

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1881

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GRAND RAPIDS, MICH.

Forty-first Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 31, 1923

Number 2093

THE STATESMAN

The statesman throws his shoulders back
and straightens out his tie,
And says, "My friends, unless it rains the
weather will be dry."
And when this thought into our brains has
percolated through,
We common people nod our heads and
loudly cry, "How true!"

The statesman blows his massive nose and
clears his august throat,
And says, "The ship will never sink so long
as it's afloat."
Whereat we roll our solemn eyes, applaud
with main and might,
And slap each other on the back, the while
we say, "He's right!"

The statesman waxes stern and warm,
his drone becomes a roar,
He yells, "I say to you, my friends, that
two and two make four!"
And thereupon our doubts dissolve, our
fears are put to rout,
And we agree that here's a man who knows
what he's about.

REMIND YOUR CUSTOMERS—

We asked the people of the United States to tell us their experiences with Yeast-for-Health. Ten thousand sent in reports; of which the following, from Mr. W. B. Boggs, Washington, D. C., is typical:

"I became a sufferer from boils and had to undergo great agony through the doctor's mode of treatment. Now my boils are a thing of the past, thanks to Fleischmann's Yeast. I wouldn't be without it for anything. I consider Fleischmann's Yeast a vitalizer, one of the great discoveries of the day."

There's no time like the present to increase your yeast sales, for this contest has created a new and lively interest in Yeast-for-Health. A little reminder to your customers that you sell Fleischmann's Yeast will work wonders.

THE FLEISCHMANN COMPANY

Yeast

Service

HEKMAN'S

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

GROCERS—Quality, that helps you sell—Values, that beat competition—Sales, that multiply profits are characteristics of the Hekman line of baked goods.



Hekman Biscuit Co.
Grand Rapids, Mich.

Food Fads and Food

There is a difference between food fads and food

—a man occasionally relishes a bag of popcorn,

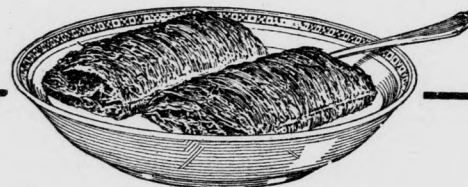
but he would not depend upon it as a real food.

Shredded Wheat Biscuit

is a real food, supplying all the elements a man needs to keep at top-notch strength. It is ready-cooked and ready-to-eat—saves fuel, saves time, saves strength. Always the same high quality, with a steady demand that yields a good profit.

MADE ONLY BY

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



LET US HELP YOU SELL YOUR PRODUCTS

Do You Use Printing? Then you know its cost

We are not kidding ourselves with the idea that prices will never come down.

We expect to keep right on doing business when prices are lower.

We are not attempting to get all we can while the "gettin'" is good, but are willing to split with our customers and keep them customers.

We want your Good Will—it's worth more than your money.

We install labor saving equipment for the benefit of our customers.

We specialize and classify our printing, giving the small customer the advantage of the big order.

SEND US ANY FORM you are using in quantities and we will quote you a net price on same.

Classified Printing FOR

**MERCHANTS
MANUFACTURERS
COMMISSION MEN
GRAIN DEALERS
CREAMERIES
PHYSICIANS**

*Bonds
Stock Certificates
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Corporation Records
Stock Records
Poison Records
Manifold Books
Account Files*

*Coupon Books for
Merchandise
Gasoline
Milk and Ice
Parcel Post Labels
Poison Labels
for Alcohol
Guarantee Certificates*

TRADESMAN COMPANY, GRAND RAPIDS

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GRAND RAPIDS, WEDNESDAY, OCTOBER 31, 1923

Number 2093

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.

BUYING AND SELLING ENDS.

In a country as large and diversified as this there is rarely a period in which business conditions are even comparatively uniform in all its parts. There are times, of course, when both production and trading are at higher or lower levels respectively, or the tide of employment is at its flood or ebb. But while conditions of the one kind or the other may be general, there will usually be found exceptions in one section or another or even variances between one industry and another. Such divergences are more marked in periods of neither extreme activity nor the reverse, as is the case at present. In a number of the industries, mainly those relating to construction of one kind or another, production is at the high water mark. In others it varies from being fair to fairly poor. Trading, similarly, is extremely good in certain sections, notably in the Far West and in the South and less so in the States of the Atlantic seaboard and the Middle West. But, though this be the case in general, there are exceptions in all sections. An average summary would show that, although there is much to be desired, conditions are fully as satisfactory as could be expected in a period of rising but unstable values and with prices still unadjusted to what are usually considered normal ratios. A good volume of business is passing, but it comes in rivulets rather than in large streams and is, therefore, less apparent.

Wholesalers of dry goods, in response to enquiries, have expressed the opinion that the outlook for next Spring is favorable, but that caution is necessary in entering into commitments because it does not yet appear how the public will take to the higher prices which will prevail. Present buying is of the filling-in character

and to meet demands as they arise. Even in the face of price advances it is considered the more prudent course not to anticipate but to be prepared to pay whatever rises may come when they do, if they can be passed on to customers. Sales over the retail counters, while spotty, have been quite fair. They were cut into in this immediate neighborhood by the north storm during the past week, but the fair days following made amends. A little cooler weather, it is conceded, would help things, especially with regard to apparel sales. Quite a large number of buyers from out-of-town keep coming to market. They are not, as a rule, buying in quantity unless "jobs" are offered, but the sum total of their purchases looms up quite large.

INDUSTRIAL SCIENTIST.

The late Charles P. Steinmetz stood forth as probably the foremost representative in America of the closer and closer union forged between pure science and pure business. As our keenest investigator in electro-chemistry, and perhaps the most brilliant mathematician in the country, he might have been expected to find his place in some university chair. Actually, he presided over a magnificently equipped laboratory, erected by a commercial corporation for commercial ends. But those who obtained his services knew as well as he that every discovery in pure science paves the way for advances in applied science, and he and his laboratories gave diligent attention to studies that at superficial view might have seemed academic.

From the personal point of view, the career of the wizard of Schenectady was as romantic, if not as spectacular, as that of the wizard of Menlo Park. He came to America in the steerage, as Prof. Pupin did; he went to work for \$2 per day, and at the age of thirty-seven he was numbered among the 100 captains of industry invited to meet Prince Henry of Prussia—a meeting the more interesting because he had left Germany under persecution for his socialist views. Many more than a hundred patents and a dozen authoritative works on electrical engineering and electrical mathematics testify to the part he played in the development of our electrical industries. He shared in that development from the day when 200 volts were sent over the first wires until the transmission of 220,000 volts became commonplace, from the time when electricity was doubtfully used to light a few lamps until he could predict that it would make the steam locomotive as anachronistic as the cable car.

But no single service among the many Dr. Steinmetz performed for

American science surpassed his service in demonstrating the indispensable business value of a laboratory like that of the General Electric Co. Here were the latest equipment; a complete technical library; ample funds for research; and dozens of highly trained scientific workers laboring at his side. The General Electric embarked on no project of importance without his approval; it looked to the research of his laboratory to open constant new avenues. His professorship at Union College kept him in contact with the university world. Similar laboratories are becoming common adjuncts to great corporations. The academic world has recognized them as admirable fields for university fellows, and they have welcomed university co-operation. They have made science and industry the closest of partners.

FARM PRODUCTS HIGHER.

Prices of farm products, which have been so long out of line with those of other commodities, are gradually moving nearer the general average. According to the index of the Bureau of Labor Statistics for September, prices of farm products stood 44 per cent. above the pre-war level, while the general average for all commodities was at 54 per cent. above that level. The index for farm products is now at the highest point since December, 1920. It is to be noted that even in the case of wheat, which recently has been the source of so much complaint, there has been substantial improvement since the middle of the summer. In the winter wheat belt prices at the farm are now about 25 per cent. higher than they were at the time of harvest. It is estimated that about 60 per cent. of the winter wheat has been sold, but on the rest of it the growers should reap considerable benefit from the better market. Meanwhile prices for cotton and corn are all that the growers could expect. It is conceivable that another year may see prices of farm products fully in line with the general average.

Russian furs appearing in increasing quantities upon the market will make it harder for the sellers of imitation sable masquerading as the genuine pelts to dispose of their wares; but straightforward buyers and sellers need not fear the competition. If Russia would devote more energy to the exploitation of natural resources in the wild lands and less to metropolitan mass-meetings she would be much nearer the invitation to join the family circle of civilized nations which will not be extended until she puts business credit on a stable basis, recognizes her fiscal obligations and pays her debts. The fur trade is one sure source of a large income to the state.

EXPORTS OF MANUFACTURERS

Secretary Hoover recently called attention to the fact that at present 80 per cent. of American exported manufacturers go to other parts of the world than Europe. For this reason the manufacturing industries of this country have not experienced the ill effects from the disturbances in Central Europe that have been encountered by the agricultural industry. The latter, according to the Secretary is dependent on Europe as the market for 75 per cent. of its exported products. The Secretary sees only two dark spots in the business situation. One of these is the condition of Germany in so far as it has economic effects on the rest of the world. The other dark spot is the wheat belt of our Western States, which is to some extent affected by the German situation.

OHIO MERCHANTS HELPLESS.

It is to be regretted that there is no trade journal in Ohio that stands in the same position to the merchants of that State that the Tradesman does to the merchants of Michigan. Because of this condition the Beattys can plunder the merchants of Ohio to their hearts' content. That they will victimize the retail dealers to the limit goes without saying, because they are vultures who apply themselves to their nefarious work without cessation and without mercy.

The Tradesman has called the attention of the agricultural department of the State to the crooks and their swindling methods, as a result of which the farmers of Ohio will probably be warned to refuse to purchase the bogus remedies peddled from store to store by the cheap crooks who have already victimized hundreds of merchants in two states.

Roosevelt's birthday was rightly made the occasion of heartfelt tribute to the country over to an imperishable influence. As Governor Pinchot observed, the observance was rightly associated with Navy Day, for on the insistence of Roosevelt our preparedness for the war with Spain to a considerable extent depended. Roosevelt was ever a thorn in the flesh of the bureaucracy that puts red tape before progress and sanctifies routine into hallowed custom that has the force of religion. He was ready to break sharply with precedent if the public advantage demanded it. The politicians refuse to learn that the American people make heroes of the men whom the bosses cannot own, since they decide for themselves.

Before introducing variations into your business methods, consider carefully how they are going to work out in the long run, what is going to happen ultimately.

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Oct. 19.—On this day was held the final meeting of creditors in the matter of William & Dwight Badgley, Bankrupt No. 2025. The trustee was present in person and by attorney. No creditors were present or represented. The trustee's report and account was approved and allowed. The bills of the attorney for the trustee and of the attorney for the bankrupt were each considered and approved. An order was made for the payment of administration expenses and for the payment of a first and final dividend of 25.9 per cent. to creditors. There was no objection to the discharge of the bankrupt. The final meeting was then adjourned without date.

Oct. 22. On this day was held the first meeting of creditors in the matter of Mary J. Watson, as Watson Fuel & Supply Co., Bankrupt No. 2353. The bankrupt was present in person and by Dilley, Souter & Dilley, attorneys. R. J. Cleland, Geo. S. Norcross and J. T. & T. F. McAllister were present for creditors. Claims were proved and allowed. The Grand Rapids Trust Company was elected trustee and the amount of its bond placed by the referee at \$500. Mary J. Watson was sworn and examined without a reporter. The appraisers were appointed. The trustee was authorized to sell the assets, except the accounts receivable at private sale. The first meeting was then adjourned without date.

On this day also was held the special meeting of creditors in the matter of Michigan Logging Co., Bankrupt No. 2152. The trustee was represented by Clapperton & Owen. Travis, Merrick, Warner & Johnson were present for O. A. Felger, an officer of the company. Mr. Felger was sworn and examined before a reporter. W. L. Fassett and Robert McFarland were also sworn and examined before a reporter. The meeting was then adjourned without date.

On this day also was held the final meeting of creditors in the matter of Chinese Temple Cafe, Bankrupt No. 2008. The trustee was present. Roger Wykes was present for certain parties. The offer of Peoples Savings Bank and Ryskamp Brothers, in the sum of \$800 in compromise of certain suit, was accepted and confirmed. The bill of the attorney for the bankrupt was approved. The bills of the attorneys for the petitioning creditors and for the trustee were each considered and approved. An order was made for the payment of administration expenses, there being no funds for the payment of any dividends. There was no objection to the discharge of the bankrupt. The final meeting was then adjourned without date.

Oct. 24. On this day was held the first meeting of creditors in the matter of William Schippers, Bankrupt No. 2359. The bankrupt was present in person and by S. Wessellius, his 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 case having no assets, over exemptions, was adjourned without date and closed and returned to the district court.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Russell Troyer, Bankrupt No. 236. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of the township of Cedar, Osceola county, and is a farmer. The schedules filed list assets of \$2,375, of which \$123 is claimed as exempt to the bankrupt, with liabilities of \$6,864.76. The first meeting will be held Nov. 12. A list of the creditors of the bankrupt is as follows:

State of Michigan	\$ 39.68
Geo. Roxburgh, Reed City	2000.00
Ewart State Bank, Ewart	120.00
Ford Sales Co., Flint	242.00
First National Bank, Reed City	582.60
Commercial Savings Bank, Reed City	134.00
Hersey Banking Co., Hersey	461.62
Ewart State Bank, Ewart	94.00
William Shore, Ewart	93.00
Coskley Hardware Co., Ewart	39.39
Fred Faust, Hersey	14.75
W. M. Davis, Ewart	17.35
Coskley Hardware Co., Hersey	32.42

Oct. 24. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of William A. Long, Bankrupt No. 2377. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Wyoming Park, Kent county. The occupation of the bankrupt is not listed. The schedules filed list assets of \$8,200, of which \$900 is claimed as exempt to the bankrupt, with liabilities of \$7,853.11. The first meeting of creditors will be held at the office of the referee Nov. 12. A list of the creditors of the bankrupt is as follows:

Schantz & Sullivan Co., G. R.	\$300.00
United Appliance Co., G. R.	80.00
Air Way Electric Appliance Co., Grand Rapids	35.00
G. R. Overland Co., Grand Rapids	492.15
Industrial Mortgage & Investment Co., Grand Rapids	150.00
G. R. Savings Bank, Grand Rapids	1000.00
G. R. National Bank, G. R.	450.00

Grandville State Bank, Grandville	560.00
City Savings Bank, Kalamazoo	75.00
Old National Bank, Battle Creek	16.00
L. E. Foard, Kalamazoo	50.00
Geo. E. Ellis, Grand Rapids	200.00
Remington Typewriter Co., Detroit	326.26
Engel Lumber Co., G. R.	422.36
M. J. Elenbass, Grand Rapids	15.05
John S. Noel, Grand Rapids	50.00
Houseman & Jones Clothing Co., Grand Rapids	36.75
Dr. Eugene N. Nesbitt, G. R.	7.00
Peter E. Torbeson, Cadillac	50.00
Myrtle De Long, Wyoming Park	895.00
Clifford G. Hamilton, Kalamazoo	500.00
Hudson Tire Co., Grand Rapids	100.00
Paul Steketee & Sons, G. R.	38.54
G. R. Press, Grand Rapids	31.05
East G. R. Dairy, G. R.	5.69
United Auto Ins., G. R.	58.37
Electric Service Station, G. R.	6.05
Greening Nursery Co., Monroe	25.00
Superior Service Garage, G. R.	67.48
Carson City Public Schools, Carson City	125.00
Board of Education, Hastings	200.00
Mc Lachlan Business University, Grand Rapids	130.00
W. R. Woods, Grand Rapids	103.19
Dr. Frederick J. Larned, G. R.	7.00
United Electric Service Co., G. R.	10.00
Dr. Alden Williams, G. R.	25.00
Canfield-Pearce Co., G. R.	250.00
C. G. Kuennen, Grand Rapids	100.00
Foster, Stevens & Co., G. R.	21.38
Gerald Vander Mere, Wyoming Park	16.65
Crescent Egg Co., Allegan	74.50
Ames Supply Co., Chicago	2.62
Dr. C. Wolf, Grand Rapids	6.00
Brown Seed Store, Grand Rapids	160.00
Dr. E. W. Reynolds, G. R.	25.00
Mich. Telephone Co., G. R.	4.62
G. R. Savings Bank, Grand Rapids	500.00

Oct. 25. On this day was held the special meeting of creditors in the matter of Wolverine Electric Co., Bankrupt No. 2241. The trustee was present in person. Knapen, Uhl & Bryant were present for creditors. The bills of the attorneys for the bankrupt, trustee and for the petitioning creditors were approved and allowed. The report of the receiver was considered and he was directed to file a further report. An order was made for the payment of administration expenses and taxes, the balance of the fund being held to await the filing of the amended report of the receiver and trustee. The meeting was adjourned to Nov. 14.

Oct. 26. On this day was held the first meeting of creditors in the matter of Reuben Eli Norton, Bankrupt No. 2363. The bankrupt was present in person. Arthur E. Kidder, of Hastings, was present. Claims were proved and allowed. L. H. Cook, of Nashville, was elected trustee and the amount of his bond placed by the referee at \$500. The bankrupt was sworn and examined without a reporter. The trustee was directed to investigate the value of the secured claims of the estate and to report. The first meeting was then adjourned without date.

Oct. 26. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Lawrence Freedman Co., Bankrupt No. 2380. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a corporation doing business at Grand Rapids and engaged in the manufacture of furniture. The schedules list assets of \$39,232.24, with liabilities of \$67,998.46. The first meeting of creditors will be held at the office of the referee on Nov. 12. A list of the creditors of the bankrupt is as follows:

Internal Revenue Department, Grand Rapids	\$281.53
City, county and State taxes	801.10
Factory pay roll	731.50
W. A. Abrams, Grand Rapids	59.80
W. B. Grey, Grand Rapids	56.99
E. H. Scott, Grand Rapids	34.56

The following are notes:

G. R. Felting Co., Grand Rapids	\$428.25
Balish Mfg. Co., Grand Rapids	1366.98
E. B. Hawkins, Grand Rapids	220.44
Chance Mfg. Co., Hamilton, Ohio	239.78
Bassett Mc Nab & Co., Phila.	216.93
Boss & Bellaire, Grand Rapids	1173.73
Progressive Furn. Co., G. R.	1915.00
La France Textile Co., Phila.	1023.97
Central Mich. Paper Co., G. R.	15.14
H. D. Taylor Co., Buffalo	284.48
Payne & Co., Dayton	1296.55
Luke B. Babbitt, White Castle, La.	1223.10
Meyer & Neugass Co., Marrero, La.	372.16
Brooks Bros. Co., Phila.	799.9
Weston Co., New York	736.94
Chase Bag Co., St. Louis	308.00
Max Bear, Grand Rapids	258.06
Evans & Retting Co., G. R.	600.00
Freedman Bros., Buffalo	500.00
Acme Mills Co., Detroit	377.38
M. B. Levinthal, Phila.	481.14
Columbian Storage Co., G. R.	248.57
Grinnell-Row Co., G. R.	252.60
A. H. Kollenberg, G. R.	150.00
P. Koster, Grand Rapids	100.00
Geo. Royale Co., Phila.	248.94
Atkinson Wade Co., New York	339.38
American Pile Fabric Co., N. Y.	539.31
Foster Bros. Mfg. Co., Utica	466.62
Toledo Felt Batt Co., Toledo	312.44
A. Hoeningberger, Chicago	365.94
Geo. Wilcomb Co., Boston	314.64
M. Stein, New York	146.98
M. Levy, Chicago	102.13
E. M. Truesch, Grand Rapids	90.00
A. F. Burch Co., G. R.	5807.33
Richard Pick Mfg. Co., Chicago	4728.44

Kent State Bank, Grand Rapids \$8000.35

The following are open accounts:

Acme Mills Co., Detroit	\$353.12
American Box Board Co., G. R.	10.35
Arctic Spring Water Co., G. R.	16.50
Armour Glue Co., Chicago	16.72
Luke B. Babbitt, White Castle, La.	588.05
Baylish Mfg. Co., G. R.	1129.61
Bassett-Mc Nab Co., Phila.	290.06
Bettinehouse-Hoag Co., G. R.	40.60
Boss & Bellaire Co., G. R.	1489.85
Brooks Bros. Co., Phila.	202.43
Brummeler Van Strien Co., G. R.	115.01
A. F. Burch Co., G. R.	612.35
Burn Bros. Mfg. Co., New York	765.13
Burrows Adding Machine Co., Grand Rapids	4.46
Central Mich. Paper Co., G. R.	300.51
Chase Bag Co., St. Louis	117.00
Citizens Tel. Co., G. R.	7.45
Clisgett Mfg. Co., Waukegan	256.50
Collins Northern Ice Co., G. R.	7.67
Colonial Furn. Co., Grand Rapids	30.00
Columbian Storage Co., G. R.	149.35
Consumers Power Co., G. R.	16.93
R. G. Dun Co., Grand Rapids	175.00
Eagle Wood Turning Co., Chicago	35.15
Evans & Retting Lumber Co., Grand Rapids	500.50
Foster, Stevens & Co., Grand Rapids	152.35
French Tread Mills, Warren, R. I.	105.63
Furn. Mfg. Ass'n., Grand Rapids	39.88
Credit Men's Ass'n., G. R.	12.50
G. R. Felting Co., Grand Rapids	1029.60
G. R. Market Ass'n., G. R.	100.00
G. R. Towel Supply Co., G. R.	500
G. R. Water Works, G. R.	90.53
G. R. Wood Finishing Co., G. R.	41.41
Hart Mirror Plate Co., G. R.	78.81
A. Hoeningberger, Chicago	979.87
A. L. Holcomb Co., G. R.	1.50
Geo. B. Hudson Co., Middleville	191.93
Kennedy Car Liner Co., Shelbyville	107.87
Peter Koster, Grand Rapids	34.75
La France Textile Co., Frankfort, Pa.	594.08
Ralph M. Levy Co., New York	174.69
G. R. Gas Light Co., G. R.	1.33
Lockport Mfg. Co., De Pew, N. Y.	68.48
Lyon Merc. Agency, G. R.	62.50
Matatuck Mfg. Co., Waterbury, Conn.	30.00
Mid West Supply Co., Hamilton, Ohio	13.04
Mich. Wheel Co., G. R.	416.67
C. W. Mills Paper Co., G. R.	12.50
Meyer & Neugass Co., Marrero, La.	340.00
National Furniture Agency, G. R.	60.00
Payne & Co., Dayton	532.98
Peters Trimming Co., Chicago	33.00
Richard Pick Mfg. Co., Chicago	5722.47
Postal Tel. Co., Grand Rapids	38.53
Reliable Mfg. Co., New York	81.63
Riverside Lumber Co., G. R.	5.58
Laurence Smith, Grand Rapids	200.00
Schantz Mfg. Co., Hamilton	1452.33
Margaret Page Seagren, G. R.	7.00
Standard Oil Co., Grand Rapids	12.17
H. D. Taylor Co., Grand Rapids	252.98
Taylor Typewriter Co., G. R.	1.50
W. B. Tennis, Grand Rapids	52.50
Tisch, Hine Co., Grand Rapids	2.63
Toledo Felt Batt Co., Toledo	142.17
Toledo Wire Products Co., Toledo	107.02
Union Thread Co., Cincinnati	75.98
Waddell Mfg. Co., G. R.	44.23
Weatherly Co., Grand Rapids	19.00
Western Union Tel. Co., G. R.	4.42
Geo. Wilcomb Co., Boston	164.88
Windson Upholstering Co., G. R.	50.00
F. F. Wood Motor Co., G. R.	16.73
A. Lowenstein & Son, Boston	456.50
Quality Sample Furn. Co., Detroit	250.00
A. Lowenstein, Boston	856.50
East End Furn. Co., G. R.	0.00
Quality Furn. Co., Detroit	1000.00
Hoover Rouché Co., Lima, Ohio	0.00

Oct. 26. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Joseph Thiel, Bankrupt No. 2378. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Grand Rapids and is a meat cutter. The schedules list assets of \$10,250, of which \$250 is claimed as exempt and with liabilities of \$1431.82. \$10,000 of the item listed as assets is for an unliquidated claim for damages. The court has written for funds for the first meeting, 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:

Heyman Co., Grand Rapids	\$100.00
Harley Smith, Grand Rapids	46.00
Chaffee Bros., Grand Rapids	4.50
Morris Bros., Comstock Park	137.00
Dodge Bros., Comstock Park	10.00
Fuel & Ice Co., Comstock Park	39.00
Richardson Grocery, Grand Rapids	3.30
Grinnell Bros., Grand Rapids	90.00
Dr. Whalen, Grand Rapids	25.00
Mr. Latzak, Grand Rapids	40.00
Friedman-Spring Dry Goods Co., Grand Rapids	42.00
Nelson Benson, Comstock Park	20.00
Automobile Tire Co., Grand Rapids	18.00
Joseph Maloney, Grand Rapids	11.00
Bowett & Co., Grand Rapids	4.50
St. Mary's Hospital, Grand Rapids	556.32
Ewart Robinson, Comstock Park	60.00
Dr. Sevensma, Grand Rapids	3.00
Miss Henry, Grand Rapids	88.00

In the matter of Hyland & Clark, Bankrupt No. 2271, the trustee's final report and account has been filed, and the final meeting of creditors will be held at the referee's office Nov. 1. The trustee's final report and account will be passed upon and administration expenses and a final dividend to creditors paid. In the matter of B. Ray Ruckel, Bankrupt No. 2200, the trustee has filed his final report and a final meeting will be

held Nov. 6. The trustee's report will be considered and administration expenses paid, so far as the funds on hand will permit. There will be no dividends for creditors.

In the matter of George A. Reynolds, Bankrupt No. 2230, the trustee's report and account having been filed, a final meeting of creditors has been called for Nov. 5. There will be no dividends for creditors, as there is insufficient on hand to pay all of the expenses of administration.

In the matter of Freedman & Horwitz, Bankrupt No. 2298, the trustee has filed his final report and account and a final meeting of creditors has been called for Nov. 5. The trustee's final report and account will be passed upon and administration expenses and a final dividend paid to creditors.

In the matter of George W. Hooker, Bankrupt No. 2375, the funds for the first meeting have been furnished and such meeting will be held at the office of the referee on Nov. 12.

Why Onaway Is In a Class By Itself.

Onaway, Oct. 30.—"Way up North," does not seem so far distant as formerly. Tourists are taking advantage of the fine road conditions on M10 to take them to their hunting grounds. The numerous lakes abound with ducks, the swamps are alive with jackrabbits and cotton tails and the partridge are strutting along the paths or dusting in plain sight, apparently daring the sportsman to try a wing shot when they rise. A man who will shoot a bird sitting is a murderer and not a true sport. Yes, there are deer here, also, but it seems a crime to kill them. Bears are numerous this Fall and are reported to be doing some damage to sheep, so try your gun on them and spare the deer for the time being.

The derivation of the word Onaway means "The flower of the North." It has acquired by reputation the slogan "The City that steers the World," because of its steering wheel industry. We might add further, "The country that produces fruit with the flavor." For some reason our fruit is in a class by itself. Apperances count a lot, but flavor is the most important. Perhaps, after all, it is the high altitude and wonderful atmosphere which creates the appetite.

It is an old saying "that a child never amounts to anything until it has fallen out of bed three times. It is equally true that a town never amounts to anything until it burns down three times. Of course, we all dislike fires, but, nevertheless, no town escapes and Onaway has had its share in past years. Now the vacancies are rapidly being replaced with modern buildings. The Everling garage is crowded to its capacity. The Badgero garage, a fire-proof building, is nearing completion at the intersection of State and Washington on M10. Vet Verbeck's new grocery and meat-market adds to the architectural effect of State street and there are good prospects of several other new buildings in the near future.

Many tourists enjoy a little hardship and take pride in speaking of the novelties encountered upon their trips. Others enjoy comforts, while most of them prefer both. Formerly the road leading to our State park on Black Lake produced a vibration motion that made the landscape look like some moving pictures. Another season will give us an improved gravel road with the big C removed from the monotony of the trip. Work is being rapidly pushed now and as the Lake is 200 feet lower than the city, a car will run nearly the entire five miles without power.

Will Haskin, our popular mayor says, "a fire would be foolish to start in Onaway now, since we have our new fire engine." Guess he's right. We have escaped for a long time.

Squire Signal.

Watch the face of the clock, says some modern philosopher, and you'll never be more than one of the hands.

New Process Destroys Animal Life in Infested Fruit.

A forward step of great importance to the grocery trade in handling dried fruit has been taken this year by the California Peach & Fig Growers, through which it is believed thousands of dollars in spoilage loss will be saved and a new standard of cleanliness established to appeal to the American housewife.

This step is the adoption of a system of vacuum fumigation to remove all danger of insect infestation. The system was adopted after the United States Department of Agriculture had experimented for seven years and the association had carried on a series of experiments over a period of two years.

Tests show that insects, eggs and worms in fruit are absolutely destroyed, regardless of packing methods, and that goods subjected to the process are rendered absolutely sterile, even though sealed before sterilization.

The new fumigating system was installed under the direction of D. B. Mackie, entomologist with the California State Department of Agriculture and collaborator with the United States dried fruit insect investigation. He worked out the new system under Government supervision in the Philippines nine years ago when the United States Department of Agriculture stamped out the cigar weevil.

