered	07 @ 13
Camphor	1 20 @ 1 30	Tansy	8 00 @ 8 25	Cantharides, po.	2 00 @ 3 00
Guaiac	70 @ 80	Tar, USP	50 @ 65	Calomel	1 76 @ 1 99
Guaiac, pow'd	80 @ 85	Turpentine, bbl.	11 @ 14	Capsicum, pow'd	48 @ 56
Kino	85 @ 90	Turpentine, less	1 21 @ 1 34	Carmine	6 00 @ 6 50
Myrrh	80 @ 90	Wintergreen, leaf	6 00 @ 6 25	Cassia Buds	47 @ 50
Myrrh, powdered	90 @ 90	Wintergreen, sweet birch	3 50 @ 3 75	Cloves	47 @ 50
Opium, powd.	13-70 @ 13 92	Wintergreen, art.	80 @ 120	Chalk Prepared	14 @ 14
Opium, gran.	13 70 @ 13 92	Wormseed	9 00 @ 9 25	Chloroform	57 @ 6
Shellac	90 @ 100	Wormwood	9 00 @ 9 25	Chloral Hydrate	1 35 @ 1 8
Shellac Bleached	1 00 @ 1 10	Potassium		Cocaine	11 60 @ 12 25
Tragacanth, pw.	1 @ 175	Bicarbonate	35 @ 40	Cocoa Butter	55 @ 75
Tragacanth	2 00 @ 2 25	Bichromate	15 @ 25	Corks, list, less	40 @ 50
Turpentine	25 @ 30	Bromide	45 @ 50	Copperas	2 1/2 @ 10
Insecticides		Carbonate	30 @ 35	Copperas, Powd.	4 @ 10
Arsenic	15 @ 25	Chlorate, gran'r	23 @ 30	Corrosive Sublm	1 48 @ 1 63
Blue Vitriol, bbl.	7 1/2 @ 7 1/2	Chlorate, powd.	16 @ 25	Cream Tartar	33 @ 40
Blue Vitriol, less	8 1/2 @ 15	Cyanide	32 @ 50	Cuttle bone	40 @ 50
Bordeaux Mix Dry	14 @ 29	Iodide	4 61 @ 4 84	Dextrine	5 @ 15
Hellebore, White	20 @ 30	Permanganate	30 @ 40	Dover's Powder	3 50 @ 4 00
powdered	20 @ 30	Prussiate, yellow	65 @ 75	Emery, All Nos.	10 @ 15
Insect Powder	70 @ 90	Prussiate, red	1 @ 100	Emery, Powdered	8 @ 19
Lead Arsenate Po.	28 @ 41	Sulphate	35 @ 40	Epsom Salts, bbls.	3 @ 3
Lime and Sulphur	10 @ 25	Roots		Epsom Salts, less	3 1/2 @ 10
Dry	10 @ 25	Alkanet	25 @ 30	Ergot, powdered	1 @ 50
Paris Green	38 @ 52	Blood, powdered	30 @ 40	Flake, White	15 @ 20
Leaves		Calamus	35 @ 75	Formaldehyde, lb	16 1/2 @ 1 50
Buchu	1 50 @ 1 60	Elecampane, powd	25 @ 30	Gelatin	1 25 @ 1 50
Buchu, powdered	71 @ 75	Gentian, powd.	20 @ 30	Glassware, less 55%	
Sage, Bulk	25 @ 30	Ginger, African, powdered	25 @ 30	Glassware, full case	60%
Sage, 1/4 loose	40 @ 40	Ginger, Jamaican	60 @ 65	Glauber Salts, bbl.	04 @ 10
Sage, powdered	35 @ 35	Ginger, Jamaican, powdered	42 @ 50	Glue, Brown	21 @ 30
Senna, Alex.	75 @ 80	Golden seal, pow.	5 00 @ 6 00	Glue, Brown Grd	15 @ 20
Senna, Tinn.	30 @ 35	Ipecac, powd.	3 00 @ 3 25	Glue, White	27 1/2 @ 35
Senna, Tinn. pow.	25 @ 35	Licorice	35 @ 40	Glue, White Grd.	25 @ 35
Uva Ural	30 @ 25	Licorice, powd.	20 @ 30	Glycerine	22 1/2 @ 40
Oils		Orris, powdered	30 @ 40	Hops	65 @ 75
Almonds, Bitter, true	7 50 @ 7 75	Poke, powdered	30 @ 35	Iodine	6 30 @ 6 75
Almonds, Bitter, artificial	4 00 @ 4 25	Rhubarb, powd.	85 @ 1 00	Iodoform	7 60 @ 7 85
Almonds, Sweet, true	80 @ 1 30	Rosinwood, powd.	30 @ 35	Lead Acetate	18 @ 25
		Sarsaparilla, Hond.	1 @ 100	Lycopodium	60 @ 75
		ground	@ 60	Mace	30 @ 30
		Sarsaparilla Mexican, ground	@ 60	Mace, powdered	95 @ 1 00
		Squills	35 @ 40	Menthol	20 00 @ 20 40
		Squills, powdered	60 @ 70	Morphine	10 70 @ 11 60
		Turmeric, powd.	17 @ 25	Nux Vomica	3 @ 30
		Valeran, powd.	40 @ 50	Nux Vomica, pow.	17 @ 25
		Seeds		Pepper black pow.	32 @ 35
		Anise	35 @ 40	Pepper, White	40 @ 45
		Anise, powdered	38 @ 45	Pitch, Burgundy	10 @ 15
		Bird, ls	13 @ 15	Quassia	12 @ 15
		Canary	10 @ 15	Quinine	72 @ 1 33
		Caraway, Po.	50 @ 50	Rochelle Salts	28 @ 35
		Cardamon	2 00 @ 2 25	Saccharine	3 @ 30
		Celery, powd.	45 @ 45	Salt Peter	11 @ 22
		Coriander pow.	35 @ 27 @ 30	Seidlitz Mixture	30 @ 40
		Dill	12 1/2 @ 20	Soap, green	15 @ 30
		Fennell	25 @ 40	Soap mott cast.	22 1/2 @ 25
		Flax	08 @ 13	Soap, white castile	11 50
		Flax, ground	08 @ 13	case	@ 11 50
		Foenugreek pow.	15 @ 25	Soap, white castile less, per bar	@ 1 25
		Hemp	8 @ 15	Soda Ash	3 1/2 @ 10
		Lobelia, powd.	71 @ 25	Soda Bicarbonate	3 1/2 @ 10
		Mustard, yellow	15 @ 25	Soda, Sal	03 @ 08
		Mustard, black	15 @ 20	Spirits Camphor	71 @ 35
		Poppy	22 @ 25	Sulphur, roll	3 1/2 @ 10
		Quince	1 50 @ 1 75	Sulphur, Subl.	04 @ 10
		Rape	15 @ 20	Tamarinds	20 @ 25
		Sabadilla	23 @ 30	Tartar Emetic	70 @ 75
		Sunflower	11 1/2 @ 15	Turpentine, Ven.	50 @ 2 25
		Worm, American	30 @ 70	Vanilla Ex. pure	1 75 @ 2 25
		Worm Levant	25 @ 50	Witch Hazel	1 47 @ 2 00
				Zinc Sulphate	04 @ 15

Holiday Goods

Remember our stock.

The best ever shown.

And if you have not looked the line over better do it at once

Because; the best goes first—still we have plenty of firsts.

But they are moving fast. Come at once. Don't delay. A most wonderful line for you to select from.

