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GRAND RAPIDS
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MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 22, 1914

Number 1883

Public Reference Library
Third Floor

ONLY A DAD

Only a dad with a tired face,
Coming home from the daily race,
Bringing little of gold or fame
To show how well he has played the game.
But glad in his heart that his own rejoice
To see him come and to hear his voice.

Only a dad of a brood of four,
One of ten million men or more,
Plodding along in the daily strife
Bearing the whips and scorns of life
With ne'er a whimper of pain or hate
For the sake of those who at home await.

Only a dad, neither rich nor proud,
Merely one of the surging crowd,
Toiling, striving from day to day,
Facing whatever may come his way
Silent, whenever the harsh condemn,
And bearing it all for love of them.

Only a dad, but he gives his all
To smooth his way for his children small,
Doing with courage set and grim,
The deeds that his father did for him.
This is a line that for him I pen,
Only a dad, but the best of men.

1883

RED CROWN Products Are Right— Just Take a Can Opener and Prove It!

You may quickly prove any claim we make for "RED CROWN" Products by opening a can.

No room for quibbling—by the cutting of a can, all argument is eliminated.

As from the beginning—as they have continued and will continue, "RED CROWN" goods challenge the critical test of the most exacting dealer or consumer on the basis of genuine "QUALITY."



We know the impossibility of getting out of a can what does not go into it.

We put into a can nothing related to Uncertainty, Dissatisfaction or Regret.

Pure quality won "RED CROWN" Products' reputable fame and favor, and the same unchanging virtue guarantees a continuous dominancy.

We repeat that you may, at any and all times, take a can opener and prove the truth of our assertions.

Red Crown Products are distributed through Wholesale Grocers exclusively.



Acme Packing Company
CHICAGO, U. S. A.
Independent Packers

Saving Sugar Means Saving Money

You save sugar when you handle

Franklin Package Sugars

because there is no loss by spillage, overweight, or burst bags—and a saving in bags, twine, and labor.

The Franklin Sugar Refining Company
PHILADELPHIA

"A Franklin Cane Sugar for every use"

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



Moore's Mentholated Horehound and Tar Cough Syrup

Not as good as
the best—But—

THE BEST

THE MOORE COMPANY, Temperance, Mich.

BREAD IS The Incomparable Food

Sell your customers more Bread.

Its deliciousness, healthfulness and economy will bring you satisfied customers.

The handling of more Bread will bring you big returns.

THE FLEISCHMANN CO.

SNOW BOY Washing Powder

Family Size 24s

Will Not Hurt the Hands

through the jobber—to Retail Grocers

25 boxes @ \$5.85—5 boxes FREE, Net \$4.87

10 boxes @ 5.90—2 boxes FREE, Net 4.91

5 boxes @ 5.95—1 box FREE, Net 4.95

2½ boxes @ 6.00—½ box FREE, Net 5.00

F. O. B. Buffalo: Freight prepaid to your R. R. Station in lots of not less than 5 boxes.
All orders at above prices must be for immediate delivery.
This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

DEAL 1925

Lautz Bros. & Co., Buffalo, N. Y.



MICHIGAN TRADESMAN

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Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 22, 1919

Number 1883

MICHIGAN TRADESMAN

(Unlike any other paper.)

Each Issue Complete In Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY

Grand Rapids.

E. A. STOWE, Editor.

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in advance.

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issues a year or more old, 25 cents; issues
five years or more old, \$1.

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Rapids under Act of March 3, 1879.

BOLSHEVISM LOOMS AHEAD.

Every union is dominated absolutely by its leaders and a zealous minority of its members. Many of the members join through coercion, to be relieved of never ending nagging. In so doing they have allied themselves with the non-constructive forces of society, with an organization which exerts its influence not to increase and quicken, but to retard production and distribution, an organization notable chiefly for its employment of a weapon which always increases the cost of living and then uses the higher cost of living thus brought about as an excuse for further demands and more strikes.

Labor rarely is restless until it is made so by agitators who misrepresent conditions and make alluring promises. No one explains to the workers that their prosperity would be far greater if both the agitators and the unions were eliminated, that as production would be larger there would be more for labor and for capital also.

These professional labor leaders have been endeavoring for years past, with what success is not known, to organize the school teachers. Certainly they made some progress with the police, and presumably they soon will undertake to organize the officers of the courts.

Lenine has shown us in Russia what all this leads to. He is said to be a specialist in the art of organizing revolutions. In Russia he took pains first to get possession of the guns and ammunition, the machinery of government, the courts, the banks and the press. What more did he need?

Nobody claims any longer that Russia is either a republic or a democracy. It is, as Lenine himself says, an autocracy of the proletariat. The leaders undoubtedly are of the same class as those who smashed

windows and looted stores in Boston the moment police protection was withdrawn.

There can be no question but what the activities of organized labor are leading the ignorant portion of our workers directly into Russian bolshevism. Strikes, limitation of effort and reductions in working hours necessarily reduce production, thus cutting down steadily the amount which a day's wages will buy. Persuance of such methods must cause the workers to become more and more dissatisfied until a mental standard is reached which invites revolution.

The truth, told without bias and repeated until it rings in the ears of all, is the only cure for the evil tendencies of the present day. Until it is accepted the 95 per cent. of the population who are not in unions will do well to find some means to protect themselves from the 5 per cent. who are proceeding in a way that threatens the overthrow of our present form of Government and the system of industry which have given Americans greater security and more of the good things of life than ever have been enjoyed by any other people.

There must be some method to restrain the railroad unions from undertaking to force the steel workers into an organization, which a majority of them are unwilling to join, by refusing to haul supplies into or products out of non-union plants. Resort to such an expedient has been suggested, if not threatened, and so far as known the public is not protected against such an outrage by any existing law.

Rumor persists that the Germans are preparing to establish a colony in Argentina and Paraguay. If South America is planning to turn a bit of territory over to the Germans, it may be correct to speak of colonization. The pro-Germans claimed that one citizen out of every five in the United States is of German descent. Less than two generations ago the scheme to found a regular German university in this country fell through by a narrow margin. And yet the Germans have not left their name on places or regions in this country as have the other European nations. St. Louis and San Francisco tell real stories; Bismarck and Berlin are misnomers. Colonizers the Germans have never been. Some of their historians assert that the Thirty Years War was responsible for their having no part in the colonization of North America. It lay more nearly in their lack of group leadership and group adventure.

DUE TO LABOR PROFITEERS.

Until we can get an honest day's work for an honest day's pay, we will have the present abnormal prices. The prevalent industrial unrest, where workers everywhere are trying to reduce their labor hours and at the same time increase their wages to unreasonable limits is responsible for the situation. The trouble is enhanced by the growing disposition of workers to leave their desks or machines during business hours, gaze out of windows, roam around the establishment where they are employed, visit with their associate workers at the next desk or machine and thus kill hours of time every week which honestly belong to the employer. This method of shirking soon grows on an employee to such an extent that it becomes chronic and causes him to hate himself. When he finds himself unable to obtain employment on his merits, he naturally descends to the level of the union and joins the ranks of union labor, so as to be in constant companionship with incompetents and shirkers.

When the public complains of the 100 per cent. advance in most things, it is not really paying even the full rise that has taken place in material and labor costs. Prices are so high that conscientious merchants have not the heart to take even their normal profit. Merchants are making a smaller percentage of profit on their sales than they have ever experienced before.

One of the things which contributes to keeping prices up is the modern tendency to buy only the most expensive goods. We all want to buy the highest priced merchandise in the market and are dissatisfied with anything else. People are not content with ordinary goods. They must have the best—and then complaints are heard about high prices.

There will have to be a cessation of all these strikes and demands for shorter hours and higher wages before there will be any drop in the cost of living and of everything entering into it.

THE SUGAR SITUATION.

Late reports from Washington indicate that the administration is bound to keep up its record for tangling the sugar market.

Much speculative discussion was caused in the trade Monday by a Washington dispatch to the effect that the Department of Justice had advised beet sugar producers to release their stocks on the basis of 10c for the purpose of relieving the sugar shortage.

The Attorney General is reported to have declared in his telegram to

the beet refiners that unless this suggestion is complied with the Department of Justice will treat as an unjust charge any price in excess of the above and consider such a charge a violation of Section 4 of the Lever Food Control act, as amended. The refiners were ordered, according to the dispatch, to wire their acceptance of the suggestions.

Whether the people of this country will be forced to use saccharine to sweeten their coffee during the next few months, as was done in France practically throughout the war, will depend upon the ability of families to limit themselves to the eight pounds per month allowance, which went into effect Monday by order of the Sugar Equalization Board.

This measure has become necessary, according to E. H. Costello, of the Equalization Board, in view of the sudden looming up of a 10,000,000 ton sugar shortage throughout the world. He estimates that if each family uses eight pounds of sugar during the remainder of October and the same amount during the months of November and December, this country will be able to tide over the possibility of a real sugar famine.

Instructions have therefore been given to retail grocers to sell sugar only to their regular customers and not to strangers, who may be hoarders. Retailers will also be limited in their supply by the jobbers, it was said.

A "run" on the Sugar Equalization Board is being made by candy makers, druggists, hotel and restaurant men, bakers, pastry makers and soft drink dealers, in an effort to secure sufficient sugar for their trade. Hospitals have also applied for sugar, claiming that they should not be cut short because of the needs of their patients. They have been promised first preference.

His Errand.

"I am sorry, Mr. Droan, but I cannot stop just now," apologized Professor Pate. "You see, my niece wanted me to attend a pre-inventory sale or a grand clearing sale; or perhaps it was a red-tag sale, a stock-reducing sale, a white sale, a clean-sweep sale, or a shovel-'em-out sale. Seems to me, though, it was a mill-end sale, a profit-sharing sale, a quitting-business sale or a fire sale. At any rate, she asked me to purchase for her a—well, dear me, I find I have forgotten what it was she wished me to buy. I must hurry right back home and find out what kind of a sale it is and what she desires me to obtain there."

The poet is born, but the waiter girl is made to order.

ENCOURAGING EMPLOYEES.

Modern Methods Adopted By Some Large Stores.