From January to June 1923, over the plant to eliminate the possibility 36,000 citrus trees were put through of introducing pests in orchards. Other items handled were 400 tons cottonseed, 500 bales Chile peppers, 200 tons walnut meats, large quantities of drugs, ornamental tree stock, breakfast foods, nuts, etc.

A laboratory has been maintained in Sacramento by the Department of Agriculture for the purpose of carrying on fumigation experiments with raisins, prunes, figs, peaches, apricots, breakfast foods and various kinds of flour. In every case the most satisfactory results were obtained.

According to the head of one of the best known packing concerns in the country, loss through insect infestation is between 12 and 15 per cent. of the dried fruit crop and equally proportionate in cereals, nuts and other commodities.

According to the best authorities 95 per cent. of the loss by insect infestation can be laid at the door of two insects, the fig moth and the Indian meal moth. The latter works on every known cereal and dried fruit product and is the biggest destroying force that is encountered in stored foods. The fig moth works only in figs and owing to the fact that Nature has provided a parasite which attacks it in the larval stage, its ravages are somewhat controlled naturally. In both cases there are three generations each year.

Under the system of carton packing, chances of infestation from outside sources are greatly reduced. Carton packing, however, has two drawbacks compared to bulk. Bulk goods when infested can be sorted and some salvage secured. Bulk fruit can also be withdrawn from the sale

when infested. Infestation of carton goods is discovered by the customer as the package is usually sealed and offers no opportunity of prior discovery or salvage.

There are two notable instances on the Pacific Coast where concerns faced complete ruin through losses by infestation of their products. The installation of the vacuum system of fumigation saved the day for a date firm and it is now guaranteeing its pack of dates for the first time and backing this guarantee with a replacement clause in contracts.

The other concern, prominent as packers of all sorts of dried foods, had decided to go through one more year and then quit business if losses through spoilage continued. Packing their product under the vacuum process, their next year's business brought only one claim for spoiled goods in the United States and the claim was cheerfully paid. This concern guarantees absolutely that their products are free from infestation.

The vacuum fumigating outfit consists of two armor plate steel drums, fifteen feet long and six feet in diameter, heavily reinforced to withstand fifteen pounds pressure per square inch. These are connected by pipe with a double exhaust pump operated by electric motor and cross connected so as to permit of air exhaustion of one and refilling by connection with the filled tank. By means of this system all gas used can be salvaged to the extent of 50 per cent. of volume used.

The operation of fumigating requires one hour and one half to insure absolute sterility. After sealing, all air is exhausted to within one half inch of absolute vacuum. The valve connecting the gas tank is opened and carbon disulphide gas rushes in to occupy the exhausted air space. It penetrates every fiber of the product in the tank and is allowed to stand the allotted time to secure maximum permeation.

After the gas in the tank has been exhausted pumping operation is continued for five minutes. This gives the contents of the tank a thorough air wash. So complete is this air washing that analysis by chemists fails to reveal any trace of gas either by taste, smell or analysis.

Carbon disulphide gas is used in sterilizing fruit, but cannot be used in products having quantities of fat such as nuts, as it absorbs this element.

The process of killing by vacuum is unique. The exhaustion of air distends all animal life whether it be eggs, worms or in adult form to from two to three times the original size. This distention opens up the pores and separates the cells. When the gas is introduced it fills up these spaces and poisons the subject. It also dissolves all fat cells in the animal or egg and when the gas is exhausted and the air returns the pest is in complete structural collapse.

Working a 10-hour day, the system will be able to handle two carloads of bulk goods per day and over three carloads of package goods.

J. L. Reeder.

Like Building a House

You have seen houses that look as though the owner had taken the carpenter out to his lot and said, "Put it right over there, I want the living room here, the dining room there and the kitchen back there. Give me three bed rooms upstairs, and put a roof over it.

Then you have seen homes that show careful planning and unending thought. There are no waste spaces, and every doorway is carefully placed. The windows are in perfect proportion and accurately arranged. There is a certain balance and perfection that makes the whole house attractive and demands attention.

So it is with WORDEN SERVICE. Every detail has been carefully studied and every thing done to make WORDEN SERVICE demand attention and admiration. It is not simply service—that of filling orders and shipping goods. It is more than that—it is WORDEN SERVICE—it is the solving of your problems—the helping in your efforts for more business—the giving of timely assistance and helpful advice.

WORDEN SERVICE is an effort on our part to help you fight your battles and make your business more successful, and we think to a very great extent, we have succeeded.

WORDEN SERVICE is working for your interests, and has won the approval and admiration of WORDEN customers. Because of the thousands of friends who appreciate this service and allow us to offer it to them, we have been able to build it up to its present standard of perfection.

WORDEN GROCER COMPANY

Grand Rapids

Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.



MOVEMENT OF MERCHANTS.

Plymouth—Birsch's Dry Goods Store has engaged in business.

Monroe—William E. Lockwood has engaged in the wholesale and retail fruit business.

Owosso—W. E. Hall & Son are closing out their stock of boots and shoes and will retire from business.

Portland—Edwin Stanley has sold his restaurant and cigar stand to Earl E. Allen, recently of Grand Rapids.

Montgomery—C. L. Masters, dealer in dry goods and groceries, died at his home, following an illness of about two years.

Baraga—Rowe Harter has opened a confectionery and soft drink parlor in the Falk building, in connection with his pool room.

Berrien Springs—Ferdinand Fahr has sold his meat stock and butcher's equipment to Merl R. Castner, who has taken possession.

McCords—C. E. Rollins has sold his general stock to F. P. Kenyon, of Grand Rapids. The consideration was income property in Grand Rapids.

Ida—John R. Martin, who has conducted a general store here for a number of years, is closing out his stock at special sale and will retire from business.

St. Johns—Jule H. Gillett, who conducts a lunch room, has leased the east half of the Morris building and will occupy it with a wholesale and retail candy stock.

Midland—Several hundred dollars' worth of cash and merchandise were taken by burglars from the B. H. Carter store between Saturday night and Monday morning.

St. Johns—The large stock of pictures, picture frames, moulding, etc., of the late Hugh W. Morris, has been sold to Edward H. Vanderburg, of Lansing, who will remove it to that city.

Bangor—Getz Bros. have sold their stock of shoes, etc., and store fixtures to E. A. Merson and F. Beroset, of South Haven, who will continue the business under the management of M. A. Hulbert.

Laporte—J. G. Riefenburg & Co. have sold their store building and stock of general merchandise to Earl Polmateer and Lawrence Inman, who will continue the business under the style of Polmateer & Inman.

Traverse City—L. G. Ball, who has been the close business associate of the late Jacob Dyk, attended the funeral of the deceased at Grand Rapids Tuesday and will manage the business under the direction of the widow for the present.

Midland—Herman Winkler has sold his interest in the general merchandise

stock of the Thompson-Winkler Co. to Henry Schultz and Harley Cooper and the business will be continued under the style of the Thompson-Schultz-Cooper Co.

Detroit—Murphy, Inc., 350 East Jefferson avenue, has been incorporated to deal in cigars, tobaccos, confections, equipment and fixtures, at wholesale and retail, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in, \$1,000 in cash and \$4,000 in property.

Muskegon—H. W. Chase, who conducts a drug store at the corner of Irwin and Peck streets, has sold his stock and store fixtures to the Torbeson Drug Co., which conducts a chain of stores at Muskegon and Ludington. Emil J. Torbeson will supervise the store and Russell Gold manage it.

Grand Haven—William T. Baker has sold his interest in the dry goods and women's ready-to-wear stock of the Beaudry Co., Ltd., to Capt. L. B. Upham. Carroll R. Strong, of Grand Rapids, will assume the management of the business in the place of William T. Baker, who has been associated with the business for the past 22 years.

Manufacturing Matters.

Ypsilanti—The Palma Construction Co. has increased its capital stock from \$50,000 to \$100,000.

Grand Rapids—The Grand Rapids Upholstering Co. has increased its capital stock from \$50,000 to \$150,000.

Frankenmuth—The Universal Motor Parts Co. has increased its capital stock from \$50,000 to \$75,000.

Kalamazoo—The Olympia Candy Co., 126 East Main street, is remodeling and enlarging its store building and will equip it with a new soda fountain, modern show cases and fixtures.

Detroit—The Auto Loading Device Mfg. Co., 1540 Clairmount street, has been incorporated with an authorized capital stock of \$12,000, all of which has been subscribed and paid in in cash.

Detroit—The Automotive Parts Corporation, 6150 Second avenue, has been incorporated with an authorized capital stock of \$100,000, of which amount \$90,000 has been subscribed and paid in in cash.

Bay City—The Mattison Fish Co., 604 Martin street, has been incorporated with an authorized capital stock of \$10,000, \$3,000 of which has been subscribed and paid in, \$2,000 in cash and \$1,000 in property.

Crystal Falls—The Bradley Operating Co. has been incorporated to furnish, equip, etc., hotels, restaurants,

etc., with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in cash.

Kalamazoo—The Taylor Produce Co., has added two large refrigerated apartments to its plant to care for its steadily growing business. The company maintains plants at Battle Creek and Sturgis in addition to its business here.

Detroit—The Detroit Industries Inc., has been incorporated to act as manufacturers agent in confectionery, oils, sporting goods, etc., with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and \$1,000 paid in in cash.

Lake Linden—The Michigan Electric & Manufacturing Co. has been incorporated to manufacture and sell electric motors, generators, etc., with an authorized capital stock of \$75,000, of which amount \$50,100 has been subscribed and paid in, \$10,000 in cash and \$40,100 in property.

Detroit—St. Mary's Woods Co., 1527 First National Bank building, has been incorporated to deal in building materials, etc., with an authorized capital stock of \$100 preferred and 2,000 shares at \$15 per share, of which amount \$70 and 1,000 shares has been subscribed and paid in, \$70 in cash and \$15,000 in property.

Detroit—The S. J. Boyer Mfg. Co., electrical home appliances, vacuum cleaners, etc., has merged its business into a stock company under the style of the Boyer Manufacturing Co., 5864 Anthon street, with an authorized capital stock of \$50,000, of which amount \$34,020 has been subscribed, \$3,100 paid in in cash and \$7,000 in property.

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, with a fair consumptive demand at prices ranging the same as a week ago. The make of butter is normal for the season and the average quality is good. We do not look for much change during the coming week. Local jobbers hold extra fresh at 47c in 63 lb. tubs; fancy in 30 lb. tubs, 48c; prints 49c; June firsts in tubs, 45c. 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 \$11 per bbl. and \$5.50 per ½ bbl.

Cucumbers—Hot house, \$2.75 per doz.

Cocoanuts—\$6.25 per sack of 100.

Eggs—The supply of fresh is very small and the market is firm at 2c per dozen advance over a week ago. Cold storage eggs are in ample supply at unchanged prices, with only a moderate demand. The outlook is for unchanged prices in the next few days. 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 ----- \$3.50

46 ----- 4.00

54, 64 and 70 ----- 4.50

Grapes—California Malaga, \$2.25

per crate; Emperor, \$2.25 per crate.

Green Beans—\$2.50 per bu. for either string or butter.

Green Onions—\$1.20 per doz. bundles 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 ---- \$6.00

Home grown head, per box ---- 1.50

Leaf, per pound ----- .14

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, \$2.50 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, 50@75c per bu.

Parsley—50c per doz. bunches.

Pennons—Home grown, \$1.50 bu.

Radishes—25c per doz. bunches.

Spinach—\$1 per bu.

Squash—Hubbard, \$1.50 per 100 lbs.

Sweet Potatoes—\$4.25 per bbl. for Virginia.

Tomatoes—Southern grown, \$1 per 6 lb. basket.

Turnips—\$1 per bu.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Oct. 30.—Dr. C. E. Hessey and Harry Allguire have formed a co-partnership under the style of the Hessey Drug Co. to engage in the drug business at 33 East Western avenue, Muskegon. Dr. Hessey has been engaged in the drug business at the corner of Madison avenue and Franklin street several years. Mr. Allguire has been chief clerk for White & White for some years. Mr. Allguire has been chief Drug Co. has the order for the stock, fixtures and soda fountain.

James Lowery, formerly engaged in the grocery business at Lake Odessa, has engaged in the grocery business at Saranac. The Worden Grocery Company furnished the stock.

G. Merritt Frisbie, proprietor of the Montcalm House, at Howard City, has traded hotels with John G. Golden, on the basis of \$18,000 for the Golden Hotel and \$4,000 for the Montcalm House. The new owner of the Golden has already taken possession of the property and will conduct it on the American plan.

If the store rules don't suit you, go where you will like the rules better. Don't try to stay and evade the rules where you are.

GROCERY AND PRODUCE MARKET

Essential Features of the Grocery Staples.

Are you preparing to take care of the holiday business which will materialize in the near future? Are you covering your requirements for the various items such as nuts, raisins, peels of various kinds, and other food products which are part and parcel of Thanksgiving and Christmas selling?

The present is none too early to take steps to this end, there being at least two most excellent reasons why such action is desirable.

First, it hardly needs reiteration that every season such as we are rapidly approaching finds certain kinds of nuts in scarce supply before the selling period has progressed very far. Some years it is one variety; other season it is another variety. Almost without exception each season finds at least one kind very difficult if not impossible to obtain right at the height of greatest demand. Advance covering of requirements means that the grocer will be in possession of stock when he needs it.

Again, a real advantage attaches to early display of these seasonable items. The merchant who starts to show and talk them well in advance of Thanksgiving finds that his trade starts early and gains momentum as the season advances. His sales attain a volume which they would not reach under belated merchandising methods.

Sugar—The effect of this conservative buying of raws by refiners 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 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 go further East than the Buffalo-Pittsburgh line. Local jobbers hold cane granulated to-day at 9 $\frac{3}{4}$ c and beet granulated at 9.55c.

Tea—The demand for Japan teas is reported quite active, largely because these teas have advanced several cents per pound in Japan from the first low level. Ceylon, India and Java teas are still quite firm, but are not moving very well. The general line of China and Japan teas are selling quite well without material change for the week.

Coffee—The market for Rio and Santos coffee has sagged a little during the week, speaking of these grades sold green and in a large way. The market on future Rio and Santos went off at one point of the week as much as 30 points, but even this leaves the market above the spot market in this country. There has been little or no change in spot grades of green Rio and Santos during the week. The entire line is about where it was last week. Milds continue rather stiff and firm, with a moderate demand. As the week closes the future market is firmer.

Canned Fruits—Lack of a speculative demand prevents future trading for forward shipment and even known wants are being sparingly met. Contrary to what might be expected the Coast is firm and makes no concessions in desirable grades of any packs. Jobbing distribution is continuous but it does not eat holes into stocks which have to be filled from the Coast. Pineapple is quiet but steady in tone. Gallon Apples are developing strength in the country as the pack is curtailed by the light yield of winter varieties.

Canned Vegetables—Canned food distributors are working on the liquidation of their present holdings and on goods now coming in or due to arrive in the future to complete contracts. While they have not overbought they are comfortably fixed and are not inclined to add to their stocks even though the market is hardening in the country. Tomatoes are firm, but are quiet with carload sales not so frequent. The demand is chiefly for less than carload lots. Peas are firm with very few first hand packs offered from first hands as the desired grades are now largely owned by distributors. Resales are not a big item but promise to develop shortly as there is already a demand for prices in new packs, indicating speculative interest. Fancy corn is sparingly offered, as canners have pretty well sold up what stock they are willing to book and are awaiting the final check up to see how they

fare on outputs. Standard corn is firm in all sections and has been well taken. With short deliveries of Pumpkin in the various sections and a greater consumptive demand this item shows more strength. Asparagus tips are wanted but are hard to buy according to brands. Spinach canning is backward in the Southern section and favors the seller.

Canned Fish—No surlus of Maine Sardines exists down East, as the pack so far has been light and the chance of a catchup is remote. Some canners are not offering while others fear they will be forced to withdraw shortly. All styles are in strong statistical position. Salmon is quiet. Red Alaska has not been a big seller and the desire to buy pinks on contract seems to have vanished. Fancy Chinooks are scarce. Tuna Fish is also short in most grades particularly white meat. Shrimp is below normal in amount of stocks here and at the factory. Very little is in transit. Lobster and Crab Meat sell chiefly in a jobbing way in fair volume.

Dried Fruits—The market is disappointing for the season and unusually quiet. A number of reasons are assigned but the chief comment concerns the carryover. Last season the various marketing agencies held on when trades now say that the offerings should have been moved to avoid what now occurs—the competition between old and new, with the favoring of the carryover, which is more favorably priced. Merchants are working on 1922 fruits when they should be using 1923 lines, and, unfortunately, the lack of movement of the current offerings does not mean that they can be just as well sold later on. Like the water which goes by the dam, an outlet which is not utilized now is lost forever. Export outlets are another uncertainty, complicated more than ever by the present troubles in Germany. It is not a market to encourage free advance buying, but packers are putting up a united stand toward maintaining an outward expression of confidence, and while they are anxious for business they are not engaged in the price cutting which featured the situation earlier in the season. The only real feature last week was the advance in Prunes and Apricots, but this is regarded as a change in quotations rather than as a trading basis, for there was no immediate buying response to take association or independent packs at the old levels. The fact is that 1923 prunes so far have not sold extensively; there is too much old stock available and it gives satisfaction both as to quality and as to price. Large sizes in old crop are doing better than other grades, as they are influenced by the shortage of the corresponding counts in 1923 crop. Apricots have firmed up somewhat on the spot, as offerings are narrowing, but the better feeling is largely in the top grades, which panned out short this season. Choice and lower grades are not affected. There has been a noticeable absence of offerings of San Joaquin 'cots on the market this season. Currants are steady on the spot, being taken mostly for jobbing pur-

poses. There is only light buying abroad. Peaches and Pears are quiet. Raisins are going out on old crop, but new fruit is, like other 1923 offerings, in limited demand.

Syrup and Molasses—Good molasses is in excellent demand and supplies are rather low. Prices are, therefore, firm. Sugar syrup is steady, with an excellent demand at unchanged prices. Compound syrup moving regularly; steady prices.

Cheese—The market is quiet at prices about 1c per pound lower than a week ago, with a very light consumptive demand. Stocks are reported to be heavy. Early made cheese is in good demand at unchanged prices.

Provisions—Everything in the smoked meat line is quiet at unchanged prices, with only a moderate demand. Pure lard is scarce at possibly $\frac{1}{2}$ c advance over last week, while lard substitutes remain unchanged. Barreled pork, canned meats and dried beef are all steady at unchanged prices.

Beans and Peas—The spot stocks of white beans are light, but the demand is also light at this moment. Prices are, therefore, inclined to be easy. This applies to pea beans, red kidneys and California limas, also to most of the other grades. Green and Scotch peas are neglected; quotations nominal.

Rice—Local offerings are very limited in all grades and it is difficult to secure the usual assortments, particularly when large blocks are wanted. The restricted offerings tend toward well maintained prices. The markets in the South are firm also but wires state that buying recently has not been quite so spirited. Heavier receipts are in sight at the source which will later relieve the local shortage. Foreign rice was a slow seller all week even though offerings are moderate.

Salt Fish—Shore mackerel, which seem to be showing pretty good quality, is wanted at rather easy prices. The trade are not buying except for actual wants.

Two trees figured importantly in Washington's life. The cherry tree was as apocryphal as the spreading chestnut tree of the village blacksmith. But the Washington elm at Cambridge was history, and had its venerable pedigree as the foliage that canopied Washington when he took command of "the ragged Continentals." The last faint signs of life flickered out months ago, except for the birds that perched in the "bare ruined choirs" and sang after the sap went, though no leaves applauded. When the tree fell at last, like the one-hoss shay, it went all to pieces. The trolley poles of rapid transit, which shaved the roots, have won another victory over sentiment and beauty personified in an old tree.

Give definite answers, if you would sit with executives. Have dependable information, if you would sit in big conferences. Listen to others with respect, but analyze all they say before passing an opinion.

SWEET SINGER OF MICHIGAN.

Interview by Tradesman Editor Forty Five Years Ago.

So much trash is being written and printed nowadays about the late Julia A. Moore that the Tradesman deems it only fair to the lady's memory to reproduce an interview the editor had with her in January, 1878—more than forty-five years ago. He was then employed as reporter on the Grand Rapids Times and also acted as Grand Rapids correspondent for the Chicago Inter Ocean. The latter requested him to secure an interview with the lady, who was then the most talked about woman in America. He proceeded to Edgerton in company with the late George F. Owen, who sought to make a contract with her to read her poems in the principal cities of the United States. Mr. Owen was unable to secure the contract at that time, because Mrs. Moore was looking forward to a visit from the stork. By the time her baby was born and she was able to leave it to the care of others, the furor over her alleged poetry had subsided and the opportunity to acquire a fortune by catering to the curiosity of the public had vanished. Mrs. Moore and her husband subsequently left the farm near Edgerton for Haire Station, near Manton, where she and her husband conducted a general store for several years. They never succeeded in making much headway in a business way. Mrs. Moore died a few years ago. She never attempted to cultivate the Goddess of Poetry to any extent after leaving Edgerton.

Grand Rapids, Jan. 10, 1878—A desolate country railroad station, with four rough buildings and a road, hemmed in by wooded hills and a leaden sky, in sight. A sharp wind is blowing from the East and there are wandering flakes of snow in the air as we alight from the train and stand for a moment on the rough platform.

The railway building is not much to look at, nor yet are the two country stores—one deserted long ago—but the air is fresh and sweet, with all its frost and chill. An hours' ride has left Monroe street far behind, and changed the voices of a growing city to the voices of a country "corners." A rough wagon, drawn by two demoralized-looking horses, jolts over a frozen road, and that is all. Even the inevitable "oldest inhabitant" sits with still tongue and a clay pipe, and refuses to talk. Your correspondent learns, however, between long whiffs of most villainous tobacco smoke, that the one residence in sight is the domicile of the House family, and that within its sacred borders the child of "Little Henry"—made so pathetic by the hand of genius—passed away. Just such a day as this, with snow in the air and a bleak wind blowing over the Edgerton hills, it must have been when Henry died. I quote one stanza from Julia's latest edition:

It was the eleventh of December,
On a cold and windy day,
Just at the close of evening,
When the sunlight fades away;
Little Henry, he was dying,
In his little crib he lay,
With the soft winds around him sighing,
From early morn till close of day.

The reality was before us. Those who, in far-off homes, have built brain pictures of the surroundings of genius and wondered over the things touched by their pens and glorified by their fancies, will know how every nerve of our being thrilled at that moment. The very earth I

walked on had been touched by her feet; the underbrush that swept my garments as I passed boasted a nearer friendship than mine.

A few inquiries informed me that the road leading West was the one we must take to reach the home of Mrs. Moore. There were no conveyances in sight, so I buttoned up my overcoat more closely, and set out on foot. The distance is only a mile, and I am not long in making it. Half-way between the station and the corner, where I turn to reach the house of the famous poetess, I cross the Rogue River. It is a small stream, and the country bridge is as small as it is rude. Like the strains of the sweet singer who dwells upon its banks, the river flows with many an eddy and ripple and many a touch of woodland nature through commonplace scenes made bewitching and sweet by its own simple existence. Here many of the inspirations which have given Mrs. Moore a world-wide reputation were doubtless conceived. Here her childish feet wandered in life's young morning. Here the great facts of nature, of which she has become so true an interpreter, were first revealed to her wandering eyes. One of Julia's most successful efforts is dedicated to this stream. I quote:

Down the banks of a clear flowing river
Often-times I have wandered in the days
Of my youth;
Early in the spring-time bright flowers
I have gathered,
As I wandered alone on the banks of
The Rogue.

Time it may change, but it cannot
change my memory,
My mind will wander back to the days
Of my youth;
My father and mother, my sister and
my brother,
And my dear beloved husband I married
on the Rogue.

I am soon in sight of the four corners and the house, which stands upon a hill at the left. The residence itself is by no means an attractive one, its principal charm being the location, a fine view of the surrounding country being had from the yard. It is a small structure, built partly of logs and partly of lumber, the whole being rough and unpainted. The upright is about twelve by sixteen feet, with low roof and ragged eaves, which can almost be touched by the hand. It is hemmed in on three sides by rough "lean-tos," each of which has its domestic use. One contains the family cookstove and is in reality the family kitchen; a second is inhabited by a colony of hens, while the third serves the double purpose of a play-house for the children in the summer and a pen for the sheep in the winter.

Opening the complaining gate, I toiled up the hill by a winding path, evidently bordered with flowers in summer, and rapped at the home-made door. I did this in full consciousness that it would fall down if I rapped too hard, and therefore expended very little strength. The first knock brought no response, but a second drew forth, in a fretful voice the query, "Wait till I change my dress, won't you?"

I waited. In a moment, however, the door opened, and the "Sweet Singer of Michigan" was a myth no longer. Clad in a calico dress and a halo of renown, she stood before me. She is a lady on the sunny side of 30, with an abundance of black, uncombed hair, half braids, half curls, but evidently all her own. She has large, winsome eyes of some indescribable color, a clear, dark complexion, bordering on olive and a mouth so full of everything but teeth—so fresh and red, it might well belong to a babe of 6 months, instead of a woman fast approaching 30. She is slight in figure, decidedly intelligent in appearance and about five feet in height.

How shall I record the interview which followed? Some one has said that the personality of great people should never be known. In this case,

however, the readers of The Inter Ocean demand to know of the life of the woman whose songs have been so much to them, and I submit, not even attempting to deny, that I did not find an ethereal being, with heaven-lighted eyes and ink fingers, at the residence of Mrs. Julia A. Moore. I found a woman with strong likes and dislikes, with a frank soul and a warm heart—a woman showing all too plainly the marks of her narrow younger years and the hard touches of the unromantic life of the farmer's wife. During the entire interview she remained standing behind a large home-made chair, with her hands, brown and stained with toil, on its broad back.

"Yes," said she, in answer to a question, "a good many people come here to see me, and if I answered all the letters I get it would take all my time. I get from six to eleven letters a day, from all over the country, asking for my autograph. A good many are from people who have tried to write poetry and who haven't succeeded very well. These want my receipt. I answer the one's who send envelope and stamps, the others, it would take all my profits to buy these things myself."

"When did you first commence to write poetry, Mrs. Moore?"

"Let's see, the first poem I ever wrote was about fifteen or sixteen years ago, when the war was. It is 'William Upson,' on the tenth page of my Song Book. I never tried to write any before, but when I saw how good it was, I thought I'd write more, and so every time one of my darlings died, or any of the neighbor's children were buried, I just wrote a poem on their death. That's the way I got started. I never thought I'd have a book full of them, though."

"Can you sit down and write any time or does this wonderful gift come by inspiration?"

"Well, that depends. Sometimes, when my children are cross, and my old man—that's my husband—don't feel very well, I can't write anything good at all. But when everything is right I can compose like sixty. Now, there's that poem on 'Brigham Young's Wives,' eight long verses. I sat down about 9 o'clock one morning, and had it all composed, copied and ready for the mail by 4 o'clock in the afternoon."

"Are you writing much now?"

"No, I don't have very much time. I've got an order for a poem from the Philadelphia Weekly Times and I have written to them, asking them what subject they want it on. I only write to order and on any subject they send me. I can't afford to furnish the subject. I am now writing a poem on the Beautiful Snow for Ryder, my Cleveland publisher, which is just splendid. I have got four verses already. It is like this:

Oh, well do I remember,
Fifteen years ago,
A sleigh-riding I did go
Upon the beautiful snow.

It will be six or seven verses in all. He told me to put in something about my childhood days and I'm going to get in something about my grandmother and how my uncle took me out sleigh-riding, fifteen years ago, when the horses ran away and broke the cutter all to pieces."

"Which one of your poems do you consider your masterpiece?"

"My what?"

"Which one of your poems do you think is the best one?"

"Oh, I think my 'Libby Prison'—it is so real and life-like."

"Did any of your ancestors possess this wonderful genius of poetry?"

"Nary a one of them. I was the only one that could ever write a poem to save their necks."

"You must make considerable money from the sale of your books?"

"No, I don't make very much. Ryder (the publisher) makes the money. The most I make is what

I sell, myself. I have sold pretty near \$29 worth of the books to the neighbors around here to send to their friends. As soon as I can go through the country reading my poems I think I can sell more of the books."

"Then you are going on the stage again?"

"Yes, in March. I shall read in Cleveland one or two nights. Ryder offers me \$100 a night and me and my old man's expenses. I have two gentlemen in Grand Rapids who want the refusal of all the other cities."

"How much will they pay you?"

"They have offered me \$500 and expenses for ten nights. I think it's worth more than that, though, don't you?"

She was assured that \$50 a night was a very small remuneration for such a display of talent.

"Where do these men intend to take you?"

"I don't know all the places. Two nights in Grand Rapids, and two or three nights in Chicago."

"Mrs. Moore, how would you like to have the Rev. James Ballard, of Iowa, help you in Chicago?"

"What, that rascal? not much! Why he's the worst-looking fellow I ever saw. He sent me his picture with a lot of writing and verses on it—I'll show it to you." And going to a cupboard in one corner of the room which served the use of a wardrobe, bookcase, and milkcase, she began overhauling her wardrobe, evidently in search of a pocket. While thus engaged we had a chance to look around the room. One glance was sufficient. The ceiling was low, probably not higher than six feet, from which hung several branches of dead pine, looking as though they had been there for a decade. On the dingy walls hung two or three cheap chromos. In one corner of the room stood the cupboard referred to. In another corner stood a bedstead, evidently one of the relics of the pioneer days of forty years ago. As it had not yet been "made up," it was easy to see that it possessed all the virtues of the pioneer. The springs were of hemlock boughs and the pillows were filled with "thistle feathers." In another corner hung several kinds and sizes of baby-clothes, an old-fashioned hoopskirt, several dresses, and a pair of pants. Below them reposed a little mangy pup and a maltese cat, which afterward answered to the names of "Fred" and "Julia."