ON DISPLAY IN OUR OWN BUILDING AT GRAND RAPIDS
50 YEARS AT YOUR SERVICE

HAZELTINE & PERKINS DRUG CO.
Manistee Michigan Grand Rapids

GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Syrup	
Starch	
Nucoa Margarine	

AMMONIA	Stove	CANNED VEGETABLES.
Arctic, 16 oz. ----- 2 00	No. 1 ----- 1 10	Asparagus.
Arctic, 32 oz. ----- 3 25	No. 2 ----- 1 35	No. 1, Green tips 4 10@4 40
1 X L, 3 doz., 12 oz. 3 75		No. 2, Lge. Gr. 3 75@4 50

AXLE GREASE	Shoe	W. Beans, 10, ----- 7 00@7 50
	No. 1 ----- 90	Green Beans, 2s 1 45@1 60
	No. 2 ----- 1 25	Green Beans, No. 10 7 50
	No. 3 ----- 2 00	

BUTTER COLOR	CANDLES	CORN, No. 2, Ex. Stan. 1 55
Dandelion, ----- 2 85	Electric Light, 40 lbs. 12.1	Corn, No. 2, St. 1 00@1 15
Nedrow, 3 oz., doz. 2 50	Flumber, 40 lbs. ----- 12.8	Corn, No. 2, Fy. glass 3 25

48, 1 lb. -----	4 25	Apricots, No. 10 ----	8 00	Mushrooms, Sur Extra	70
24, 3 lb. -----	5 50	Blackberries, No. 10 -	9 00	Peas, No. 2, E.J. 1	25@1 80
10 lb. pails, per doz.	8 20	Blueberries, No. 2, 1-75	@2 50	Peas, No. 2, Sift.	
15 lb. pails, per doz.	11 20	Blueberries, No. 10 -	11 00	June -----	1 60@2 10
25 lb. pails, per doz.	17 70	Cherries, No. 2 -----	3 00@3 50	Peas, No. 2, Ex. Sift.	1 90@2 10
		Cherries, No. 2 1/4 4	00@4 95	E. J. -----	1 90@2 10

BAKING POWDERS		Cherries, No. 10	10 50	Peas, Ex. Fine, French	29
Arctic, 7 oz. tumbler	1 35	Loganberries, No. 2	3 00	Pumpkin, No. 3 1 45	1 75
Queen Flake, 6 oz.	1 25	Peaches, No. 1 1 10	1 80	Pumpkin, No. 10	4 00
Queen Flake, 16 oz.	2 25	Peaches, No. 1, Sliced	1 40	Pimientos, 1/4, each	15 18
Queen Flake, 100 lb. keg	11	Peaches, No. 2	2 75	Pimientos, 1/2, each	27
		Peaches, No. 2 1/4, Mich	2 95	Sw't Potatoes, No. 2 1/2	1 35

Queen Flake, 25 lb. kgs	14	Peaches, 2 1/2, Cal. 3 1/2 @ 3 75	Sauerkraut, No. 3 1 35 @ 1 50
Royal, 10c. doz.	95	Peaches, 2 1/2, Cal. 3 1/2 @ 3 75	Succotash, No. 2 1 60 @ 2 15
Royal, 6 oz., doz.	2 70	Peaches, 10, Mich 5 18 @ 2 25	Succotash, No. 2, glass 3 45
Royal, 12 oz., doz.	5 20	Pineapple, 1, sled 1 80 @ 2 25	Spinach, No. 1 1 15 @ 1 50
Royal, 5 lb. doz.	31 20	Pineapple, 2 sl. 3 10 @ 3 25	Spinach, No. 2 1 20 @ 1 35
Royal, 16. oz., doz.	1 25	P'apple, 2, br sl. 2 75 @ 2 85	Spinach, No. 3 1 85 @ 2 00

BREAKFAST FOODS	Pears, No. 2 ----- 3 25 <th>Santos ----- 22 1/2@25</th>	Santos ----- 22 1/2@25
Cracked Wheat, 24-2 3 85	Plums, No. 2 ----- 1 25@1 40 <td>Maracaibo ----- 29</td>	Maracaibo ----- 29
Cream of Wheat ----- 6 90	Elums, No. 2 ----- 2 50 <td>Guatemala ----- 29</td>	Guatemala ----- 29

CANNED FISH.	Raspberries, No. 2, blk. 3 25 <th>Java and Mocha ----- 41</th>	Java and Mocha ----- 41
Clam Ch'der, 10 1/2 oz. 1 35	Raspb's, Red, No. 10 9 75 <td>Bogota ----- 30</td>	Bogota ----- 30
Clam Ch., No. 3 3 00@3 40	Rhubarb, No. 10 ----- 5 25 <td>Peaberry ----- 27</td>	Peaberry ----- 27

	3 dz. 15c, dz. 1 25	CANNED FISH.		Any variety, 7 oz. can	1 45
		Clam Ch'der, 10 1/2 oz.	1 35	Parmount, 24, 8 1/2 oz. can	1 45
BREAKFAST FOODS	Cracked Wheat, 24-2	Clam Ch., No. 3	3 40	Parmount, 24, 16 1/2 oz. can	2 40
	Cream of Wheat	Clams, Steamed, No. 1	1 75	Parmount, 6, 10 1/2 oz. can	1 00
		Clams, Minced, No. 1	2 50	Sniders, 8 oz.	1 00
		Finnan Haddie, 10 oz.	3 30	Sniders, 16 oz.	2 75

Pillsbury's Best Cerl	2 20	Clam Bouillon, 7 oz.	2 50	Royal Red, 10 oz.	1 40
Quaker Puffed Rice	5 45	Chicken Haddie, No. 1	2 75		
Quaker Puffed Wheat	4 30	Fish Flakes, small	1 35		
Quaker Brst Biscuit	1 90	Cod Fish Cake, 10 oz.	1 85		
Ralston Purina	4 00	Cove Oysters, 5 oz.	1 75		
Ralston Branzen	2 70	Lobster, No. 1/2 Star	2 90		

CHILI SAUCE.	
Snider, 16 oz.	3 35
Sniders, 8 oz.	2 35
Lilly Valley, 1/2 Pint	2 25

OYSTER COCKTAIL.	Shrimp, No. 1, wet ----- 2 00 <th>COFFEE EXTRACTS</th>	COFFEE EXTRACTS
Sniders, 16 oz. ----- 3 35	Sard's, 1/4 Oil, key ----- 6 00 <td>N. Y., per 100 ----- 11</td>	N. Y., per 100 ----- 11
Sniders, 8 oz. ----- 2 35	Sardines, 1/4 Oil, k'less 5 50 <td>Frank's 50 pkgs. ----- 4 25</td>	Frank's 50 pkgs. ----- 4 25

CHEESE	Sardines, 1/4 Smoked 7 00 <th>Hummel's 50 1 lb. ----- 10 1/2</th>	Hummel's 50 1 lb. ----- 10 1/2
Roquefort ----- 57	Salmon, Warrens, 1/2s 3 00 <td></td>	
Kraft Small tins ----- 1 70	Salmon, Red Alaska ----- 2 85 <td></td>	

EVAPORATED MILK	Salmon, Med. Alaska 1 85 <th>CONDENSED MILK</th>	CONDENSED MILK
Quaker, Tall ----- 4 90	Salmon, Pink Alaska 1 65 <td>Eagle, 4 doz. ----- 9 00</td>	Eagle, 4 doz. ----- 9 00
Quaker, Baby ----- 4 80	Sardines, Im. 1/4, ea. 10@25 <td>Leader, 4 doz. ----- 7 00</td>	Leader, 4 doz. ----- 7 00

CIGARS	Sardines, Cal. ----- 1 75@2 10 <th>MILK COMPOUND</th>	MILK COMPOUND
Lewellyn & Co. Brands	Tuna, 1/2, Albocore ----- 95 <td>Hebe, Tall, 4 doz. ----- 4 50</td>	Hebe, Tall, 4 doz. ----- 4 50
Garcia Master	Tuna, 1/4s, Curtis, doz. 2 20 <td>Hebe, Baby, 8 doz. ----- 4 40</td>	Hebe, Baby, 8 doz. ----- 4 40

CHOCOLATE.	Deviled Ham, 1/2s ----- 3 60 <th>Hard Goods.</th>	Hard Goods.
Baker, Caracas, 1/2s ----- 37	Hamburg Steak ----- 3 15 <td>Lemon Drops ----- 20</td>	Lemon Drops ----- 20
Baker, Caracas, 1/4s ----- 35	Onions, No. 1 ----- 1 40 <td>O. F. Horehound dps. ----- 20</td>	O. F. Horehound dps. ----- 20

COUPON BOOKS	Potted Meat, 1/4 Libby 50 <th>Lozenges.</th>	Lozenges.
50 Economic grade ----- 2 50	Potted Meat, 1/2 Rose 90 <td>A. A. Pep. Lozenges ----- 20</td>	A. A. Pep. Lozenges ----- 20
100 Economic grade ----- 4 50	Potted Ham, Gen. 1 85 <td>A. A. Pink Lozenges ----- 20</td>	A. A. Pink Lozenges ----- 20

No. 25, Velvet, pol.-----	9 00	Vienna Saus., No. 1/2-----	1 35	CHOCOLATE.	
No. 27 Quality-----	10 00	Veal Loaf Medium-----	2 30	Baker, Caracas, 1/4s-----	37
No. 22 Miss Dandy-----	10 00	Baked Beans		Baker, 1/4s-----	35
No. B-2 B. O. E.-----	9 00	Beechnut, 16 oz.-----	1 40	Baker, Premium, 1/4s-----	37
Warehouse, 36 lb.-----	9 75	Campbells-----	1 15	Baker, Premium, 1/4s-----	34
B.O.E. Warehouse, 32 lb. 9	9 00	Climatic, Gem, 18 oz.-----	95	Baker, Premium, 1/4s-----	37