Along the general demand on the part of the shopping public for the better grades of merchandise has come a desire for better service that executives of retail stores all over the country, especially in the larger cities, are endeavoring to provide. They are attempting to furnish it in a number of ways, the most important of which at the present time being their desire to improve the personnel of the selling staff. This they are endeavoring to do by attracting to the stores a type of girl and woman that has never known the advantages of sales work in stores, including the number of special privileges and the numerous promotions to high posts which this kind of employment affords.

There are at least two important ways the executives of the big stores are trying to get new workers of the kind they want, as well as to retain those who have given satisfaction to the shops and their customers. One of these is to offer, in addition to the various privileges which store positions automatically give, special prizes and bonuses. The other is to show the advantages of the employment through carefully drawn announcements that are a far cry from the brief, formal "help wanted" advertisements of only a few years ago. Recent advertisements of the newer kind, put out by one of the best-known stores in the country, illustrate the latter method very clearly. Here there is no call for "experienced saleswomen for our millinery and ready-to-wear departments," nor is there any brusque request of the applicant to "apply to the Superintendent on the —th floor." Instead, the advertisements in question are of the "educational type. One of them, which follows is addressed to parents, and under the caption "Have you a daughter?" It says:

Perhaps you feel that business life may take her into surroundings none too healthful physically and mentally. You hesitate to have her make the venture.

We wish to help you to decide your daughter's future. Come and talk to an executive of the store, (—th floor.) What you learn of our policy will give you new insight into business possibilities which are open to her.

In our effort to develop character and good-will in our business, we realize the importance of such development in people and try to surround members of our organization with personal comforts, and with the individual attention of trained executives that enables us to help their development and to pay salaries commensurate with their ability.

Another advertisement of the same store is headed "Young women and young men" and says:

In our determination to give customers good service, we have associated with us people of character who find a real pleasure in industry, thoroughness, and courtesy.

That we may secure a fair measure of these good-will-building qualities, we try to give intelligent, patient, and sympathetic leadership and thus help to continue the development of these qualities in people we have and those who come with us.

This we know means our own im-

provement, and we believe the improvement of our country.

Those young women and young men who desire to start on a business career should find here the opportunity. Confer with an executive on the —th floor.

As to the bonus and commission system of holding satisfactory old employees and getting new ones, one big store works this way: A bonus of \$10 is offered to present employees for each new worker brought in by them who stays six months. To the present commission system of paying 2 per cent. on all sales exceeding the specified monthly quotas there has been added the plan of paying a commission of one-half of 1 per cent. on all sales up to that amount specified as the quota which must be sold by an employee in order fully to earn the salary paid to him or her.

According to an executive of the store operating the plans just outlined, both have taken very well with the employees. Making the \$10 bonus contingent on the new workers staying six months leads the employees who bring them in to take a personal interest in seeing that they get along well enough to last through the specified period. By the time the six months are up, it is figured by both the store executives and the older workers the new employees will be so enamored of the work and its possibilities for promotion to bigger and better positions that they will stick indefinitely.

In encouraging the new worker, the offering of one-half of 1 per cent. on all sales up to the quota point plays just as large a part as it does in keeping in a cheerful frame of mind the employees older in point of service, who, for any reason, may have failed to earn the larger commission by exceeding their sales quotas. Sometimes the quotas are not reached. This frequently happens through no fault of the employee, such as when too warm weather holds back the sale of fall ready-to-wear garments and furs, or when continued cold weather sets back sales of spring merchandise. In cases of this kind, the "old" employees are encouraged to stick because they know they are going to get something besides their salaries in spite of the vagaries of the weather man or other trade-deterrent factors. The new workers are likewise encouraged, for they know that they, too, will get returns larger than their actual salaries while they are learning the business to a point where they can exceed their quotas and earn the larger commission paid on excess sales.

At another store a system of rewards for bringing in new employees is in operation by means of which the "bringers" get \$3 monthly for three months, if the new employees stick that long, and \$2 for the fourth month. This plan, of course, as in the case of the \$10 for the six months plan, is solely for the benefit of the persons already employed by the store, but there is apparently nothing in it that would prevent a new employee benefiting from it by bringing in a third worker, after he or she had been employed for a reasonable length of time, or long enough to

have won the right really to be classed as an employee. It also has the advantage over the \$10 plan of bringing quicker rewards to the established employees who bring in new ones, a thing that has been found of considerable value in all kinds of prize, bonus, profit-sharing systems.

Of more than ordinary importance, especially from the workers' point of view, is a plan which has been put into effect in a prominent New England store, by means of which promotions throughout the store are made by committees of employees acting in conjunction with the Superintendent's office. Through this plan good work on the part of an employee is said to be more quickly noticed and the fruits of such work more quickly won. It is also said to do away with any little jealousies or personal prejudices that may exist among the employees in the same department or on the same floor, and to improve service generally by letting the ambitious employee know that his or her effort to advance, via the hard work route, are not being overlooked.

Factors in Cotton Situation.

It would be difficult to say which factor was the most potent in the well-sustained rise in cotton quotations during the past week. The untoward weather over a large part of the growing district was one of the factors whose influence was very marked. So, also, was the prospect of early normal resumption of international trade, forecast by the ratification of the Peace Treaty by enough nations to give it validity. On the other hand, the latest figures showing consumption of cotton in domestic mills for September were not very cheering. Although the amount was about 1,400 bales more than in September, 1918, it was less by about 11,000 bales than in August of this year. The exports, also, were 130,000 bales less to date than at this period last year. But whatever optimism was shown in the Cotton Exchanges it was much less than what was apparent in the goods markets. Manufacturers, jobbers, and converters seem to have come to the conclusion that cotton prices while they will probably show some wide fluctuations, are bound for the year to be on a relatively high level, and they are proceeding on that assumption. They are, in their prices, allowing more than a fair margin for any fluctuation in the cost of the raw material. Printcloths and other gray goods have been showing an upward tendency for goods to be delivered as far ahead as late next spring, and other fabrics have caught the same impulse. The prices on denims which were made on Thursday by the biggest factor in the trade, with a basis of 37½ cents a yard on 220 goods, are a fair indication of what is going on. In knit goods, as distinguished from woven, there continues the assertion that the supply is hardly likely to be sufficient to meet the demand.

Even if the mail order houses can undersell you you can over-service them. You are closer to your customers in every sense.

Conditions in Wool and Woolens.

Little change is noticeable in the wool situation from week to week. The minor auction sales abroad continue to show the price firmness, especially for the better grades, which marked the recent larger ones in London. Regarding the latter, it is reported that the takings for American account were 10,000 bales. Changes of date have been made for the remaining sales of colonial wools in London up to the end of the year. The first of them will begin on the 27th inst. and continue to Nov. 4, and the second will start in December. The next series of sales at auction of Government-owned wools in this country will open in Boston on Nov. 10. The goods market remains devoid of any very marked features, beyond the fact that the mills are seeing their way clear to provide larger supplies of fabrics than were at first indicated. The call has been for the more expensive cloths and for worsteds rather than for woolens. The garment manufacturers seem to favor the higher priced fabrics. What difference there is in price between these and the other kind is not so material just now when labor costs of manufacturing garments are taken into account, and it is easier to secure higher prices for clothing that looks and feels high class. Some minor openings of spring lines have taken place, but the big ones are due for the present week.

Many things, and not least among them the near prospect of legislation being enacted against profiteering, have brought about renewed interest in the matter of high prices. Attorney General Palmer, who had visited various states with a view of getting posted on what action should be taken when the new law goes into effect, expressed the other day the opinion that food prices had gone down 25 per cent. This was said at Philadelphia, where they are not conscious of any such reduction. So Mr. Palmer explained that what he referred to was elsewhere and would soon become general. The common opinion seems to be that reductions in prices of raiment as well as food must come soon, but the markets show no indication of this as yet except in a few sporadic instances. There is, in some localities, more of a tendency to shop around after bargains, and other evidences of an economical bent are showing themselves. But, up to the present, there has been no decided tendency, except so far as the delays in purchasing show it, to cut down buying because of price. A little later on, when colder weather sets in, the real test will come. Those concerned, in the primary markets profess much confidence in a continuance of present price levels if not an increase, and the cutters up of textiles are marking them up for next spring with the conviction that they will hold. It would take prophetic ability of no mean order to conjecture what the outcome will be.

If a man trusts to luck for his happiness he will be in luck when he gets it.

Flavoring Extracts Can Be Sold Under New Law.

The consequences so generally feared at the hands of Federal Prohibition by the manufacturers of flavoring extracts have been avoided, according to a letter just issued to the trade by R. H. Bond, of McCormick & Co., Baltimore, who was an indefatigable worker at Washington to prevent the Enforcement law from bringing unduly severe measures upon the industry. As Mr. Bond sees it:

"The meaning of this Prohibition act put in plain language is, so far as flavoring extracts are concerned, that the ordinary flavoring extracts, made as hereinbefore indicated, can be sold for proper purposes, without let or hindrance; but that they cannot be sold for beverage purposes or under circumstances which would lead a reasonable man to suppose they were going to be so used.

"Therefore, there is nothing to prevent you from pushing your flavoring extract business just as you have always done, when selling them for proper purposes to persons who you do not have reason to believe are going to abuse them.

"We suggest that you notify your salesmen and your customers of the law so that your trade may not get the idea that flavoring extracts cannot be sold even for proper purposes, or the further idea that if they do sell them for beverage purposes, or under circumstances which would lead a reasonable man to suppose they were to be so used, that simply because they are flavoring extracts they would not be liable to the law."

In his explanation, Mr. Bond says: "In Section 4 of Title 2, flavoring extracts are exempted from these definitions in the following language:

The articles enumerated in this section shall not after having been manufactured and prepared for the market, be subject to the provisions of this act if they correspond to the following descriptions and limitations, namely:

(e) Flavoring extracts and syrups that are unfit for use as a beverage or for intoxicating beverage purposes.

"Thus you will see that flavoring extracts that are 'unfit for use as a beverage or for intoxicating beverage purposes' can be sold by anybody for proper purposes and we know of no flavoring extract properly made, which is not 'unfit for use as a beverage or for intoxicating beverage purposes.' It is true it may be possible for abnormal persons or degenerates to get flavoring extracts into their stomachs, but no normal man can use them for beverage purposes.