Finding the picture, she remarked as she held it up to our view:

"When I got this I was going to put it in the stove, but my old man said we had better keep it to show to the neighbors. It's a good thing to scare away rats."

It was an ugly-looking picture, representing a homely man, with his hands up as though in the act of pronouncing a benediction. The fingers were swelled to an enormous size. Below the picture was inscribed, "Rev. James Ballard, aged 40, poetical lecturer and author of 4,000 lines of poetry." On the back of the card was written the verses which have been published heretofore throughout the country.

"Speaking of pictures reminds me that I do not see any great similarity between the engraving on your book and the lithograph accompanying it and yourself."

"Well, there aint very much. That picture was taken when it was the fashion to wear the hair that way. When I got out my last edition, I went to the picture taker's gallery, but it was so cloudy he could not take my picture then, and I have been unwell ever since."

"Is the little sheet which accompanies your book an exact fac simile of your penmanship?"

"Pretty near—only the spelling and writing is a little better than I generally write when I'm in a hurry."

"Mrs. Moore, which of the great poets do you most admire?"

"Well, I can't say, for I never read any of 'em. I like my Sentimental Song Book the best for all I know."

"I suppose you will go to the seaside or some fashionable watering place next summer?"

"No, I'm a good deal of a home body. Why, I never was out of this county till I went out reading last spring."

"How much did you make out of that trip?"

"Let's see. I made \$60 at Grand Rapids; they cheated me at Big Rapids, and I only had twenty-five cents left after I had paid expenses. I made about \$20 at Rockford and \$5 at Cedar Springs. The folks didn't seem to appreciate my talents, and so I didn't go any further."

"How do you regard the notices you have received from the newspapers?"

"I s'pose I don't see many of them; I only take one paper. Sometimes the neighbors bring in a newspaper having in a puff for me, and then I don't know whether to cry or laugh. But then I think they talk no worse about me than they do about Mrs. Hayes, and so long as it helps sell my book, I don't care."

"You seem to have a very pretty little family?"

"Yes, I have—the darlings." And she proceeded to extol the virtues of the oldest, a lad of 11, and tell of the pranks of her only daughter, a pretty little miss of 6. Finally, turning to a little 3-year-old on the floor, she said:

"That's my Ernie—he's a dreamer, like his mother. I'm going to make a poet of him like myself." And we shuddered at the fate that awaited the little fellow.

"You have lost one or two children, have—"

"Yes," and a soft color came and went on her healthful cheek, the long lashes drooped over her eyes to conceal a silent tear, and two or three braids of hair came down over her smooth, low forehead and about her eyes; "little Eddie and little Minnie have gone to heaven and I have written poems about 'em both, the little darlings;" and, she added brightening up, "Something funny 'bout my family; two of my children were born on the 4th and two on the 16th of the month, not the same year."

"But I have not seen your husband Where's Mr. Moore?"

"Oh, my Fred, he had the tooth-ache to-day, and went over to see the doctor." So I was deprived of the pleasure of seeing, and the readers of the Inter Ocean of reading, a description of the husband of this most wonderful woman.

"You seem to have a fine farm here?" we remarked, by way of changing the conversation.

"Yes; sixty acres of it," she replied; "my father gave me this when me an' Fred were spliced."

"Do you make much off the farm?"

"'Bout \$100 a year, on the average, 'sides our living, which is generally pretty good. We have Salt Pork and Johnny Cake and sorghum molasses the year around, anyway, and sometimes Fred gets a barrel of flour."

"What a diet for a poet!"

"You must enjoy life then?"

"I guess I do. I'm as happy as a pig. If I only had a music organ. I'd be happier, though."

"You have a fine voice, I presume?"

"Yes, I have always had a passionate love for music of all kinds. It was my splend' voice that captivated my husband."

"Mrs. Moore, I will only bother you with one more question—have you ever been interviewed before?"

"No; you're the first man that's ever been here this way. I've seen lots of interviews in the papers, but they were all lies—none of 'em true."

The sweet singer would have talked all day, but train time was near at hand, and I tore myself away. The humble home faded away in the distance, the landscape became a thing of memory alone, and my mission was accomplished.

Varied Products of the Dairy Industry.

When we think of the cow, we think of the glass of milk which nourishes and delights us and our children. But the glass of milk, typifying as it does the millions of bottles which are on America's doorstep each morning, represents but a part of the product of the cows of the land. While a very large percentage of the milk produced in this country is consumed as fluid milk, the balance finds many ramifications and is necessary to the varied human needs which are supplied by the various products made therefrom.

An interesting feature of the subject and one which constantly confronts the dairy industry, is the relation to each other of these various ultimate products of the cow. Regional and seasonal considerations have to do with this relationship and bear very markedly thereon. Naturally milk and the other dairy products are consumed in greater or in less degree in proportion to the population of any district, and therefore their greatest use is in the large city.

Dairy products may be broadly divided into two classes, generally defined as less perishable and more perishable. Among the former would be included condensed and evaporated milks in sealed cans, dried milk, American cheese and butter; while among the more perishable are fluid milk, cream and ice cream. The less perishable of these may be produced far from the large cities. The product of Minnesota's and Iowa's and Missouri's cows and of many of the other distant states may come to us as butter, and with the modern refrigerated transportation service, reach the East in excellent condition. Cheese from Wisconsin arrives on the Atlantic seaboard as good as it leaves its factory—perhaps better on account of its having "cured" in transit. Milk and cream, however, must reach the consumer in a reasonable short time after they have been produced, and for that reason must have their origin nearer to the large city. Therefore, we see the creamery and the cheese factory moving, as Horace Greeley advised the young man "westward," while nearer home is gathered the milk from nearby farms to be forwarded within the day to the city for quick distribution and use.

With the notable exception of a very few creameries and cheese factories, the trend of recent years has been to produce our fresh milk, cream and ice cream requirements near the point of consumption, and the country within milk shipping distance of every large city abounds in dairy farms which are busy in producing the milk which supplies the city's never-ending needs, while we look afar for our supplies of butter, cheese and kindred products.

These regional factors have, as we

see, pushed the creamery and the cheese factory far away from the large centers of population; and were they alone to be considered there would probably be no need near the cities for any milk production except that which is consumed in the form of milk and cream, and perhaps ice cream; but there is another consideration to be reckoned with, and that is what we might term seasonal conditions.

The cow, though she is undoubtedly man's very good friend, works in a way entirely her own, and in sublime disdain of mere man. She lives her weary days through the fall and winter months, giving grudgingly of her lacteal fluid; but when the sunny days of spring come, when the grass grows and she is turned loose in the field to eat a-plenty of nature's own, there comes over her a spirit of liberality, and she gives in abundance of her health-producing food. Milk production varies in a very wide degree as between the several seasons of the year, while its consumption by the public is very much more constant. It is this situation which creates the necessity for what is known as the dairy manufacturing plant, located even near the large city, and which produces the fresh product for use in the manufacture of ice cream and for the various varieties of fancy soft cheese, and which also manufactures into less perishable products, the surplus milk which cannot be promptly consumed in the city.

To many the dairy cow and her products have but slight significance, but let us pause a moment to view the vastness of the dairy industry and its consequent importance in the business of the country. The United States Department of Agriculture reports that there were produced in this country last year 1,160,254,000 pounds of butter, 402,369,000 pounds of cheese, 19,864,300 cases of evaporated milk, 5,580,000 cases condensed milk, 161,609,000 gallon ice cream, 216,000 barrels condensed milk, 3,428,800 forty quart cans evaporated milk, 53,350 pounds condensed and dried buttermilk, 46,934,000 pounds dried milk and skim milk, 6,907,000 pounds dried casein, 13,659,000 pounds malted milk, and 2,191,000 pounds milk sugar. These products priced at their average selling value would come up to a money total of \$1,111,054,000. In addition to this there are millions of pounds of skim milk which are used on the farm for the feeding of the young stock, and of which there is no official record. Then there is the ever-present milk bottle, and the latest records show an annual consumption of 27,574,909,000 quarts of liquid milk, which at a selling price of 12 cents per quart, would amount to \$3,308,989,000. This, with the previous figures for the manufactured product, makes an impressive total of over four billion four hundred millions of dollars.

It will, therefore, be seen that from size alone the dairy industry occupies a leading place in the commerce of the country, and in addition to this, its importance is paramount in that

it plays such a highly important part in human activities. Hundreds of thousands of farms throughout the United States are occupied in producing the milk which finds its way into all of these products. There is no crop which brings to the farmer a year-around revenue except the product of the cow. Every other crop has a once a year return, and if it should fail, there is no revenue from it until another year. All other crops consume the fertility of the soil; the cow renews it.

When we review the products mentioned above, we see the many and varied uses thereof. Butter, cheese and milk are life-sustaining necessities ice cream lends its delightful finish to the meal, while condensed, evaporated and dried milks are used extensively in the making of bread, cakes, pastries and confectionery. Milk sugar forms the base of the white powders and pills into which many drugs are compounded, and dried casein is used in wall paper sizings, cold water paints, glues and a multiplicity of other articles. The manufacture of these various products of milk makes it possible to consume without waste every part of the milk. In former days, after the cream had been separated from the milk for the purpose of making butter, the skim milk residue other than that which was used to feed the calves and pigs, served no other purpose than to be run into and contaminate the streams of the country. To-day it is all utilized, and as a result we have in dairy products one of the leading industries of the United States.

Harry Nusbaum.

Sunlight Is Not Easy To Imitate.

There is nothing incredible in the report that plant growth can be hastened by the use of electric lights in what otherwise would be the hours of darkness. The only doubt that arises is whether electric light has the same effects on plants that sunlight has. If that is the case, there seems to be no reason why florists should not utilize what obviously would be a means of getting blooms when the blooms are most wanted, instead of when "nature" pleases to bring them out.

In Alaska the Summers are short, but the days are so long that the crops put in double time, as it were, and come to maturity in half the number of days it takes to do it where growth ends at sunset and does not begin again till sunrise.

Vegetables as well as flowers thus could be accelerated, but it would cost money to do it—more, probably, than many buyers would be willing to pay, present prices being at about the limit of tolerability except for the very rich.

Sounds Easy.

"How does one keep," asked the always anxious person, "from growing tired of some one brand of breakfast cereal?"

Looking about stealthily to see that he was wholly unobserved, the groceryman responded in a whisper: I avoid it myself by never tasting any of them."

MIGRATION FROM FARMS.

The lack of European immigration to the industrial districts of the North was apparently offset to a considerable degree during the past year by the migration of negro labor from the Southern States. The Department of Labor estimates that during the twelve months ended with September 1 the number of Southern negroes moving northward was 478,700. Approximately a fourth of the migration came from the State of Georgia, where the damage from the boll weevil at present is greatest. That State, along with Alabama, Mississippi, and Florida furnished 90 per cent. of colored labor migrating to the North. The figures given are merely estimates, as no records are kept of interstate migrations.

The movement, like immigration from Europe, is primarily an economic phenomenon, notwithstanding the preachments about the peasant and the black man reaching out for liberty and social justice. There are undoubtedly conditions in the South conducive to the emigration of the negro population, but these fail to explain why six times as many negroes should leave Mississippi as left the neighboring State of Louisiana. The colored population of these two States is very nearly the same, but Mississippi is a cotton-growing State ravaged by the boll weevil, while Louisiana produces very little cotton. The chief causes of the movement are the difficulty of raising cotton under present conditions and the scarcity of labor in the Northern industrial centers.

It would have been worth while if the Department of Labor had also made an estimate of the migration of white workers from the farms of the South to the factories of the East and Middle West. Authentic information indicates that there has been some movement of this character, but estimates of its volume are lacking. The total movement from the farms to the factory throughout the country, however, has been estimated at 2,000,000 persons during the last two years. The migration of colored workers is but an intensified form of a nationwide phenomenon. Unfavorable conditions in the farming districts of the South of course affect all workers, but the tenant without property is the one most likely to leave the farm first, and a large proportion of this class is of the colored race. Incidentally, this migration is resulting in a growing sentiment in the districts affected for a repeal of the percentage restriction of the immigration law, not because this will cause European labor to go to the farms, but because it will supply the factories with needed workers and tend to check their drain of farm labor.

HIGH COTTON PRICES.

Cotton quotations continue to rule high with predictions of a possible 35 cent rate before the end of the season. The census estimate is of 6,400,579 bales ginned up to Oct. 18. This is over half a million bales less than passed through the gins at the corresponding date last year. Nearly half the total is from Texas. Different interpretations were placed on

the ginning figures when they came out, some insisting that they indicated only about 10,000,000 bales as the total yield this year. This is about the idea of the American Cotton Association. Next Friday the Agricultural Department will issue its final estimates showing the condition of the crop as of Oct. 25. In some quarters there is a disposition rather to resent the issuance of this late report. Those who do so are getting ready to pick to pieces anything more favorable than has already appeared. The exports of cotton for September showed up well, being about 320,000 bales in excess of those for the same month in 1922. But for the nine months ended with September such exports are about a million bales less than they were for the similar period last year. Exports of cotton goods showed a decided drop except as to piece-dyed fabrics and hosiery. The domestic market for cotton goods continues rather unsatisfactory, although prices have not yet been pushed up on a parity with the increased cost of the raw material. In certain sections of the market, however, there is more enquiry, and commitments beyond the turn of the year should soon be forthcoming in greater volume than they have done. Unless something unforeseen occurs, they will have to be made on the basis of cotton at above 30 cents per pound, and not much can be gained by waiting. The only uncertainty is as to how far increased prices for cotton goods will curtail the demand. Not as much business has been done in underwear as was hoped for, and sales of hosiery are rather spotty.

THE WEEVIL PROBLEM.

The eradication of the boll weevil has become a problem that affects the interest of many more people than the cotton grower. The weevil is now taking a toll of five or six million bales of cotton a year, and this is a matter of importance to all human beings who wear clothes. No really effective and practicable method of combating the pest has yet been found. Calcium arsenate has produced the best results so far, but the supply of this is inadequate and its use involves an expense which the small farmer is unable to incur. Efforts are now being made to make this product cheaper and more abundant, with some promise of success. The New York Cotton Exchange has interested itself actively in an anti-boll weevil campaign, and has been receiving some grotesque suggestions for remedies, which come from all parts of the country, and show at least that the interest in this problem is now nation-wide. The state entomologist of North Carolina announced last week the discovery that the weevil is infesting the mountain counties of that State, where no cotton is grown. This is disconcerting news, as it may indicate that the weevil can live on something besides cotton fiber, and in that event it may be necessary to look after more than the cotton fields in order to eliminate the insect.

Our life is a ceaseless process of making selections.

HOUSEFURNISHING PRICES.

Those who follow the index of wholesale prices of the Bureau of Labor Statistics have noted the persistence with which the index number for the housefurnishings group has stuck for about a year and a half near the same point, which is much higher than the general average for all commodities. In fact, the behavior of this index number aroused sufficient attention at the last session of Congress to cause the Senate to adopt a resolution calling upon the Federal Trade Commission to investigate conditions in the various industries producing housefurnishings. The commission has made reports on two industries. The first dealt with household furniture and was published last January. The second deals with the stove industry and has just been published.

The commission finds that manufacturers' prices of stoves at the peak in 1920 were about 176 per cent. above the pre-war level, compared with a general average of 147 per cent. for all commodities. By December, 1922, prices of stoves were 120 per cent. above the pre-war level, while all commodities stood at 5 per cent. above that level. Retailers' selling prices rose and fell with their purchase prices, but in both cases there was a lag in the adjustment, which is a natural thing in all forms of retailing. Average profits of seventy-eight stove manufacturers were 16.9 per cent. in 1920, and 1.1 per cent. of the investment in 1921. Retailers' mark-up on cost averaged 42.8 per cent. in 1920, and 39.6 per cent. in 1921. The stove manufacturing industry is organized into local associations and a national association which the commission reports as performing "many useful and lawful services," but it adds that "some of their activities are evidently in restraint of trade." This criticism refers to the discussion of prices at meetings and alleged understandings regarding a common price policy.

AS TO WOOL AND WOOLENS.

Perhaps the most interesting feature in the wool situation is the added attention now given to crossbreds. For a long time interest centered on merino wools and resulted in thrusting up prices on fine fleeces. Nowadays the finer wools are more in demand in France and Belgium than anywhere else, while British and American buyers are going in stronger for the medium grades of crossbreds. This is shown in the auction sales now in progress in London, where prices for these grades have been quite firm. In this country wool sales are not especially notable. The mills have not done very well on fabrics for the Spring season and are preparing to open up for the next heavyweight offerings at an earlier date than usual, according to reports which are current. The only reason for such a course would be to prevent shutdowns, with consequent injury to the organizations. It is argued, on the other hand, that cutters are not likely to be in a hurry to put in orders in a Presidential year, especially should the outlook for a change in adminis-

tration appear not unlikely. Overcoatings appear to be the one bright spot in the men's wear field, although suitings have latterly shown up a little better. In dress goods much attention has been given to coats of the sports variety and less to the longer ones made of fabrics on the bolivia order. Colder weather is expected to bring about a change in this respect, though to many it seems as though the extreme vogue for pile fabrics is nearly over. What may keep them going is that there is nothing that can be made to take their place. This is particularly true of the finer varieties of such cloths.

DEAR CORN AND CHEAP HOGS.

The Secretary of Agriculture has been somewhat disturbed at the recent decline in the price of hogs and has announced that an investigation will be made to determine if the slump has been caused by "undue influences." There is nothing in the situation, however, to suggest that the decline has been due to other than natural causes. There is often in short periods an inverse relation between the price of hogs and of corn. If corn is unusually cheap the swine breeder will hold his stock from the market for fattening, and the price of hogs will tend to advance. During the past month, according to Secretary Wallace, the price of corn advanced 27 cents a bushel. This would presumably tend to bring the grain to the market and reduce the amount fed to live stock, and, as a result, hogs would be thrown on the market in large numbers. This is what happened; about a third more hogs were marketed during the past month, according to an official of the Chicago Live Stock Exchange, than in the same month a year ago, and prices receded about \$1.50 per hundred pounds.

GERMANY'S TRADE BALANCE.

There has been some discussion in banking circles as to how Germany manages to meet her adverse trade balance with this country while the mark has been undergoing such rapid depreciation. Just how this is done is set forth in detail in an investment letter recently issued by Moody's Investors Service. This shows that Germany has a favorable trade balance with most of the so-called neutral countries of Europe, as well as with Japan and some of the Latin-American countries. Still, the total imports last year exceeded exports by some \$250,000,000 or \$350,000,000. Germany's "invisible" exports, it is estimated, are sufficient to offset this amount at least for the present. At the same time it is pointed out that the statistics do not prove that Germany is building up heavy balances in foreign countries, but rather indicate that the country's holdings abroad are dwindling and its purchasing power is decreasing with the persistence of unsettled conditions on the Continent of Europe.

If you feel an inclination to be ready with a sharp come-back for customers who are not courteous to you, just remember that there is no money in a sharp retort.

No Excuse For Disreputable Attitude of England.

Grandville, Oct. 30.—Save Europe again.

The brilliant and genial Welshman who is touring this country in the interest of European stability has a suave way of telling us how good we are, and how, having saved Europe once in the greatest crisis of its history, will we not please come to the front again and save the disgruntled peoples of the old world from their own passions and indiscretions since the dove of peace has folded its wings and flown away.

Well, will we do it?

I do not think so. There ought to be an end sometime to this business of saving foreigners from the result of their own evil deeds. America (meaning United States) has done her full duty and is now entitled to rest on her laurels and let the European discordants look after their own quarrels.

David Lloyd George is a pleasant gentleman. He has a pleasant wife and a cute daughter. Dame Margaret and Miss Megen fill well the place designed for them as members of the great premier's household. They have won America by their pleasant greetings and we all wish the genial Welshman and his family all the good things the world can provide. Further than which we ought not to be expected to go.

It was proclaimed that Lloyd George would not attempt to influence America to lend a hand in European muddle. Nevertheless he seems to be even more earnest in his plea for our interference in the old country's squabbles than any we have been here before.

The Welshman has a lot of taffy to feed us meantime. Peace is what Britain aims to secure, yet it goes about it in a queer manner, antagonizing France, tickling Germany with faint praise and actually posing as the greatest pacificator on earth.

Nobody doubts but this reparations matter could have been satisfactorily settled months ago had Britain honorably stood to her agreements and not backed water on treaties made solemnly and meant to be carried out to the letter. France is hewing to the line, while England makes faces, groans and pretends to regard the Frenchman with unalloyed dissatisfaction.

"Get in again" is the plea Lloyd George makes to the United States. We won our fight for democracy five years ago. We have no wish to fight another war in the interest of peoples who will not keep their agreements, as Germany and Britain have woefully failed to do.

The ex-premier of England speaks eloquently of our two flags waving side by side. Two great English speaking commonwealths united may easily defy a world in arms. All very true, but no more wars in aid of foreign peoples who refuse to ap-

ply common sense and common humanity to their dealings with one another.

No more weltering in blood to cover British blunders.

"No mission" he says, and yet he pleads England's cause with the naive intensity of a child. We honor Lloyd George. He has been a brave and faithful manager of British political affairs; and yet, now that he is out to the commons, he is making inexcusable blunders which do not look right to the American mind.

George must know something of the workings of the different nationalities of continental Europe, and in thus knowing he ought to hesitate about bringing his brother English speaking country into the blood and maelstrom of another war.

Does he not know of the secret plottings going on in the kaiser's land? The fact that the crown prince has visited his father; the fact that the leading monarchists of Germany are working tooth and nail to bring about the reinstatement of the empire; the significant fact that Hermine, the consort of Kaiser Wilhelm, is ambitious to be empress of Germany the other fact that republicanism in Germany is rapidly on the wane and that cheers and plaudits resound at mention of the army and the old order is significant of what we may look for in the immediate future.

Holland is alarmed over the manifestations favoring the restoration of the Hohenzollern to place once more on Germany's throne. Guards have been doubled and extra watchfulness placed upon those who have the banished emperor in charge.

We say that Lloyd George cannot be ignorant of all these signs of the resurrection of the German empire.

Knowing all this; knowing that Britain has counselled leniency toward Germany; fretful remarks about French occupation of the Ruhr and the like continuing day by day, is it not the height of presumption for this little great man to ask the United States to take a hand in boosting monarchy back to its throne in continental Europe?

England's course has been one entitled to little respect of America. We fought the good fight over there when called upon to do so by assaults made upon our people by the kaiser's slaughterers, but that we should enter into any sort of agreements with the bloody cutthroats of that time is asking too much.

It is too bad that Britain has put her foot in the mire of discontent filling all Europe, and when finding herself fast in the slough she should hail Uncle Sam as brother, and ask him to come over and make matters worse by impudent intermeddling.

Old Timer.

Learn to say "I don't know." But learn so much that you won't often have to.

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.

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THAT it takes a man about an hour and three quarters to weigh out a 350-lb. barrel of Granulated Sugar in 5-lb. paper bags?

THAT a man averages only about 69—5-lb. bags when he weighs out a 350-lb. barrel?

THAT the 5 lbs. lost by spillage and down-weight represent 1.4% of the cost price of the sugar?

THAT, in addition to sugar wasted, bags, twine and labor amount to about 40 cents to the cost per cwt. of the sugar?

AND

THAT 350 lbs. of Domino Package Sugars mean 350 lbs. sold with a profit on every pound?

THAT no time is lost and no material or sugar wasted?

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AND THAT his customers prefer this clean cane sugar to any other made?

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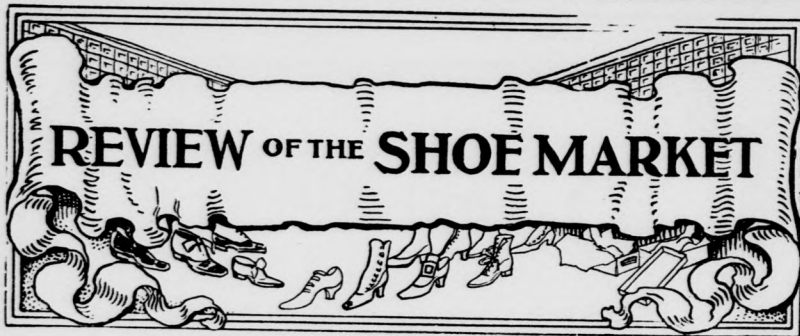
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New Hosiery Shade With Black Footwear.

One of the most interesting developments in a new shade known as sunset. This color is lighter than an orange and deeper than a yellow, and I am told that while it looks extremely vivid in the hand, when worn it is more nude in effect than the stockings known as nude. These sunset stockings are worn both with patent leather and with black suede. They certainly liven up the dull suede with their rosy tint.

On one bright, warm day recently a salesman in a smart Fifth avenue shop was astounded to find that two of his customers were wearing, not nude stockings, but none at all. They said, "If Paris can do it, why can't we?" Right then was the time for the style adviser, had there been one, to have tactfully told them that in Paris the women one sees without stockings are usually on the other side of the footlights from the audience. They certainly are never seen walking in the daytime on the boulevards or taking tea at the Maurice.

Stockings in noisette, described as a rosy tan, have been more or less popular for some time, and now there is a new shade, rather more on the cinnamon tone and certainly rosier than noisette. The effect when worn with a black pump is decidedly pink, and the frock should certainly be one with which this rather unusual shade will not clash.

With pumps in medium gray suede, stockings to match exactly are almost universally worn. Certainly with black navy blue, or green costume, the effect is charming. Care should be taken, however, to avoid gray shoes with any costume in the browns or tans, for this season's models in log cabin, otter, or beige, are perfect accompaniments for such a gown.

Pumps in black and dark brown velvet are moving right along, many of these models being trimmed with self-colored kid. Built on the same last as models in suede, they are excellent for semi-dress wear, and I have seen many smart women wearing them at tea with silk frocks to match. Then, too, there is a marked increase in the number of bronze pumps, many of them showing a front strap with elastic gorings, over which there is set a slender, long buckle of cut bronze which runs the length of the strap. The rosier than noisette stockings, before mentioned, are particularly charming with bronze footgear.

Some merchants tell me that gored models have reached their peak and are on the down grade, but others find them almost a staple number,

The slip-on effects are good as are pumps made elaborate by many unusual and intricate forms of strap-pings.

It will be interesting to observe which side of the camp will be correct in the prediction for and against colored kid coming back into favor for the Palm Beach trade. Even while some of the custom boot makers, Robert Whyte, for example, says "never again," certain well known merchants catering to an exclusive trade are keeping a finger on the pulse of the situation and tell me, "Watch scarlet and blue kid, for we will have them again for the Southern trade."

Because of the general popularity accorded tan calf-skin new models more elaborate than regulation oxfords or sport two-strap effects are being offered, and a gored model with many straps is easily placed in the semi-formal class, for these should be worn with a three-piece suit elaborate enough for a more or less formal luncheon or tea in a restaurant. Never under any consideration should they be worn in the evening.

I find no great relief in models cut the height known as three-quarter. The few which have been offered met with no particular success, and several merchants tell me that the models they made and intended to display were so unsatisfactory they were discarded. No one seems to feel that there will be a return to high shoes, although Andrew Alexander featured two pairs in his Fifth avenue window, and I must say they looked smart. One pair, both were laced, was of African brown calf, while the other showed a vamp and quarter of tan calf and upper section in beige buckskin. Paris, by the way, is looking forward to a winter which will see the return of the high shoe, and will lead off with models possessing certain decorative features, such as fringed tops.

While the round toe is a leader at present, almost every merchant finds a demand for a shoe built on a more slender last, which is usually shown side by side with those shorter. The liking for these slender last models may be the forerunner of still more slender lasts to come; in fact, it appears to be the general consensus of opinion that in the spring more slender shoes will be worn.

It has been said, and often that we are always a year behind Paris, but it should be added: because we wish to be. Certainly, every shoe maker knows what is being made in the French capital, and every style is brought over here and may be found in the factory as well as in

the little rooms back of the custom-made boot shops. Just why we do not wear exactly the same styles on both sides of the water at the same time would be an interesting question to solve, but it is not because we do not know Paris fashions.

There no longer can be any doubt that dull black kid will once more be generally worn here this fall, for many models produced in patent or black suede are also reproduced in dull kid, and those trimmed and strapped in suede are particularly effective.

It has been said that dull black kid lost popularity because it was not smart and was better suited to models for elderly women. One has only to see this season's smart two-strap

effects with perforated decoration, or the front strap with a small buckle, to realize that this criticism was not a criticism but a libel. Then, too, the shoe in dull kid is perhaps the easiest of all to keep in good condition, for it does not crack, does not catch the dirt and polishes extremely well.

In passing, it is amusing to realize that the French people think our habit of having shoes polished in public is exceedingly strange. "I hear," said a Frenchman to me, "that the Americans wear dirty shoes into the street and then go and have them cleaned."

In every French hotel there is a bootblack, as there is at every little wayside inn. The humblest house-

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Send for circular of line.

hold has its shoes polished before breakfast, but what a polish! Even the best that Paris offers is bad, indeed. When I asked an American who was wearing shoes polished at the American Eypress, "What is this polish they put on our shoes in the hotels?" he answered, "Bear grease." Lenore McDougall.