BRUSHES		Fre蒙特, No. 2	1 25	Hackberry, Premium, 7/8s	35
	Scrub	Snider, No. 1	95	Hersheys, Premium, 1/8s	35
Solid Back, 8 in. ----	1 50	Snider, No. 2	1 35	Hersheys, Premium, 7/8s	36
Solid Back, 1 in. ----	1 75	Van Camp, small	85	Runkle, Premium, 7/8s	37
Pointed Ends	1 25	Van Camp, Med.	1 15	Runkle, Premium, 7/8s	37
				Vienna Sweet, 24s	1 75

PEACHES	No. 24, Good Value ----- 7 50 <td></td>	
Evap. Choice unp. ----- 14	No. 25, Special ----- 8 00 <td></td>	
Evap., Ex. Fancy, P. P. 20	No. 25, Velvet, plain 8 75 <td></td>	

COCOA.	Worden Grocer Co. Brands	Peaches
Baker's 1/2s ----- 40	Henry George ----- 37 50	Evap. Choice unp. ----- 14
Baker's 1/4s ----- 36	Harvester Kiddies ----- 37 50	Evap., Ex. Fancy, P. P. 20

Lowney, 1/2s	40	Stargent Peninsula	150 00	California Prunes	
Lowney, 1/2s	40	Club			
Lowney, 1/2s	40	La Azora Agreement	58 00	90-100, 25 lb. boxes	--@07
Lowney, 1/2s	38	La Azora Washington	75 00	80-90, 25 lb. boxes	--@09
Lowney, 5 lb. cans	31	Little Valentine	37 50	70-80, 25 lb. boxes	--@10
Van Houten, 1/4s	75	Valentine Victory	75 00	60-70, 25 lb. boxes	--@11
Van Houten, 1/2s	75	Valentine DeLux	95 00	50-60, 25 lb. boxes	--@13
		R B Londres	58 00	40-50, 25 lb. boxes	--@14

CLOTHING LINE.		R B Invincible	75 00	30-40, 25 lb. boxes	--@16
1/4s, 5 lb. case	Dunham	Tiona	31 00		
1/4s, 5 lb. case	Dunham	New Currency	35 00		
1/4s, 5 lb. case	Dunham	Picadura Pals	25 00		
1/4s, 5 lb. case	Dunham	Quality First Stogie	13 50		
Bulk, barrels	Shredded	Vanden Berge Brands			
96 2 oz. pkgs., per case	8			Med. Hand Picked	-- 07 1/2
48 4 oz. pkgs., per case	8			Cal. Limas	----- 11

CONFECTIONERY	Webster St. Reges ----- 125 00	California Prunes
Stick Candy	Starlight Rouse ----- 85 00	90-100, 25 lb. boxes ----- @07
Pails	Starlight Peninsular ----- 150 00	80-90, 25 lb. boxes ----- @09

Stick Candy	Club ----- 150 00	Beans
Jumbo Wrapped ----- 20	La Azora Agreement ----- 58 00	Med. Hand Picked ----- 07 1/2
Pure Sugar Stick, 600's 4 20	La Azora Washington ----- 75 00	Cal. Limas ----- 11

	Pure Sugar Stick, 600's 4 20	Quaker, 2 doz. ----- 1 85
	Big Stick, 20 lb. case 21	Pearl Barley
	Kindergarten ----- 19	Chester ----- 4 00
	Kindergarten ----- 18	00 and 0000 ----- 6 00
	Leader ----- 18	Barley Grits ----- 5 00
	X. L. O. ----- 15	

Leader ----- 18	R B Londres ----- 58 00	24 packages ----- 2 10
X L O ----- 15	R B Invincible ----- 75 00	B, per 100 lbs. ----- 05
French Creams ----- 20	Tiona ----- 31 00	Hominy

Cameo ----- 22	New Currency ----- 35 00	Pearl, 100 lb. sack ----- 2 50
Grocers ----- 13	Picadura Pals ----- 25 00	Macaroni
	Qualitiy First Stogie ----- 18 50	Domestic, 20 lb. box ----- 07 1/2

Fancy Chocolates	Vanden Berge Brands	Domestic, broken, box ----- 05 1/2
5 lb. Boxes	Chas. the Eighth, 50s ----- 75 00	Armours, 2 doz., 8 oz. ----- 1 80
Bittersweets, Ass'ted ----- 1 75	Whale-Back ----- 50s ----- 58 00	Foulds, 2 doz., 8 oz. ----- 1 80

Choc Marshmallow Dp ----- 1 75	Blackstone ----- 50s ----- 95 00	Quaker, 2 doz. ----- 1 85
Milk Chocolate A A ----- 2 00	El Producto Boquet ----- 75 00	Pearl Barley
Nibble Sticks ----- 2 00	El Producto, Puri- ----- 92 00	Chester ----- 4 00

Primrose Choc. ----- 1 35		00 and 0000 ----- 6 00
No. 12 Choc., Dark ----- 1 75		Barley Grits ----- 5 00
No. 12 Choc., Light ----- 1 85		Peas

Chocolate Nut Rolls ----- 1 90		Scotch, lb. ----- 08
		Split, lb. ----- 07 1/2
		Sago

Gum Drops		East India ----- 11
Pails		Tapoca
Anise ----- 17		Pearl, 100 lb. sacks ----- 11

Orange Gums ----- 17 <td></td> <th>Minute, 8 oz., 3 doz. ----- 4 05</th>		Minute, 8 oz., 3 doz. ----- 4 05
Challenge Gums ----- 14 <td></td> <th>Dromedary Instant ----- 3 50</th>		Dromedary Instant ----- 3 50
Favorite ----- 20 <td></td> <th>FLAVORING EXTRACTS</th>		FLAVORING EXTRACTS

	National Cream Mints	32	FLOUR AND FEED
	Silver King Al. Mallovs	32	Valley City Milling Co.
	Hello, Hiram, 24s	1 50	Lily White, 1/4 Paper
	Walnut Sundae, 24, 5c	85	sack -----
	Neapolitan, 24, 5c	85	Harvest Queen, 24 1/2
	Yankee Jack, 24, 5c	85	chick -----

Doz. Vanilla ----- 2 00		Doz. Vanilla ----- 1 50
Doz. Lemon ----- 2 40		1 65 ----- 1 1/4 ounce ----- 2 00
4 oz. Vanilla ----- 3 50		2 75 ----- 1 1/4 ounce ----- 3 25

4 40 ----- 4 ounce ----- 5 50		7 75 ----- 4 ounce ----- 9 50
15 00 ----- 16 ounce ----- 13 00		29 00 ----- 32 ounce ----- 34 00
Arctic Flavorings		

3 oz. Tap. 40 bot. ----- 6 75		

Smith's Flavorings		

2 oz. Vanilla ----- 2 00		
2 oz. Lemon ----- 2 40		
4 oz. Vanilla ----- 3 50		

3 doz. Carton ----- 2 25		
Assorted flavors.		

FLOUR AND FEED		

Valley City Milling Co.		

FRUIT JARS

Mason, ptt., per gross	7 95
Mason, qts., per gross	9 20
Mason, 1/2 gal., gross	12 20
Ideal Glass Top, ptt.	9 45
Ideal Glass Top, qts.	11 20
Ideal Glass Top, 1/2 gallon	15 70

GELATINE

Jello-O, 3 doz.	3 45
Knox's Sparkling, doz.	2 25
Knox's Acidu'd, doz.	2 25
Minute, 3 doz.	4 06
Plymouth, White	1 55
Quaker, 3 doz.	2 70

HORSE RADISH

Per doz., 6 oz.	1 10
-----------------	------

JELLY AND PRESERVES

Pure, 30 lb. pails	4 00
Imitation, 30 lb. pails	1 20
Pure 7 oz. Asst., doz.	1 20
Buckeye, 22 oz., doz.	2 10

JELLY GLASSES

8 oz., per doz.	35
-----------------	----

OLEOMARGARINE

Kent Storage Brands.	
Good Luck, 1 lb.	24 1/2
Good Luck, 2 lb.	24
Good Luck, solid	23
Gilt Edge, 1 lb.	24 1/2
Gilt Edge, 2 lb.	24
Delicia, 1 lb.	20
Delicia, 2 lb.	19 1/2

Swift Brands.