"But, notwithstanding flavoring extracts can be sold, Section 4 referred to above throws a further safeguard around their sale and uses this language:

Any person who shall knowingly sell * * * any extract or syrup for intoxicating beverage purposes, or who shall sell any of the same under circumstances from which the seller might reasonably deduce the intention of the purchaser to use them for such purposes, or who shall sell any beverage containing one-half of one per centum or more of alcohol by volume in which any extract, syrup or other article is used as an ingredient, shall be subject to the penalties provided in Section 29 of this title.

"Thus you will see that the manufacturer, the wholesaler and the retailer must not sell flavoring extracts for beverage purposes, nor under circumstances which would lead a reasonable man to suppose that they were to be used for such purposes. If they do, they are liable to all the penalties of the law.

"This provision is but putting into words the rule which has always been adopted by the courts and by the Governmental departments, viz.: That if a man sells anything containing any per cent. of alcohol for beverage purposes, or under circumstances which would lead a reasonable man to suppose they were to be so used, he is liable to all of the laws and regulations pertaining to the sale of intoxicating liquors."

How Flint Merchants Regard the Tradesman.

Wilson Grocery Co., 1110 Ann Arbor street: "Tradesman is all right. O. K. Very good. Am glad each week to get it."

C. J. Cook, 924 Detroit street: "The paper is fine. I get much good out of it. It is well worth more than it costs. I would not do without it. Stowe certainly is a friend of the grocery man."

Garner Baking Co., 1208-1210 North Saginaw street: "I like it. It is a mighty fine paper. Glad each week to get it."

W. H. Switzer, 507 Asylum street: "I like the paper all right. If I did not I would not continue to take it year after year."

R. T. Aldrich, 1353 Richfield road, Flint: "The paper is fine. I like it first rate. I get a lot of good out of it and it helps me very much in my business. The suggestions and pointers are all worth reading."

M. Carey, Lapeer: "I use to take other trade journals, but I have taken the Tradesman around 5 years, and I like it so well that I have dropped the others for I find the Tradesman keeps me posted. I would hate to do without it."

Jas. E. McEvoy, 917 Root street, Flint: "I have taken the Michigan Tradesman seven years or more and I certainly like it or I would not continue to take it."

Making the Holy Land a Canning Center.

As a first step toward building up Palestine as a manufacturing and commercial country, Jewish capitalists of Wilmington, Del., have applied to Dover for a charter to the Zion Canning and Preserving Company for the purpose of building a canning factory in Palestine, backed by \$500,000 of Delaware capital.

The promoters are Louis, William and Charles Topkis of Wilmington, and Abraham Goldberg, of New York. Goldberg says that it is expected many other corporations will follow suit and that the development of the country will be rapid. The project is not being established as a charity, he said, but it is expected that the rich farm lands of the ancient country will provide fruits and vegetables for an abundant profit in the markets of England, Russia and Egypt.

Best For Your Customer Best For Your Store Best For Your Profits

You know from experience that it pays to sell goods that satisfy. One sale of an unsatisfactory article, even though you make a big margin of profit on it, may be enough to lose a good customer.

When you sell a pound of Quaker Coffee, you are selling coffee satisfaction.

The coffee is sure to be fresh—the moisture-tight carton ensures that. All the best of the aroma and flavor have been preserved and every cup will help make good will for your store.

The real profit of merchandising is in repeat orders, for they come without solicitation and sales expense. A pound of

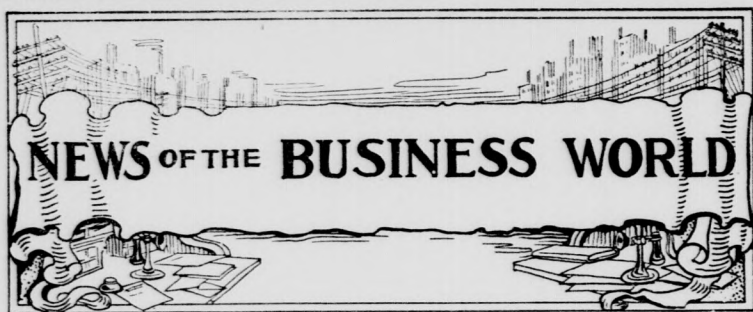
QUAKER COFFEE

sold means a customer that will return for more, giving you an excellent chance to get all of their grocery business.

WORDEN CROCKER COMPANY

GRAND RAPIDS—KALAMAZOO—LANSING

THE PROMPT SHIPPERS



Movement of Merchants.

Marcellus—Peter Peck has engaged in the restaurant and cigar business.

DeWitt—R. H. Hawley has opened a restaurant in connection with his bakery.

White Pigeon—Miller Bros. have engaged in the restaurant and cigar business.

Howell—Scully, Metz & Dunn have engaged in the clothing and men's furnishing goods business.

Ionia—S. C. L. Brown has purchased the interest of his partner in the Brown-Williston hotel and has changed its name to the Bailey hotel.

Perry—Mrs. Daisy Gibbs succeeds Mrs. Ray Kinney in the millinery business here and at Bancroft.

Kalamazoo—The People's Shoe Store has engaged in business at the corner of Main and Rose streets.

Stanton—W. H. Lamphier is closing out his stock of general merchandise and will retire from business.

Coleman—The Farmers Savings Bank of Coleman has been incorporated with an authorized capital stock of \$25,000.

Albion—Cleon B. Geiger, proprietor of the Albion Variety Store has turned over the stock to F. J. Simon, as trustee for the creditors.

Lansing—Chris Manz has sold his hardware stock to A. H. Neller, who will continue the business at the same location, 117 East Franklin avenue.

St. Johns—R. G. Graham has taken over the management of the Steel Hotel Coffee Shop and will give it the same careful attention which he gives to his bakery.

Chapin—Henry K. Gibson has sold his store building, stock of auto supplies and harness and harness accessories, to Ed McCarty, who will take possession Oct. 25.

Reading—Bollinger & Deuel, bakers, have dissolved partnership and the business will be continued by Mr. Deuel, who has taken over the interest of his partner.

Nunica—A. G. Porter has traded his stock of general merchandise and store building to Mr. Bullman, for his farm, near Kalamazoo, giving immediate possession.

Owosso—The Owosso Co-Operative Co. has been organized to deal in general merchandise and groceries on a co-operative plan, with an authorized capital stock of \$15,000.

Charlotte—Charles Snyder has purchased a half interest in the H. A. Goodrich butter, egg and poultry business and it will be continued under the style of Goodrich & Snyder.

Eaton Rapids—Harry Canfield and Jess Fuller have formed a partnership

and purchased the garage and automobile supply stock of Schweid & Forward, taking immediate possession.

St. Johns—Britton & Walker, implement dealers, have purchased the Kenyon block and will occupy it with their stock as soon as the building has been remodeled to suit their needs.

Howell—The Rupert-Crandall-Cotter Hardware Co. has been incorporated with an authorized capital stock of \$25,000, of which amount \$23,000 has been subscribed and \$22,136 paid in in cash.

Detroit—J. H. Haf & Co. has been incorporated to deal in automobile parts and accessories, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,500 paid in in cash.

Charlotte—John W. Sassaman, who has conducted a drug store here for the past eleven years, has sold his store building and stock to Claude W. Behrens and R. J. Rowe both of Detroit who will take possession Nov. 1.

Uby—The Emergency Threshing Association has been incorporated to thresh grain and deal in produce and general merchandise, with an authorized capital stock of \$2,000, of which amount \$1,200 has been subscribed and paid in in cash.

Fremont—The Fremont Furniture & Undertaking Co. has been organized to conduct a wholesale and retail furniture and undertaking business, with an authorized capital stock of \$20,000, of which amount \$12,000 has been subscribed and paid in, \$6,351.58 in cash and \$5,648.42 in property.

Owosso—The Owosso Co-Operative Association has been incorporated to conduct a general mercantile business on a co-operative plan, with an authorized capital stock of \$7,500 common and \$7,500 preferred, of which amount \$7,780 has been subscribed and \$2,650 paid in in cash.

Pompeii—George L. Jessup has merged his elevator, grain, produce and lumber business into a stock company under the style of George L. Jessup, Inc., with an authorized capital stock of \$50,000 common and \$50,000 preferred all of which has been subscribed, \$3,888.26 paid in in cash and \$80,111.74 in property.

Adrian—A. H. Wood, Adrian's veteran clothing merchant, celebrated his 90th birthday Monday. Mr. Wood has been in business in Adrian since 1852, when he opened a business of his own. He is remarkably active for a man of his advanced years, and has been at his place of business nearly every day since its organization.

Kalamazoo—C. E. Van Avery has purchased the F. E. McKinney drug stock, at 714 North Burdick street, and will continue the business under the style of C. E. Van Avery & Son, having admitted his son to partnership.

Detroit—The A. Neill Canfield & Co. has been incorporated to deal in mill, factory and automotive supplies, with an authorized capital stock of \$10,000, of which amount \$7,200 has been subscribed and \$5,000 paid in in cash.

Detroit—The Detroit Radiator Corporation, Inc., has been organized to repair, rebuild and deal in radiators, etc., with an authorized capital stock of \$1,000, of which amount \$500 has been subscribed and \$250 paid in in cash.

Somerset Center—Eugene McGregor has sold his store building and stock of general merchandise to Frank Lawrence and Elton Ellmore, who have formed a copartnership under the style of Lawrence & Ellmore.

Reed City—Fred Hemund is now in full charge of the hardware store formerly conducted in the name of Hemund & Gingrich, he having bought out the interests of Jacob B. Gingrich. In 1913 Fred Hemund and Jacob Haist started in business here and the following year the latter sold his interests to Mr. Gingrich, who was a member of the firm until the first of this month. The good will of Mr. Gingrich goes with the change in ownership.

Manufacturing Matters.

Cadillac—The Acme Motor Truck Co. is building three additional units to its plant.

Lansing—The Dail Steel Products Co. has increased its capitalization from \$100,000 to \$250,000.

Battle Creek—The Allsteel Manufacturing Co. is to manufacture a new automobile jack, perfected by H. H. Burns.