Michigan Bird Law a Disgrace to the State.

Grandville, Oct. 30.—Nothing can be more vital to the prosperity of this country than the conservation of our national forests and the rehabilitation of bird life.

A news item from one Michigan county tells the story of bird destruction more fully than volumes of rhetoric on the subject. In the county of Eaton alone during the past three months \$551.08 was paid out for the slaughter of 27,554 sparrows.

And we had learned in our youth that God notes the sparrow's fall. What answer have we to make to that?

Can anything be more plain than that the State of Michigan is riding to a fall in this bestial and unholy crusade against God's birds.

What are our preachers and churches for if not to point a better way? What are our new voters doing to save the birds? Recently in an assembly of women voters, resolutions were passed asking for the release of war prisoners from our federal prisons, and these men were traitors to the country during the period when we were at war battling for the supremacy of democracy and the rights of mankind.

Cards were also sent to young men in colleges requesting them to sign pledging themselves never to go to war. Both these outbursts were of a traitorous nature, and we wonder that such were entertained for a moment.

If the men of Michigan can regard with cold indifference the slaughter of God's birds, we should look to the women to point the way to better things. As voters they have an opportunity to forcibly remind our legislators of their duty, and to call off the war on the beautiful birds of our State.

The wonder is that they have not done this before now.

Nothing so excites a politician as a reminder that he is pandering to injustice in any form. It goes without saying that the methods of recent legislatures have been bad where bird life is concerned.

Before now the writer has pointed out the great injury that is being wrought to farm crops because of the indiscriminate slaughter of birds. To date no heed has been taken of this warning. Poison dope by tons is being fed to trees and vegetables, berries and grapes to save them from destruction from insect pests.

In the face of all this we read of the thousands of birds being slaughtered for the sake of the bounty which a wicked and unrighteous legislature has placed upon them.

How one of these men can stand face to face with nature; can view the wonderful star-gowned heavens; hear the works of Omnipotence around about him everywhere and deliberately vote for the extinction of little birds is beyond understanding.

The war against the liquor traffic is going bravely on and for this we may in a measure thank the newly enfranchised voters of our commonwealth, but where our birds are concerned not a protest has gone up from the feminine voters of the State. True it is, and pity 'tis 'tis true.

Farmers who bewail their lost condition financially should have wakened to the fact of bird destruction long ago. Do justice if you would prosper. Hew to the line let the chips fall where they will.

If Governor Groesbeck would see the light, cast aside the fawning sycophants who hang onto his governmental robe, and proclaim liberty of thought, and the right of our small birds to life and happiness he would take the bull by the horns and redeem himself in the eyes of all decent people. Now is your chance, Governor. Let us see if you will do this act of justice and redeem the name of our State which too long has been clouded over with injustice and wrong legislation.

Michigan is head over heels in debt, forced by the same inefficient legislators who have made outlaws of the fariest created beings of an all wise Providence.

God is not mocked. He sees the sparrow's fall and will not smile on a State which so far forgets common humanity as to slay the feathered songsters of the land. Should Michigan complain if floods and fires sweep her lands and lay waste homes and crops? Look well to your goings out and coming in if you would propitiate the powers of the god of nature which has a way of evening up things when least expected.

If every little bird was armed with a gun and knew how to use it what a different story would be to tell. Truly there would be less sparrows strung to the belts of our valiant Nimrods. Men marching into town laden with dead sparrows and quail, bragging of their prowess, is a sight to make angels weep.

It is time note was taken of these wholesale slaughters.

Armed with the mandate of a great State, men and boys go out to kill, and with the sanction of law and society make a slaughter-pen of woods and fields.

Is it not time to call a halt?

If not why not? Here is something for our women to do that will add to their gentleness of disposition and appeal to their kindness of heart. To send word through the ballot that bird slaughter must cease will be hailed as a harbinger of a new dispensation in the affairs of our State.

It is not too soon to begin the agitation for the wiping off the statute books of the commonwealth all laws which serve in any way to

molest the bird inhabitants of the State.

Resolutions to this effect should be a part of every women gathering where the rights of all are in any way concerned. I trust that the good sense of Michigan voters will send men to the legislature next year who will see that the birds are hereafter protected in their right to live.

Old Timer.

What Is a Man Worth?

You may have read that analysis, made by some chemist, in which it was shown that the body of a man is made up of some water, enough phosphorous to make a couple of boxes of matches, iron for two nails, lime enough to whitewash a chicken coop, sulphur enough to kill fleas on one dog, and several other materials, the total value of the whole being about ninety cents.

Not satisfied with that, another man comes along who wanted to know what men are talking about when they speak of some one as "worth his weight in gold." This man says that the gold would be worth about \$45,000, and this sum drawing interest at 5 per cent. would bring in about \$49 per week.

One of the old-time common sayings is that a man is worth \$1.50 from his neck down, but from his neck upward he may be worth millions.

Two men may be graduated from college. One may know just as much as the other. Out in the world one will achieve great success and the other will remain with the ruck.

The successful one will possess an intangible something called "personality" and it is that which will give meaning and value to the knowledge he has acquired.

Luther's three-fold rule: Stand up straightly, speak out boldly, and sit down quickly.

Topcoats Bought Freely.

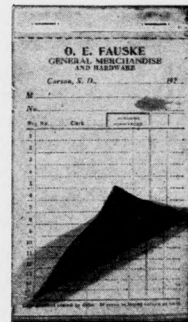
Clothing houses showing lines of Spring topcoats find that the retailers are buying these freely. So much is this the case that the demand stands out as a bright spot in the road business being booked. It is pointed out that the long and cold Spring this year practically cleaned out the retail stocks of these garments so that the stores start their buying with a clean slate. In addition, the vogue of the topcoat is growing and each year the market for them broadens. The box coat models are said to be selling best. Subdued plaids rank high in the patterns being selected.

The humblest child of God has slumbering within him possibilities which no man is capable of guaging. Our rapid advance during the past century has opened a limitless vista of progress to the race. What an inspiring thought it is that the road we are traveling constantly leads upward and onward; that our marching order is forever "Forward!"

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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.

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Enormous Spending Power of American People.

While there was a seasonal decline in the output of automobiles during September, this proved to be much less than the trade had expected. The production of passenger cars was 298,910, compared with 314,372 in August and 297,330 in July. The peak for the current year was reached in May, when the output amounted to 350,409. A much sharper decline during the second half of the year had been forecast by many outsiders, but it will be noted that the figures for both August and September are above those for July. It is also worthy of note that production during September was 59 per cent. above that of the same month in 1922 and 107 per cent. above that of September 1921.

The foregoing figures attest the enormous purchasing power of the American people. There have been manifestations of the same thing also in the record-breaking attendance at recent sporting events with the best seats going at high premiums. A theatrical production in New York last week imposed a charge of \$22 for each orchestra seat on the opening night and the demand exceeded the supply. This begins to smack in a way of the days following the armistice. Still there are notable differences in the luxurious spending now and then. The workingman is no longer calling for ten-dollar shirts, with other things in proportion. The point has been made that expenditures for pleasure and luxury at present are generally such as do not encourage heavy accumulations of goods in the primary and secondary markets, whereas in 1919-20 the opposite was the case. If this surmise is correct, it is obvious that the condition to-day is healthier than it was in the post-armistice days.

The latest index of the Bureau of Labor Statistics, showing an advance of over 2 per cent. in wholesale prices during September, has been interpreted by different business men as both a favorable and an unfavorable sign. Those who regard rising

prices as an accompaniment of prosperity are pleased. There are others however, who see in this an eventual decline in the present high degree of purchasing power, to be followed most probably by demands for higher wages, and so on. If the increase were common to all commodity groups, the pessimists might have a better case, but during September the changes were practically all in the direction of correcting the maladjustments in price levels of different commodities. Thus, prices of building materials and of fuel declined, while prices of farm products and food, which have so long been out of line, advanced. The only exception was the cloths and clothing group, whose index has long been much above the average and is still rising.

Purchasing power, though high, is now declining slightly, if various statistical exhibits give any true indication. Wages are practically stable and living costs are slowly creeping upwards. Some prices are unreasonably high, while others are barely equal to cost of production or are even below it. There will probably be readjustments in these levels during the coming year such as have been noted during the past month. There was nothing in the advances in that period, however, to indicate the resumption of inflation. Most of the rise in farm products was due to a short cotton crop, and an unusually small supply of corn in the market in the months preceding the maturity of the new crop. These are purely natural phenomena, and it is these, rather than undue expansion of credit on a buying mania, which led to last month's advance in prices. Even in the case of cloths and clothing, which alone among the high-priced groups showed a tendency to go still higher, much of the advance merely reflected the rise in the price of raw cotton. There appears to be nothing in the September price movement therefore to form much basis for either foreboding or jubilation.

William O. Scroggs.

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Be Something More Than Fair.

A father was telling a friend about receiving a copy of the college paper that morning which announced that his son had been elected president of his class. He was feeling quite proud of his boy's popularity.

"I remember a little experience I had with the boy when he was in prep school," said the father. "His report card carried altogether too many fair marks. Instead of being excellent or good, he was only fair in many of his studies."

"This troubled me for some time, until I figured out a letter that I thought would set him thinking."

"In my letter I told him that his report card took a great load off my mind. I said: There are many people in the world who are unable to earn a living. They have no regular jobs, and some of them have to sleep on park benches. Your report card tells me that it isn't likely that you will ever join their ranks. A man who is marked fair is almost certain to be able to earn enough to keep body and soul together, and provide a room for himself."

"Of course it's true that a man who is only fair won't get very far. He can't be very much of a success. It isn't likely that he'll be able to own a home of his own, enjoy a motor car and have money for books and the theater. However, as I said, you may not care for those things, and if you only have enough to eat and a place to sleep, probably you'll be satisfied."

"I tell you, Jack, I'm awful glad that you are not going to starve. You take a great load off my mind."

The fact that the boy was elected president of his college class showed that his father's letter reached home. Even to-day, he seems to hate the very sight of the word fair, when it appears in print. His standards have been raised, and he is satisfied only with excellent, or at the worst, good.

When one man asks another what kind of a worker Jones is, and the reply is "Just fair," you can be sure that Jones as a worker does not amount to much. He is just holding his job and that is all.

If your work in the world was going to be marked right now, would it be marked excellent, good or fair?

Rising Cost of Living.

The substantial increases in prices of food and clothing in September, as reported by the Bureau of Labor Statistics, are reflected also in the index of living costs compiled by the National Industrial Conference Board. This index shows an advance of 2.4 per cent. in the cost of clothing and of 2.1 per cent. in the cost of food. Fuel and light, shelter and sundries show no change, and the weighted average for all items shows an advance of 1.1 per cent. Living costs in September, according to this index, were 63.4 per cent. above the level of July, 1914. In the twelve months ending with September there was an advance of 5 per cent. This has been more than offset by increases in wages, so that purchasing power of labor is higher than it was a year ago. It is to be noted, however, that the September rise in living costs

comes at a time when general wages are not advancing, and the wage-earners' real income may possibly be now slightly less than it was earlier in the year.

From the Bureau of Business Research of New York University comes a report which also points to diminished purchasing power during September. This shows a decline in the index of purchasing power in New York State during the month from 120.2 to 116, and it is the most pronounced decline noted during the year. Farm purchasing power, according to the bureau, improved during September, but the purchasing power of laborers and business men in general decreased. Sales by the wholesale grocery trade in the State during the month were nearly the same in September as in August. The September sales were better than those of the same month last year, but they failed to make the seasonal gain, and the index for seasonal variations therefore shows a decline.

The Season of Brush Fires.

This is the season of brush fires. With the first crisp days of autumn the army of the younger generation steals forth to fire heaps of fallen leaves and the drying grass and undergrowth. Since this particular instinct of youth is so thoroughly dangerous both to life and property, it should be vigorously curbed by parents everywhere. Practically all communities have ordinances against the setting of brush fires, the enforcement of which will serve further to scotch the evil. Dry leaves should be buried instead of burned, for they make rich fertilizer.

There is such a thing as being too good a salesman, or at least, too smooth a salesman. To make sales is not all there is to salesmanship.

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J. Clinton Bishop
Lavant Z. Caukin
Sidney F. Stevens
Robert D. Graham
Samuel G. Braudy
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.

Cltz. 65440

IN THE REALM OF RASCALITY

Cheats and Swindles Which Merchants Should Avoid.

The Tradesman recently received a call from a stranger who promptly stated that he would like to purchase a copy of the Tradesman's mailing list and would pay \$100 therefore. When asked what use he wished to make of the list, the stranger replied: "No use whatever except to stay away from the merchants who take your paper. I am introducing a new article in a way the Tradesman would not approve. If I approach your readers, they will communicate with you at once and you will advise them to show me the door. I want to save you that trouble and I therefore offer you \$100 for your list of subscribers in each town, so I can steer clear of them and do business only with those who do not read the Tradesman. By accepting my offer, you will be \$100 ahead and no merchant who depends on the Tradesman for guidance and advice will be troubled." Of course, the offer was declined and a detective was immediately engaged to trail the stranger and ascertain what his scheme is. The report of the detective will be presented later.

In sentencing a merchant to serve twenty days in jail and to pay a fine of \$100, Judge Aldrich B. Underwood, of Municipal Court, Akron, Ohio, said the tendency of competition in business is such that some firms go the limit to inveigle the public into purchasing articles and that the advertising law was passed to prohibit and stop just what has taken place in the particular case that was heard.

"Section 13, 194, defining what is meant by fraudulent advertising," the court said, "is a comparatively new section of our statutes and has had but few interpretations by courts of the state."

"The wording of the statute is such that the court is satisfied beyond a reasonable doubt that in this case, there has been a violation of the terms of Section 13, 194, and that the defendant is guilty as charged in the affidavit."

The Ohio advertising statute, provisions of which were applied by the Better Business Commission of Akron, is practically the same as ad-

vertising laws now in effect in more than thirty states, including Michigan. It covers advertisements circulated to the public through newspapers, books, notices, hand bills, circulars, pamphlets, letters and other forms of distribution.

Warrants for the arrest of William E. Weist and E. F. Phleger, salesmen supposedly for the Equitable Guaranty Trust Co. of Philadelphia, have been sworn out at Mt. Clemens.

This action followed reports from the Better Business Bureau of Detroit to Vincent Dacey, Detroit Blue Sky representative of the Michigan Securities Commission.

Weist, a former resident of Mt. Clemens and Detroit, introduced Phleger to residents of Mt. Clemens, who bought from him \$37,500 of contracts of the Equitable Guaranty Trust Co. Paul Rabe, President of the company, residing in Philadelphia and Chicago, recommended the purchases; but now denies that the agents had any authority to make the sales. W. J. Amstein, secretary of the company, promised the people that the company would meet its obligation to them; but the company now denies any actual obligation.

A Detroit factory employe secured information from the Better Business Bureau about a month ago on a building loan pool project he was considering entering. The promoter wanted him to turn in his \$4,000 equity in a lot for a chance to have a house built on it when his turn came.

After receiving information from the Better Business Bureau, the mechanic decided to stay out of the pool. Within a week, through standard business channels he completed a transaction with a reputable builder on regular mortgage and land contract terms. The roof is on his house and the entire transaction, he states, is as satisfactory as he could ask.

Home sites by the hundreds, and the life savings of thousands of Americans have been paid into blind pools for promises of home construction which have never been fulfilled. "Before you invest, investigate."

"Before you invest investigate," the slogan of Better Business Bureaus in

**A RELIABLE FIRM TO EXECUTE YOUR ORDERS IN
BONDS AND STOCKS**

Howe, Snow & Bertles

(Incorporated)

Fourth Floor Grand Rapids Savings Bldg.
GRAND RAPIDS, MICHIGAN

Fenton Davis & Boyle

BONDS EXCLUSIVELY

G. R. NAT. BANK BLDG.

GRAND RAPIDS

Chicago

Detroit

First National Bank Bldg. Telephones Citizens 4212 Main 656 Congress Building

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.

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

forty cities, is emphasized in a series of articles describing the nation-wide campaign against promoters of highly questionable or worthless investment schemes, now being published by the International Magazine. Reference also is made to the educational campaign being conducted by the Investment Bankers' Association of America. Stories printed in the October and November issues refer to the indictment of more than one hundred oil promoters in Texas, including Dr. Frederick A. Cook, of North Pole notoriety, on the charge of misrepresenting properties and possibilities to investors, and a land scheme at Muscle Shoals, Ala. Half a dozen oil promoters are now serving terms in Leavenworth prison following their trials in Fort Worth, Texas. A telegram, copies of which flooded Michigan several months ago, and against which a warning to the public was published in the Tradesman, is reproduced in the October number. It is claimed that a promoter purchased 100,000 12-cent stamps, put them on alleged decoy telegrams and mailed them to all parts of the country. A Detroit investor stopped payment on a check, which he had mailed, after he had read the warning. His experience undoubtedly was typical of many others in this section. Many enquiries also were received by the local post office inspector. An investigation was started and a fraud order has been issued.

Corporations Wound Up.

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

Naumes-Bamber Motor Sales, Mt. Pleasant.
Dadson, Fitzgerald & Co., Detroit.
Atlas Crucible Steel Co., Dunkirk, N. Y.-Detroit.
Gohr Brothers Contracting Co., Lansing.
Great Lakes Cigar Mfg. Co., Detroit.
Caro Light & Power Co., Caro.
Sprinkler Equipment Co., Inc., Chicago.
C. Roy Hatten Co., Grand Rapids.

His First Trip.

As the parting instructions were being given, the fresh young salesman picked up his grip and started on his initial trip. "Good luck to you," said his chief, "wire us important news."

The following day this message was received: "Reached here safely, good room with bath, feeling fine."

The manager wired back: "So glad, love and kisses, good bye."

What This Country Needs.

What this country needs is not a new birth of freedom, but the old-fashioned \$2 lower berth.

What this country needs isn't more liberty, but less people who take liberties with our liberty.

What this country needs is not a job for every man, but a real man for every job.

What this country needs isn't to get more taxes from the people, but for the people to get more from the taxes.

What this country needs is not more miles of territory, but more miles to the gallon.

What this country needs is more tractors and less detractors.

What this country needs is not more young men making speed, but more young men planting spuds.

What this country needs is more paint on the old place and less paint on the young face.

What this country needs isn't a lower rate of interest on money, but a higher interest in work.

What this country needs is to follow the footprints of the fathers instead of the footsteps of the dancing master.

Oliver H. Surplus.

Deep Stuff.

An ambitious youth on graduating from college decided to start on the road to wealth and fame as a traveling salesman. He was high-spirited and intrepid when he entered the store of his first prospect.

The youth, full of encouragement and ecstasy, enquired from the seedy looking individual who was lazily leaning on a dust ridden show case, "Is the buyer in?"

"No," was the sarcastic reply, "but the cellar is downstairs."

The youth not to be outdone, took a casual glance about the dingy interior of the store and dryly remarked, "This store doesn't look like it had a seller."

Leaders of men, men who have blazed new paths for civilization have always been precedent breakers. It is ever the man who believes in his own idea; who can think and act without a crowd to back him; who is not afraid to stand alone; who is bold, original, resourceful; who has the courage to go where others have never been, to do what others have never done, that accomplishes things, that leaves his mark on his times.

The man who only half tries doesn't even half make good.

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.

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

SAVING 30% ON
PAYING 30% DIVIDENDS

Write

L. H. BAKER, Secy-Treas.

LANSING, MICH.

P. O. Box 549

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

NOW OFFERS COMPROMISE.

Generous Proposition Made By
Maumee Crooks.

The Maumee swindler who masquerades under the name of the National Remedy Co. is beginning to back down on his flamboyant threats to start suits against merchants who refuse to pay for goods which have been sold to them under fraudulent representations by the crafty salesman who introduced the goods to the trade.

The Tradesman has reason to believe that a few merchants paid for the questionable goods on being crowded to do so by the cheap collector who called on those who were victimized by the Maumee crook before the Tradesman exposed the game. About a dozen "knowalls" (merchants who do not take the Tradesman) in Southern Michigan fell for the irresponsible salesman who unloaded unknown and nondescript goods on them and subsequently permitted themselves to be mulcted by paying the bills in full on threat of suit. The Tradesman has no words of regret for these merchants because any dealer who fails to keep posted on what is going on in the mercantile world when he can effectually protect himself against the cheats and frauds which are abroad in the land for \$3 per year deserves to suffer for his smartness.

Finding it impossible to coerce his victims into paying the full amount of his invoices, the Maumee crook is now offering to compromise with his victims on the basis of about 50 cents on the dollar and the return of the goods. A dealer who received consigned goods to the amount of \$54 was informed that he could secure the cancellation of his contract on returning the goods and paying \$22.54, made up as follows:

25 per cent. commission paid agent	\$13.50
Relabeling bottles	4.32
Freight and drayage	4.75

It will be interesting to merchants who have signed the orders presented to them by the shyster representative to know that he received 25 per cent. of the total amount of goods purchased. That is pretty good pay, even for so accomplished a liar as the National Remedy Co. emissary turned out to be.

The owner or correspondence clerk of the National Remedy Co. is evidently a man of inferior education, as well as a poor judge of human nature, judging by the fac-simile letter presented on this page, which was written to a Lowell merchant Oct. 17. It will be noted that misspelled words are numerous and that the writer has no knowledge of grammar and very little of that commodity so essential to a business man—common sense.

Again—and probably not for the last time—the Tradesman advises every merchant who has been caught on the sharp hooks of this Maumee sharper to stand pat and refuse to pay a cent of blood money under threats or coercion. The orders were obtained by fraud and the so-called "contract" cannot be enforced

by legal procedure, because it is fraudulent on its face. No jury will ever bring in a verdict against a merchant who presents his duplicate order in court and explains to the jury the circumstances under which the order was signed.

Two Open Letters to Butler Bros.

Grand Rapids, Oct. 24.—We are in receipt of the enclosed letter, written by a long-patron of the Tradesman, and beg leave to enquire if you would like to reply to same through the columns of the Tradesman.

I will accord you space for your reply without charge, because of the pleasant business relations we sustained back in the days when you confined your dealings with regular dealers and used legitimate trade journals like the Tradesman, instead of daily newspapers, for publicity.

E. A. Stowe.

Arcadia, Oct. 22.—We just had a nice little laugh over your little book enclosed, which should be entitled, "Our Book With Net Prices Is In Every Shop and Store."

We mean by this: Blacksmith shops, garages, farm vans, lumber vans, over the top of egg crates, etc.

We have seen your book (the greatest enemy the merchant has) in garages on the counter where all can see; also on a farmer's dining table where the hired men can get next to the prices some merchants pay.

WE ARE ASHAMED TO HAVE AN ARTICLE IN OUR STORE WITH YOUR NAME ON, BECAUSE PEOPLE ARE SO WELL POSTED ON YOUR PRICES WE CAN'T GET A PROFIT.

When they say Butler Brothers sell this same article for so and so, we say, "Yes, Butler Bros. sell some goods we would not care to handle."

Why don't you send a man around once in fifteen years and just notice the injustice you are doing the American merchants?

That's all just now.

Thanks for your attention.

L. K. Putney & Son.

Thinks Gompers Might Reform and Be Decent.

Detroit, Oct. 30.—Perhaps there may be some truth in the claim set forth by its leaders that henceforth labor organizations are to be divorced from communism and anarchy.

The recent convention of the American Federation of Labor, in its proceedings, seemed to be in earnest in this reform departure, and the influence of the conservative element was quite noticeable.

In Seattle, where communism and unionism are regularly served as a diet, a radical of the most extreme type, was forcibly ejected from meeting. That arch conspirator, Foster, was at about the same time erased from the membership roll of the Chicago trades council, and but a short time ago the coal miners' organizations gave evidence of sanity in their treatment of bolshevism.

Possibly these activities will have a very beneficial influence on future deliberations of these organizations, but the public, who have been the customary and principal sufferers in the past, will be slow to take stock in this great moral awakening until many of the old time leaders and agitators, as, for instance—Gompers—have been relegated to the tall grass.

For several decades the unpatriotic mouthings of Gompers have been drilled into the daily routine of unionists. He has been their religion and his declarations and decisions have been far above the law of the land. He is still at the head of their various organizations, and he, most noticeably, has shown no serious evidence of reformation.

Perhaps, however, he also may have reached the parting of the ways. This being true, he could give the American public no greater evidence of reformation than by his removal of all connection with unionism in an official capacity and passing through a considerable period of probation, mostly devoted to redressing past wrongs and proving his sincerity.

Conservative unionism, such as that promulgated by the order of railway conductors, has been effective and almost ideal. Headed, at all times by men of intelligence, who could and have dealt with high railway officials

understandingly, they have usually had a record of accomplishment without resorting to lawlessness engendered by strikes.

It were well for the entire human family if unionism could have for its basic principles integrity and service and a disposition toward closer communion with employers. When the crafty Gompers has thoroughly convinced the thinking world that he stands for such ideals as these, then there will be no reasonable objection to his re-entering the field of official activity.

Until this accomplishment is his the public will continue to hail "from Missouri."

In the meantime unionism has a prodigious task on hand to clear its ranks of grafters, lawbreakers and muddlers, arsonists and such ilk, and prevent their domination in the future, but they will have a legion of well wishers for the ultimate success of their new departure.

The Pere Marquette Railway Co., according to recent financial reports, has made a record for net income in the past year, which will be interesting to the public, especially when coupled with the promise of lower transportation rates, as soon as warranted by its earnings.

In 1922 the road earned \$6.43 a share on its common stock and estimates from the net operating income for the period already reported this year and a conservative allowance the customary seasonal variations indicate an earning profit greatly in excess of this for 1923.

All back dividends on the preferred stock have been paid in full and regular quarterly dividends of 1 1/4 per cent. are being realized by investors.

When we consider that prior to 1917 this railroad, which derived its chief income from lumber activities, was periodically in the hands of receivers, the present financial status is a great testimonial for efficacy on the part of its present management, who have completely rehabilitated the physical condition of the properties and made it profitable notwithstanding the decadence of the lumber interests.

The Pere Marquette is essentially a Michigan road and Michigan is re-

Dear Sir—Yours of the 15th inst to hand and note what you say in reference to the contract you entered into with our Company. we note you desire to have the contract canceled for reason that you do not have shelf room to display the goods properly and that after consideration, made up your mind that groceries and Dry Goods with Stock and Poultry preparations make a poor combination Ect.

In reply will say we are at a loss to understand your attitude as you fully realize we have gone to considerable expence in securing your contract and shipping you 14 Doz products, will say to secure you contract alone has cost us 25 % or 13.50 it would cost us for labor al one to re cap and re wrap the 14 Dog package goods in order to place them in condition to reship 8 % or \$4.32 freight and drayage includig new shipping cases labor Ect. \$4.75 making \$22.57 which together w with other incidentals material Ect would amount to at least \$25.00

We will say however in order to assist you we will accept your c check for the expence item and allow you to return the goods providg same is done at once, while you realize there is no profit in an expence item, and that we would much prefer your keeping the provis ions of your signed contract bearing date of September 15th, yet if you insist upon your contract being canceled and returned to you

we are certainly doing the fair thing by accepting the expence we have gone to in the matter. We are making the above offer subject to your prompt acceptance, We are.

Yours Very Truly.

THE NATIONAL REMEDY CO.

sponsible to a very large degree for the traffic which has made this great earning result possible. Hence the Pere Marquette has certain moral obligations which it owes to Michiganders, among them the restoration of reasonable transportation charges.

The fact that managerial methods have built up competition, for which invasion they need look no further than their grasping policy, is no reason why they should not "come clean" to the shipping and traveling public who have been patient and long suffering. It is greatly to the credit of this same management that in spite of the fact that that equipment which was turned over to them in a wrecked and disordered condition has been redeemed from the chaos, but there is still a solemn duty owing to those patrons who have made this resurrection possible, and that is an honest demonstration of well meaningness.

The farmers and fruit shippers particularly have been hard hit by the almost prohibitive freight charges and they must have immediate relief or the Pere Marquette will find itself in the embarrassing situation of operating a railroad in a territory which they have reduced to nothingness by excessive charges, and from which no more dividend producing shipping can be developed.

The denuding of vast tracts of territory from its original crop of timber has made it necessary to substitute agriculture in its stead, but the road of the reclaimer has been a rocky one, and the transportation companies have not offered him any encouragement. On the other hand, where a broad gauged individual like James J. Hill would have spent much time and study to develop something of real benefit to the farmer, the present day railroad operators are to all intents and purposes scheming to encompass his undoing.

This policy is not chargeable to the Pere Marquette alone, but by reason of its being a Michigan institution, as before stated, and depending on Michigan people for its existence, an ordinary sense of loyalty should induce them to not only relieve the present tribulations of shippers, and justify them in adopting some measures, which would encourage further and increased acreage of farm products.

The adoption of a new basis of representation in National conventions whereby certain Southern states which in the usual order of things are not likely to produce electoral votes for their organization has been revised by the Republican National Committee, and a radical reduction made in the number of delegates accredited to that section.

While the leaders of that organization realize that there are in that section a few patriots who still cling to Republicanism, they do not believe in allowing them the tremendous advantage of equal representation with such states as "bring home the bacon" in presidential elections. It is not a complete rectification in the sense of establishing an exact proportion between delegate and voting strength, but it will prevent possibilities in the nature of corrupt practices on occasions when there are spirited contests in choosing presidential candidates. At least it is worth trying out.