Nut, old style	19
Nut, new style	23
Special Country roll	26

Van Westenbrugge Brands
Carload Distributor



Nucoa, 1 lb.	25 1/2
Nucoa, 2 and 5 lb.	25

MATCHES.

Diamond, 144 box	8 00
Blue Ribbon, 144 box	7 55
Searchlight, 144 box	8 00
Red stick 720 lb. box	5 50
Red Diamond, 144 box	6 00

Safety Matches.

Quaker, 5 gro. case	4 75
---------------------	------

MINCE MEAT.

None Such, 3 doz.	4 85
Quaker, 3 doz. case	3 50
Libby's Veg. Wet, lb.	24

MOLASSES.

Gold Brer Rabbit	
No. 10, 6 cans to case	5 35
No. 5, 12 cans to case	5 60
No. 2 1/2, 24 cans to case	5 85
No. 1 1/2, 36 cans to case	4 85

Green Brer Rabbit	
No. 10, 6 cans to case	3 90
No. 5, 12 cans to case	4 15
No. 2 1/2, 24 cans to case	4 40
No. 1 1/2, 36 cans to case	3 75

Aunt Dinah Brand.	
No. 10, 6 cans to case	2 85
No. 5, 12 cans to case	3 10
No. 2 1/2, 24 cans to case	3 35
No. 1 1/2, 36 cans to case	2 90

New Orleans	
Fancy Open Kettle	55
Choice	42
Fair	28

Half barrels 5c extra	
Molasses in Cans.	
Red Hen, 24, 2 lb.	2 70
Red Hen, 24, 2 1/2 lb.	3 25
Red Hen, 12, 5 lb.	3 00
Red Hen, 6, 10 lb.	3 00
Ginger Cake, 24, 2 lb.	3 00
Ginger Cake, 24, 2 1/2 lb.	3 90
Ginger Cake, 12, 5 lb.	3 30
Ginger Cake, 6, 10 lb.	3 65
O. & L. 24-2 lb.	4 50
O. & L. 24-2 1/2 lb.	5 75
O. & L. 12-5 lb.	5 00
O. & L. 6-10 lb.	4 75
Dove, 36, 2 lb. Wh. L.	5 60
Dove, 24, 2 1/2 lb. Wh. L.	5 20
Dove, 36, 2 lb. Black	4 30
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue T.	4 45
Palmetto, 24, 2 1/2 lb.	4 40

Green Brer Rabbit	
No. 10, 6 cans to case	5 35
No. 5, 12 cans to case	5 60
No. 2 1/2, 24 cans to case	5 85
No. 1 1/2, 36 cans to case	4 85

Green Brer Rabbit	
No. 10, 6 cans to case	3 90
No. 5, 12 cans to case	4 15
No. 2 1/2, 24 cans to case	4 40
No. 1 1/2, 36 cans to case	3 75

Aunt Dinah Brand.	
No. 10, 6 cans to case	2 85
No. 5, 12 cans to case	3 10
No. 2 1/2, 24 cans to case	3 35
No. 1 1/2, 36 cans to case	2 90

New Orleans	
Fancy Open Kettle	55
Choice	42
Fair	28

Half barrels 5c extra	
Molasses in Cans.	
Red Hen, 24, 2 lb.	2 70
Red Hen, 24, 2 1/2 lb.	3 25
Red Hen, 12, 5 lb.	3 00
Red Hen, 6, 10 lb.	3 00
Ginger Cake, 24, 2 lb.	3 00
Ginger Cake, 24, 2 1/2 lb.	3 90
Ginger Cake, 12, 5 lb.	3 30
Ginger Cake, 6, 10 lb.	3 65
O. & L. 24-2 lb.	4 50
O. & L. 24-2 1/2 lb.	5 75
O. & L. 12-5 lb.	5 00
O. & L. 6-10 lb.	4 75
Dove, 36, 2 lb. Wh. L.	5 60
Dove, 24, 2 1/2 lb. Wh. L.	5 20
Dove, 36, 2 lb. Black	4 30
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue T.	4 45
Palmetto, 24, 2 1/2 lb.	4 40

Green Brer Rabbit	
No. 10, 6 cans to case	5 35
No. 5, 12 cans to case	5 60
No. 2 1/2, 24 cans to case	5 85
No. 1 1/2, 36 cans to case	4 85

Green Brer Rabbit	
No. 10, 6 cans to case	3 90
No. 5, 12 cans to case	4 15
No. 2 1/2, 24 cans to case	4 40
No. 1 1/2, 36 cans to case	3 75

Aunt Dinah Brand.	
No. 10, 6 cans to case	2 85
No. 5, 12 cans to case	3 10
No. 2 1/2, 24 cans to case	3 35
No. 1 1/2, 36 cans to case	2 90

New Orleans	
Fancy Open Kettle	55
Choice	42
Fair	28

Half barrels 5c extra	
Molasses in Cans.	
Red Hen, 24, 2 lb.	2 70
Red Hen, 24, 2 1/2 lb.	3 25
Red Hen, 12, 5 lb.	3 00
Red Hen, 6, 10 lb.	3 00
Ginger Cake, 24, 2 lb.	3 00
Ginger Cake, 24, 2 1/2 lb.	3 90
Ginger Cake, 12, 5 lb.	3 30
Ginger Cake, 6, 10 lb.	3 65
O. & L. 24-2 lb.	4 50
O. & L. 24-2 1/2 lb.	5 75
O. & L. 12-5 lb.	5 00
O. & L. 6-10 lb.	4 75
Dove, 36, 2 lb. Wh. L.	5 60
Dove, 24, 2 1/2 lb. Wh. L.	5 20
Dove, 36, 2 lb. Black	4 30
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue T.	4 45
Palmetto, 24, 2 1/2 lb.	4 40

Green Brer Rabbit	
No. 10, 6 cans to case	5 35
No. 5, 12 cans to case	5 60
No. 2 1/2, 24 cans to case	5 85
No. 1 1/2, 36 cans to case	4 85

Green Brer Rabbit	
No. 10, 6 cans to case	3 90
No. 5, 12 cans to case	4 15
No. 2 1/2, 24 cans to case	4 40
No. 1 1/2, 36 cans to case	3 75

Aunt Dinah Brand.	
No. 10, 6 cans to case	2 85
No. 5, 12 cans to case	3 10
No. 2 1/2, 24 cans to case	3 35
No. 1 1/2, 36 cans to case	2 90

New Orleans	
Fancy Open Kettle	55
Choice	42
Fair	28

Half barrels 5c extra	
Molasses in Cans.	
Red Hen, 24, 2 lb.	2 70
Red Hen, 24, 2 1/2 lb.	3 25
Red Hen, 12, 5 lb.	3 00
Red Hen, 6, 10 lb.	3 00
Ginger Cake, 24, 2 lb.	3 00
Ginger Cake, 24, 2 1/2 lb.	3 90
Ginger Cake, 12, 5 lb.	3 30
Ginger Cake, 6, 10 lb.	3 65
O. & L. 24-2 lb.	4 50
O. & L. 24-2 1/2 lb.	5 75
O. & L. 12-5 lb.	5 00
O. & L. 6-10 lb.	4 75
Dove, 36, 2 lb. Wh. L.	5 60
Dove, 24, 2 1/2 lb. Wh. L.	5 20
Dove, 36, 2 lb. Black	4 30
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue T.	4 45
Palmetto, 24, 2 1/2 lb.	4 40

Green Brer Rabbit	
No. 10, 6 cans to case	5 35
No. 5, 12 cans to case	5 60
No. 2 1/2, 24 cans to case	5 85
No. 1 1/2, 36 cans to case	4 85

Green Brer Rabbit	
No. 10, 6 cans to case	3 90
No. 5, 12 cans to case	4 15
No. 2 1/2, 24 cans to case	4 40
No. 1 1/2, 36 cans to case	3 75

Aunt Dinah Brand.	
No. 10, 6 cans to case	2 85
No. 5, 12 cans to case	3 10
No. 2 1/2, 24 cans to case	3 35
No. 1 1/2, 36 cans to case	2 90

New Orleans	
Fancy Open Kettle	55
Choice	42
Fair	28

Half barrels 5c extra	
Molasses in Cans.	
Red Hen, 24, 2 lb.	2 70
Red Hen, 24, 2 1/2 lb.	3 25
Red Hen, 12, 5 lb.	3 00
Red Hen, 6, 10 lb.	3 00
Ginger Cake, 24, 2 lb.	3 00
Ginger Cake, 24, 2 1/2 lb.	3 90
Ginger Cake, 12, 5 lb.	3 30
Ginger Cake, 6, 10 lb.	3 65
O. & L. 24-2 lb.	4 50
O. & L. 24-2 1/2 lb.	5 75
O. & L. 12-5 lb.	5 00
O. & L. 6-10 lb.	4 75
Dove, 36, 2 lb. Wh. L.	5 60
Dove, 24, 2 1/2 lb. Wh. L.	5 20
Dove, 36, 2 lb. Black	4 30
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue T.	4 45
Palmetto, 24, 2 1/2 lb.	4 40

Salted Peanuts

Fancy, No. 1	17 1/2
Jumbo	20

Shelled

Almonds	50
Peanuts, Spanish,	
125 lb. bags	13 1/2
Filberts	50
Pecans	1 05
Walnuts	53

OLIVES.