Allegan—Burrell Tripp has purchased the property of the Allegan Cider and Vinegar Co. and will manufacture cement blocks and other like products.

Detroit—The Battery Charging Equipment Co. has been incorporated with an authorized capital stock of \$1,000, of which amount \$500 has been subscribed and \$250 paid in in cash.

Perkins—The Upper Peninsula Creamery & Cheese Co. has been organized with an authorized capital stock of \$50,000, all of which has been subscribed and \$25,000 paid in in cash.

Detroit—The Auto-Brak Manufacturing Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$200 in cash and \$9,800 in property.

Cooks—The Connors & Do'sch Co. has been incorporated to manufacture and sell cedar posts, ties, pulp wood, etc., with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in property.

Durand—The Durand Hoop Mill, which is one of the largest in the State, is expected to be further expanded. The plant, which is running

at full capacity, employing sixty men, is said to be far behind orders.

Jackson—Fred W. Tuller and Jacob Zuinderbaan have formed a copartnership and purchased the plant and stock of the Hickman Baking Co. and will continue the business at the same location and under the same style.

Bay City—The Fulton Co. has been organized to manufacture and sell children's furniture and accessories, with an authorized capital stock of \$250,000, of which amount \$125,000 has been subscribed and \$25,000 paid in in cash.

Cadillac—Citizens of Cadillac subscribed in two days for \$115,000 worth of the stock of the Kol-Ben Wheel Co., of Detroit. As a result the enterprise will locate in the Wexford county seat. The company manufactures automobile wheels.

Otsego—The Otsego Office Equipment Co. has been incorporated to manufacture and sell office furniture and equipment, with an authorized capital stock of \$25,000, of which amount \$18,000 has been subscribed, \$3,000 paid in in cash and \$15,000 in property.

Kalamazoo—The Herrbold-Keelan Co. has been organized to manufacture and sell machines for making paper and for treating paper stock, with an authorized capital stock of \$200,000, all of which has been subscribed and paid in \$5,000 in cash and \$195,000 in property.

Saginaw—The Lockwood Manufacturing Co. has been organized to manufacture and sell special truck bodies and furnishings and fittings for them, with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed, \$500 paid in in cash and \$9,500 in property.

Cadillac—The Harris Milling Co. has purchased the old Cornwell mill and will specialize in the grinding of buckwheat and rye flour, new machinery having been installed for that purpose. The company owns property at Mt. Pleasant, where bread flour is made. The business is entirely wholesale, except that farmers may exchange grain for flour.

Detroit—Crowley, Milner & Co. have leased the property formerly owned by the Pingree Shoe Co., on Jefferson avenue, for a warehouse, from John A. Mercier, owner. The building is 60 x 200 feet, seven stories high on Jefferson avenue and nine stories on Woodbridge street. Extensive alterations are being made in the building, and when completed it will be one of the most up-to-date department store warehouses in the country. It will be known as Crowley-Milner's Warehouse No. 3.

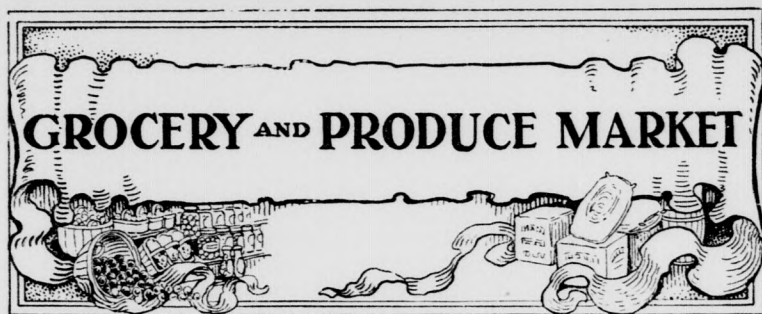
A Start.

It was a crowded street car. During one of those sudden lulls a coin was heard to drop. An old man stooped and picked it up.

"Has anyone lost a dollar?" he asked.

Several passengers searched hurriedly, and three called "I have."

"Well, here's a penny toward it," said the old man.



Review of the Produce Market.

Apples—Snows, \$2.25; Fal. Pippins, \$2; Kings, \$2.50; Northern Spy, \$3@3.50; Greenings, \$2.50; Baldwins, \$2.50.

Bananas—\$8.25 per 100 lbs.

Beets—\$1 per bu.

Butter—There is an increased demand, both for consumption and export trade, for all grades of butter. The market is firm at an advance of 1c over a week ago. The export trade is responsible for the advance in price. The make is about normal for the season. Local dealers hold fancy creamery at 65c in tubs and 67c in prints. Jobbers pay 50c for No. 1 dairy in jars and 40c for packing stock.

Cabbage—\$1.25 per bu. or \$3.75 per bbl.

Carrots—\$1.10 per bu.

Celery—35c per bunch; jumbo, 50c.

Celery-Cabbage—\$1.25 per doz.

Cocoanuts—\$1.40 per doz. or \$10.50 per sack of 100.

Cranberries—Early Black Cape Cod, \$10.25 per bbl. and \$5.25 per ½ bbl.; Howes are held at 25c per bbl. higher.

Cucumbers—Hot house, \$2 per doz.

Eggs—The market has gone wild, temporarily, due to the non-receipt of fresh stock in any quantity. Local jobbers are paying 60c for candled, fresh, loss off, including cases.

Egg Plant—\$1.50 per doz.

Garlic—60c per lb.

Grapes—California Malagas and Tokays, \$3 per crate; Emperors, \$3.75 per crate and \$7.75 per keg.

Grape Fruit—\$5 per case for either Cuban or Floridas.

Lemons—California, \$9 for 360s and \$9.50 for 300s or 240s.

Lettuce—Head, \$2 per bu.; hot house leaf, 11c per lb.

Melons—Honey Dew, \$3; Casaha, \$2.75.

Onions—California Australian Brown, \$4.50 per 100 lb. sack; California White, \$4.50 ditto; Spanish, \$2.50 per crate for either 50s or 72s; home grown, \$2.75 per bu.

Oranges—Late Valencias, \$6.50@7; Sunkist Valencias, \$7@7.25.

Peppers—Red, 25c per doz.; Green, \$1 per bu.

Pears—California Bartletts, \$5.50 per box; Keefers, \$2.

Plums—\$3.25 per box for California.

Potatoes—Home grown, \$1.30@1.40 per bu.; Baking from Idaho, \$4 per box.

Quinces—\$4 per bu. for home grown.

Radishes—Home grown, 20c per doz. bunches.

Squash—\$2 per 100 lb. for Hubbard.

Sweet Potatoes—\$1.75 per hamper or \$4.50 per bbl. for Virginia.

The Grocery Market.

Sugar—The beet sugar manufacturers have decided to charge 10½c f. o. b. factory for their 1919 product. To this price is added the freight from New York to point of destination which is 46c to Grand Rapids. All the beet sugar thus far received at this market has been invoiced at \$10.96. Local jobbers are selling sugar at 11½c, f. o. b. Grand Rapids, and are recommending their retail customers to sell at 12½c. In the meantime Attorney General Palmer has issued an order that beet sugar must be sold by the refiner at flat 10c. Michigan producers refuse to observe this ruling and have gone to Washington to seek an interview with the autocrat of the sugar market and endeavor him to modify the rule he promulgated regarding price.

Tea—The week has brought no special change in the tea situation. Javas are in somewhat better demand because some people think they are going to be higher because Europe has been buying them quite freely. There has been only the usual moderate business in other teas, but everything is selling at full prices and black teas particularly are firm.

Coffee—Spot coffee has put in a quiet week without any change in the price of any grade of Rio or Santos. The New York dock strike has interfered with unloading some arrivals, but that has not yet affected the situation. Conditions throughout the market for Rio and Santos, not only here, but in Brazil, are substantially the same, although Brazil is sending a little firmer news. Milds continue steady to firm, with a light demand.

Canned Fruits—California canned fruits are about unchanged, except that the export demand is small and some auction sales of canned apricots held during the week showed a weaker market.

Canned Vegetables—Tomatoes continue their unexplained weakness in spite of the reported short pack. Prices continue to sag slowly downward, and it is reported that some offerings were made during the week of Maryland 3s as low as \$1.60, in a large way. Trade are not interested, in spite of the shortage and the apparently low prices. The trade seem not to be interested in corn, either. Maine packers are about through and have a little surplus to sell. The general corn situation is soggy and prices are tending a little downward. Fancy peas continue very scarce and wanted, but standard peas are fairly plentiful and dull.

Canned Fish—Domestic sardines continue very low and the trade are not interested in them. Salmon is firmly maintained at recently quoted high prices, without change for the week.

Dried Fruits—Prices continue firm and resales have been made during the week at a premium over the opening price. The dried fruit market generally is dull. There is a little export enquiry, but not a great deal. Prices are so high that the trade will take only what they have to have. There is no change anywhere for the week.

Syrup and Molasses—The glucose situation is unchanged, the demand being in excess of the supply. Compound syrup is in moderate demand at firm prices. Sugar syrup in light demand, but firm. Molasses, speaking particularly of fine molasses, is in small supply and fairly steady demand. The undertone seems to be strong.

Cheese—The market is firm at an advance of 1c over a week ago, with a fair consumptive demand for both consumption and export. The make is reported to be a little lighter quality is good and prices depend considerably on the export trade.

Rice—Domestic buyers are at present observing a strictly conservative policy in the placing of orders, believing that prices cannot be maintained at such high levels in the face of a heavy crop. However, the Southern markets remain strong with offerings light at current prices. It is reported that mills which had sold ahead have had to pay a stiff premium on rough rice to get enough to fill contracts in clean.

Provisions—Pure lard is firm at 1c advance over last week, with a fair consumptive demand. Compound is firm, with a light consumptive demand, at about ¼c advance. Everything in the smoked meat line is dull, with a light consumptive demand, at prices ranging about 1c per pound under last week's quotations. Barreled pork, canned meats and dried beef are the same, at unchanged prices, with a light consumptive demand.

Salt Fish—Mackerel shows no change for the week. Prices are steady, with the demand moderate. A few fat Irish mackerel are coming in at very high prices.