Frank S. Verbeck.

Tit For Tat.

A meddlesome woman riding in a trolley car began sneering at a young mother's awkwardness in holding a fretting baby.

"I declare," she snorted, "a woman ought never to have a baby until she knows how to hold it."

"Nor a tongue, either," calmly replied the worried young mother.

Attention Called to Cruelty.

So little has been heard of late about the maltreatment of cattle and other domestic animals while in process of transportation on railways that almost everybody had supposed the laws on the subject passed long ago had put an end to the torturing by hunger, thirst and exposure which once received so much of indignant attention. It seems that this is not the case—that though the laws are in existence they are ignored on many lines, and the animals are suffering about as much as they did before reform was attempted and in theory accomplished.

At any rate, such is the report to the American Humane Society, by its President, Dr. William C. Stillman, and his charge of cruelty both direct and from neglect, were admitted to be true by a spokesman for the railway interests, who only could excuse them as due to difficulties which now confront the managers of almost all railways.

The difficulties are real enough, but the feeding and watering of live it is not obvious why they prevent stock in transit, or why they necessitate the abuse of them in other ways which Dr. Stillman described.

Another source of needless suffering by animals brought to the Humane Society's notice is the steel trap used in catching the various fur-bearing creatures, large and small. These traps, as is well known, rarely kill their victims outright, but instead usually allow them to struggle in agony for hours, and sometimes for days, before the trapper comes on his rounds to end their lives. Whether, as stated, there are traps of another form, but equally effective, that kill at once after the infliction of only a single pang, seems a little doubtful, but such is the assertion of the steel trap's foes, and their claims are worthy of attention.

Those of us who defend what is called vivisection are under a special obligation to do what we can to stop real cruelty to animals, and it is to

be found in most barnyards as well as on cattle trains and in the wilds.

Spring Shoes Moving Well.

Advance buying of men's shoes for Spring is proceeding well, and salesmen handling the goods are said to have turned in a considerably larger business than was the case a year ago at this time. While this does not necessarily mean that retailers are anticipating their needs in a manner that would have been considered normal only a few years ago, they are at least supplying a part of their wants now. Last year the general tendency was to hold off altogether, with the result that orders were received anywhere from two to four months late. This crowded the production season into a limited period and made all kinds of trouble for manufacturers who would not make up stock in anticipation of what retailers would want. The call for light tan footwear is one of the few features of the business now passing.

Marketing Your Products

October in Michigan railroading is always the month of peak load. Coal is coming in; crops are rolling out. To so handle this additional traffic that it may be carried smoothly and without interruption to the normal year-round flow of raw materials and finished products is a task which finds every employee of Michigan's twenty-four railroads, keyed and ready.

Our personnel is at its highest point of efficiency.

Our rolling stock is in virtually 95% perfect repair condition.

Our road beds are in better shape than at any time since the disaster of Government operation. We have bought 620 miles of new rail this year.

Two seasons of prosperity of Michigan have permitted us to invest this year in new locomotives, cars and other betterments the record breaking sum of \$75,980,881.26.

Despite restrictions such as handicap no other business, Michigan railroads are solving—not their problem—but the problem of transportation that naturally follows the industrial, social and economic expansion of a prosperous state.

Do you notice and experience this improvement in your transportation? Tell us frankly and fully.

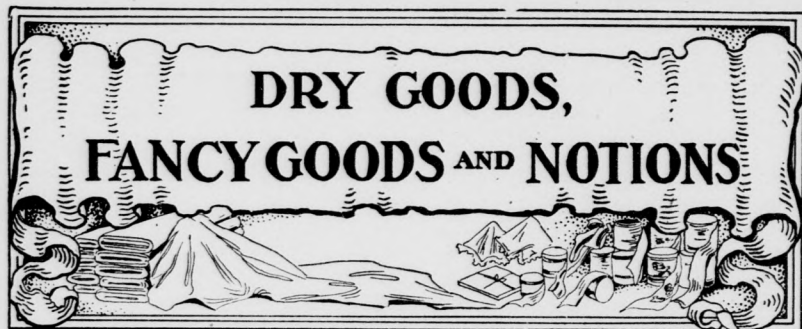
Upon the attitude of you people of Michigan towards your railroad system rests much of the future prosperity of your state.

Michigan Railroad Association

Railway Exchange Bldg., Detroit, Mich.

(3)





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.

To Name Bleached Underwear.

Properly bleached knitted undergarments have been found by the Educational Department of the Associated Knit Underwear Manufacturers of America to absorb more moisture in proportion to their weight than similar unbleached garments. It has been further found that moisture is evaporated more rapidly and more thoroughly from bleached fabrics than unbleached. Because of this, stress is laid by the association's Style Committee on the sanitary and comfort qualities of bleached knitted underwear for Summer use. In conjunction with the Style Committee the association's Committee on Nomenclature is endeavoring to devise a name for this type of underwear, regardless of its weight, style of the material used in manufacture, and also regardless of the color of the garments. The name to be chosen will be a single word that can be featured in advertising as a distinctive trademark.

Suits and the Spring Season.

More confidence is shown in some sections of the market with regard to women's suits for Spring. It seems likely that more manufacturers will produce them than was the case for the current Fall. The demand for suits this season could not be called large, but in many respects it was better than was anticipated. The Spring normally is a better season for these garments and it may be that it will be one in which the suit will register a "come back." From a volume standpoint the matter, it is pointed out, must be considered in the light of the tremendous indicated sports vogue and its ramifications. This will bear directly on the quantities of suits in demand as well as their styling and the fabrics used. There is always more or less of a demand for the higher priced suits, as these fill the requirements of women who have larger funds for wardrobe requirements.

Neckwear Makers Are Busy.

Men's neckwear manufacturers are fairly well occupied with orders in hand, principally for the holiday season. Retailers have placed orders that cover a portion of their requirements, but new buying is of a sluggish nature. Cut-silk ties are in stronger favor with the consumer, though manufacturers are finding it difficult to turn out merchandise to meet popular

price ideas, owing to production costs. A shortage of skilled workers is another factor in the problem. The dollar silk-and-wool tie seems to be holding its strong position, and the belief is voiced that it now has become a staple. High-grade knitted ties are in active demand from the leading stores. The new offerings are wider ties than was the case during the Spring and afford it is claimed, a better looking collar knot.

Outerwear Demand Slowing Up.

Reports from the knitted outerwear trade, including both manufacturers and jobbers, indicate that the demand for this merchandise on the part of the retailer has slowed down somewhat, but further say that orders for immediate delivery are still coming in in too large a volume to be met from the supply of goods on hand. Brushed effects continue to lead, and some of the mills represented in the membership of the National Knitted Outerwear Association are from a month to six weeks behind in deliveries. Knitted vests and scarfs have been very active, and the retailers tell of a good consumer demand for knitted dresses.

New Things in Hosiery.

Two new types of hosiery are described in the current special bulletin of the National Association of Hosiery and Underwear Manufacturers. One of them, a seamless stocking, embodies improvements consisting of a strictly selvage toe and heel, devoid of thread ends. The heel is fashioned in the shape of steps, with three threads inside and outside in place of the usual two. Spring needles are used in the manufacture of the new stocking, which is meant to retail at \$1 a pair. The other novelty is a silk flesh-colored "under-hose" complete with toe and heel. It is made the same length as the average stocking so that it can be held up with the same fasteners that retain the outer hose.

Boys' Clothing Demand.

Early reports indicate that boys' clothing wholesalers are booking a good business for Spring. The road men are out under conditions that are much less difficult than those operative in men's wear. Retailers' carry-over is considered light and is not a strong market factor. Moreover, the state of the weather does not bear so directly on the boys' trade as it does now with respect to men's clothing. Tweeds and cassimeres constitute the main fabrics used in the lines. The optimistic outlook has been reflected in duplicate cloth orders being received by mill selling agents here.

Look Are You One?

NEVER BEFORE were so many merchants so tied up in stock and "short" ready cash. The term "sale" in the past has meant naught but CUT and SLASH—no profits, only a merry trade of goods for money. I will absolutely conduct for any store a STOCK REDUCTION—CASH OBTAINING—TRADE MAKING event that will produce more than its cost in profits, improve appearance and display and BUILD NEW TRADE for every employer of my service. Twenty-five years a merchant and student of modern every day SELLING and TRADE BUILDING.

E. B. DAVIS, North Branch, Mich.

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

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

TAKING INVENTORY

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

"Dan Pat"

Brushed Wool Sport Coats On the Floor

Body and sleeves are camel shade with seal trimmed button fly, pocket edges and wrist.

A Beauty.

Price, \$60.00 per doz.

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

Hemstitching

Our Hemstitching Equipment is now placed and operating and on request we will send you a card to hang in your store telling your customers that you solicit their hemstitching, and that you can furnish quality workmanship and prompt service at the usual price of 10c per yard.

We will give 24 hour service, doing the work and returning it to you promptly. Our price to retailers is 7c per yard netting you 30% profit less postage.

We have placed a good part of the equipment of the Lowell Mfg. Co. and will have it running in a few days. We will first make Men's Outing Night Shirts, Boy's Overalls and merchandise for current needs, after which we will design and prepare for your inspection a complete line of samples of merchandise for Spring. This line will be made right and properly sized and of the latest designs and styles. Do not place your orders for Spring until you have looked our line over. It will include Aprons, House Dresses, Muslin Gowns, Children's Play Suits, Rompers, etc.

We will also develop a line of Overalls and Work Shirts which will be full cut garments, made right and at a price which will stand comparison anywhere.

GRAND RAPIDS DRY GOODS CO.

Your Dry Goods Wholesaler

Discriminating Against Bobbed Hair.

According to report, girl and women with bobbed hair are finding difficulty both in getting and in retaining employment, employers, it is said, having come to the conclusion that tresses thus abbreviated are indicative of peculiarities of character and behavior not compatible with strict attention to business and high efficiency in it.

Some employers, the story runs, bar the bobbed ones entirely, while others retain them only when they have been long in service and cannot be replaced easily.

It is not easy to avoid the conclusion that these reports illustrate a too common tendency to argue from the particular to the general. Wise employers cannot have made any such sweeping rule, for they know that not all wearers of bobbed hair are alike, and that value is determined otherwise than by this single trait.

And there are bobs and bobs. Some of them show good taste and others bad. The Fiji Island variety well might be held abhorrent, but the vogue of that, fortunately, was short, and now it appears only on heads that either are entirely empty or entirely solid. And the possessors of such heads cannot hold jobs, anyhow, no matter how they fix their hair.

Are Swinging to Plaids.

In the contest for popularity that is on between stripes and plaids for Spring, the latter, according to those in touch with style developments, seem to be considerably in the lead. It is predicted that the sports coats, which again are expected to be volume sellers, will, in the main, have plaids as their pattern motif. These coats, it is said, will be largely produced in the three-quarter length style, and the plaids are said to be more adaptable to this than the stripes. In addition, it is pointed out, the latter do not look well on many women, whereas no such objection can be raised with respect to plaids. The style centers abroad are also sponsoring plaids.

Sports Skirts for Spring.

Some fill-in orders are being received by skirt manufacturers, but the trade in general is approaching the quiet of the between-seasons period. Manufacturers are devoting their attention to the working out of the new lines for Spring. There is little yet to show what the new features will be, but it is assumed that the sports trend will be predominant in the offerings. Strictly dressy skirts have received scant attention during the Fall and, with the Spring an outdoor period, the sports merchandise is generally regarded as that which will sell in volume. Closer co-operation between skirt and blouse manufacturers will result in more harmonious styling of both types of garments.

The Dressy Coat Question.

The demand for dressy coats, or the so-called pile fabric garments, is still the question mark that is bothering manufacturers. Stocks of these are considered fairly large, although they constitute not more than two

weeks' supply in the event of active buying, toward which the weather has not been giving much help recently. As a consequence, prices on these coats are easier, particularly so in cases where stocks are heavy. The stock houses, following the suggested policy of their association, are proceeding cautiously with new cutting, and that stocks will seriously clog up wholesale channels is not entertained by leaders in the trade here. It is even said to be possible that, with climatic conditions favorable, there may be a demand from retailers that will render the more desirable garments scarce rather than overplentiful.

Pouch Effects Still Lead.

Leather handbags are leaders in demand at the present time, according to wholesalers. The pouch styles seem to have the "edge" on the others, but there is a good call for the "under arm" kind and party boxes. A variation of the pouch effect is that with either a wide or narrow flat bottom which gives somewhat more room to the bag. Beaver calf and bordered India are favored leathers. Fancy frames are being used, some having pearl trimmings. Moires in the pouch effect are also selling. With the coming of colder weather, the demand for bags of other fabrics such as chiffon velvet and duvetyne is expected to broaden. Both the leather and moire bags are being wholesaled by one manufacturer at \$24 per dozen.

Blues Liked For Spring.

The blues are favorites so far in the buying of men's suits for Spring, according to one manufacturer. He said yesterday that the shade known as powder blue is being accorded quite a favorable reception. Speaking of the styles preferred, this wholesaler said the loose coats with long rolling lapels and two buttons were superseding the three-button styles that did not have quite so pronounced a roll effect. English cut models predominate. Double breasteds are not in marked demand. This is natural, however, for the Spring, as this type is more of a Fall proposition. Pencil checks and subdued plaids, he said were the main fabric patterns.

Will Be Favored Again.

From present indications the camel's hair cloths will have another big run during the coming Spring. The signs all point to a big sports season, and in this vogue the camel's hair weaves play a big part. The number of novelties being produced in these cloths is probably larger than has been shown for a single season before. In the lines of a leading producer that will be opened shortly there are no less than fifty-two new cloths of this nature. This number includes experimental ones as well, and the final production line will be composed of the cloths that sell best to the garment trade.

In Movies.

Jack Spratt could not get fat,
His wife could not get lean;
That's why they got a good fat job
In comics on the screen.

ANNOUNCING

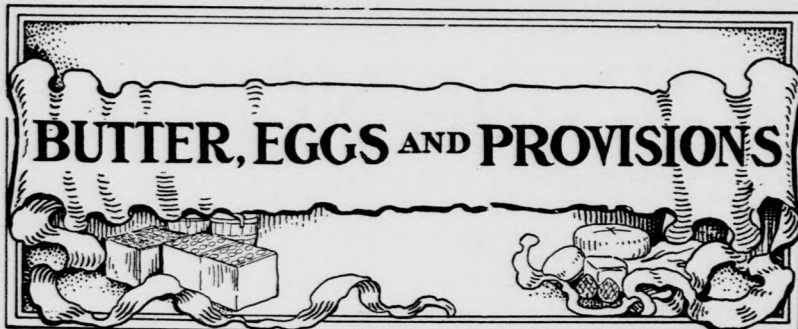
THE STEKETEE "1924" HOLIDAY LINES
COME AND SEE THEM

TOYS, DOLLS, BOOKS,
BOX STATIONERY,
HOLIDAY GREETING CARDS,
FANCY RIBBONS,
TYING CORDS AND RIBBONS,
PERFUMES,
TISSUE WRAPPING PAPER,
TOWELS, BOTH LINEN AND TURKISH,
FANCY TOWEL AND WASH CLOTH
COMBINATIONS,
TABLE CLOTHS AND NAPKINS TO
MATCH, IN BOX,
HANDKERCHIEFS, PLAIN AND EM-
BROIDERED,
SILK UMBRELLAS FOR LADIES AND
GENTS,
MEN'S NECKWEAR, GARTERS, SUS-
PENDERS, IN INDIVIDUAL BOXES,
COMBINATION BOXES,
SILK HOSIERY, KNIT GOODS,
INFANTS SETS OF TOQUES, BOOTEES
AND JACKETS,
BED BLANKETS, INDIAN BLANKETS,
ROBE BLANKETS WITH CORD AND
TASSEL,
CRIB BLANKETS IN NURSERY PAT-
TERNS, ETC.
WE CAN FILL YOUR HOLIDAY NEEDS
MAIL ORDERS GIVEN CAREFUL
ATTENTION.

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.



How to Sell More Bacon.

By helping to popularize the use of bacon in sandwiches and as a garnish, retailers of meat can greatly increase their sales of bacon.

As appetizing as bacon is, it is rarely used in sandwiches. It is used in club sandwiches, of course, but the sandwich that contains bacon only as the filler, or bacon in appetizing combination with tomatoes or other foods, is practically unknown by the average housewife.

Point out to your customers the qualities of bacon sandwiches and of bacon as a garnish. Tell them how appetizing bacon sandwiches are and how easily they may be prepared, and mention that bacon can be kept easily. Remind them also how a few strips of bacon add to the flavor and attractiveness of other dishes.

Explain to your trade that bacon sandwiches are appropriate for any occasion—for the business man's lunch, for the picnic lunch, for an afternoon tea, or for a supper at home. Show how easy it is for the housewife to fry a few strips of appetizing bacon, and to place them, while still crisp and hot, between slices of bread or rolls already buttered, thus making a most delicious and savory sandwich. And if your customers desire a more substantial sandwich, urge them to use frankfurters—another delicious meat food—perhaps roasting them over the fire, and placing them, together with strips of crisply cooked bacon, between slices of bread or the halves of rolls.

Tell your customers all this, and don't be afraid to tell it to them frequently. If you do, the next time they have sandwiches they won't use just bread and butter, they'll buy some of your bacon to put in between. And when they serve steak they'll serve it with a garnish of bacon.

If you get the housewife interested she will buy bacon by the slab instead of by the slice. This will help sell more of other meats, too, for bacon "whets" one's appetite for other foods.

Oil Stoves Give Oranges Their Golden Glow.

Citrus fruit grown under certain climatic and cultural conditions may be mature and highly desirable for food while the skin of the fruit is still green in color. This is especially true of the Satsuma orange, one of the so-called "kid-glove" varieties belonging to the tangerine family, as grown in Alabama, where the fruit frequently reaches the stage where it is attractive and palatable as an article of diet some weeks before

it attains the characteristic golden-yellow color. If left on the trees the fruit deteriorates, and yet in the mind of the consuming public a green-colored orange is unfit for food. This has led to the perfection of a coloring process, based on experiments with lemons in California, by investigators of the Bureau of Plant Industry, United States Department of Agriculture, which gives the orange the right color without in any way injuring its food value.

Normally the picking of Satsuma oranges colored on the tree begins about October 15, but frequently picking is delayed from two to four weeks owing to seasonal variations in climate. When the oranges are to be colored, however, they may be gathered much sooner. After they have been graded the fruit is put in tight rooms and subjected to fumes from kerosene stoves or to gasoline-engine exhaust. The exhaust gases given off by a gasoline engine or by the incomplete combustion of a kerosene stove destroy the green chlorophyll which masks the yellow color of the oranges. Fruit carry-up to 40 per cent. natural ripe color will ordinarily require four days in the coloring room to develop the full golden color.

The process of coloring as applied to conditions in Alabama enables the growers to get their fruit on the market four to six weeks sooner than if it were left to color on the trees. This enables the growers to obtain better prices and to reduce the risk of damage to the crop by early frosts.

Who Is Selling The Coffee?

Coffee is a line which merits particular attention from the grocer at present. Naturally the demand and consumption will increase steadily from now on as cooler weather replaces the higher temperature of summer and early fall. The retail mail order houses, coffee peddlers, and others who are out after this profitable business are going to get it unless you make special efforts to keep it from this class of distributors.

Many a merchant advises that it is decidedly worth while at this season of the year to go out into the country an occasional afternoon with samples of his various lines of coffee soliciting business, with special emphasis upon purchases in 25, 50 and larger pound lots.

The amount of coffee business which will go out of any given community during the next few weeks will depend to a very large degree upon the manner in which the local merchants go after this business with the idea of keeping it at home.

RED STAR FLOUR

RED STAR FLOUR is milled from the choicest of Kansas hard winter wheat, justly noted for its well balanced gluten. RED STAR is designed especially to please the housewife who bakes her own bread, rolls and cakes. RED STAR will please the small baker who caters to the family trade.

RED STAR is made right and priced right.

Ask our salesmen more about it.

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.

The Milk in the Coconut.

There is an engraving shop in this city which masquerades under the style of the Commercial Art Engraving Co. It is a closed shop institution, by which is meant a place where only union slaves, who have taken the UnAmerican and UnChristian oath of trades unionism can be employed.

Unions pretend to be in favor of living wages and fair prices for manufactured goods, but this union bunch announces that it will cut the prices made by any open shop engraving establishment in the city, no matter on what basis the prices are determined.

How can this be done?

The annual report of President Woll before the international photo engravers union, held in Milwaukee, August 20 to 25, reveals the milk in the coconut. That official recommends that the officers of his infamous organization be authorized to draw on the defense fund to secure control of open shop plants or establish new plants to drive open shop engravers out of the field.

The officers have evidently been proceeding on this theory, because the report of the treasurer discloses that \$16,655.50 were expended in Grand Rapids during the past year in "strike benefits." As there has been no strike of union engravers in Grand Rapids for several years, it is plain to be seen that the money sent to Grand Rapids was evidently diverted to subsidizing the little shop established under union auspices—not to make money in a legitimate way, but to destroy the business of the open shop engravers who are undertaking to conduct their establishments along business lines without the use of slave workmen who are under bondage to the union.

The more familiar business men become with union methods, the more respect they have for cut-throats who work in the open, instead of dastards who function under the cover of darkness.

Store Rules as Posted in a Leading Store.

Don't fail to be on time in the morning.

Don't delay your stock work; do it now.

Don't lay your stock books on the counter, to be covered up with merchandise.

Don't assemble in groups and gossip; be on the lookout for customers.

Don't talk in a loud voice; the ordinary tone is better and indicates culture and self-control.

Don't wear jewelry during business hours.

Don't discuss personal or house matters in the presence of customers.

Don't fail to give your customers undivided attention.

Don't address your fellow workers by their given names.

Don't fail to impress your customers with the fact that there are other departments and other goods on sale besides yours.

Don't argue with customers or contradict them.

Don't make mistakes; it costs much to correct them and indicates inefficiency.

Don't make promises to customers that you cannot fill.

Don't use gum, tobacco or liquor during business hours.

Don't fail to make out your checks correctly in every particular.

Don't fail to give as considerate attention to a small buyer as to a large one.

Don't worry if customers are exacting. Do your best, and overlook their actions.

Don't visit places where you would be ashamed to meet your employer.

Don't slight your work; strive to stand alone and complete your task unaided.

Don't borrow money from fellow-employees; it is a bad habit and breaks many a friendship.

Don't be a grouch. Promotions go to the cheerful, intelligent worker.

Don't damage the furniture or deface the walls.

Don't spend all your money; open a savings account with some good bank.

Obliging.

A clergyman anxious to introduce some new hymn books, gave the clerk a notice after the sermon. The clerk had a notice of his own to give with reference to baptism of infants. At the close he announced: "All those who have children they wish baptized please send in their names at once." The clergyman who was deaf, assuming that the clerk was giving his notice, arose and said: "And I want to say for the benefit of those who haven't any, that they may be obtained from me any day, between three and four o'clock, the ones with the red backs at 25 cents and the ordinary little ones at 15 cents."

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.

DEL MONTE
CANNED FRUITS
VEGETABLES &
FOOD SPECIALTIES

— quick-moving
products that
gather no dust
— but the profits
they make are
steady and sure

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

IT'S TRUE

Swift Cigars

Nothing Fancy But the Tobacco

Distributed by

LEWELLYN & CO.

WHOLESALE GROCERS

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.

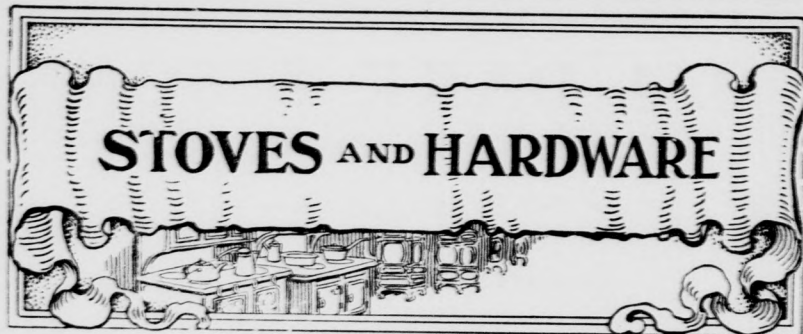
NUCOA
"The Wholesome Spread for Bread"

The standard
by which all others
are judged

HIGHEST QUALITY
100% CO-OPERATION
SNAPPY SERVICE

I. VAN WESTENBRUGGE
DISTRIBUTOR

Grand Rapids Muskegon



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. Cortenhorst, Grand Rapids; Scott Kendrick, Ortonville; George W. McCabe, Petoskey; L. D. Puff, Fremont; Charles A. Sturmer, Port Huron; Herman Digman, Owosso.

Trade Secured By Solving the Customer's Problem.

Written for the Tradesman.

Nowadays, even the country doctor has his motor car. But in the old horse-and-rig days an out-of-town call meant in many instances a night on the road. A number of years ago, before the motor car came into general use, a doctor in a small town was complaining to a hardware dealer regarding these cold night trips.

"Why, sometimes," he declared, "it takes me an hour to thaw my feet, and that with a whole herd of buffalo robes. And like as not, when I get there the baby's got over its mad spell and snuffled off to sleep."

His tone was jocular, but with an undercurrent of seriousness. The hardware dealer to whom he spoke happened to be of an observant turn. He made mental note. Next time the doctor came in, the merchant produced a catalog.

"Here's just the thing to keep you warm on your country trips," he said; and showed a carriage heater which had been put on the market just a short time before. "I've a lot coming in; they will be here in a day or so. I'll bring one right over for you."

The upshot was the sale of one heater on the spot, and the rest of the trial order were sold on the strength of the first sale within a few weeks. Thereafter, there was a small but steady business done by that store in carriage heaters. It continues yet, though the motor car has reduced time and eliminated distance.

The incident illustrates the attitude of aggressive merchandising toward the individual customer. Here, the merchant, confronted with the customer's problem, set out to solve it, if a solution was within reach of the hardware trade. That he profited thereby is just a reminder that in modern merchandising, service is the path to profit.

There may have been a time when the merchant bought a stock of goods and then sat in his store placidly waiting for people to ask for what they wanted. To such a merchant, if he ever existed outside tradition, the actual sale was the only consideration, and the furthest limit of his mental vision.

Nowadays, the merchant looks beyond the sale. His aim is to find out just what the customer wants and to

sell it to him—even though, as a preliminary, it is necessary to persuade him that he does want it.

Looking beyond the actual sale is an outstanding principle of modern merchandising, whether it is carried on by retailers in their individual stores or by wholesalers and manufacturers throughout the length and breadth of the land. A retailer's success is in direct proportion to his study of the customer's problems and his ability to solve them.

In a small town there were six hardware stores. Five hardware dealers stocked household goods, and advertised them by name and price. They put them in their windows, showed them prominently in the store, and showed them and sold them when customers asked for them.

The sixth hardware dealer, after pondering the question, decided that in his store at least, under existing methods, the household department wasn't selling as much as it could and should. So he went into his own kitchen, equipped under his wife's direction, and spent a great deal of time—spare time of a week or two—sizing up kitchen problems.

He found that his wife's kitchen was, to begin with, inadequately equipped. Many reliable and tested labor-saving devices which he carried in stock were conspicuous by their absence. The average housewife, he reasoned, was crowded for time in which to do her housework. Any device which would help her save time and labor would be welcomed. A complete kitchen equipment would save nearly half the time usually spent in preparing the meals, and in cleaning up after meals.

From goods in stock, the merchant prepared several lists of necessary and desirable household articles. The first list was a comparatively simple one, representing equipment for a small household. More comprehensive lists followed, suitable for homes where the amount of housework was greater. Each list included articles which the hardware dealer believed, were used in few homes and for which the demand was normally small.

With these lists at his elbow, the dealer drafted a circular letter. Not "To the Housewife" in vague, general way; but a personal letter to his own wife, telling her, in chatty fashion, just what adequate equipment meant in time and labor saved. He showed what her time was worth, what pleasures she lost by reason of needless drudgery, and what added opportunities for enjoyment she would secure with adequate equipment to facilitate her work.

Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oaks

GRAND RAPIDS, MICH.

Exclusive Jobbers of Shelf Hardware,
Sporting Goods and
FISHING TACKLE

Foster, Stevens & Co. Wholesale Hardware

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

Grand Rapids, Mich.

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.

Use Tradesman Coupons

That letter formed the basis for a circular which, done in imitation typewriting with addresses and signature filled in, he mailed to a selected list of housewives. With the letter he enclosed one or more of his "household equipment lists."

The outcome was that, for a short time, one out of the six hardware dealers had the feminine trade coming his way almost unanimously; and it continued to come until his competitors woke up and commenced to imitate. The dealer scored, through studying the customer's problem, and working out a helpful solution. He was giving better service when he urged the housewife to buy adequate equipment instead of waiting for her to purchase a few articles totally inadequate; and, incidentally, he reaped larger profits.

Another phase of the household goods trade was worked out by a big city merchant. His study of kitchen problems convinced him that quality or its lack had a lot to do with results in the kitchen. On the one hand, occasional customers complained that the cheap articles they bought did not wear worth a sou markee. A number of customers were lost, some temporarily, some permanently, from just that cause.