Bulk, 2 gal. keg	4 00
Bulk, 3 gal. keg	5 75
Bulk, 5 gal. keg	9 00
Quart, Jars, dozen	6 00
Pint Jars, dozen	3 50
4 oz. Jar, plain, doz.	1 45
5 1/2 oz. Jar, pl., doz.	1 60
9 oz. Jar, plain, doz.	2 80
16 1/2 oz. Jar, Pl. doz.	4 50
4 oz. Jar, stuffed	1 90
8 oz. Jar, Stu. doz.	3 40
9 oz. Jar, Stuffed, doz.	4 10
12 oz. Jar, Stuffed, dz.	5 00

PEANUT BUTTER.



Bel Car-Mo Brand	
8 oz. 2 doz. in case	3 30
24 1 lb. pails	5 75
12 2 lb. pails	5 60
5 lb. pails 6 in crate	6 10
14 lb. pails	19
25 lb. pails	18 1/2
50 lb. tins	18

PETROLEUM PRODUCTS

Iron Barrels	
Perfection Kerosine	12.6
Red Crown Gasoline	
Tank Wagon	21.3
Gas Machine Gasoline	38.8
V. M. & P. Naphtha	25.2
Capitol Cylinder	42.2
Atlantic Red Engine	23.2
Winter Black	13.7



Iron Barrels.

Medium Light	57.2
Medium heavy	59.2
Heavy	62.2
Extra heavy	67.2
Transmission Oil	57.2
Finol, 4 oz. cans, doz.	1.40
Finol, 8 oz. cans, doz.	1.90
Parowax, 100, 1 lb.	6.7
Parowax, 40, 1 lb.	6.9
Parowax, 20, 1 lb.	7.1



Semdac, 12 pt. cans	2 70
Semdac, 12 qt. cans	4 00

PICKLES

Medium Sour	
Barrel, 1,200 count	16 00
Half bbls., 600 count	9 00
10 gallon kegs	6 75

Sweet Small

30 gallon, 3000	37.50
5 gallon, 500	7 50
10 gallon, 1000	14 50

Dill Pickles.

600 Size, 15 gal.	9 00
-------------------	------

PIPES

Cob, 3 doz. in bx.	1 00@1 20
--------------------	-----------

PLAYING CARDS

Broadway, per doz.	2 40
Blue Ribbon	4 00
Bicycle	4 25

POTASH

Babbitt's 2 doz.	2 75
------------------	------

FRESH MEATS

Beef.	
Top Steers & Heif. 13@17	
Good Steers & Heif. 16@19	
Med. Steers & Heif. 12@13	
Com. Steers & Heif. 10@12	

Cows.

Top	12
Good	11
Medium	9
Common	8

Veal.

Top	15
Good	13
Medium	11

Lamb.

Good	28
Medium	26
Poor	20

Mutton.

Good	15
Medium	13
Poor	9

Pork.

Heavy hogs	08
Medium hogs	11
Light hogs	11
Loins	22
Butts	15
Shoulders	12 1/2
Hams	18
Spareribs	09
Neck bones	05

PROVISIONS

Barreled Pork	
Clear Back	23 00@24 00
Short Cut Clear	22 00@23 00
Clear Family	27 00@28 00
Dry Salt Meats	
S P Bellies	16 00@13 00

Lard

80 lb. tubs	advance 1/4
-------------	-------------



See Dirt On Boy's Hands Before You See Him?

Written for the Tradesman.

"Auntie, tell me one thing—" I looked up from the magazine I was reading. I am not his aunt; only a sort of godmother to this fine boy of twelve, whose mother was one of my best friends at college. He stood before me with his hands in his pockets and a troubled look on his exceptionally sunny countenance.

"Yes, go on; what part of the universe can I fix for you now?"

He and I have been close friends since his infancy; we have long, confidential talks about everything in the world, and for some reason he seems to have the idea that when all other sources of comfort and information fail I can somehow tell him how it is and help him straighten things out. His mother is very busy with home duties and public affairs; sometimes I have felt as if this small son was rather crowded out. In such times he takes refuge with me, and we have spent many happy hours together, hours which always will be very precious to me.

"Well, you see, auntie, it's this way; I can't make it out. I love mother more than any one on earth—you and father come next, of course; but even if I do, love my mother to death, I'm so darn ugly to her. Yes, it's just that; I am horrid, and something in me is wrong. Gee! I hate to be so cross and ugly but I am, sometimes, and I seem to be the worst to the person I love the most. Now just tell me why that is—it sounds ridiculous."

I looked at his serious face, so troubled. A really conscientious boy, truthful, well-mannered, well-meaning. I knew what he meant; he often is irritable with his mother.

"Sit down, Sidney; we'll talk it over. It's curious that I have just been reading something that sounds very much like what you have just been saying—another boy troubled because he seemed to show his worst side to his parents."

"Then I'm not the only one?"

"Not by any means."

"Who was this other guy?"

"You love Robert Louis Stevenson, don't you?"

"Now, auntie, you needn't try to tell me that he was cross to his mother. I just won't believe it."

"Nor would I, if he didn't say so himself. Something very much like what you said to me just now. This is a letter he wrote forty years ago, when he was a very young man, to a dear friend—a sort of godmother of his, as I am to you; they talked things over. Listen:

"I have discovered why I get

on always so ill, am always so nasty, so much worse than myself, with my parents. It is because they always take me at my worst, seek out my faults, and never give me credit. . . . I once wrote to you to tell you how you should do with me how it was only by getting on my weak side, looking for my best, and always taking it for granted that I should do the best before it was done, that you ever will get the best out of me. This is profoundly true, and I see it on the other side with my parents; I am always bad with them, because they always seem to expect me to be bad; and I am never good, because they never seem to see when I am good."

Gee, I didn't s'pose he was ever that kind of kid, with parents always finding fault with him! Don't you see, that's just it, auntie. You sort of encourage a fellow; you look for my best, and act as though you expected it. Mother wants me to be perfect.

"Why, my mother sees dirt on my face before she sees me! Just when I am trying to tell her the best story I know she's just looking to see if my hands are clean, and so she misses the point and makes me mad, and then neither of us feels like laughing."

"Why are mothers always like that? I s'pose it's important to be clean enough and wipe your feet and brush your teeth and hang up your hat and not slam the door and speak softly and say 'Yes, mother,' and all things like that; but seems as if once in awhile she could wait a minute and let a fellow tell her something without interrupting about a little smudge on his nose. Talk about not interrupting people when they're saying something! Gee, mothers are the worst interrupters there are!"

"Do you know . . . sometimes I think I'll surprise her by having my hands clean or something, and I go in expecting to see her smile, and just as sure as you live she won't see my hands at all, but pounce on something else that I didn't think of, and there I am, in bad again, and all disappointed; and it makes me cross and I blow up. Just like when a dog comes in and loves you and wags his tail, and you chase him out because maybe his feet are muddy. Only a dog doesn't get cross and talk back."

"Even if she sees my clean hands, she has to do a preach: 'Now Sidney that is the way to look at every meal why cant you always wash your hands and comb your hair without my telling you don't you see how much of my strength it takes to be

watching you every minute you should think of these things yourself?—a long lingo like that without stopping for breath."

"I know the preach by heart: but it doesn't do any good; it just rubs me the wrong way and makes me tired, and I make up my mind that I won't ever use another piece of soap again as long as I live. Of course, I know that isn't the way to feel! my mother loves me all to pieces and wants me to be perfect; but I do wish she would remember that she's had an awful lot of practice being perfect, and I'm pretty young yet. Seems to me grown people ought to remember the time when they didn't know all about being perfect, and be a little patient. My mother does rub me sometimes; but of course I ought to be patient, too; and I'm not."