Baxter Bros. have merged their paints, oils and wall paper business into a stock company under the style of the Baxter Bros. Co., with an authorized capital stock of \$9,000, of which amount \$7,500 has been subscribed and paid in, \$600 in cash and \$6,900 in property.

The Western Electric Products Co. has been incorporated with an authorized capital stock of \$6,000, of which amount \$3,200 has been subscribed and paid in, \$200 in cash and \$3,000 in property.

Harry McIntyre, for several years on the road for the G. J. Johnson Cigar Co., will devote his attention hereafter to the Windsor Upholstering Co., in which he owns a substantial interest.

General Conditions In Wheat and Flour.

Written for the Tradesman.

Julius Barnes, Wheat Director, has given notice that all import duties on wheat and flour may be cancelled, which on the face of it sounds like a bearish statement.

Very likely should this duty be removed the very stiff premiums on choice grades of spring and hard winter wheat would be materially reduced, which, of course, would result in somewhat lower prices on flours made from those wheats.

Mr. Barnes goes on to say that he favors the pulling down of all barriers at the earliest possible moment so that commercial processes may be resumed without restrictions and normal trade relations be reknit before they are permanently weakened by disuse.

A number of the leading grain men of the country have been asked what general effect such action would have at the present time on wheat. Some predict it would cause a decline, while others claim prices would go higher.

It seems very difficult to get a definite line on just what might happen as there is practically nothing on which to base estimates.

The total estimate on the wheat crop has been reduced from 1,250,000,000 bushels to approximately 916,600,000, with no let-up in the demand. The acreage sown to winter wheat this year is considerably under that of a year ago. In Kansas it is 35 per cent. short; Nebraska 10 per cent. short of last year. Plowing in the spring wheat section is 30 per cent. short of last year; Western Canada about equal to that of last year.

Fall moisture suggests a winter wheat condition December 1st of approximately 94 to 96, which is very good indeed, but really does not mean anything as oftentimes a heavy deterioration results from unfavorable winter, and the fact that we are going to require a large crop of wheat next year must not be forgotten when figuring out price estimates.

The consensus of opinion seems to be that the wisest policy is to buy as required until we can obtain a better line on conditions and learn more about just what action is going to be taken with reference to taking off import duties and see the effect of such action if it is taken.

Values on wheat and flour have remained practically stationary during the past week with a decided firmness for the better grades on both flour and wheat.

The production of flour is not exceptionally heavy, just moderate, and as a general thing the trade have not loaded up to any great extent, so that, while business has not been as brisk as it generally is on flour, this does not mean there is an under consumption but rather indicates we will have a fair to good volume of business right straight through until spring, which is really a better condition than to have such a strenuous demand for three or four months with a period of sluggishness following.

Lloyd E. Smith.

MEN OF MARK.

E. A. Bowman, Jobber of Motor Car Supplies.

For several years E. A. Bowman was known as one of the most successful merchants in Howell. He carried a general stock and won wide recognition by reason of his original methods and novel schemes to attract and retain trade. Seven years ago he sold out at Howell and removed to Detroit to engage in the sale of automobile tires by mail. Later he took a very small store on Woodward avenue and opened up a retail accessory business which had a very rapid growth. He later changed locations in the building, in which he secured additional space, finally occupying seven floors. His success in selling at retail attracted dealers from various parts of the country who wanted to buy from him at wholesale. He followed up this lead and became a jobber. A little over three years ago he discontinued the retail and sold at wholesale only. He built up one of the largest automobile accessory jobbing houses in Michigan.

His success was so rapid that it attracted attention, resulting in his being written up in many papers, particularly *Horseless Age* and *Printers Ink*. Neither one of these papers carried a single inch of his advertising. He is known to-day in the office of every manufacturer in this country making anything sold to automobile accessory jobbers.

His first venture in Detroit was incorporated and he had several partners in the business. His business in Howell was an individual business, personally controlled. In May, 1918, he had an opportunity to sell out his holding in the E. A. Bowman Company, Ind., and availed himself of this chance, reserving the privilege of going into business for himself. He immediately opened up at 719 John R. street, advertising E. A. Bowman, "In business for himself." His success in the business resulted from his using the same methods of close, careful attention that the average small town merchant is obliged to give to the country store. He finds that this attention, applied to his present business, is more deeply appreciated by the city trade than the small country customer to whom it is necessary to give this consideration. He feels that the automobile accessory field is one of great opportunity and believes that the man trained in the small general store is almost guaranteed success if he will put in the same effort, same attention and same hard work, providing he likes the business.

He numbers among his customers the Packard Motor Car Co., Studebaker Corporation, General Motors Corporation, Hudson Motor Car Co., Ford Motor Co., Solvay Process Co., and, in fact, the biggest firms in Detroit who have occasion to use material handled by him.

Knowing the possibilities of the industry he has been instrumental in starting various people in the business, whose success in some instances has been remarkable. He started Lou Boomhower, of Battle Creek,

with about \$300 worth of goods about six years ago. Boomhower is to-day conducting stores in Battle Creek, Muskegon, Kalamazoo, Grand Rapids, Bay City and Flint. He has been very successful. He started some of the largest retailers in Detroit whose success is the talk of the trade. Some of his early pupils have become greater than the teacher, which is very pleasing to him.

Mr. Bowman feels that consideration for the other fellow has been instrumental in his success. In the window of his store he has a card which reads as follows: "Courtesy—my greatest money maker—costs me nothing." Everyone in his service makes an honest endeavor to live up to this motto.

An Interesting Decision.

In the case of the Standard Oil Company vs. certain independent oil companies, argued before the Federal Trade Commission, the question at issue was the propriety or impropriety of the use of the patented oil pumps of the Standard Oil Company, which it has made a practice of leasing and selling with the proviso that they should be used exclusively for pumping oil produced by the Standard Oil Company.

Under the decision handed down by the Federal Trade Commission, the Standard Oil Company is obliged to supply its pumps to any one requiring them, either on a sale or rental basis, and for use by the users of oil produced by independent companies on the same basis as their own customers.

In effect, the Federal Trade Commission has ruled that patented machines may not be used for the purpose of maintaining a monopoly. The importance of this decision will be at once apparent to our discerning readers.

The independent manufacturers of open top cans, who probably produce less than 15 per cent. of the total number of open top cans manufactured in the United States, have formed an association, partly at least with the idea of forcing the two can companies who produce some 85 per cent. of the total output of open top cans, to supply the customers of the independent companies with their patented closing machines on the same basis as they supply them to their own customers, with whom they now have exclusive contracts.

The independent tinplate manufacturers, who produce 55 per cent. of the total tinplate rolled in the United States are back of this movement. The major part of their tinplate has been consumed by the milk trade, which has in the past used soldered cans exclusively. Two large evaporated milk condensers are going to adopt the standard open top can and extensively advertise the fact, which will have the effect of forcing the packing of all milk in open top cans. This advertising campaign will forever bar the packing of food products in the soldered can.

It would appear that other interests than the milk condensers referred to are concerned in the success of this advertising.

Trade Unionism Has Had Its Day.

Grandville, Oct. 21.—The coal strike called for November 1 bids fair to cap the climax of all the rebellious outbursts of labor unions since the beginning of time.

The demands of these arrogant spoliators cannot be complied with. To do so would be the ruin of the country. The man who, knowing how impossible it is to comply with the preposterous demands of the coal men, deliberately calls them out, is a criminal. He is on a parity with a Jesse James who holds up a railroad train, robs the express car, murders the messenger and gets away with the swag.

Calling harsh names will never get anyone anywhere, nor is it profitable in the long run, but it may be well to call a spade a spade when dealing with such criminals as seek to hold up the whole country with demands which, if complied with, would bring bankruptcy and dire calamity to not only every interest in the business world, but to the homes of the coal miners themselves. The demands of short hours, increased pay and less days labor for the week cannot be complied with because the work needed to be done to supply the Nation with fuel cannot be performed in the shortened time.

The man who calls this strike, if he has the good sense of an ordinary individual, knows this. Then what can be his motive for such an outrageous onslaught against the homes and firesides of every citizen, high or low, in this Republic? There must be a sinister motive behind it, and such a person is not safe to have at large in any community.

The continued strikes and demands which labor organizations have pressed upon the country, are creating a public sentiment that is sure to react most severely on the malcontents who are driving the most conservative citizens to array themselves in solid phalanx against a tyranny that is becoming unbearable. An end must come to these high-handed proceedings, sooner or later, and we wish to say here, the sooner the better.

Trade unionism has had its day in America.

It has been taking on the airs of a despot for a long time. It has arrogated to itself all the righteousness there is, using the most despicable methods to down the capital which employs it. Such high-handed proceedings cannot last. The whole country is tired of being held up and made to pay tribute to these lawless propagandists who have no more soul than had the German Kaiser in the palmy days of the world war.

The American public is at last up against it in full measure. All the professions of labor leaders that they seek only to better working conditions have been proved, time and again, to be hollow and hypocritical.

If the strike called for next month is carried into effect, the very coal miners who take part in it will soon become convinced of the mistake they have made, by seeing their own homes made cheerless by lack of food and fuel. It might be well to starve and freeze them into a more rational state of mind. Object lessons are sometimes the only ones that produce lasting benefit.

The man who deliberately calls such a strike among coal producers at the beginning of winter, knowing fully what the damage and suffering is to be, ought to be taken to a slightly spot among the ice bergs of the North, stripped to the skin and given a seat in state on the most prominent berg there, while the north wind plays tag with his hair and whistles a rag time tune in his freezing ears.

It is time to call a halt to all these crazy plottings against the peace and happiness of the whole people. The Wilson administration should put an end to them at once, without palaver

or mincing, or mealy-mouthed parleying. It is high time the people themselves took a hand in regulating this labor question and put a quietus on the reds who are stirring up internal strife, waylaying business operations, paralyzing honest industry to the detriment of the whole community. The man who in any manner seeks to enhance the price of fuel for personal gain, at a time like this, with winter approaching and everything in the food line at a perilously high point, is an enemy to the country. His place is over in Russia or Germany where outlawry and general deviltry is at a premium and decent government at a discount.