On the other hand, higher priced goods, which promised a better margin of profit for the same amount of work, were little in demand.

The customer in this instance had a problem which she did not stop to figure out. The retailer did figure it out. The result was that he commenced steadily and persistently to push quality goods.

He did not jump into the ring with a yell, figuratively speaking, and cry down the cheap goods that he had been selling. He did not even drop them from his stock. He realized that there would always be people to whom price would be the only appeal. But even to these he talked quality.

He put the good goods to the front, showed them first when any article was asked for, put his recommendation behind them, and based his selling campaign on this idea; that, for the customer, the purchase of permanent value was the surest form of economy.

Thus, in the first instance he featured the heaviest and best lines of granite ware; and, when aluminum ware came to the fore, he was one of the first to take it up and push it. He never sold a common coffee pot where he could sell a percolator; although, for that matter, he always sold a cheap coffee pot where he could sell nothing else. If a customer asked for a toaster, he quickly sized her up.

"You have electric current in your house, haven't you?" he would say. "Well, this electric toaster is just the thing you want. You can make the toast more quickly, you don't have to lean over a hot stove, you get just the right shade of brown, and the finished product is thoroughly tasty and appetizing—just what a lady of refinement likes to put on her breakfast table."

The customer who bought upon

that recommendation got better satisfaction than she would have secured from the cheaper articles; and the merchant, for his part, cleared a margin on the \$5 article considerably larger than the entire price of the cheaper contrivance. Yet, dealing with a customer who had no electric current and did not expect to put it in, he showed the electric toaster as an interesting exhibit, but put his pushfulness behind a 50 cent toaster in preference to a 25 cent one.

"If I sell cheap goods which soon wear out," puts in the cautious retailer, "why, the customer comes back all the sooner and buys many times as often?"

True, he has to buy oftener; but does he buy from the dealer who sold him first? Hardly. But even if he does, is it profitable business? The man who buys half a dozen 15 cent articles may come back and repeat in a year; but the man who buys a 30 cent article and doesn't have to repeat will spend the money on additional equipment. He will spend more money, and do it more willingly, because he has proven by experience that the merchant's recommendation is to be relied upon, and that value consists, not in the price paid for an article, but in the service it gives.

Victor Lauriston.

Way Back in 1890.

The world's most famous automobile manufacturer was working in a bicycle shop.

A millionaire hotel owner was hopping bells.

America's steel king was stoking a blast furnace.

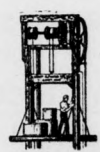
An international banker was firing a locomotive.

A president of the United States was running a printing press.

A great merchant was carrying a pack on his back.

A railroad president was pounding a telegraph key.

Life is short—too short to get everything. Choose you must, and as you choose, choose only the best—in friends, in books, in recreation, in everything.



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.

Sand Lime Brick

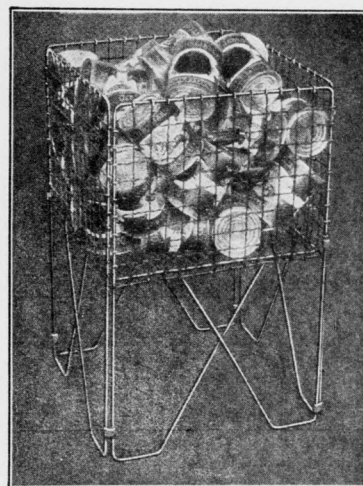
Nothing as Durable
Nothing as Fireproof
Makes Structures Beautiful
No Painting
No Cost for Repairs
Fire Proof
Weather Proof
Warm in Winter
Cool in Summer

Brick is Everlasting

Grande Brick Co., Grand Rapids

Saginaw Brick Co., Saginaw

Jackson-Lansing Brick Co., Rives Junction



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



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



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.

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

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.



Some New Features in the New Pantlind Hotel.

Detroit, Oct. 30.—Many Michigan hotel men will make a pilgrimage to Grand Rapids Saturday of this week to participate in the opening of the New Morton, as the personal guests of Managing Director W. C. Keeley.

Aside from the fact that a banquet will be served on the evening of that day, no definite program has been announced, but the writer, having been favored with a thorough inspection of the new establishment, under the guidance of Mr. Keeley, is prepared to say that a stunning surprise awaits that institution's guests when they assemble Saturday.

The writer expects to supply a detailed account of the opening festivities, together with a description of Grand Rapids' latest hotel achievement, for next week's issue of the Tradesman.

While on the subject of Grand Rapids hotels it may not be out of place to mention at this time various improvements recently undergone at the Pantlind, knowledge of which was gained on a recent visit thereto.

Just prior to the addition of 180 rooms, this year, an investment of over \$200,000 was made in redecorating and replacements—the main idea being to keep the hotel up to the reputation and standard it has so firmly established since it was originally completed in 1916.

Much of the furniture, new at that time, has been replaced from time to time, as new styles were offered by Grand Rapids manufacturers. The Pantlind has been at all times a veritable exhibition place of the highest grade of novelties in the special lines produced in the Furniture City.

Now the finishing touches are being bestowed on a 180 room 11-story addition, built at a cost of \$1,000,000. Every room is supplied with a bath, replete with magnificent furnishings, and will be offered to the public at uniform rates of \$3 and \$3.50, much the greatest value for the money to be found anywhere, East or West.

Among the special features which the new addition contains are a grill on the ground floor, 53 by 78, directly connecting with the hotel lobby and also having direct entrance from the street. This room certainly is a wonder. Its floors are of dark colored terrazzo, its wainscoting of oak, eight feet high, with pilasters and specially carved capitals. Above these plaster of antique finish prevail. The windows are of decorated leaded glass. The hangings are massive and appropriate. In one corner of this room an electric grill is to be utilized, with serving counters for convenience in food preparation.

A pronounced feature of the present improvement are the quarters provided for the Furniture Guild, located on the second floor. When formally thrown open to the public and dedicated to the purposes of the Guild, it will include all the appointments of a modern club. It is provided with a dining room, 37 by 40, a lounge 38 by 38, a committee room 38 by 27, making the entire area occupied by the Guild 102 by 57 feet. It is also so arranged that its members will at all times enjoy the comforts of Pantlind service, with dining room supplied direct from the hotel kitchen.

Other features are the addition of many new and commodious sample rooms, the delight of the commercial trade. Meeting quarters for the U. C. T. and kindred associations have also been provided.

Fred Pantlind, President and General Manager, has always been strong for service at an equitable charge and believes, as did his esteemed father, the late J. Boyd Pantlind, that the personal equation is the greatest consideration in successful hotel operation. With this idea in view he has surrounded himself with assistants with whom hospitality is a watchword. W. C. Taggart and Ernest Nier are Pantlind trained executives, while William R. Duffy, for many years connected with the old Morton House, enjoys an acquaintance which he is employing to good advantage in his newer connection with the Pantlind.

Several years ago the Pantlind management discovered a wide discrepancy between their "house count" and the number of guests being fed in their various cafes, the outcome being that one of the finest cafeterias in the country is now located in the basement, reached by elevators stairways (also soon to be connected directly with the street). From its incipency this feature has proven a marked success. Popular prices prevail and Pantlind quality is evident.

If you were to ask me where another hotel was to be found where for the rates charged so much is given, I certainly would be stumped.

New York State has just placed into effect a new law directed toward the punishment of "bad check artists" which bids fair to offer a real boon to the entire business community in general and hotel operators in particular.

The new law eliminates the ten days' notice previously required to be given the bad check passer before he could be prosecuted. It allows the regular notice of protest to be admitted as proof of insufficient funds or lack of funds in the bank on which the check has been drawn.

It also dispenses with the necessity which formerly prevailed of producing officials of the bank on which the check was drawn to give personal testimony. Under the old law it was impossible to convict without such testimony, and many forgers and bogus check passers consequently escaped prosecution because of the inability of many bank officials to testify against them. In that way the bad check offender who invariably used checks on out-of-town banks, knowing how difficult it would be to bring witnesses from such banks, are stopped, and in many cases it will be possible to punish this class of swindlers.

This legislation, which was secured through the direct efforts of organizations of the Empire state, is of inestimable value to the entire business public, and the Michigan statutes should be so amended that it could be useful in this state.

In Michigan, the temporary guest of a hotel who skips out without going through the formality of settling his bill, may be locked up in durance vile, but the fellow who establishes his residence in a hotel and remains there without coming across with the



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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.

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
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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
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NEW MERTENS
FIRE PROOF
One half block East of the Union Station
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Opposite North Side State Capitol on Seymour Avenue
250 Outside Rooms, Rates \$1.50 up, with Bath \$2.50 up.
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FIFTY TO ONE HUNDRED ROOM HOTEL in Michigan.
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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.
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Stop and see George,
HOTEL MUSKEGON
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Rates \$1.50 and up.
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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.

CODY HOTEL
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wherewithal, seems to be immune, so far as we can discover, and this class is becoming numerous. If he is ejected by the landlord for non-payment of his bill he is, singularly, not liable to criminal prosecution, so far as I am enlightened by a most careful investigation.

I notice, however, in some states the courts have decided that non-payment of a hotel bill is prima facie evidence of an intent to defraud, but this ruling would probably not stand an appeal, and it behooves the fraternity to see that this omission is corrected by the next legislature.

Some business men have said to me that they looked upon this feature of the hotel law as "class" legislation, but they usually overlook the fact that the landlord is always at a disadvantage in this one particular—he has to deal almost exclusively with transients who have no known rating and is the special victim of sharpers, who make a chronic practice of dead-beating their way through life, having no permanent abiding place where legal service could be secured and being absolutely without tangible assets.

Frank S. Verbeck.

The October Moon.

Detroit, Oct. 30.—The beautiful harvest moon adorned the darkened heavens on September the 24th; the hunter's moon brightens the darkened firmament on October 24. The new moon of this present tenth month appeared on the tenth day, the first quarter on the sixteenth day and the coming full moon—the so-called hunter's moon—will shine during the evening or the day when Daniel Webster died, seventy-one years ago, in 1852.

Harvest moon or hunter's moon, our faithful satellite, is certainly an object of silvery splendor, shining against the ebony background of the firmament. Of course, the planetary bodies in the darkened sky are also beautiful and comparatively near to us, but they are millions of miles distant, whereas our moon, at her furthest, is only 253,000 miles away. Of course, even the smallest of the eight planets—Mercury—is larger than our moon, which has a diameter of 2,163 miles, or a volume only one-forty-ninth that of the earth. In other words, our world possesses a surface area of about 197,000,000 square miles and the moon an area of about 14,700,000 square miles. Our moon approximates the same distance from the sun that the earth approximates—a mean or average of 92,900,000 miles—and the brilliant light from the sun reaches her in 499 seconds and then is reflected to the world's surface in a little more than one second from the beautiful hunter's moon.

Although not quite so glorious as the glorious harvest moon, the hunter's moon is indeed beautiful, gleaming white and weird as she rises slowly over dark, wooded knoll. All around her, we behold the twinkling suns bedimmed by her brilliant presence; below her, unseen amidst the darkness, there still survive suggestions of recent harvestings, and gorgeous foliage, soon about to wane. Once again, autumnal meadows are glimmering with silvery light and semi-leafless trees are casting intensified shadows. Here and there, a brook sparkles in the moonlight, while occasionally we hear the rustle of wind-driven fallen leaves. And, once more, October's full moon—the moon of the hunter—is about to revisit us, and, once again, All Hallows Eve is almost here.

Charles Nevers Holmes.

Ivan E. Estes, dealer in groceries, cigars, confectionery, etc., at DeWitt, renews his subscription to the Tradesman and says: "I enjoy your paper very much and it has helped me in many ways."

Items From the Cloverland of Michigan.

Sault Ste. Marie, Oct. 30.—Claude H. Crowe purchased the interest of John J. Sims in the J. P. Connelly Co. last Friday. Mr. Crowe and Mr. Sims bought the Connelly business last October and have conducted it under a partnership agreement. Mr. Sims took no active part in the business, he being engaged in the auto repair business on Portage avenue. The Connelly Co. will be conducted under the same policies as it has been in the past. Mr. Crowe will dispense with the original harness business of the founder, together with automobile accessories and tires. A gasoline filling station will be operated.

Wm. N. Caffee, of Manistique, who for a number of years has been employed as mechanic in the Peoples Auto and Tractor Co. garage, has resigned his position and opened an auto repair shop in the Bouscher building, on Walnut street. Mr. Caffee is an expert mechanic and no doubt will make a success of his new venture.

Cross a farmer's field and you find a cross farmer.

Axel Ekstrom, of Manistique, has purchased Saul Osser's grocery stock on Arbutus avenue and takes possession December 1. Mr. Ekstrom has had no previous experience in the grocery line. He was for many years engaged in the shoe business, but sold out the stock several years ago to S. Ruben. Since then he has become interested in the Manistique Manufacturing Co., but, owing to the unfavorable conditions, decided to discontinue that line of business. He decided on the grocery business for the future. The store will be known as the Lakeside Grocery.

Electricity is great. You can do anything with the stuff except pay the bills.

The new Lipsitt garage will be opened for business November 1 and will be one of the finest garages in Cloverland, as neither time or money was spared to make it so.

D. H. Patterson, one of our well known grocerymen, lost a valuable horse last week. It was hit by an automobile, breaking a leg so that the animal had to be shot.

Capt. Spaulding, who for forty years has been on the job at the locks superintendent, has been retired and succeeded by Charles Hursley.

Due partly to the fact that people would rather have automobiles some of the big cities report a baby shortage.

James A. Lillie, who for a number of years has been with the Richardson & Avery Co., at Racine, has accepted a position as accountant with the Cadillac Chemical & Lumber Co.

Did you realize it? Some of our best authors were traveling salesmen at one time or another. Making out expense accounts taught them to write fiction stories.

The O. K. market, at Manistique, formerly owned by Mr. Ossie, was sold last week to Knaup & Carlson. Mr. Knaup will look after the grocery, while Mr. Carlson will handle the meats.

"Aye" said the Scotchman, "I take my movies 't the kirk an' pay but the same fee. I'm a great believer in religion." William G. Tappert.

Large Storage Warehouse To Be Installed.

One of the greatest adjuncts to the wholesale interests of Grand Rapids will be in operation before the end of another year. The West Michigan Cold Storage Co. has acquired the tract of land on the North side of Shawmut avenue, between the P. M. Railway on the East and the Lake Shore tracks on the West and has had plans prepared for the first unit, which will be 102 feet on Shawmut

avenue and 134 feet deep. The building will be eight stories and basement, constructed of steel and concrete, with a brick exterior. The floors will be constructed entirely of concrete. Three large freight elevators will be installed. The building will have a capacity of 250 carloads, divided as follows, figured in square feet:

Day storage	265,250
Cold storage	504,350
Freezer capacity	233,400

Total 1,003,000

There will also be a poultry department of 180 ton capacity, where poultry can be killed and dressed and prepared for shipment in refrigerator cars.

The plant will be located on the West side of the land owned by the company, leaving room for a duplicate unit whenever the business of the corporation requires increased capacity.

The cost of the plant is estimated at \$900,000, composed of the following items:

Building	\$700,000
Land	50,000
Expense of selling securities	110,000
Interim expense	40,000

It is proposed to finance the institution by the sale of \$500,000 bonds, \$400,000 preferred stock and 800,000 shares of common stock.

The probable income of the company is estimated as follows:

Receipts from all sources	\$246,600
Expense	161,500

Net profits \$85,100

The officers selected to manage the corporation are as follows:

President—William J. Breen
Vice President—Glendon A. Richards

Secretary and Treasurer—William Curtis.

Directors—William J. Breen, Glendon A. Richards, William Curtis, D. W. Kimball and Andy Egan. Four additional directors will be elected later.

Mr. Curtis will remove to the city from Reed City, where he has long resided, and assume the work of financing the company and the active management of the business.

Group Meetings of the Dry Goods Association.

Lansing, Oct. 30.—The next group meeting of the Michigan Retail Dry Goods Association will be held at the Hotel New Burdick, Kalamazoo, at 6 o'clock, Wednesday evening, Nov. 7. The next day the directors of the Grand Rapids Merchants Mutual Fire Insurance Co. will hold a meeting in Grand Rapids. On the evening of Nov. 8 another group meeting will be held in the dining rooms of the Baptist church at Ionia. Members will please congregate at the Bailey Hotel. We desire the attendance of all of our members in whatever part of the State they may reside. A special letter has been sent to all living within driving distance of Ionia and Kalamazoo.

The group meetings at Ludington and Muskegon were well attended. About twenty-five earnest and progressive merchants were present at Ludington and more than double that number at Muskegon. The committees on local arrangements did their work splendidly and the meetings were very profitable.

The following items were stolen from the Stein & Griswold Co. store at Allegan:

One single skin grey squirrel choker, worth \$10; one single stone Martin choker, worth \$25; one single skin opossum choker, worth \$7; one two skin opossum choker, worth \$15; one size 18 Navy silk dress, worth \$45.

These were not all stolen at the same time. They have no clue to the thieves, but are inclined to think they are professionals, rather than local people. Jason Hammond, Sec'y.

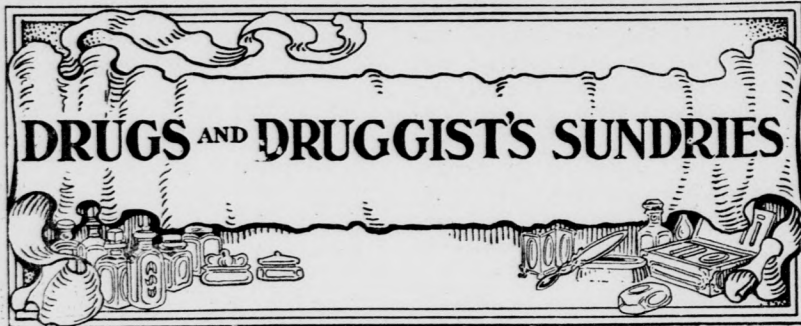
Death of Jacob Dyk, Traverse City Produce Dealer.

Funeral services for Jacob Dyk, widely known wholesale fruit and produce dealer of Traverse City, were held Tuesday at 2 o'clock at the residence of his uncle, Henry J. Vinkemulder, 473 Fountain street. Burial was in Oak Hill cemetery. Mr. Dyk died Sunday at Butterworth hospital following complications which resulted from an operation for appendicitis.

Mr. Dyk was born in Grandville 38 years ago and for 22 years was with the Vinkemulder Co. here. Two and one-half years ago he removed to Traverse City and engaged in the produce and fruit business on his own account in a building he purchased at 17 and 19 State street. He was doing exceedingly well, when the illness overtook him which finally resulted in his death. He was a member of Masonic lodge; also Elks and Rotary club. He married Alice Haftenkams, October 18, 1908, and was the father of three children, two girls and one boy, all of whom survive him. He was a member of Central Reformed church of Grand Rapids.

Mr. Dyk was a high grade business man and an exceptional christian gentleman. He was loved by all who knew him on account of his happy disposition, his uprightness and his thorough dependability. His loss to his family and his trade is beyond all estimate.

Ex-Senator Kellogg has had a long and honorable career in the law. In various trust-dissolution cases he was special counsel for the Federal Government. He has made for himself a great place and a fair name in the Northwest. Undoubtedly he is well qualified to represent this Nation in London. Frank B. Kellogg, of St. Paul, is an authentic American, who came up from the farm and has followed the American tradition. Nevertheless, he was caught in the 1922 whirlwind and beaten by Hendrik Shipstead by 80,000 votes for the Senate. He belongs in the category of "lame ducks," and his appointment is stirring the radical Northwest to protest. Frazier, La Follette and Magnus Johnson, of the Senate, are up in arms. Doubtless Colonel Brookhart will also be displeased. They insist President Coolidge is showing himself unfriendly to the "Progressives." Possibly so; but it would have made little difference anyway. The "Progressives" are coming to Washington to be displeased. If it had not been the Kellogg appointment it would have been something else. The Northwestern gentry are spoiling for trouble anyway.



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.

Talking About Hot Soda.

As the hot soda season is here, it is very necessary first of all to see that the apparatus is in perfect condition.

A hot soda fountain which hisses steam, or one which spits water vapor for several minutes before the boiling water begins to flow, is not in a highly efficient condition. The modern apparatus is automatic, so that with reasonable attention, in order to see that all of the parts are working as they should be, the drawing of hot soda is a pleasure in place of a somewhat disagreeable task as so many consider it.

Every dispenser having a hot soda apparatus to handle, should study its construction. It is not enough to light the gas or turn on the electricity, and let it go at that any more than it is enough to drive up to a gasoline station and instruct someone "to fill 'er up with gas and oil." There are many parts of a car to be kept track of, and the intelligent driver will see to it that everything is ship-shape. It is economy.

Similarly it is a distinct advantage to understand the soda apparatus and to know how to gain the highest efficiency from it. The maker of the apparatus will always be glad to send descriptive literature of its vital organs. And experience and a little safe experimenting will prove a profitable teacher.

It has been repeatedly stated that hot soda should be very hot as anything short of this is insipid. But in spite of these admonitions, it is not unusual to walk into a soda fountain establishment and to be served with a nondescript beverage which hasn't even the virtue of being hot.

If the water in the hot soda fountain does not heat properly there is a reason. Maybe some vent is plugged, or some washer has worn away, or the circulation is not perfect. Find out the reason and remedy it.

Some soda fountain dispensers will let the hot soda fountain gas burners, for example, zip away night and day because it is a little work to turn on

the heat in the morning, and as long as the apparatus is automatic the expense is not very great. Any housekeeper will tell you that to make good tea or coffee she must have freshly boiled water. It is better to turn the heat off at night and in the morning to draw out of the fountain the equivalent of its cubic content. This will mean that the water which has become stale and lifeless in the fountain, will be removed and a fresh supply drawn in. When that is heated it will make much more appetizing beverages than the stale, stewed-over-and-over-water which has stood there too long.

The next point in having the water right is to encourage sufficient hot soda patronage to keep the water changing. So much for the water. It is impossible to have a good hot soda without good, clear, fresh water heated to the right temperature.

The next step in the process of manufacture is the careful selection of staple supplies. A fine rich malted milk cannot be made out of a poor, cheap milk powder. A delicious beef bouillon cannot be prepared from a gluey, salt-as-the-briny-deep mass which strongly resembles over-thick molasses or stringy jelly which because of too much sugar refuses to jell. Bouillons can be delicious and wholesome, or so wretched as to antagonize trade. The logical thing to do is to either select a fine grade of bouillon stock or else to prepare it freshly from selected meat materials. It is far better from a business angle to serve fresh beef bouillon which is so good that you can build up a reputation on it, than to offer a whole hot soda menu of a dozen items none of which would be appreciated by a self-respecting pig.

Candy For Sunday.

An idea which has been originated by the National Confectioners' Association to help the retailer increase his candy sales is a series of holiday candy bags to be displayed in windows, because they draw more attention from the purchaser than a plain bag. The candy industry is trying to build up the custom of having candy in every home on Sunday. Window posters containing the slogan, "Take Home Candy for Sunday" and candy bags which carry the phrase, "Don't Forget Your Sunday Candy," have been prepared to help the retailer put his idea over.

Do we buy liberally and with pleasure from a salesman who knows no more about the goods than we do? Not much. We want to buy from someone who knows all about the line.

How Much Dead Stock on Your Shelves?

A writer in the Druggists' Weekly, (Canada) who claims to have less than \$100 worth of dead stock on his shelves, tells how, by taking "A Rooster A Day" as a slogan, and living up to it, every druggist can cut to a minimum his idle merchandise. The plan, as presented is as follows:

"Perhaps no other line of business offers so many handicaps to clean stockkeeping as the retail drug business. The retail druggist is beset by every new fad placed on the market that is intended to appeal to the vanity of the buying public or the practising physician. Ye Olde Time Druggist prided himself on having in stock everything that would likely be asked for, with the result that today many retail stores have about twenty per cent. of their total stock consisting of deadwood. At stock-taking time this is considered capital, and insurance paid on it from year to year for protection against loss. Get rid of this deadwood. It can be done.

"Some years ago I purchased a stock of \$15,000, of which fully \$4,000 was made up of 'roosters,' as I called them, and I marked them with red seals. When taking possession I retained the same staff, four in number, and explained my plan to them. They did not get my point of view. They were all anxious to sell new goods, but tabooed the red seals. I offered a five per cent. commission on red seal goods, and still no move.

"Vacation time came around and I employed as a relief clerk a young man with two years' experience. The first week he was with me he made an extra \$7.25 on the sale of 'roosters' whereas the other three clerks jointly had only 60c extra. I again explained the situation and the result was that in twelve months time there was only \$285.95 worth of 'roosters' on my shelves.

Compare your present list with that of a year ago and mark all the goods that have been idle for one year. Make your motto 'A Rooster A Day' and live up to it. You will be surprised with the results.

"It has been estimated that the retail druggists of Canada have \$500,000 invested in dead stock.

"How much is on your shelves?"
 "I have less than \$100 on mine."

Pharmacist Versus Druggist.

The word "pharmacist," which is of French origin, seems likely to supplant in America the word "druggist," and in England the term "chemist" as applied to a purveyor of drugs. American druggists think the word "drugs" has fallen into disfavor and is altogether too narrow a word for modern ideas of medicine. British chemists, on the other hand, are protesting the right of the pharmacists to use the term "chemist" and propose that pharmacists shall call themselves by their own name hereafter.

The pain of an unkind word outlives the pleasure of a kiss.



STRAIGHT
 SIZE—

The Johnson
 Original 10¢ Cigar

VAN DAM

MANUFACTURED BY
 TUNIS JOHNSON CIGAR CO.
 GRAND RAPIDS, MICHIGAN

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.

Water-Glass as a Cleanser.

Of course everybody knows that eggs can be preserved in water-glass, but how many know of the various uses for it? You can mix this water-glass with boiling water to the consistency of syrup and keep it in a bottle. If very dirty clothes are steeped in water to which some of this "syrup" is added, and they are afterward rinsed out and soaped, they will be much whiter than if washed in soap and water alone. This treatment often removes stubborn stains. Discolored glass dishes and vinegar bottles, etc., may be made brilliantly clear by washing with the solution, as also may stained pottery or enamel ware. Dark stains on marble may often be removed by mixing the "syrup" with whiting, rubbing the place well and then washing off with clean water. Sponges become beautifully clean and fresh if washed in hot water with water-glass and afterwards well rinsed. No doubt stone floors could also be cleaned with this mixture.

Larger Sales.

Perhaps you, too, feel the competition of the ex-saloon keeper drug or patent medicine store. Who doesn't? Do you realize that when you sell a small size of an advertised article, in all probability, the customer will need more in a week, month or maybe 3 months. No matter what the space of time, you want him your customer, to come back to you, but 9 out of 10 go in where they happen to be when they think of the need. During 14 years in New Jersey, I myself and many others I worked with, on calls for ExLax, Cascarets, Lysol, Bromo Seltzer, Creoline, etc., asked the customer if they wanted 10 or 25 cent size—they always mentioned the small sizes. I spent 4 months in Colorado and

29 in Utah and out there when asked for ExLax, Cascarets, etc., the smallest size is forgotten and the customer is asked, 25 or 50? and 50 or \$1? on those items which come in these sizes. It seems to be human nature to mostly always take the smallest of the choice. If you said \$2.50 or \$5? they would, almost invariably say \$2.50, same as they would 25 instead of 50.

Lots of druggists sell 5 cent packages of Epsom Salt. On calls say 15 cent or 2 for 25 and some will take 2 twenty-five or 5 fifty or 10 ninety. Its just as easy to sell a larger one. On adhesive plaster calls for a small one, don't ask 10 or 15? Set out a tray of 20, 30, 35, 50, 75 and \$1.00. Each package plainly marked in ink. The chain stores don't pay their big money to the pill and suppository worker, they pay it to the man who sells the goods. Don't growl at the big chain store, adopt his methods and maybe some day you will be a big chain store, too. H. L. Blow.

Stop Mixing Old Nuts With New.

The season for nuts is at hand and with it comes the time-worn practice of mixing old, stale nuts with the new and foisting the mixture upon the public as a product entirely of this season's picking.

"This shell game with the people will not be tolerated," says an officer of the food department. Wherever the special food agents of the department find aged and wormy nuts are being washed to make the shells appear bright and fresh, and the doctored nuts mixed with a new supply, the investigations will lead to prosecution unless the practice is discontinued.

Soul and sole leather make a good team for getting ahead.