Prudence Bradish.

(Copyrighted, 1923).

Rhinestones and Celluloid Ornaments In Millinery.

Combinations of rhinestones with celluloid make the newest millinery ornaments, and, according to the current bulletin of the Retail Millinery Association of America, they are among the most wanted items in the market. The jet or glass that has been used to make similar embellishments in combination with rhinestones is said to be not only heavy but breakable, and the same effects have been obtained by the use of the celluloid, which lacks those drawbacks.

Buckles, bands, bar pins and long-knob pins of celluloid, with a band of brilliants near the top or end, are favored by designers and others who buy things to trim hats sold in the finished state. Double end pins are still much in vogue, and circles of rhinestones in this double effect are seen with centers of jet or colored glass beads. Flat paddle-shaped pins showing the same combinations are also much in favor, according to the bulletin.

The vogue for raised appliques makes a market for felt effects, with wooden bead centers in floral, fruit and other conventional motifs, as well as others that are more exotic. In the latter several colors of the material are used to achieve a brilliant note. Placed on neutral brown, black

or white hat blocks they give a very pleasing effect.

Hides, Pelts and Furs.

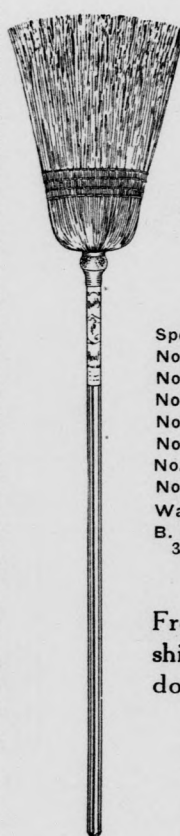
Hides.	
Green, No. 1	06
Green, No. 2	05
Cured, No. 1	07
Cured, No. 2	06
Calfskin, Green, No. 1	12
Calfskin, Green, No. 2	10½
Calfskin, Cured, No. 1	13
Calfskin, Cured, No. 2	11½
Horse, No. 1	3 50
Horse, No. 2	2 50

Pelts.	
Old Wool	1 00@2 00
Lambs	50¢ 75
Shearlings	25¢ 50

Tallow.	
Prime	06
No. 1	05
No. 2	04

Wool.	
Unwashed, medium	@30
Unwashed, rejects	@25
Unwashed, fine	@30

R. & F. Brooms



THE
DANDY
LINE

Also
B. O. E. LINE

Prices

Special	\$6.75
No. 24 Good Value	7.50
No. 25, Special	8.00
No. 25, Velvet pl.	8.75
No. 25 Velvet pol	9.00
No. 27, Quality	10.00
No. 22 Miss Dandy	10.00
No. B-2 B. O. E.	9.00
Warehouse, 36 lb.	9.75
B. O. E. Warehouse,	
32 lb.	9.00

Freight allowed on
shipments of five
dozen or more.

All Brooms
Guaranteed

Rich & France

607-9 W. 12th Place

CHICAGO, ILLINOIS



Polar Bear Flour

A MONEY MAKER

Can Always be sold at a profit.
Quality in the Bag Brings Repeat orders.

J. W. HARVEY & SON,
Central States Managers
Marion, Ind.

WATKINS LETTER SHOP

TELEPHONES
Citizens 64-989
Bell Main 1433

304-7 Industrial Bank Bldg.

GRAND RAPIDS, MICHIGAN

Multigraphing
Form Letters
Addressing
Filling in
Mailing

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Oct. 16.—On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of William Perry, Bankrupt No. 2371. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Grand Rapids, and is a laborer by occupation. The schedules filed list assets of \$650, of which \$250 is claimed as exempt to the bankrupt. The liabilities are \$982.03. The first meeting of creditors has been called for Oct. 29. A list of the creditors of the bankrupt is as follows:

Young & Chaffee Furn. Co., G. R. \$ 75.98
Bird Chase, Casnovia 70.00
Mrs. Martin Perry, G. R. 500.00
Reliable Tire & Accessories, G. R. 23.70
Standard Oil Co., Grand Rapids 40.17
R. M. Hollingshead Co., Detroit 56.85
P. & H. Auto Supply Co., Muskegon 9.00
E. E. Barker, Grand Rapids 9.64
Pure Oil Co., Columbus 6.40
Kelly Springfield Tire Co., N. Y. 90.29

Oct. 17. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of C. W. Gould Co., Bankrupt No. 2373. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a Michigan corporation located at Bailey. The occupation engaged in is not set forth. The schedules filed list assets of \$433.79 and liabilities of \$2,746.39. The court has written for funds and upon the arrival of the same the first meeting of creditors will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

Geo. Brown, Bailey \$ 1.76
A. H. Brott, Kent City 25.00
Hulda Carter, Grand Rapids 541.85
John Fangboner, Fremont, Ohio 6.74
Grain & Milling Co., Grand Rapids 88.54
C. W. Gould, Bailey 518.87
G. R. Lumber Co., Grand Rapids 19.00
G. R. Oil Co., Grand Rapids 57.11
Chris Kuhn, Kent City 2.15
Kelly Creek Colliery 57.57
J. E. Kilmiller, Chicago 9.10
C. J. Litscher Co., Grand Rapids 26.75
C. W. Mills Paper Co., G. R. 23.40
Dee Miller Estate, Sparta 50.44
Joe Monthaan, Kent City 137.10
Miller Sales Agency, G. R. 95.99
McHenry Peters Co., Lynchburg, Va. 6.00
E. McDonald, Pentwater 20.00
Newaygo Cement Co., G. R. 46.42
Peoples Milling Co., Muskegon 59.25
E. R. Sailors, Grand Rapids 15.00
Standard Oil Co., Grand Rapids 97.33
Tisch Auto Supply Co., G. R. 18.85
U. S. Tire Co., Grand Rapids 93.90
Valley City Milling Co., G. R. 24.00
Voigt Milling Co., Grand Rapids 75.05
Wallins Creek Sales Co., Virginia 69.22
C. W. Gould, Bailey 500.00

Oct. 17. On this day was held the first meeting of creditors in the matter of Day W. Richmond, Bankrupt No. 2360. The bankrupt was present in person and by Watt & Colwell, attorneys. No creditors were present by representation, though several were present in person. Claims were proved and allowed against the estate. The bankrupt was sworn and examined without a reporter. Asa Burnett, of Ionia, was elected trustee and the amount of his bond placed by the referee at \$1,000. The meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of John Teets, Bankrupt No. 2334. The bankrupt was present in person and by Amos Paley, attorney. No creditors were present or represented. No claims were proved and allowed; no trustee was appointed. The bankrupt was sworn and examined without a reporter, the meeting adjourned no date and the case closed and returned to the district court.

On this day also was held the first meeting of creditors in the matter of Charles W. Van Assche, Bankrupt No. 2358. The bankrupt was present in person and by Cogger & Dumon, attorneys for the bankrupt. No creditors were present or represented. There were no claims proved and allowed and no trustee was appointed. The bankrupt was sworn and examined without a reporter. The meeting was then adjourned without date, and the case closed and returned.

Oct. 18. In the matter of Herman J. Pinney, Bankrupt No. 2337, the court has made an order paying administration expenses, rent and taxes, and the balance of the funds on hand will be held until the year from the date of adjudication, as required by the act, and the first and final distribution made to creditors.

Oct. 19. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of George W. Hooker, Bankrupt No. 2375. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of the township of Osceola, Osceola county, and is a farmer. The schedules filed list assets of \$6,755, of which \$250 is claimed as exempt to the bankrupt, with liabilities of \$6,500. The court has written for funds, and upon the arrival of the same the first meeting will be called, and note of the same made here. A list of the creditors of the bankrupt is as follows:

Evart State Bank, Evart \$4,791.02
Merchants Life Insurance Co., Grand Rapids 2553.00
Davy & Co., Evart 9.90
City State Bank, Lowell 446.25
William Shore, Evart 12.07
First National Bank, Reed City 43.23

In the matter of Northern Michigan Pulp Co., a special meeting of creditors has been called for Oct. 29, for the further examination of the officers of the bankrupt, consideration of certain petitions filed in the matter and the transaction of such other business as may come before any meeting of creditors.