For the good of the country this cald strike of the coal miners must not take place. The idea of tying up all railway traffic, closing factories and mills, throwing hundreds of thousands of honest workers out of employment that a rabid labor union leader may have his way is the height of folly. The demand of these men for six hours a day, double wages and five days a week is stupendous nonsense. It should not be permitted.

Old Timer.

Future Food Prices.

We do not feel justified in predicting a generally lower range of food prices. We realize that the law of supply and demand will operate to lower some prices and raise others more than is now anticipated. It is well to bear in mind that certain conditions that may eventuate would have a marked influence on food prices.

For example, foods will be much lower if we have serious labor disturbances, and very much higher if we issue credits to Europe, that is to say, credits that are to be expended in this country. These credits would use up our food surplus, and Europe would, of course, purchase our low priced, high food value materials.

We confidently look forward to lower prices for all meats, including pork, during the coming winter. We expect to see butter very high and we look for a shortage of sugar on Eastern seaboard in November and a very acute shortage in December. Nothing can prevent this but a Federal embargo placed against the exportation of sugar from this country, which the Wilson administration is evidently determined not to do.

The sugar shortage will be caused by contracts which have already been made for refining sugar in this country for export; a large percentage of this sugar has been contracted for by Dutch interests and will be shipped to Holland; and Holland, in turn, will probably relay to Central Europe. An actual lack of sugar, for the benefit of enemy countries, would be most unpopu'ar.—Optimist.

Too Much Meat in Australia.

In July of this year there were 1,300,000 carcasses of lamb and mutton in storage in Australia, and it was said at that time that unless some means of supplying the adequate shipping space was provided all the meat-export works there would be forced to suspend operations, because all the storage space of the exporting companies has been filled for some time and private storage, on which they have been relying, will soon be at a discount.

Government Shou'd Be Divested of Extraordinary Powers.

One of the principal resolutions passed at the annual meeting of the New York Board of Trade and Transportation last week was presented by the Executive Committee calling a halt on Government interference with private business affairs and price fixing. The report and resolutions of the committee are as follows:

"Two facts which might be said to be obvious only that they appear sometimes to be lost sight of lie as vital principles at the foundation of American life and Government. They are, first, the inherent and inalienable right of every citizen to pursue his legitimate career with full individual liberty unrestricted by Government interference except only as to such regulations as public law and order require.

"The second is that industry and commerce in their broadest and most inclusive sense are the vital forces of the life and progress of the country.

"As to the first, the individual rights mentioned are not conferred by the Constitution or by law. They are inherent and inalienable, and that document only expresses them and guarantees their free enjoyment. In that sense they are constitutional rights.

"As to the second, it is to be recognized that so-called natural economic laws affecting industry and commerce are over and above legislative enactments in their operation. Any legislation which interposes obstacles to their natural movement will with inevitable certitude react in confusion and disaster.

"It was once said, we believe by one of the framers of the Constitution, that 'the best government is that which governs least.'

"It was later said by another that it is an axiom of our Government that 'it should do nothing for its citizens they could do for themselves.'

"While these statements may be considered somewhat extreme it cannot be doubted that under the two great principles of the liberty of the individual and untrammelled enterprise in industry and commerce, this country has grown great and prosperous beyond precedent. It is also true that its continued progress and expansion are dependent upon same for the future, and that the place and duty of the Government is to make and keep open to the fullest extent the freest course for individual enterprise and commercial operations.

"It has also been well said that one of the highest prerogatives of the possessor of rights is the right to give them up if need be. No finer illustration of that, and on a national scale, has ever been seen than the noble patriotism exhibited by the business men and people of the United States in the crisis of the world's war. Without debate or hesitation the business men of the country surrendered control and conduct of their own business, many of their leaders entering the employ of the Government with no (or nominal) compensation; all joined in one way or another in support of the efforts of the National

Government for the supreme object of winning the war.

"They gave acquiescence to laws enacted and methods adopted, which in many instances their judgment did not approve, but which in the emergency seemed to promise possible utility.

"Production and distribution of commodities were restricted or stimulated and directed, prices arbitrarily fixed and imposed, wages of labor summarily increased, and increased again, all of these, to cite no further instances, often by public administrators of limited experience or knowledge of the lines of business immediately affected.

"Without, however, entering on any criticism or more specific analysis of the unprecedented methods and measures undertaken by the Government which were so great a departure from its historic principles, and justified only by the supreme necessities, it may be enough for our purposes here to express the judgment that the unrest and confusion which now exist and are so threatening, are in great measure the result, more or less inevitable, of the course on which the country embarked.

"Experience, however, has distinctly disclosed to all and demonstrated that disaster, National and commercial, would surely follow continuance of these expedients adopted to meet war conditions. They could only be tolerated by the people in the confidence and on the ground that they were of temporary necessity and that with the close of the war immediate steps would be taken to re-establish the normal principles and operations of Government, and of the relations and activities of our people. Be it therefore resolved:

"Resolved—That the Board of Trade and Transportation believes that the time has now come when it is an equally patriotic and imperative duty for the business men and the people of the country to earnestly consider the steps which should be taken to divest the Government of the extraordinary power and responsibilities lodged with it; in brief, that the hand of Government should be taken off the business and activities of the country so that they be restored to their natural and proper courses in the hands of the people.

"That we call upon the Congress of the United States to formulate and enact such legislation as will effect these objects at the earliest possible time. We believe this vital for the welfare of the country."

The Silver Lining.

Politeness is personal freedom and perfect ease.

Genuine courtesy, real consideration of others, is more—it is treating others just about as you would have others treat you.

Politeness is the piano polish, the fine finish, the last coat that we put on manners.

True consideration of others is the silver lining of the coat that we present to our friends for wear.

Don't try to live without your income. Live within it.

THE STANDARD IN COFFEE

A product is good or bad only by comparison.

That is why in every line of merchandise there is usually one product of such outstanding excellence that it serves as a standard in determining the quality, value and merit of competitive brands.

Grocers have so often been asked, "Is it as good as Lighthouse Brand?" that naturally they have come to ponder the question.

In seeking to know whether a coffee is good, bad or indifferent consumers habitually compare it with Lighthouse Brand.

Lighthouse Brand is their only yardstick for measuring coffee value.

And that is how grocers have come to know the standard in coffee.

The most satisfactory answer to the question, "Is it as good as Lighthouse Brand?" is a stock of Lighthouse Brand Coffee itself — within arm's reach on the shelf.

NATIONAL GROCER COMPANY

Grand Rapids

Lansing

Cadillac

Traverse City

THE UNION LABOR MENACE.

The price of all commodities, including labor, is regulated by economic laws, subject to artificial inflation and deflation—but these are merely the exceptions which prove the rule. And when these laws are tampered with they will help wipe out a hundred or a million imbeciles with that complete indifference so characteristic of nature. For some time labor has been making demands which have uniformly been acquiesced in. Probably the saturnalia took its start from the Government's negation of arbitration and its enactment of a law so near the border line as to be regarded as unconstitutional by some of the judges of the United States Supreme Court. But those were pre-election times and the Government may have been a bit sensitive about votes.

Now, labor is just as ignorant and selfish as other departments of human activity. It is already crying out at high prices because it does not like to see the money that it is snatching taken away by equally greedy hands. You cannot, however, eat your cake and have it, too. When you advance wages you inevitably advance the cost of living so that the last state of the working man is probably no better than the first. Every demand of labor, however, is bound to be the precursor of a new demand, while human nature remains what it is, until the breaking point is reached, and if that is not speedily arrived at we shall have a conflagration instead of an adjustment. At present the signs all point to conflagration. Is there an intelligent red blooded American who has not felt alarm as well as humiliation at the spectacle presented by the strike of the longshoremen? These men declared by act, if not by word, that they will not care a damn if New York starved, they cared even less for their plighted word and the Government apparently did not dare to act. Some time ago, when the Government had at its head a man of courage and backbone, a more serious strike broke out at Chicago. Mr. Cleveland in a few hours ended that strike by the simple declaration that the United States mails should go through, and he had a hostile Governor as well as the strikers against him.

People who want contemporaneous evidence may profitably consider what the English government has just done under similar conditions. Now, there is in this country a body greater than labor, greater than capital, and greater than the Government, because it embraces all of these, and that party is the public. Unfortunately, it is unorganized, and so it is being ground between the millstones. And yet there are some things in which it is vitally interested and which it might easily secure if it could only be aroused. One of these is the immediate enactment of a law prohibiting all strikes on transportation lines, which in our highly co-ordinated state are essential to life. Of course, in the light of pure reason, all strikes should be prohibited, because, in the first place, they are conspiracies, which our Government professes to abhor;

in the second place, they are revolutionary, being a challenge to the authorities and to existing order; and, in the third place, they must all ultimately rely on violence involving bloodshed. To look for any step in this direction, however, at the present time would be about as reasonable as to look for the conversion of moonbeams into minnows by the aid of blue glass. The present attitude of the Government towards organized labor, which is itself in the hands of dangerous agitators, is the exact counterpart of its attitude in the face of the German menace. What that attitude cost in the one case is the measure of what it is likely to cost in the other.

SILK SWEATER NOVELTIES.

The silk sweater market is feeling the effects of the upswing in prices of the raw silk and it is evident to both mill men and buyers that little relief can be expected for some time to come. There is still a demand, however, despite the advanced prices that are ruling, and novelties especially are being asked for in both the pure and the artificial silk. The price situation on the artificial silk numbers is just as keen as on the pure varieties.

The wool sweater situation needs little to tell its condition. There is a steady demand for novelties of all sorts, with the supply more than limited. Staples of all sorts, while they are not in as good demand as novelties, are too well sold ahead to be affected, and it is not easy to locate any quantity of staples for anything like nearby delivery.