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

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 80
Boric (Xtal)	15 @ 25	Amber, crude	1 75 @ 2.00	Aloes	1 45
Carbolic	42 @ 49	Amber, rectified	2 00 @ 2.25	Arnica	1 10
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	9 @ 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 85
Ammonia		Citronella	1 25 @ 1.50	Capsicum	2 20
Water, 26 deg.	10 @ 18	Cloves	3 50 @ 3.75	Catechu	1 75
Water, 18 deg.	8 1/2 @ 13	Cocunut	25 @ 35	Cinchona	2 10
Water, 14 deg.	6 1/2 @ 12	Cod Liver	1 30 @ 1.40	Colchicum	1 80
Carbonate	20 @ 25	Croton	2 00 @ 2.25	Cubeb	3 00
Chloride (Gran.)	10 @ 20	Cotton Seed	1 40 @ 1.60	Digitalis	1 80
Balsams		Cubeb	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 @ 1.75	Guaiaac	2 20
Fir (Oregon)	80 @ 1.00	Hamlock, pure	2 00 @ 2.25	Guaiaac, Ammon.	2 20
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 50 @ 1.75	Opium	3 50
Berries		Linseed Boiled bbl.	@ 98	Opium, Camp.	85
Cubeb	@ 1.25	Linseed bld. less	1 05 @ 1.18	Opium, Deodor'd	3 50
Fish	25 @ 30	Linseed, raw, bbl.	@ 96	Rhubarb	1 70
Juniper	7 @ 15	Linseed, ra., less	1 03 @ 1.16	Paints.	
Pricky Ash	@ 30	Mustard, artifi. oz	@ 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 @ 4.50	Lead, white oil	14 @ 14 1/2
Licorice powd.	70 @ 80	Olive, Malaga,	2 75 @ 3.00	Ochre, yellow bbl.	@ 2
Flowers		Olive, green	2 75 @ 3.00	Ochre, yellow less	2 1/2 @ 3
Arnica	25 @ 30	Orange, Sweet	5 50 @ 5.75	Putty	5 @ 8
Chamomile (Ger.)	35 @ 40	Organum, pure	@ 2.50	Red Venet'n Am.	3 1/2 @ 7
Chamomile Rom	2 50	Organum, com'l	1 00 @ 1.20	Red Venet'n Eng.	4 @ 8
Gums		Pennyroyal	3 00 @ 3.25	Whiting, bbl.	@ 4 1/2
Acacia, 1st	50 @ 55	Peppermint	4 25 @ 4.50	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	Acetanalid	47 1/2 @ 55
Aloes (Cape Pow)	25 @ 35	Sassafras, true	2 50 @ 2.75	Alum	08 @ 12
Aloes (Soc. Pow.)	65 @ 70	Sassafras, artifi	1 00 @ 1.25	Alum, powd. and	09 @ 15
Asafoetida	65 @ 75	Spearmint	4 00 @ 4.25	Bismuth, Subni-	3 85 @ 4.00
Pow.	1 00 @ 1.25	Sperm	1 80 @ 2.05	trate	3 85 @ 4.00
Camphor	1 20 @ 1.30	Tansy	8 00 @ 8.25	Borax xtal or	07 @ 13
Guaiaac	@ 70	Tar, USP	5 @ 45	powdered	07 @ 13
Guaiaac, pow'd	@ 80	Turpentine, bbl	@ 12 1/2	Cantharides, po.	2 00 @ 3.00
Kino	@ 85	Turpentine, less	1 19 @ 1.32	Calomel	1 76 @ 1.90
Kino, powdered	@ 90	Wintergreen,	6 00 @ 6.25	Capsicum, pow'd	48 @ 55
Myrrh	@ 80	leaf	6 00 @ 6.25	Carmine	6 00 @ 6.50
Myrrh, powdered	@ 90	Wintergreen, sweet	3 50 @ 3.75	Cassia Buds	25 @ 30
Opium, powd.	13-70 @ 13.92	birch	3 50 @ 3.75	Cloves	47 @ 50
Opium, gran.	13-70 @ 13.92	Wintergreen, art.	80 @ 1.20	Chalk Prepared	14 @ 16
Shellac	90 @ 1.00	Wormseed	9 00 @ 9.25	Chloroform	57 @ 6
Shellac Bleached	1 00 @ 1.10	Wormwood	9 00 @ 9.25	Chloral Hydrate	1 35 @ 1.85
Tragacanth, pw.	@ 1.75	Potassium		Cocao Butter	11 60 @ 12.25
Tragacanth	2 00 @ 2.25	Bicarbonate	35 @ 40	Corks, list, less	55 @ 75
Turpentine	25 @ 30	Bichromate	15 @ 25	Copperas	2 1/2 @ 10
Insecticides		Bromide	45 @ 50	Copperas, Powd.	4 @ 10
Arsenic	15 @ 25	Carbonate	30 @ 35	Corrosive Subm	1 48 @ 1.63
Blue Vitriol, bbl.	@ 7 1/2	Chlorate, gran'r	23 @ 30	Cream Tartar	33 @ 40
Blue Vitriol, less	8 1/2 @ 15	Chlorate, powd.	16 @ 25	Cuttle bone	40 @ 50
Bordeaux Mix Dry	14 @ 29	Cyanide	32 @ 50	Dextrine	5 @ 15
Hellebore, White	20 @ 30	Iodide	4 61 @ 4.84	Dover's Powder	3 50 @ 4.00
powdered	20 @ 30	Permanganate	30 @ 40	Emery, All Nos.	10 @ 15
Insect Powder	70 @ 90	Prussiate, yellow	65 @ 75	Emery, Powdered	8 @ 10
Lead Arsenate Po.	28 @ 41	Prussiate, red	@ 1.00	Epsom Salts, bbls.	@ 3
Lime and Sulphur	10 @ 25	Sulphate	35 @ 40	Epsom Salts, less	3 1/2 @ 10
Dry	10 @ 25	Roots		Ergot, powdered	@ 1.50
Paris Green	38 @ 52	Alkanet	25 @ 30	Flake, White	15 @ 20
Leaves		Blood, powdered	30 @ 40	Formaldehyde, lb	1 1/2 @ 3.00
Buchu	1 50 @ 1.60	Calamus	35 @ 75	Gelatine	1 25 @ 1.50
Buchu, powdered	@ 1.75	Elecampane, pwd	25 @ 30	Glassware, less	55 %
Sage, Bulk	25 @ 30	Gentian, powd.	20 @ 30	Glassware, full case	60 %
Sage, 1/2 loose	@ 40	Ginger, African,	25 @ 30	Glauber Salts, bbl.	@ 03 1/2
Sage, powdered	@ 35	powdered	25 @ 30	Glauber Salts, less	04 @ 10
Senna, Alex.	75 @ 80	Gir' er, Jamaica,	60 @ 65	Glue, Brown	21 @ 20
Senna, Tinn.	30 @ 35	Gir' er, Jamaica,	60 @ 65	Glue, Brown Grd	15 @ 20
Senna, Tinn. pow.	25 @ 35	powdered	42 @ 50	Glue, White	27 1/2 @ 35
Uva Ursi	20 @ 25	Goldenseal, pow.	5 50 @ 6.00	Glue, White Grd.	22 1/2 @ 40
Oils		Ipecac, powd.	3 00 @ 3.25	Glycerine	22 1/2 @ 40
Almonds, Bitter,	7 50 @ 7.75	Licorice, powd.	20 @ 30	Hops	6 @ 75
Almonds, Bitter,	4 00 @ 4.25	Oris, powdered	30 @ 40	Iodine	6 30 @ 6.50
artificial	4 00 @ 4.25	Poke, powdered	30 @ 35	Iodoform	7 80 @ 8.50
Almonds, Sweet,	80 @ 1.20	Rhubarb, powd.	85 @ 1.20	Lead Acetate	18 @ 25
true	80 @ 1.20	Rosinwood, powd.	30 @ 35	Lycopodium	60 @ 75
Seeds		Sarsaparilla, Hond.	@ 1.00	Mace	95 @ 1.00
Anise	35 @ 40	ground	@ 60	Mace, powdered	20 00 @ 20.40
Anise, powdered	38 @ 45	Sarsaparilla Mexican,	@ 60	Morphine	10 70 @ 11.60
Bird, 1s	13 @ 15	ground	@ 60	Nux Vomica, pow.	17 @ 25
Canary	10 @ 15	Squills	35 @ 40	Pepper black pow.	22 @ 25
Caraway, Po.	50 @ 55	Squills, powdered	60 @ 70	Pepper, White	40 @ 45
Cardamon	2 00 @ 2.25	Tumeric, powd.	17 @ 25	Pitch, Burgundy	10 @ 15
Celery, powd.	45 @ 50	Valeran, powd.	40 @ 50	Quassia	12 @ 15
Coriander pow.	35 @ 40	Seeds		Quinine	72 @ 1.33
Dill	12 1/2 @ 20	Anise	35 @ 40	Rochelle Salts	28 @ 35
Fennel	25 @ 40	Anise, powdered	38 @ 45	Saccharine	@ 2.25
Flax	08 @ 13	Bird, 1s	13 @ 15	Salt Peter	11 @ 22
Flax, ground	08 @ 13	Canary	10 @ 15	Selditz Mixture	30 @ 40
Foenugreek pow.	15 @ 25	Caraway, Po.	50 @ 55	Soap, green	15 @ 20
Hemp	8 @ 15	Cardamon	2 00 @ 2.25	Soap mott cast.	22 1/2 @ 25
Lobelia, powd.	@ 1.25	Celery, powd.	45 @ 50	Soap, white castile	@ 11.50
Mustard, yellow	15 @ 25	Coriander pow.	35 @ 40	Soap, white castile	@ 11.50
Mustard, black	22 @ 25	Dill	12 1/2 @ 20	less, per bar	@ 1.25
Poppy	22 @ 25	Fennel	25 @ 40	Soda Ash	5 1/2 @ 10
Quince	1 50 @ 1.75	Flax	08 @ 13	Soda Bicarbonate	3 1/2 @ 10
Rape	15 @ 20	Foenugreek pow.	15 @ 25	Soda, Sal	03 @ 08
Sabadilla	23 @ 30	Hemp	8 @ 15	Spirits Camphor	@ 1.35
Sunflower	11 1/2 @ 15	Lobelia, powd.	@ 1.25	Sulphur, roll	3 1/2 @ 10
Worm, American	30 @ 40	Mustard, yellow	15 @ 25	Sulphur, Subl.	04 @ 10
Worm Levant	@ 5.00	Mustard, black	22 @ 25	Tamarinds	20 @ 25

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

Beech Nut Bacon
Corn Beef Canned
Roast Beef Canned

DECLINED

Citron
Evap. Peaches
Evap. Apples
Sago
Tapioca

AMMONIA

Arctic, 16 oz. ----- 2 00
Arctic, 32 oz. ----- 3 25
I X L, 3 doz., 12 oz. 3 75

AXLE GREASE



48, 1 lb. ----- 4 25
24, 2 lb. ----- 5 50
10 lb. pails, per doz. 8 20
15 lb. pails, per doz. 11 20
25 lb. pails, per doz. 17 70

BAKING POWDERS

Arctic, 7 oz. tumbler 1 35
Queen Flake, 6 oz. ----- 1 25
Queen Flake, 16 oz. ----- 2 25
Queen Flake, 100 lb. keg 11
Queen Flake, 25 lb. keg 14
Royal, 10c. doz. ----- 95
Royal, 6 oz., doz. ----- 2 70
Royal, 12 oz., doz. ----- 5 20
Royal, 5 lb. ----- 31 20
Rocket, 16 oz., doz. 1 25

BLUING



Original
condensed Pearl
Crown Capped
4 doz., 10c dz. 85
3 dz. 15c. dz. 1 25

BREAKFAST FOODS

Cracked Wheat, 24-2 3 85
Cream of Wheat ----- 6 90
Pillsbury's Best Cerl ----- 2 20
Quaker Puffed Rice ----- 5 45
Quaker Puffed Wheat 4 30
Quaker Brfst Biscuit 1 90
Ralston Purina ----- 4 00
Ralston Branzen ----- 2 70
Ralston Food, large ----- 3 60
Saxon Wheat Food ----- 3 75



Shred. Wheat Biscuit 3 85
Vita Wheat, 12s ----- 1 80

Post's Brands.

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

BROOMS

Standard Parlor, 23 lb. 7 00
Fancy Parlor, 23 lb. 8 00
Ex. Fancy Parlor 25 lb. 9 00
Ex. Fey. Parlor 26 lb. 10 00
Toy ----- 2 25
Whisk, No. 3 ----- 2 75

Rich & France Brands

Special ----- 6 75
No. 24, Good Value ----- 7 50
No. 25, Special ----- 8 00
No. 25, Velvet, plain 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. Whouse, 32 lb. 9 00

BRUSHES

Solid Back, 8 in. ----- 1 50
Solid Back, 1 in. ----- 1 75
Pointed Ends ----- 1 25

Stove

No. 1 ----- 1 10
No. 2 ----- 1 35

Shoe

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

BUTTER COLOR

Dandelion, ----- 2 85
Neudrow, 3 oz., doz. 2 50

CANDLES

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

CANNED FRUIT.

Apples, 3 lb. standard 1 75
Apples, No. 10 ----- 4 50
Apple Sauce, No. 2 ----- 2 00
Apricots, No. 1 ----- 1 90
Apricots, No. 2 ----- 2 85
Apricots, No. 2 1/2 ----- 2 60
Apricots, No. 10 ----- 8 00
Blackberries, No. 10 ----- 9 00
Blueberries, No. 2, 1-75 ----- 2 50
Blueberries, No. 10 ----- 11 00
Cherries, No. 2 ----- 3 00
Cherries, No. 2 1/2 ----- 4 00
Cherries, No. 10 ----- 10 50
Loganberries, No. 2 ----- 3 00
Peaches, No. 1 ----- 1 10
Peaches, No. 1, Sliced ----- 1 40
Peaches, No. 2 ----- 2 75
Peaches, No. 2 1/2 ----- 2 25
Peaches, 2 1/2 Cal. 3 00
Peaches, 10, Mich 5 50
Pineapple, 1, sled ----- 1 80
Pineapple, 2, sl. ----- 3 10
Pineapple, 2, br sl. ----- 2 75
Pineapple, 2 1/2, cru. ----- 2 40
Pineapple, 10 cru. ----- 14 00
Pears, No. 2 ----- 3 25
Pears, No. 2 1/2 ----- 3 50
Plums, No. 2 ----- 1 25
Plums, No. 2 1/2 ----- 2 50
Raspberries, No. 2, blk. ----- 3 25
Raspb's, Red, No. 10 ----- 9 75
Raspb's, Black, No. 10 ----- 11 00
Rhubarb, No. 10 ----- 5 25

CANNED FISH.

Clam Ch der, 10 1/2 oz. 1 35
Clam Ch., No. 3 ----- 3 00
Clams, Steamed, No. 1 ----- 1 75
Clams, Minced, No. 1 ----- 1 50
Finnan Haddie, 10 oz. ----- 3 20
Clam Bouillon, 7 oz. ----- 2 50
Chicken Haddie, No. 1 ----- 2 75
Fish Flakes, small ----- 1 35
Cod Fish Cake, 10 oz. ----- 1 75
Cove Oysters, 5 oz. ----- 1 75
Lobster, No. 1/4, Star ----- 2 90
Shrimp, No. 1, wet ----- 2 00
Sard's, 1/4 Oil, key ----- 6 00
Sardines, 1/4 Oil, k'less ----- 5 50
Sardines, 1/4 Smoked ----- 7 00
Salmon, Warrens, 1/2 ----- 3 00
Salmon, Red Alaska ----- 2 85
Salmon, Med. Alaska ----- 1 85
Salmon, Pink Alaska ----- 1 65
Sardines, Im. 1/4, ea. ----- 10 28
Sardines, Im. 1/2, ea. ----- 25
Sardines, Cal. ----- 1 75
Tuna, 1/2, Albacore ----- 95
Tuna, 1/2, Curtis, doz. ----- 2 20
Tuna, 1/2, Curtis, doz. ----- 3 50
Tuna, 1s, Curtis, doz. ----- 7 00

CANNED MEAT

Bacon, Med. Beechnut 2 70
Beef, No. 1, Corned ----- 2 70
Beef, No. 1, Roast ----- 2 70
Beef, No. 1/2 ----- 1 90
Beef, No. 1, Qua. Sil. ----- 1 90
Beef, No. 1, Qua. sil. ----- 3 10
Beef, No. 1, B. out. sil ----- 5 10
Beefsteak & Onions, 3 ----- 2 75
Chili Con Ca., 1s ----- 1 35
Deviled Ham, 1/2 ----- 2 20
Deviled Ham, 1/2 ----- 3 60
Hamburg Steak & Onions ----- 3 15
Potted Beef, 4 oz. ----- 1 40
Potted Meat, 1/2 Libby ----- 50
Potted Meat, 1/2 Libby ----- 90
Potted Meat, 1/2 Rose ----- 1 85
Potted Ham, Gen. ----- 1 85
Vienna Saus., No. 1 ----- 1 35
Veal Leaf Medium ----- 2 30

Baked Beans

Beechnut, 16 oz. ----- 1 40
Campbells ----- 1 15
Climatic Gem, 18 oz. ----- 95
Fremont, No. 2 ----- 1 25
Snider, No. 1 ----- 95
Snider, No. 2 ----- 1 35
Van Camp, small ----- 85
Van Camp, Med. ----- 1 15

CANNED VEGETABLES.

Asparagus, ----- 4 40
No. 1, Leg. Gr. ----- 4 40
No. 2, Leg. Gr. ----- 1 60
W. Beans, cut 2 ----- 1 45
W. Beans, 10, ----- 7 00
Green Beans, 2s ----- 1 45
Green Beans, No. 10 ----- 7 50
Lima Beans, No. 2 ----- 2 00
Lima Beans, 2s, Soaked ----- 95
Red Kid, No. 2 ----- 1 20
Beets, No. 2, wh. ----- 1 45
Beets, No. 2, cut 1 ----- 1 45
Beets, No. 3, cut 1 ----- 1 80
Corn, No. 2, St. ----- 1 40
Corn, No. 2, Ex. Stan. ----- 1 55
Corn, No. 2, Fan ----- 1 60
Corn, No. 2, Fy. glass ----- 2 25
Corn, No. 10 ----- 7 25
Hominy, No. 3 ----- 1 15
Okra, No. 2, whole ----- 2 00
Okra, No. 2, cut ----- 1 90
Dehydrated Veg Soup ----- 36
Dehydrated Potatoes, lb ----- 35
Mushrooms, Hotels ----- 45
Mushrooms, Choice ----- 45
Mushrooms, Sur Extra ----- 70
Peas, No. 2, E.J. ----- 1 25
Peas, No. 2, Sift. ----- 1 60
June ----- 1 60
Peas, No. 2, Ex. Sift. ----- 2 10
E. J. ----- 1 90
Peas, Ex. Fine, French ----- 29
Pumpkin, No. 3 ----- 1 45
Pumpkin, No. 10 ----- 4 00
Pimientos, 1/2, each ----- 15 18
Pimientos, 1/2, each ----- 27
Swt Potatoes, No. 2 1/2 ----- 1 35
Sauerkraut, No. 3 ----- 1 35
Succotash, No. 2 ----- 1 60
Succotash, No. 2, glass ----- 1 45
Spinach, No. 1 ----- 1 10
Spinach, No. 2 ----- 1 20
Spinach, No. 3 ----- 1 85
Spinach, No. 10 ----- 5 75
Tomatoes, No. 2 ----- 1 30
Tomatoes, No. 3 ----- 1 90
Tomatoes, No. 2 glass ----- 2 55
Tomatoes, No. 10 ----- 7 50

CATSUP.

B-nut, Small ----- 2 25
Lilly Valley, 14 oz. ----- 2 25
Libby, 14 oz. ----- 2 25
Libby, 8 oz. ----- 1 75
Lilly Valley, 1/2 Pint ----- 1 65
Paramount, 24, 8s ----- 1 45
Paramount, 24, 16s ----- 2 40
Paramount, 6, 10s ----- 10 00
Sniders, 8 oz. ----- 1 80
Sniders, 16 oz. ----- 2 75
Royal Red, 10 oz. ----- 1 40

CHILI SAUCE.

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

OYSTER COCKTAIL.

Sniders, 16 oz. ----- 3 35
Sniders, 8 oz. ----- 2 35

CHEESE

Roquefort ----- 57
Kraft small tins ----- 1 70
Kraft American ----- 1 70
Chili, small tins ----- 1 70
Pimento, small tins ----- 1 70
Roquefort, small tins ----- 2 50
Camenbert, small tins ----- 2 50
Bric ----- 28
Wisconsin Flats ----- 28
Wisconsin Daisy ----- 29
Longhorn ----- 29
Michigan Full Cream ----- 28
New York Full Cream ----- 31
Sap Sago ----- 30

CHEWING GUM

Adams Black Jack ----- 65
Adams Bloodberry ----- 65
Adams Calif. Fruit ----- 65
Adams Sen Sen ----- 65
Beeman's Pepsin ----- 65
Beechnut ----- 70
Doublemint ----- 65
Juicy Fruit ----- 65
Peppermint, Wrigleys ----- 65
Spearmint, Wrigleys ----- 65
Wrigley's P-K ----- 65
Zeno ----- 65
Teaberry ----- 65

CHOCOLATE.

Baker, Caracas, 1/2 ----- 37
Baker, Caracas, 1/2 ----- 35
Baker, Premium, 1/2 ----- 37
Baker, Premium, 1/2 ----- 34
Baker, Premium, 1/2 ----- 34
Hersheys, Premium, 1/2 ----- 35
Hersheys, Premium, 1/2 ----- 36
Runkle, Premium, 1/2 ----- 34
Runkle, Premium, 1/2 ----- 37
Vienna Sweet, 24s ----- 1 75

COCOA.

Baker's 1/2 ----- 40
Baker's 1/2 ----- 36
Bunte, 1/2 ----- 43
Bunte, 1/2 lb. ----- 35
Bunte, lb. ----- 32
Droste's Dutch, 1 lb. ----- 9 00
Droste's Dutch, 1/2 lb. ----- 4 75
Droste's Dutch, 1/2 lb. ----- 2 00
Hersheys, 1/2 ----- 33
Hersheys, 1/2 ----- 28
Huyler ----- 36
Lowney, 1/2 ----- 40
Lowney, 1/2 ----- 40
Lowney, 1/2 ----- 38
Lowney, 5 lb. cans ----- 31
Van Houten, 1/2 ----- 75
Van Houten, 1/2 ----- 75

COCOANUT.

1/2s, 5 lb. case Dunham ----- 50
1/2s, 5 lb. case ----- 48
1/2s & 1/2s, 15 lb. case ----- 49
Bulk, barrels shredded ----- 26
96 2 oz. pkgs., per case ----- 8 00
48 4 oz. pkgs., per case ----- 7 00

CLOTHES LINE.

Hemp, 50 ft. ----- 2 00
Twisted Cotton, 50 ft. ----- 1 75
Braided, 50 ft. ----- 2 75
Sash Cord ----- 3 50



COFFEE ROASTED

Bulk ----- 19
Rio ----- 22 1/2
Santos ----- 22 1/2
Maracaibo ----- 29
Guatemala ----- 29
Java and Mocha ----- 41
Bogota ----- 30
Peaberry ----- 27

McLaughlin's Kept-Fresh Vacuum packed. Always fresh. Complete line of high-grade bulk coffees. W. F. McLaughlin & Co., Chicago

Coffee Extracts

N. Y., per 100 ----- 11
Frank's 50 pkgs. ----- 4 25
Hummel's 50 1 lb. ----- 10 1/2

CONDENSED MILK

Eagle, 4 doz. ----- 9 00
Leader, 4 doz. ----- 7 00

MILK COMPOUND

Hebe, Tall, 4 doz. ----- 4 50
Hebe, Baby, 8 doz. ----- 4 40
Caroline, Tall, 4 doz. ----- 4 00
Caroline, Baby ----- 3 50

EVAPORATED MILK



Quaker, Tall ----- 4 90
Quaker, Baby ----- 4 80
Blue Grass, Tall, 48 ----- 5 99
Blue Grass, Baby, 72 ----- 3 75
Carnation, Tall, 4 doz. ----- 5 25
Carnation, Baby, 8 doz. ----- 5 25
Every Day, Tall ----- 5 25
Danish Pride, tall ----- 5 25
Danish Pride, 8 doz. ----- 5 15
Every Day, Baby ----- 4 00
Goshen, Tall ----- 5 00
Goshen, Gallon ----- 4 90
Oatman's Dun., 4 doz. ----- 5 25
Oatman's Dun., 8 doz. ----- 5 15
Pet, Tall ----- 5 25
Pet, Baby, 8 oz. ----- 5 15
Borden's, Tall ----- 5 25
Borden's, Baby ----- 5 15
Van Camp, Tall ----- 5 25
Van Camp, Baby ----- 3 95

CIGARS

Lewellyn & Co. Brands ----- 37 50
Garcia Master ----- 37 50
Cafe, 100s ----- 37 50

Swift

Wolverine, 50s ----- 130 00
Supreme, 50s ----- 110 00
Bostonian, 50s ----- 95 00
Perfecto, 50s ----- 95 00
Blunts, 50s ----- 75 00
Cabinet, 50s ----- 75 00

Tilford Cigars

Clubhouse, 50s ----- 110 00
Perfecto, 50s ----- 95 00
Tuxedo, 50s ----- 75 00
Tilcrest, 50s ----- 35 00

Worden Grocer Co. Brands

Henry George ----- 37 50
Harvester Kiddies ----- 37 50
Harvester Record ----- 75 00
Breaker ----- 75 00
Harvester Perfecto ----- 95 00
Webster Savoy ----- 75 00
Webster Plaza ----- 95 00
Webster Belmont ----- 110 00
Webster St. Reges ----- 125 00
Starlight Rouse ----- 85 00
Starlight Peninsular ----- 150 00
Club ----- 150 00
La Azora Agreement ----- 58 00
La Azora Washington ----- 75 00
Little Valentine ----- 37 50
Valentine Victory ----- 75 00
Valentine DeLux ----- 95 00
R B Londres ----- 58 00
R B Invincible ----- 75 00
Tiona ----- 31 00
New Currency ----- 35 00
Picadura Pais ----- 25 00
Quality First Stogie ----- 18 50

CONFECTIONERY

Stick Candy Pails ----- 18
Jumbo Wrapped ----- 20
Pure Sugar Stick 600s 4 25
Big Stick, 20 lb. case ----- 21
Kindergarten ----- 19
Kindergarten ----- 18
Leader ----- 18
X L O ----- 15
French Creams ----- 21
Cameo ----- 22
Grocers ----- 13

Fancy Chocolates

5 lb. Boxes ----- 1 75
Bittersweets, Ass'ted ----- 1 75
Choc Marshmallow Dp ----- 1 75
Milk Chocolate A A ----- 2 00
Nibble Sticks ----- 2 00
Primrose Choc. ----- 1 35
No. 12 Choc., Dark ----- 1 75
No. 12 Choc., Light ----- 1 85
Chocolate Nut Rolls ----- 1 90

Gum Drops Pails

Anise ----- 17
Orange Gums ----- 17
Challenge Gums ----- 14
Favorite ----- 20
Superior ----- 21

Lozenges.

A. A. Pep. Lozenges ----- 20
A. A. Pink Lozenges ----- 20
A. A. Choc. Lozenges ----- 20
Motto Hearts ----- 21
Malted Milk Lozenges ----- 23

Hard Goods. Pails

Lemon Drops ----- 20
O. F. Horehound dps. ----- 20
Anise Squares ----- 22
Peanut Squares ----- 20
Horehound Tablets ----- 20

Cough Drops

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

Package Goods

Creamery Marshmallows ----- 1 05
4 oz. pkg., 12s, cart. ----- 1 05
4 oz. pkg., 48s, case ----- 4 00

Specialties.

Walnut Fudge ----- 23
Pineapple Fudge ----- 21
Italian Bon Bons ----- 20
National Cream Mints ----- 32
Silver King Al. Maltows ----- 1 50
Hello, Hiram, 24s ----- 85
Walnut Sundae, 24, 5c ----- 85
Neapolitan, 24, 5c ----- 85
Yankee Jack, 24, 5c ----- 85
Gladiator, 24, 10c ----- 1 60
Mich. Sugar Ca., 24, 5c ----- 85
Pal O Mine, 24, 5c ----- 85

COUPON BOOKS

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

CRISCO.

36s, 24s and 12s. ----- 21
Less than 5 cases ----- 20 1/4
Five cases ----- 20
Ten cases ----- 19 1/2
Twenty-five cases ----- 19
6s and 4s ----- 20 1/4
Five cases ----- 19 1/4
Ten cases ----- 19 1/4
Twenty-five cases ----- 19

CREAM OF TARTAR

6 lb. boxes ----- 40

DRIED FRUITS

Apples ----- 13
Evap. Choice, bulk ----- 13
Apricots ----- 16
Evaporated, Choice ----- 16
Evaporated, Fancy ----- 20
Evaporated, Slabs ----- 14
Citron ----- 50
10 lb. box ----- 50
Package, 15 oz. ----- 19
Boxes, Bulk, per lb. ----- 18
Greek, Bulk, lb. ----- 16

Peaches

Evap. Choice unp. ----- 14
Evap., Ex. Fancy, P. P. ----- 20
Lemon, American ----- 25
Orange, American ----- 26

Raisins

Seeded, bulk ----- 10 1/2
Seeded, 15 oz. pkg. ----- 12 1/2
Seedless, Thompson ----- 11 1/2
Seedless, 15 oz. pkg. ----- 12 1/2

California Prunes

90-100, 25 lb. boxes ----- 7 07
80-90, 25 lb. boxes ----- 7 09
70-80, 25 lb. boxes ----- 7 10
60-70, 25 lb. boxes ----- 7 11
50-60, 25 lb. boxes ----- 7 13
40-50, 25 lb. boxes ----- 7 14
30-40, 25 lb. boxes ----- 7 16

FARINACEOUS GOODS

Beans ----- 07 1/2
Med. Hand Picked ----- 07 1/2
Cal. Linas ----- 11
Brown, Swedish ----- 08
Red Kidney ----- 03

Farina

24 packages ----- 2 10
Bu., per 100 lbs. ----- 05

Hominy

Pearl, 100 lb. sack ----- 2 50

Macaroni

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

Pearl Barley

Chester ----- 4 50
00 and 0000 ----- 6 25
Barley Grits ----- 04 1/2

Peas

Scotch, lb. ----- 08
Split, lb. ----- 07 1/2

Sago

East India ----- 10

Tapioca

Pearl, 100 lb. sacks ----- 10
Minute, 8 oz., 3 doz. ----- 4 05
Dromedary Instant ----- 3 50

FLAVORING EXTRACTS

Doz. Doz.
Lemon ----- 1 50
1 20 ----- 1 50
1 65 ----- 2 00
2 75 ----- 3 25
2 40 ----- 3 00
4 50 ----- 5 50
7 75 ----- 9 50
15 00 ----- 18 00
29 00 ----- 34 00
Arctic Flavorings ----- 6 75
3 oz. Tap. 40 bot. ----- 6 75

Smith's Flavorings

2 oz. Vanilla ----- 32 00
2 oz. Lemon ----- 2 40
4 oz. Vanilla ----- 3 50
Jiffy Punch ----- 2 25
Assorted flavors.