In the matter of Grand Rapids Knitting Mills, Bankrupt No. 2295, the trustee has reported further offers for portions of the assets of the estate. The first offer, made by L. Natikin, of Chicago, in the sum of \$500 for all of the balance of the knitting thread listed in the appraisal in the sum of \$1060.40; the second offer reported is the offer of F. H. Peck, of Grand Rapids, in the sum of \$50 for all of the balance of the buttons, tapes, bindings, trimmings, etc., listed in the appraisal at the sum of \$590.39. The creditors are directed to show cause why these two offers should not be accepted. The sale will be held at the referee's office, Oct. 30. The trustee and referee have copies of the appraisal and may be seen at either office.

Shifting German Wealth.

Toledo, Oct. 23.—So far as depreciation of currency can affect the wealth of a nation, it not only does not detract from it, but quite on the contrary held outside, whether in the ducing the value of the paper of that country hel doutside, wether in the form of currency or of bonds payable in currency. If the currency of a country becomes completely valueless, the net result for the nation, as a whole, is that the country ceases to owe to foreigners on all notes and bonds payable in its own currency. Within the country the total wealth remains exactly the same, however much individuals may have suffered. What some have lost, others have gained.

If the middle classes in Germany who depended on investments have been ruined, and if the laboring classes of Germany have been got to work for paper marks at a rate corresponding to say \$3 a week, that can only mean that the money made from what Germany produced has gone into some one else's pockets in Germany, for no one, I suppose, would contend that it is those outside of Germany who have reaped the profits from German production. Furthermore, if members of the middle classes of Germany have been, in many cases, ruined, and the laborers hae received far less than they should have, the extra profits from production concentraed further into a few hands make the problem of taxation more easy than it would otherwise have been. Huntington Adams.

Disraeli said, "It is easier to be critical than correct." Think of this when inclined to find fault with your employees.

Farmers may be losing money, but they certainly are not losing their automobiles.

Fieglers

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

BUSINESS WANTS DEPARTMENT

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

Want to hear from a party having a good merchandise business or other business for sale. State cash price and particulars. John J. Black, 130th St., Chippewa Falls, Wis. 354

For Rent—Best corner location. Formerly occupied by bank. Room 20x25. Vault 6x7½. \$60 per month, including heat. M. Kohlenstein, Otsego, Mich. 367

Real go-getter type of salesman wanted for Michigan territory. Established line. Fine opportunity for man of big caliber. Address No. 368, c-o Michigan Tradesman. 368

For sale—store building 24x88, good location on M 10. Gasoline and kerosene storage tanks. Lighting plant. Computing scales, counters and other fixtures. Address No. 369, c-o Michigan Tradesman. 369

For Sale—Good clean grocery stock and fixtures. About \$2,000 will get this bargain. Best of reasons for selling. For particulars, address No. 370, c-o Michigan Tradesman. 370

FOR SALE—Grocery business located in Kalamazoo doing a cash business. Will reduce stock and fixtures to suit buyer. Must sell quickly. L. F. Cloney, Trustee, Kalamazoo, Michigan. 371

For Sale or Exchange—General stock and brick store building located in strong country trading point near Grand Rapids. Will accept Grand Rapids income real estate in part payment. Good location for live man. Knowledge of Holland and Polish languages would be advantageous. Address No. 372, c-o Michigan Tradesman. 372

Wanted—Wide awake flour salesman to call on grocery and baker trade in Southwestern Michigan. State references in first letter. Address No. 373, c-o Michigan Tradesman. 373

For Sale—Computing scales, candy scales, Bowser oil tank, safe, floor and counter show cases, gum machine, American adding machine, American account register, Todd check protector, cracker and cheese cases, twenty-four inch Round Oak stoves, electric light fixtures, desk, coffee mills, roller ladder, roller awnings, tables, folding table or shelves, silk thread cabinet with mirrors, galvanized oil tanks, computing cheese cutter, cheese case, roll paper cutters. S. P. Horr, Maple Rapids, Mich. 374

For Sale—I have a good established business and a nice general store, clean and staple stock. Located in the busiest town for its size in the Thumb. Would sell or lease the building. Reason for selling, single and want to retire to country life. Abe Koffman, Owendale, Mich. 375

For Sale—Stock of men's clothing, shoes and furnishings, in one of the best small towns in Michigan. Stock will inventory about \$8,500 or \$9,000. The best business and best store in town. This is a great opportunity for somebody. Can reduce stock to half if necessary. Long lease. Address No. 376, c-o Michigan Tradesman. 376

For Sale—Half interest in auto and horse livery in heart of fishing and lumbering region. Established over twenty years. County seat. Also modern house and lot. Address Box 381, Gaylord, Mich. 361

For Sale—Lunch and pool room. Stock and fixtures, with lease of building. Doing good business. Cheap. Address No. 358, c-o Michigan Tradesman. 358

Blackboard Signs—All sizes. Describe your kind. I & M Sign Mfg. Co., Leroy, Minnesota. 359

Best outside location in Lansing for small drug store and ice cream parlor. 517 W. Ionia St. 1½ blocks from catholic school and church, three blocks from capitol. Building 18x50 ft., brick, large plate glass front. Paved street. For further information write O. H. Bailey, 519 W. Ionia St. 364

For Sale—Eighty acres good land and buildings. Good market. Reason, poor health. J. E. Guenther, Newaygo, Mich. 365

For Sale Or Trade—Stevens cooler, 10 feet x 12 feet. Will trade for smaller. Ford Davis, Coldwater, Mich. 366

CASH For Your Merchandise!

Will buy your entire stock or part of stock of shoes, dry goods, clothing, furnishings, bazaar novelties, furniture, etc. LOUIS LEVINSON, Saginaw, Mich.

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 1250 Burlingame Ave., Detroit, Mich. 566

For Sale—Flour, feed and grocery business doing a fine business. Also buildings and real estate. Located on finest corner in the city. 87 feet on main street, 180 feet on side street. Store building 22x100. Hay barn, two small warehouses, large store shed, small store building on corner occupied as a millinery store. Good reason for selling. Address No. 208, c-o Michigan Tradesman. 208

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

Economic Coupon Books

They save time and expense.

They prevent disputes.

They put credit transactions on cash basis.

Free samples on application.

Tradesman Company

Grand Rapids, Mich.

GRAND RAPIDS SAFE CO.

Dealer in

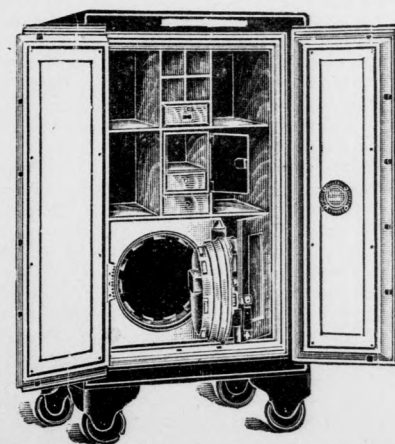
Fire and Burglar Proof Safes

Vault Doors and Time Locks

Largest Stock in the State.

Grand Rapids Safe Co.

Grand Rapids, Mich.



IN THE REALM OF RASCALITY.

Cheats and Swindles Merchants Should Avoid.

The notorious Harry Martin, who was repeatedly exposed by the Tradesman as a fraud of the first water, and afterwards given a certificate of good character by the Grand Rapids Association of Commerce, now reclines in the Kent county jail, awaiting trial in the United States Court for misuse of the mails. He was arrested in New York and escaped from the Federal officers twice. He is not likely to be given another opportunity to regain his liberty until after he has served a term of imprisonment at Leavenworth.

The United Buyers' Association was one of the most gigantic frauds which has infested the country for many years. The moving spirit in this swindle was Martin, who went to Holland and associated himself with a man by the name of Walter Sutton, who, from all reports, up to the time he became interested with Martin, enjoyed a fair reputation in his home town and vicinity.

Mr. Sutton was engaged in the cigar business. Because of Mr. Sutton's connections with the United Buyers' Association men of prominence highly recommended the Association.

The cashier of the First State Bank of Holland endorsed Mr. Sutton in the highest terms.

John Sommers, of the Dorr Savings Bank, wrote a letter stating that Walter Sutton, of the United Buyers' Association, was strictly honest and that it afforded him great pleasure to recommend such men. He also closed his letter with this statement, "Any business you may have with him will be done in a satisfactory manner."

The United States Commissioner at Holland, said it afforded him great pleasure to certify that he had known Walter Sutton, of the United Buyers' Association, for over twenty-five years. He went on to say that Mr. Sutton was absolutely trustworthy and perfectly honorable in his dealings, and that he had no hesitancy in recommending him.

The City Attorney of Holland also praised Mr. Sutton and the United Buyers' Association.