Trade union members in Spain and in Japan have protested against their government's choice of delegates to the international labor conference which is to meet in Washington. Spanish workers have given notice that they will not consider themselves in any way bound by the action of the conference. At Yokohama protest took the picturesque form of a parade of mourning on the occasion of the sailing of the labor delegation. These two incidents have significance for the future of the international labor conference and of the league of nations. It is not enough to have created an elaborate machinery for the betterment of world relations. The will and intelligence must exist to make an honest and effective use of the new instrumentalities. An international labor conference may be conceivably packed by the governments with delegates hostile to the cause of labor, just as the league of nations itself may be reduced to nullity by packing the council of the league with men hostile to the idea of international amity. There is no danger in the immediate present. The nominations of Leon Bourgeois to the council of the league by France and of Tittoni by Italy are what they should be; the men are liberal statesmen and tried friends of peace and conciliation. We may take it for granted that England will send Lord Robert Cecil to the council. She has already designated Barnes and Henderson for the labor conference.

DRY GOODS MARKET.

The markets are generally strong in the face of many facts that would normally unsettle them. From time to time complaints are voiced concerning the very high prices at which goods are selling in the gray and finished state in fabrics and in the madeup form in garments of all kinds. These complaints come from sellers as well as buyers, the former having misgivings all the while of the ability of buyers to distribute what they purchase. Timid souls voice their fears often, but they are drowned in the rush of activity among those who are moving ahead into new selling periods.

The cotton goods markets have been especially active this week both in gray and finished cloths, and while the volume of buying has been small compared with other periods, the various kinds of goods secured show that there is a broad call for merchandise from concerns known to be conservative in their general views. The demand for prints and percales has overtopped the present capacity of the largest works and many goods have been withdrawn from sale. Price advances are looked for in some quarters, and they are not likely to be prompted by sales so much as to indicate to buyers just what goods would be worth if sellers had them. In this way it is hoped to keep the cost of replacement before the trade.

Bleached cottons have been bought into February of next year by some of the largest and most conservative jobbing houses. Usually such trading is looked for in December. Brown sheetings have been very active in the past few days, some of the sales being large, but the most impressive ones being the purchases made by small distributors at price levels they regarded as impossible or unworkable a week or more ago. Colored goods for the jobbing trade have been in broad demand. The manufacturing and export trades have taken so many of these goods that few are left for the ordinary trade channels.

Fine yarn mills and mills making fine cloths have been holding buyers up to the top limits of values in most cases. The exceptions are found in those concerns that regard distribution for the converter and yarn user as more important than all the immediate profit that is possible. It is contended that production is curtailed greatly in fine goods lines. This does not appear to be true in England as sales of fine cottons abroad for this market have been showing a very great increase. When the Government departments are able to catch up with what the trade is doing, in the matter of its figures of commerce, it will be shown that the high prices of cotton goods here have invited foreign manufacturers to get busy and sell.

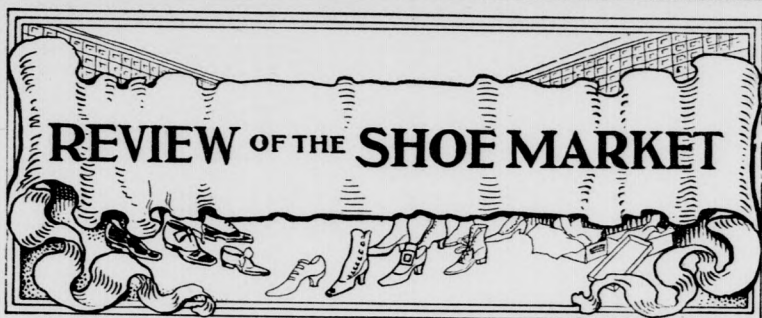
The advent here of the buyer of government linens from the English government is of large trade interest. The Belfast manufacturers have been buying linens abroad for shipment

here from the man who is now here to distribute linens for this market. The Belfast manufacturers have been protecting their own markets here by getting full prices for everything. It is now going to be possible for linen users here to get some of the benefits of a distribution of these desirable linens at prices that will induce many people to use them.

It is stated in wool goods circles that the desire for the finest qualities of merchandise has resulted in the neglect of many real bargains in some of the coarser fabrics. The shrewd traders who sell suits and other wearing apparel have been putting their labor into the finer goods that are not produced in quantities and using them to lift the whole market to a profit plane that is already making many distributors timid. Some of the fabric manufacturers foresee trouble and are hedging in their sales to any save the most reliable firms, and some of the clothing and garment manufacturers are taking warning from the protests they are hearing on every hand from those who can pay but will not submit to be profiteered upon.

ANTIPODEAN PROFITEERS.

In practically every other country as well as this, the problem of profiteering is an acute one, and all of them are devoting attention toward its solution. Notice has hitherto been given to some of the measures adopted or suggested in Great Britain, France, Italy and Canada. Australia is one of the latest to tackle the subject. That country is the source of supply for the finest wool grown. It has also been having an almost endless supply of it. Some time ago much irritation was voiced in that country over the great discrepancy between the price paid for a pound of wool and that demanded for a pound of woolen fabric, to say nothing of the still greater difference between the cost of the cloth and that of clothing made of it. The agitation led to an investigation by the Interstate Commission of the Commonwealth. This uncovered quite stiff profiteering on the part of the woolen mills as well as of the wholesale distributors. Twenty-four of the mills showed net profit on capital in the years 1915-17, averaging 31.33 per cent. as against 13.44 per cent. in 1914 with the percentage of net profit to turn-over 17.59 per cent. as against 12.93 per cent. The recommendations made are to fix maximum percentages of profits all along the line. What the Commission has to say about the profit taking by the mills might be taken to heart over here. They say these profits have been very greatly in excess of a fair and liberal return on the amount of capital invested in the business. To this they add: "Whatever may be said in excuse of the manufacturers in availing themselves of the ordinary custom of traders when competition is relaxed, it is much to be regretted that the greater proportion of their excessive profits was derived during the period in which they were engaged in supplying material for the clothing of our soldiers and when they were acting in unison."



Michigan Retail Shoe Dealers' Association.

President—J. E. Willson, Detroit.
Vice-Presidents — Harry Woodworth,
Lansing; James H. Fox, Grand Rapids;
Charles Webber, Kalamazoo; A. E. Kellogg,
Traverse City.
Secretary-Treasurer—C. J. Paige, Saginaw.

Better Shopping Habits Developing.

Written for the Tradesman.

Discerning commentators on merchandising conditions and the trend of customs in present-day shopping are agreed that the retail business of the future day is going to be compressed into fewer hours; and instead of long, dull hours at the store when clerks are lolling around killing time and waiting for customers, with two rush periods during the day, one in the early and the other in the late afternoon hour, business is going to be more uniformly distributed through the hours when shoe stores remain open. Such, at all events, is the belief of many good business critics at the present. Are they justified in so believing?

Time was when the little shoe store around the corner and the big special-

ty footwear concern alike kept open from 8 a. m. until 6 p. m. on regular days, and until 10 or 11 p. m. on Saturdays and holidays in all seasons of the year. They might, it is true, close on Christmas, New Years Day, and the Fourth of July, but on all other holiday occasions the idea was to remain open and miss no opportunity of selling something, even if it were only a few pairs of laces, boxes of polish, or something else in findings.

Everybody was doing it, and naturally the idea obtained that it had to be done. It was irksome, tiresome, unreasonable, and all that, but it was taken for granted that the dealer and his salesmen had to be eternally on the job, customers or no customers.

We have now learned better.

Shoe stores—especially in the big centers—are opening later and closing earlier. Eight-thirty or 9 o'clock is a more prevalent opening hour than eight, and most stores close at five or five-thirty on week days. In the Christmas holiday period and during

the months of July and August, they are closed Saturday afternoons and evenings.

And is anything being lost by thus abbreviating the shopping hours? Not insofar as anybody can decipher. Has it been of any practical benefit to thus shorten the day for the dealer and his aids? It has in many ways.

The trouble with the old custom of long and unreasonable hours was that it worked a hardship both on the dealer and his clerks. And it was due entirely to the wrong sort of training and education. The public wasn't primarily to blame, but rather the men who tolerated the system, adjusted their store methods to it, and thus perpetuated it for so many years. Consequently the only way to bring about better shopping conditions was to displace that old false training by newer and better training in shopping. And this the wise shoe dealers of our larger communities especially, are now doing.

They are advertising shorter shopping hours. They are teaching the people to have some regard for the rights and feelings of others. They are sowing the good seed of sanity and consideration. And by so doing, they are not missing any good bets either.

Naturally in the big cities shoe shops that cater to the trade of office people will have a rush period around the luncheon hour; i. e. from eleven-thirty to half past one; for that is the time the office people are off for luncheon. And then again there is apt to be a rush period late in the

afternoon. But in between these two periods of brisk selling there is apt to be a lull of several hours in which nothing particular is stirring. And as for the morning hours, it has too often happened that they were extremely dull.

Thus the total number of sales per day could very easily be compressed into far fewer hours—provided, of course, the business could be properly distributed through the hours of the shorter day. Looking at the matter critically it seemed a difficult thing to change life-long habits on the part of the shopping public. But the thing can be done, for as a matter of fact it is being done. So here is another case where a cold-blooded fact has booted the lights out of a mere theory.

It is an unfortunate thing both for the shoe dealer and his customers to have the business of the day bunched into two brief periods when the store is crowded so that customers must either wait their turn or mull around amongst the stock trying to wait on themselves. It not infrequently happens that they get tired of waiting and go elsewhere, or they persuade themselves into buying something they don't want. Many a fellow has thus unwittingly wished upon himself a pair of misfits.

Women were perhaps the chief offenders in perpetrating and perpetuating such untoward shopping conditions, for they arranged their shopping hours to suit their own convenience, and generally with little or

Wednesday, October 29, is the Day

We will offer values that will make those that come to our store talk for some time to come. We have bought some shoes especially for this big sale day. We shall also have some number in our regular line priced especially for this day, only.

Only one call, so put the date down.

Time: Wednesday, October 29th.

Place: Hirth-Krause Co., Grand Rapids, Mich., Largest Shoe Manufacturers and Tanners.

HIRTH-KRAUSE CO.

Tanners and Shoe Manufacturers

Grand Rapids, Michigan

P. S.—WE ASSURE EVERYONE THEY WILL FIND SOME REAL BARGAINS.

no regard for the convenience of the dealer and his salesforce.