FLOUR AND FEED

Valley City Milling Co.
Lily White, 1/2 Paper sack ----- 2 40
Harvest Queen, 24 1/2 Light Loaf Spring Wheat, 24s ----- 2 40
Roller Champion 24 1/2 Snow Flake, 24 1

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 gal.	15 70

GELATINE	
Jello-O, 3 doz.	3 45
Knox's Sparkling, doz.	2 25
Knox's Acid'd, doz.	2 25
Minute, 3 doz.	4 06
Plymouth, White	1 85
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 90
Pure 7 oz. Asst., doz.	1 20
Buckeye, 22 oz., doz.	

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 1c bxs	5 50
Red Diamond, 144 bx	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, 3 doz. case	2 4

MOLASSES.	
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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 cs.	5 85
No. 1 1/2, 36 cans to cs.	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 cs.	4 40
No. 1 1/2, 36 cans to cs.	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 cs.	3 35
No. 1 1/2, 36 cans to cs.	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 30
Ginger Cake, 12, 5 lb.	3 30
Ginger Cake, 6, 10 lb.	3 35
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	3 30
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue L.	4 40
Palmetto, 24, 2 1/2 lb.	4 40

NUTS.	
Whole	
Almonds, Terregona	19
Brazil, Large	20
Fancy mixed	20
Filberts, Sicily	15
Peanuts, Virginia, raw	09 1/2
Peanuts, Vir. roasted	12
Peanuts, Jumbo, raw	13
Peanuts, Jumbo, rstd	15
Pecans, 3 star	22
Pecans, Jumbo	80
Walnuts, California	28

Salted Peanuts	
Fancy, No. 1	17 1/2
Jumbo	20

Shelled	
Almonds	50
Peanuts, Spanish,	
125 lb. bags	13 1/2
Filberts	32
Pecans	1 05
Walnuts	56

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



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

PICKLES	
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.	18@19
Good Steers & Heif.	16@17
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	13
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
Pure in tierces	15
69 lb. tubs	advance 1/2
50 lb. tubs	advance 1/4
20 lb. pails	advance 3/4
10 lb. pails	advance 1/2
5 lb. pails	advance 1
3 lb. pails	advance 1
Compound Lard	15@15 1/2

Sausages	
Bologna	12 1/2
Liver	12
Frankfort	16
Pork	18@20
Veal	11
Tongue	11
Headcheese	14

Smoked Meats	
Hams, 14-16, lb.	21@26
Hams, 16-18, lb.	21@26
Ham, dried beef	
sets	38 @35
California Hams	11 @12
Picnic Boiled	
Hams	30 @32
Boiled Hams	34 @37
Minced Hams	14 @15
Bacon	22 @34

Beef	
Rumpless	23 00@24 00
Rump, new	23 00@24 00

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

Pig's Feet	
1/4 bbls.	2 15
1/2 bbls., 35 lbs.	4 00
3/4 bbls.	7 00
1 bbl.	14 15

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

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

ROLLED OATS	
Steel Cut, 100 lb. sks.	4 75
Silver Flake, 12 Fam.	2 20
Quaker, 18 Regular	1 80
Quaker, 12s Family	2 60
Mothers, 12s, illum	3 25
Silver Flake, 18 Reg.	1 40
Sacks, 90 lb. Jute	2 75
Sacks, 90 lb. Cotton	3 00

SALERATUS	
Arm and Hammer	3 75

SAL SODA	
Granulated, bbls.	2 00
Granulated, 100 lbs. cs	2 25
Granulated, 36 2 1/2 lb. packages	2 50

COD FISH	
Middles	16
Tablets, 1 lb. Pure	20
Tablets, 1/2 lb. Pure, doz.	1 40
Wood boxes, Pure	27
Whole Cod	12

Holland Herring	
Milkers, kegs	1 15
Y. M. Kegs	1 10
Y. M. Half bbls.	9 50
Y. M. bbls.	18 00

Herring	
K K K K, Norway	20 00
8 lb. pails	1 40
Cut Lunch	1 00
Boned, 10 lb. boxes	22

Lake Herring	
1/2 bbl., 100 lbs.	6 50

Mackerel	
Tubs, 100 lb. fncy fat	16 00
Tubs, 60 count	5 25

White Fish	
Med. Fancy, 100 lb.	13 00

SHOE BLACKENING.	
2 in 1, Paste, doz.	1 35
E. Z. Combination, dz.	1 35
Dri-Foot, doz.	2 00
Bixbys, Doz.	1 35
Shinola, doz.	90

STOVE POLISH.	
Blackene, per doz.	1 35
Black Silk Liquid, dz.	1 40
Black Silk Paste, doz.	1 25
Enamaline Paste, doz.	1 35
Enamaline Liquid, dz.	1 35
E Z Liquid, per doz.	1 40
Radium, per doz.	1 85
Rising Sun, per doz.	1 35
654 Stove Enamel, dz.	2 85
Vulcanol, No. 5, doz.	95
Vulcanol, No. 10, doz.	1 35
Stovoll, per doz.	1 80

SALT	
Colonial 24, 2 lb.	90
Med. No. 1, Bbls.	2 80
Med. No. 1, 100 lb. bg.	95
Farmer Spec., 70 lb.	95
Packers Meat, 56 lb.	63
Packers for ice cream	
100 lb., each	95
Blocks, 50 lb.	47
Butter Salt, 280 lb. bbl.	4 50
Baker Salt, 280 lb. bbl.	4 25
100, 2 lb. Table	6 07
60, 5 lb. Table	5 57
30, 10 lb. Table	5 30
28 lb. bags, Table	40



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

SOAP	
Am. Family, 100 box	6 00
Flavor 100 box	5 00
Flake White, 100 box	4 80
Fels Napha, 100 box	5 50
Grdma White Na. 100s	5 00
Rub No More White	
Napha, 100 box	5 00
Swift Classic, 100 box	4 75
20 Mule Borax, 100 bx	7 55
Wool, 100 box	6 50
Fairy, 100 box	5 50
Jap Rose, 100 box	7 85
Palm Olive, 144 box	11 00
Lava, 100 box	4 90
Pummo, 100 box	4 85
Sweetheart, 100 box	5 70
Grandpa Tar, 50 sm.	2 00
Grandpa Tar, 50 Lge	3 35
Fairbank Tar, 100 bx	4 00
Trilby, 100, 12c	8 00
Williams Barber Bar.	9s 50
Williams Mug, per doz.	48

Proctor & Gam

Money a Vital Issue With the Newly Married.

Written for the Tradesman.

It seems a harsh, unfeeling cold-blooded thing to do, to urge upon beautiful brides and happy bridegrooms the consideration, even before the honeymoon is over, of the old, threadbare, worn-out topic of dollars and cents.

"We shall be happy in each other's love regardless of financial considerations," asserts the blithe girl who has just left her father's comfortable home; the young husband, who but a few hours ago assumed the responsibility of being the head of a household of his own, smiles his assent to her so positively expressed conviction.

Poor children! If only they could be happy in each other's love regardless of financial consideration, no one would have the heart to thrust the unwelcome subject upon their attention. But they can not be happy, no self-respecting couple can be happy in this year of grace 1923, without due regard to financial considerations. Perhaps this was not always true, perhaps it ought not to be true now; we can not here discuss these questions. They are minor to the main issue, which stated simply and plainly is just this: Unless the expenditures of the new household can be kept within its assured income, domestic discontent and unhappiness, in some one or other of their many ugly forms, are bound to appear.

Indeed, so vital to the welfare of any married pair is the proper handling of the money problem, that every young couple really ought to begin its solution long before the honeymoon, away back in the engagement days before the marriage knot is tied.

Some young people actually do this, work and save for years, it may be, and do not venture into matrimony until they have a snug sum in the bank or in some secure investment. Better than the money are the thrift and self-denial it represents, and the fact that they know just how they came by it. Such couples need no counsel. They have an experimental knowledge of finance that discounts the best wisdom of the advice column.

How about the far greater number who marry with but little money, and without fixed habits of regular and systematic saving?

With such, as a usual thing, more depends upon the wife than upon the husband. A young man, particularly a generous, good-hearted fellow, the sort that makes the kindest and most considerate of husbands if only his chosen mate has sense enough that his unselfishness shall not be the undoing of them both—this kind of young man does not like to be a "tight-wad." He can not bear to say to his dear little bride, "We really can not afford this," or "I am very sorry but we shall have to get along without that;" he longs to gratify her every wish. So unless the little bride herself takes hold of their money affairs with a firm hand, they are almost sure to fall into extravagant ways at the very outset.

It must be borne in mind that hereafter there will be only one income, when heretofore, in a sense at least there have been two. For does not the girl who lives at home and is supplied by indulgent parents with all the comforts of life and many of its luxuries, does not such a girl have an income, whether she realizes it or not? An amazingly good and dependable income it is, too—so long as she remains unmarried.

The girl who does not come from a home of wealth most likely has been earning her own money, holding some good position and drawing regular pay for her services. She has been accustomed to having far more to spend upon herself than can be afforded by the wife of any man in moderate circumstances.

So the problem is really making one income answer in place of two, although the liking for good clothes, pleasure trips, amusements, even sundaes and bonbons, that grew and developed under the two-income system, has met with not the slightest diminution.

Every couple should start out with a firm determination really and truly to take care of themselves. A surprising proportion of young married people are grafters on the home folks of one side of the house or the other. Just remember that father and mother do not feel the same about contributing to the support of a son or a daughter after marriage that they did before. They may do it without any outspoken objection—so many young people are in a chronic condition of needing to be helped out that their parents come to regard paying their rent or their coal and light bills as a matter of course; but there is always silent protest and a feeling of contempt, well-concealed although it may be, for the shiftlessness and extravagance of the younger generation. Father may have been very willing to buy his daughter elegant gowns and provide her with abundant spending money so long as she remained at home; but after she marries he expects her husband will take care of her, and regards the young man as a failure if he can not do it. The case is no better where it is the young husbands' parents who are levied upon to make ends meet in the newly founded household. They soon figure it out that the reason Jim can not make a living is because he has married a girl who is frightfully wasteful. Poor Jim!

Those who marry on a small or moderate-sized salary need to get full value received for every dollar that they spend. Let them bear in mind that buying on the installment plan, "easy payments on rugs, curtains and house furnishings" and trading "on a book" at the grocery or any other of the many forms under which credit is easily obtained by any respectable, industrious young man—these are just so many snares for the feet of the unwary. Buying on credit you buy more than you would for cash, and you pay more for what you buy.

Have it in your plan of life to own your own home. As a very practical man put it, "This love in

a cottage is all right, but how about love without any cottage?" An endless vista of rent paying is not a cheerful prospect. The feeling of security that comes of owning one's roof-tree in fee simple—this is one of the solid comforts of life. When sickness or misfortune comes, and come they will sooner or later, there will be no terror of the landlord. Buying a home by payments, if the interests of the buyer are properly protected, is not subject to the objections of buying other things on the installment plan. A part of what is paid may properly be considered as rent and the remainder as so much invested and laid by for the future. Certain it is that many by this method come to own their homes, who otherwise would likely have to pay rent all their lives.

When you arrange your scheme of living, figure on your income as it actually is now, not on what you hope it may be one or two years or five years from now. If it is twenty dollars a week, do not begin by laying out twenty-five dollars a week in current expenses. If it is a fifteen dollar income, do not adopt a seventeen or even a sixteen dollar style of living. The regular expenditures always should fall considerably within the income on account of the unexpected expenses which constitute an inevitable drain upon every purse. You can not calculate that you are really keeping even if every dollar is used up when there is good health and steady employment. Insurance against sickness and accident, a yearly vacation to relieve the humdrum of routine toil, and provision for a rainy day should be counted from the start as regular and necessary outlays.

Prosperity in five years or in ten years will depend not so much upon the present size of the income, nor yet upon the size which it shall by that time have attained, as upon the hardihood of spirit that is shown in cutting out costly luxuries and needless expenditures, and keeping the expense account within prudent limits.

It is a fine art to get the real good out of money; an art which every bride should study with diligence. One woman, to hold the outgoes within the income, has to be always pinching and scrimping and her household is getting along without things that are really essential to comfort. Another, with no more means at her disposal and just as many to provide for, will secure not only all the necessities of life, but have something left for recreation, small luxuries and the savings bank. Cutting out all enjoyment, reducing life to a bare and meager subsistence, this state of things should be guarded against strenuously. To avoid it one must understand the science of spending so as to get the full worth of one's money.

A brave bride who was leaving a well-to-do home to marry a poor young man declined to have a fashionable wedding. In company with a few of their closest friends they went to the house of their minister and the ceremony was performed.

They were to take the train to go to the distant city which was to be their home. "Don't order a carriage," she said to her husband; "we will take the street car. Let us begin as we can hold out." There is no wiser nor safer motto for any young couple to adopt than just this: Let us begin as we can hold out. Quillo.

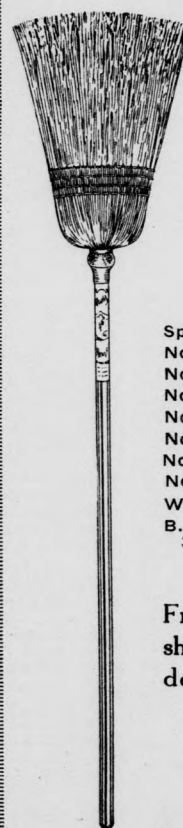
There is no reason why a man should not be made manager if he thinks manager thoughts. There is no reason why a working man should not be a foreman if he thinks foreman thoughts, but if he continues to think \$2 a day thoughts he cannot get a \$4 a day job. That is the world's final answer to all the question of reward. As a man thinks so he is.

Fiegler's

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

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

THE RETAILER'S DEMANDS.

Price Maintenance That is Radically One-Sided.

Even a casual study of the business of food distribution discloses the fact that both wholesale and retail grocers are sick; and judging from the report of the convention of chain store operators they, too, are sick.

We have all been engaged in a competitive price cutting fight that has meant a loss to everyone concerned. Are the consumers any better off when we sell a part of our goods at cost or below, and then make up our losses on the balance of sales? Are we not deceiving ourselves; for every one of us knows that whether we sell at a loss or at a profit, the expense follows every sale.

Right here many are deluding themselves in figuring turnover. We want turnover certainly, but let us not forget the fact that every turnover must be with a profit or it becomes a liability.

Personality is one of the greatest assets of any independent grocer. It enables him to conduct his business along lines suited to his particular trade, meeting his customers and in a personal way catering to their requirements. This is a distinctly individual service and enables him to retain his business, despite the clasp-strap and deception prevailing all around him.

I have no fear of the ultimate extinction of the independent retailer. He must, however, conduct his business economically; he must be enterprising and must make himself as efficient as possible; but in spite of all these things he will never attain success unless the gross margin is sufficient to pay the overhead and a net profit. This is fundamental in any business, large or small.

The independent grocer is really a very important factor in distribution. but is he asserting his independence as he should? I believe he is not, particularly in the matter of price fixing by manufacturers. Here is a case in point: A certain article on sale in every grocery store cost the grocer 70c per dozen three years ago, and was generously advertised by the manufacturer to retail at 10c. The following year the cost to the grocer was advanced to 80c per dozen, but the article was still advertised to retail at 10c. This year the cost is 90c, but the retail price remains at 10c.

Within the past few weeks an article that should cost about 75c per dozen was quoted by a specialty salesman at \$1.44 per dozen, with the suggestion that it should retail at 15c, clearly indicating that the manufacturer had figured on a 20c margin being entirely satisfactory to the retailer. These are but two of the numerous instances which might be cited.

Where is the independence of the retail grocer who submits to these tactics? Should he continue to submit or should he insist upon his right to be the judge of what mark-up is

adequate in the conduct of his own business?

I am confident that there is not a sensible retail grocer anywhere who would not consider that the wholesale grocer and manufacturer are entitled to a fair profit. Why not grant the retail grocer the same right?

At the recent convention of the American Specialty Manufacturers' Association the wholesale grocers made an earnest plea for an increase in their margins claiming that such increase was necessary for their existence. Did they manifest any concern for the retail grocers? We do not know, for it was a two-sided conference when it should have been three-sided.

Independent retailers have been contending that a margin of 15 per cent. is dangerous alike to the wholesale and retail grocers in that it gives to the direct retailer buyer an overwhelming advantage over his competitors. This was really the case against the biscuit company and gave them an unfair advantage over their smaller competitors. In fact, should there be a material advance in jobber allowance it would become necessary for the retailers to combine their purchases for self-preservation.

What is needed is more consideration for each other's welfare and a realization that we are in a measure at least dependent on each other. Discounts should be based on quantity purchases, but the range of these discounts should not be so wide as to allow the larger buyer an overwhelming advantage over the smaller purchaser.

We do not want to cripple big business, whether individual or chain, nor do we wish to overlook the multitude of small stores which are really an important factor in food distribution. What is greatly to be desired is fair play and equal opportunities to large and small, in proportion to their respective abilities.

Your president, Mr. Clark, at our convention, wisely cautioned the grocers against carrying too many lines of coffee. In my own experience I have found it best to tie up to one line, and have been a continuous customer of one of you for thirty years. It is necessary, of course, to carry in smaller quantities some other brands, but in the main the retailer's efforts should be concentrated on one line.

I have tried to make these few criticisms concrete and constructive, for after all, to what purpose do we attend conventions such as this one if we merely have a session of general fellowship; listen to speeches and return to our respective business with no definite reaction.

Our enthusiasm should carry over and the influence of resolutions and higher aims striven for should be felt not only in our business but also by other business men with whom we may come in contact.

Philip A. DePuyt,
Pres. National Retail Grocers' Ass'n.

The notice in the rooms of hotels which reads, "Have you left anything?" should be changed to "Have you anything left?"

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.

Excellent Business Chance Modern Front Store

Corner location in central part of business district in Muskegon. A good opening for somebody who wants to get into a Live City with a stock of general merchandise, furniture or house furnishing goods.

For further particulars write:

THAYER REALTY CO.

20-22 So. First St.

Muskegon, Michigan

For Sale—Good grocery in one of the best, growing resort towns in Michigan. On M 11. Good farming trade year around. Don't delay, it will go quick. Address No. 377, c-o Michigan Tradesman. 377

LADIES' READY-TO-WEAR STORE IN COLLEGE town, Champagne, Ill. Right party can buy fixtures and lease cheap. A good money maker. Apply Goldie Style Shop, Canton, Ill. 378

Quick cash for your merchandise. Responsible, rated concern will assist retail merchants in conducting special reduction or quit business sales on their stocks. Greene Sales Co., 216 E. Main, Jackson, Mich. 379

FOR SALE—A stock of groceries and crockery in the best town in Michigan 4,000 population. Stock around \$4,500 including fixtures: sales from \$40,000 to \$50,000 a year. The reason for selling, I am going on the road with a line of merchandise, commencing Jan. 2, 1924. Frank J. Ward, St. Johns, Mich. 380

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 shoe salesman wanted for Michigan territory. Established line. Fine opportunity for man of big caliber. Address No. 363, c-o Michigan Tradesman. 363

For Sale—Store building 24x33, 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—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—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—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

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

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

GRAND RAPIDS SAFE CO.

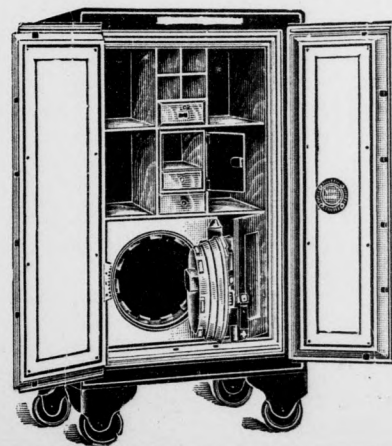
Dealer in

Fire and Burglar Proof Safes

Vault Doors and Time Locks

Largest Stock in the State.

Grand Rapids Safe Co.
Grand Rapids, Mich.



The Lizzie Maker as a Presidential Candidate.

Henry ford may just be making suckers of all his newspaper opponents with this running for President on any ticket or all tickets, on page one, two or three of all newspapers every day. Whatever happens he'll have to speed up the conveyors in his plants and get twelve hours' work instead of ten every eight hour day out of the robots who make the fords, and more farmers will be building sheds to keep the farm hands' cars in. All this and not a nickel in a newspaper till for advertising.

The way Mr. ford is making his campaign proves he is crazy and the way he is making the newspapers shows that it is crazy as a fox.

He goes into the political market with a basket of bricks and wherever he sees a basket of eggs he drops a brick in. He is a promoter of racial bigotry and prejudice. In a land which must survive by tolerance he endeavors to set Gentile against Jew. He allows room for the implication that he is not unwilling to follow the Klux and set Protestant against Roman Catholic and white against black. He would disrupt the Nation of which he wants to be President. That smashes all the eggs, at least in New York state. If ford is on one ticket, New York is on the other one.

He says that it is the duty of the President to use the army and navy to enforce prohibition. The army was used once in the South to enforce the constitution in ten Southern states and they have been voting against it ever since. They might be with Mr. ford on this proposition just to get the army turned loose on some Northern states, but the same Northern states will not invite a man into the White House to try it. New York will vote twice against Henry and so will Illinois, New Jersey, and most of New England.

Numbers of citizens who are for the prohibition of liquor are fond of tobacco. Mr. ford says they are wrong. They ought not to be allowed to use it. It ought to be prohibited. Many people who are not disturbed by his religious and racial bigotry will think that a President would go too far to use the army and navy to take their smokes away from them. Virginia and Kentucky will probably say they can get along without such a President.

Organized labor has not been able to make a dent in Mr. Ford's industries and its leaders know that he thinks they are a lot of bums. With him President, organized labor would be chased out of Washington every time it showed itself, if it required the army and navy again. That might please people who have had trouble getting some plastering, electric wiring, painting, glass setting or other bits of work done: but if they are for him on that they'll be off him because of some other brick he has dropped in another basket of eggs.

People who see what printing presses have done to the Russian and German money will not care for his fiat money. The farmers might like it to take up the mortgage, but they won't care for it in exchange for eggs, and

industrial workers will not yearn to go to market with their money in a basket and come home with their purchases in their pocket.

There are some intelligent voters, a few and probably a negligible class, but worth mentioning in rounding out Mr. ford's antipathies. It is a class swelled some by voters who describe themselves as intelligent. They feel uneasy because Mr. ford thinks Benedict Arnold was a writer and that history is bunk. Mr. ford says he doesn't like books because they muddle him. He once had a book.

Some people who can read and write will think that a President of the United States ought to know that the revolutionary war was not fought in 1812. Others will think it doesn't matter. Voters who served in the world war, with their mothers, fathers and sisters, may not care for a man who at that time found he had not raised his son to be a soldier, even if drafted.

The eggs Mr. ford has smashed might make an omelet, but they won't make a President. Lloyd's of London is not taking a long chance in insuring Americans against him at 100 to 9.—Chicago Tribune.

Why The Germans Acted Badly at Manila.

Admiral Dewey told me about two years before he died the circumstances relating to his experiences with the Germans at Manila Bay just before the battle.

In the course of a very agreeable conversation at Atlantic City, where he and Mrs. Dewey frequently spent their Summer, I ventured to ask him if he had ever learned why the Germans were at Manila Bay at the time with such a large fleet and behaved the way they did; he turned to me rather impressively and said that only the year previous he had been told by a member of the American Embassy at Berlin, whom he met in New York City, that it was well known in limited government circles in Berlin that Germany had purchased the Philippines from Spain shortly before the Spanish-American War was declared, but the transfer had not been made. Their intention was to make it a coaling station and an important strategic point in the Pacific. Furthermore, Admiral von Diedrichs, having approached the age of retirement, was slated to be the Governor-General. This would seem to explain Diedrich's actions, and, as your article says, if it had not been for Captain Chichester of the British Navy, we might have been forced into war with Germany at that time.

Admiral Dewey requested that I do not mention the above facts, as he intended writing a supplemental book of memoirs, but having died without doing so, I have felt at liberty to tell this, which I have done on several occasions.

The story of the interview with Diedrich's representative, adding to what you mention in your article, was that after the Germans had ignored the blockade which Admiral Dewey had declared, and doing it in a flagrant manner, he signaled to Diedrichs requesting an interview. After wait-

ing a long while, the post-captain, a young man, came aboard the Olympia and Admiral Dewey, who had been fuming at the delay, greeted the captain with the remark that he was surprised to find the Germans present in such large numbers and violating the blockade which he had proclaimed, and stated it was our war and no affair of theirs, and he demanded an explanation. The only answer he received to this was "it was by order of the Kaiser." After the interview, which was brief, the post-captain departed. Shortly after, signals were noticed going up on the German Admiral's boat, which, when made out, read: "What would you do if we fired on the American fleet?" The answer signaled by Captain Chichester was, "That is between Admiral Dewey and myself," and promptly the British boats lined up between the two fleets, as much as to say, "Fire if you dare."

Another episode that came to me from a naval officer was that he was with his boat in the Southern Pacific when war was declared, and they received word to proceed at once to Manila Bay and join the fleet. On the way they passed the Caroline Islands, which belonged to Spain. Stopping for a short time, they took possession of the islands and erected an American flag on the principal island of the group. After the battle, some time later, they returned to the same neighborhood and went over to inspect their capture, and much to their surprise they found that the American flag had been removed and the German flag placed on each of the islands, evidently showing that the Caroline Islands had been included in the purchase, thus corroborating what Admiral Dewey years afterward had been told.

George Cuthbert Gillespie.

Beatty Swindlers Move On To Ohio.

Swartz Creek, Oct. 30.—Please give us any information you have or can obtain about the dealings of C. C. Beatty, to whom I recently gave check for \$50 for Chickola, which never reached us, said party taking a lot of fly powder and fly poison also in trade, saying he would have two cases more of the chicken remedy shipped to us. This guy was about as smooth as they make them and ought to be hung up. Any information you can give us will be appreciated. W. L. & F. B. Miller.

The Beatty family—Carl and Fred and their female appurtenances—left Grand Rapids about two weeks ago for Ft. Wayne. After tarrying there a few days they proceeded to Archbold, Fulton county, Ohio, where they have probably located to resume the swindling career they conducted successfully in Indiana, and Michigan with great profit to themselves and with large loss in the aggregate to merchants in the two states named.

It now transpires that the alleged remedies the duo sold in Michigan have no merit whatever, being nothing but water, colored by some substance or substances. This disclosure is based on admissions made by the Beatty brothers to newly-made friends in Grand Rapids who visited their place of business while the worthless concoctions were being bottled.

These scams have loaded up the

merchants of Michigan with thousands of bottles of worthless stuff, for which many dealers paid good money. It is now in order for the owners of this trash to junk it, because it has no merit as medicine and no value as a tonic. Any attempt to unload the stuff on innocent purchasers should meet with merited punishment.

The Tradesman exposed these chaps the same week they landed in the city last April and it has repeated the exposures nearly every week since. The Beattys threatened the Tradesman with suit on several occasions, but their lawyer was told he could not proceed any too quickly to suit the Tradesman, who was prepared to meet the crooks in legal combat any time they mustered up courage to start suit.

It is possible that the Beattys may take on another name or masquerade under some high-sounding title in order to cover up their nefarious practices. While here they had bottle labels printed in several different names. One subterfuge used was the Never Fail Poultry Tonic, purported to be put up by the Never Fail Remedy Co., Ft. Wayne, Ind. No matter what guise these cheats operate under, they are plain swindlers just the same and should be avoided as a merchant would avoid a pestilence.

The Winning Customer.

Try this when you want to stimulate a little interest during dull seasons and at the same time get some inexpensive advertising. Select the name of the tenth customer who comes into your store on Monday morning, write his or her name on a sheet of paper, insert the paper in a thick envelope and mount the envelope in center of a large piece of cardboard on which is lettered the following sign:

Is Yours the Hidden Name?

This envelope contains the name of a resident of our city. It also contains the name of one day of the week. If the party whose name is written on the inside of this envelope makes a purchase at our store on the day of the week identical with that written on the inside of this envelope, we shall gladly make him or her a present of five dollars.

Extra Price For Poison.

Husband: My God, you gave my wife arsenic instead of sleeping powder!

Druggist: Oh, did I? Then you owe me fifteen cents more.

Hides, Pelts and Furs.

Hides.	
Green, No. 1	06
Green, No. 2	01
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