E. P. Stephan, Mayor of Holland, endorsed Mr. Sutton of the United Buyers' Association in unqualified terms of approval. He wrote an insulting letter and sent an even more insulting telegram, condemning the effort made to put out of business one of the most thieving concerns which has ever infested this country.

The Secretary of the Association of Commerce of Grand Rapids wrote, under date of May 31, 1922, as follows:

We have examined this proposition very carefully and, as far as his dealings with the public are concerned, he is living within the law. He is shipping out merchandise at the price quoted and in most instances when the groceries are received, even after adding the freight charges they cost the customer less than though he had purchased them at his local store.

The statement by the Secretary of the Grand Rapids Association of Commerce is one of the most glaring absurdities ever uttered, because the goods Martin bought to fill his orders—he did not fill one order in a hundred—were purchased in retail quantities at a small retail store which had such poor credit that it could not itself buy goods to advantage. The quality of the goods handled by Martin was so inferior that this feature was brought to the attention of the health officers, but by the time the latter got around to act in the matter the birds had flown. Poor quality goods are almost invariably handled by buying exchanges of this character but usually the proportion of orders actually filled is so small that little trouble need be feared from this cause. In other words, the injury to the pocket book is greater than the injury to the stomach.

When Martin and his handsome female associate are safely landed behind the bars at Leavenworth, it will be in order for the Government officers to investigate the part played by the men who stood sponsor for the stalking horse back of the crook who engineered this swindle, including the following:

Cashier First State Bank of Holland
John Sommers, of the Dorr Savings Bank.

U. S. Commissioner at Holland.

City Attorney of Holland.

E. P. Stephan, Mayor of Holland.

While these men took no part in the management of the swindle and probably did not profit by the propaganda of crookedness conducted by Martin and Sutton, they gave the scheme their moral support and thereby enabled Martin to victimize a hundred times as many innocent persons as he would have been able to inveigle into his net without their assistance.

Maumee, Ohio, Oct. 20—Replying to your enquiry regarding the personnel of the National Remedy Co., permit me to say that the corporation is exclusively a family affair. Chauncey A. Jones is President and Manager, C. L. Jones is Secretary and Sadie (Mrs. C. A.) Jones is Treasurer. The authorized capital stock is \$10,000, of which \$6,000 is claimed to be paid in. Jones is about 55 years old and has been a farmer or a farm laborer nearly all his life. Jones claims that he now owns a farm in Trumble county, Ohio. He formerly resided at Tiffin, where he claimed to be a stockholder in the Capital Stock Food Co. He is not a man of wide business experience, but claims to be making money very rapidly in his present business, because of the catch phrases he interpolates in his contracts with merchants. His salesmen present a very alluring proposition to merchants, which meets hearty acceptance. Then he induces them to sign an order which is not in harmony with the representations of the salesman and which "hooks" the merchant most unmercifully, if he happens to be gullible enough to accept the goods and permit the National Remedy Co. to make a monkey of him. It is understood here that the repeated exposures of this crooked scheme by the Michigan Tradesman have put a crimp in Jones' operations in every locality where the Tradesman circulates and made it practically impossible for him to collect a cent from any merchant who heeds the advice of the Tradesman to fight to

the last ditch and refuse to be mulched by Jones and his associates.

The Tradesman need hardly state that it is pleased to receive the above local estimate of the man who has made so much trouble for Michigan merchants during the past two months, because it completely corroborates the conclusion the Tradesman had formed regarding the mental grasp of the sharper and fully explains why he would resort to such petty subterfuges to inveigle merchants into his net. The Tradesman trusts that no merchant will settle with Jones under any circumstances, but stand on his rights and defend himself from any legal attack to the court of last resort. As the Tradesman has frequently stated, no jury will ever return a verdict against a merchant who signed the crooked order used by Jones and his criminal band of solicitors if all the facts connected with the transaction are presented to the jury in all their hideousness.

The Federal Reserve Bank of New York has issued warning that new counterfeits of Federal Reserve notes in \$10, \$20 and \$50 denominations have been discovered. The \$20 notes are said to be lithographic work, counterfeits of the notes of the Federal Reserve Bank of Chicago, and bear the letters "K," "M," "N," "R" and "G." The \$10 note, according to the Federal Reserve Bank, appears to be printed on a single piece of paper without silk threads or imitations of them, and the back plate number is 1001. The counterfeit \$50 note on the Federal Reserve Bank of Chicago bears the check letter "C" or "A."

Review of the Produce Market.

Apples—Wolf River and Alexander bring 75c per bu.; Baldwins, Maiden Blush and Wealthy, \$1; Spys, \$1@1.10.

Bananas—9@9½c per lb.

Beets—\$1.25 per bu.

Butter—The market is steady at an decline of about 1c per pound over a week ago, with a good consumptive demand. The quality arriving is very good average. Stocks in storage are about the same as they were a year ago. The market is in a healthy condition on the present basis of quotations and we do not look for much change in the immediate future. Local jobbers hold extra fresh at 45c in 63 lb. tubs; fancy in 30 lb. tubs, 46c; prints 47c; June firsts in tubs, 43c. They pay 25c for packing stock.

Cabbage—\$1 per bu.

Carrots—\$1.25 per bu.

Cauliflower—\$2.25 per doz. heads.

Celery—50c per bunch for home

grown; \$2 per box of 4 doz. bunches.

Chestnuts—28@30c per lb. for Michigan or Ohio.

Cranberries—Early Black from Cape Cod command \$10.50 per bbl. and \$5.25 per ½ bbl.

Cucumbers—Hot house, \$2.50 per doz.

Cocoanuts—\$6.25 per sack of 100.

Eggs—There has been a good consumptive demand for eggs. The production is also very good. The market is steady at prices ranging

about the same as a week ago. Storage eggs are quiet, with stocks reported to be considerable in excess of last year. We do not look for any change of any consequence during the coming week. Local jobbers pay 40c for strictly fresh. Cold storage operators feed out their supplies as follows:

Extras ----- 32c
Seconds ----- 28c
Checks ----- 25c

2c extra for cartons.

Egg Plant—\$2.50 per doz.

Garlic—35c per string for Italian.

Grape Fruit—Fancy Florida now sells as follows:

36 ----- \$4.00
46 ----- 4.50
54, 64 and 70 ----- 5.00

Grapes—California Malaga, \$2.50 per crate; Emperor, \$2.50 crate; 4 lb. basket of blue varieties, \$3 per doz.; 7 lb. basket ditto, 30c per basket; wine grapes, \$1.75 per bu.

Green Beans—\$2.50 per bu. for either string or butter.

Green Onions—\$1.40 per doz. bunches for Chalotts.

Honey—25c for comb.; 25c for strained.

Honey Dew Melons—\$2.50 per doz.

Lettuce—In good demand on the following basis:

Colorado Iceberg, per crate----\$7.00
Home grown head, per box---- 1.50
Leaf, per pound ----- .15

Lemons—The market is now on the following basis:

300 Sunkist ----- \$7.50
300 Red Ball ----- 7.00
360 Red Ball ----- 6.50

Onions—Spanish, \$2.65 per crate; home grown, \$3.50 per 100 lb. sack.

Oranges—Fancy Sunkist Valencias now quoted on the following basis:

100 ----- \$7.00
126 ----- 7.50
150, 176, 200 ----- 7.50
216 ----- 7.00
252 ----- 5.50
288 ----- 5.00

Pears—Keefer, \$1.25 per bu.; Anjou and Sugar fetch \$2 per bu.

Potatoes—Home grown, 50c@75c per bu.

Parsley—50c per doz. bunches.

Peppers—Home grown, \$1.50 bu.

Radishes—25c per doz. bunches.

Spinach—\$1 per bu.

Squash—Hubbard, \$1.50 per 100 lbs.

Sweet Potatoes—\$4 per bbl. for Virginia.

Tomatoes—Southern grown, \$1 per 6 lb. basket.

Turnips—\$1 per bu.

Poultry—Wilson & Company now pay as follows for live:

Heavy fowls ----- 20c
Heavy springs ----- 18c
Light fowls ----- 14c
Light springs ----- 14c
Turkeys ----- 25-28c
Geese ----- 15c
Ducks ----- 16c

Group Meetings of Dry Goods Merchants.

Lansing, Oct. 23.—Four more group meetings of the Michigan Retail Dry Goods Association will be held during the next two months, as follows:

Wednesday, Nov. 7—Kalamazoo.

Thursday, Nov. 8—Ionia.

Wednesday, Dec. 5—Ann Arbor.

Thursday, Dec. 6—Lapeer.

Jason Hammond, Sec'y.