But now that the automobile has come into general usage, they can much more easily re-arrange their shopping schedule. Instead of waiting until afternoon to doll up and go down town and appearing in the shoe store from four until five, they can either run down in the forenoon or get down an hour and a half or two hours earlier in the afternoon. And where the effort is deliberately made to educate them to the advantage of morning, rather than afternoon, shopping, it has been found that they respond.

As a matter of fact this whole proposition of education is the vital thing. Dealers can have their customers pretty much when they want them, and when they are best prepared to wait on them advantageously, if only they keep hammering away at the educational end of their merchandising programme. Nobody is quite so much to blame for intolerable shopping conditions as the dealer himself. The store belongs to him, and it is for him to let the people know under what conditions he is able to function to the best advantage to all. Cid McKay.

Do Not Look for Change.

Wholesalers of women's shoe in the local trade do not look for any particular increase in the demand for footwear of the "common sense" heel type as a result of the campaign that has recently been started with the idea of winning the fair sex away from French and other more sightly effects. Like the cigarette "evil," it was pointed out, high heels have been the target of certain reformers on and off for years, but the trade has gone on steadily in making and selling shoes embodying them. There is no disposition to "run down" the use of the "common sense" heel for certain purposes, notably on shoes for working women who are on their feet for long periods, but the possibility of doing away with "dressy" heels altogether is considered extremely remote. For one thing, it is asserted, the women want them.

In renewing his subscription to the Tradesman, A. P. Young, 143 Grand River avenue, Detroit, says: "I have taken the Tradesman many years. It is certainly a most excellent paper. No true American can help admiring the able and fearless editorials, and the noble work Editor Stowe has done for the merchants in fighting the stock insurance companies and helping get the surtax abolished. He calls a spade a spade and fears no one. The Tradesman is very useful and is worth many times more than it costs to any one who will read it."

The trouble with most young men is that they are not half committed to their career. They are too easily detached from their life work by discouragement or outside influence. A man never amounts to much until he has a life aim, until he burns all bridges behind him and commits himself, absolutely without reservation, to his work.

What Ought We to Do About It?

Grandville, Oct. 21—Noting that the colored soldiers from overseas are to be barred from joining the American Legion, one is led to wonder at some things in the economy of nations and to hark back to y e olden time, when much was made of that old-fashioned idea that it was an injustice to tax people without their consent, at least without the ones taxed being represented in the government.

It was because of taxation without representation that our forefathers rebelled against the British crown and made declaration that the thirteen American colonies were to be from this date henceforward and forever free. From that rebellion sprang the great republic which extends the width of a continent and occupies the belt line of the most productive portion of this old world.

What of all this? you ask.

Just a minute, please, then we shall get down to brass tacks and elucidate something that ought to bear on the consciences of right thinking people all over the United States.

This barring out of colored soldiers from becoming part and parcel of the patriotic American Legion is wholly a matter of private concern perhaps, yet it somehow smacks of unfairness that grates on the sensitive nerves of a truly bluey American freeman. We may be led to ask why the war against Germany on the part of the United States if it was not to secure the freedom of our citizens from molestation in the pursuit of everyday business whether it be upon land or sea.

Very well, we are now getting down to the gist of the argument. When this Nation found itself confronted with grim visaged war, a war forced up the Nation most unwillingly on our part, we found it necessary to enforce a selective draft that we might raise an army for a foreign field. What did the Nation do? Why, it went forward in earnest to secure men regardless of class, condition or color.

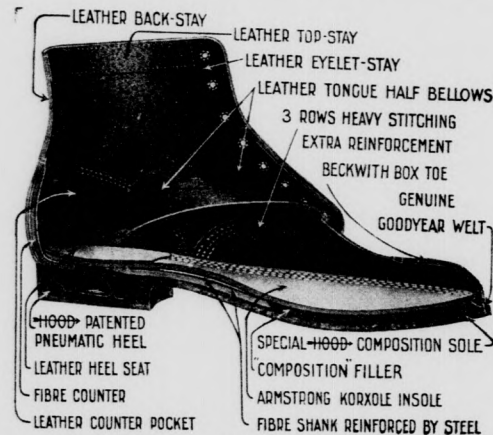
The colored population is approximately ten millions, one-tenth of the whole in the Republic. These were called upon to aid the Nation in its battles over there, nor was there any disputation as to the authority for this on the part of the drafted. The colored population of the states are in nowise tinctured with pro-Germanism. They are native born Americans to the last mother's son of them. They revere the Stars and Stripes as the flag of their country, having proved their devotion on many of the most sanguinary fields of the world war. What then?

Well, it's this way. Whence comes the intense patriotism of the colored man? He knows no other country than America; to no other can he possibly owe allegiance, therefore he is a bred-in-the-bone American. He has as good a right to be proud of American institutions as his white brother. To be sure he has. Now then what?

Here's another thought that comes uppermost try as we will to banish it from our minds. How has the colored American been treated by the governing portion of the United States electorate. Isn't there still a sort of feeling among us that taxation without representation is unjust, unrepudican and unfair? If there is, then look at this fact and reconcile it if you can with the patriotic love of the flag that animates the colored population of the South.

We elect a Congress every two years to make laws to govern the various states of this Union. There are several hundred members in this Congress which convenes at Washington, the capitol of our country. Now, then, with one-tenth of the population of the Nation of black skin how many ought there be of this race representing them in the halls of Congress? Anywhere from

Everybody knows that Chrome Elk Leather is "GOOD Stuff"



No. 470

While they last \$4.75

Consider this price.

Isn't it a \$100 per pair under the present market price?

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

In this strong

Hood Elk Leather Shoe

we offer an

EXTRA VALUE

Goodyear Welt

Genuine Chocolate
Chrome Elk

Hood Tire Fibre Sole

Soft Uppers

Smooth Insoles

Flexible

Easy Strong

Supply "H. B. Hard Pan" to your out door customer. He needs the best in service shoes. Reasonably priced—satisfaction giving shoes for the man who works. You can recommend and sell "H. B. Hard Pan" shoes to your trade as the best, because they are the best service giving shoes. Stock and push them. They will build for you an ever increasing business among the substantial people of your community.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

GRAND RAPIDS, MICH.

thirty to fifty. That would be a fair representation would it not? Well, let's count up, beginning with Alabama, going through the list of forty-eight states and see if our colored citizens are fairly represented.

None for Alabama, you say. Well, go down the list. Can't expect much from the South, you say; but soon we come to Massachusetts, the old abolition State of pre-war days. Then Michigan, Wisconsin and the farther West. Not a colored face to be seen in the whole body of United States representatives in Congress! Surely this is amazing. Taxation without representation is unjust. We all agree to this, and yet what have we to say to this wholesale disfranchisement of a race. Not a word? It would seem so. One brother would put in the plea that these things are a matter for the various states to determine each for itself. This is not true with regard to National representatives, and the Constitution of the United States provides for the enfranchisement of the black American, yet that constitutional proviso is as wholly ignored as though it was not a part of the instrument so deeply revered by our liberty-loving people.

Thus it will be seen that ten million Americans have no voice whatever in making the laws by which they are governed. Such a condition of affairs was one of the determining causes for the American Revolution of 1776. It hardly seems possible that this complete disfranchisement of so many of our fellow citizens can go on as it has done from year to year without earnest protest from some source.

Then comes the most astounding part of the whole queer business. The United States declares war on a foreign country, begins at once to select by draft men to fill the ranks of an immense army for occupation of foreign territory. Does the Nation hesitate when it comes to these millions of disfranchised citizens? Not an instant. Equally with his white brother the black man is conscripted into the service of the country in the making of whose laws he has not an atom of voice.

The colored brother must fight for his country, but he shall not vote! Now, isn't there something smacking of unfairness in all this? Isn't there? I ask in all sincerity, isn't there?

Suppose, for instance, there were even a single million of white men in this country deprived of the ballot for no other reason than the one that each had a disfiguring scar on his cheek. Do you imagine that million of white men would submit to being drafted into the army to fight for a country the making of whose laws they were not permitted a voice? Such a thing would of course be inconceivable.

I am making no plea for the colored man. Neither am I saying that the American Legion isn't within its rights when it forbids an American soldier admission to the league because of black skin. Thousands of black men lie beneath the poppies of Flanders and elsewhere who died to secure freedom to mankind, yet comrades of these same black men are denied the right to vote in their home towns and states of the American Union. Isn't this wrong on the face of it?

It seems to the ordinary mind a tough proposition to say to a man: You shall fight for your country, but you are not good enough to vote your own kind into assemblies for making its laws. What do you think?

Old Timer.

Mutterings From Magnetic Marquette.

Marquette, Oct. 21—The Federal Baking System is opening one of its bakeries at Second and Ridge streets, Ishpeming.

Bert Picco, Ishpeming, has sold out

his grocery and confectionery store and retired.

Joseph Gagilardie has opened a confectionery store at Division and Lake streets, Ishpeming.

Jarvis & Wallin, Ishpeming, grocers, on account of constantly increasing business have taken larger quarters in the Andrews building, and have taken Nels Pertulla in as a partner. The latter will have charge of the meat department. Mr. Pertulla has had extensive experience in meat cutting, having formerly for many years been employed by Peter Koski & Co.

Carl B. Orwant, representing the Grand Rapids Dry Goods Co., has taken offices in the Nestor block, Marquette, and is busily engaged arranging same and soon will be in a position to look after his customers. We feel sure that Carl will soon have a host of friends here and, with the fine large and extensive line of merchandise he is showing, he cannot help but be another addition to the many successful salesmen that make Marquette their home.

Again more sugar arrived in this territory. To tease us—now you see it—now you don't.

Listening ears still hear persistent whisperings that the new hotel project for Marquette is about to take life. Here's hoping it lives. New hotel—new bank building—new wonder theater—gee, don't wake us up! Business is good.

H. H. Goodman.

Death of C. E. Cornwell, of Saginaw.

Saginaw, Oct. 20—Charles E. Cornwell, Vice-President of the Cornwell Co. and several other big concerns, a member of one of Saginaw's oldest and most prominent families and widely known here and throughout the State, died at his home, 712 Holland avenue, Friday, after an illness of more than a year.

Mr. Cornwell was one of the city's best known business men. Besides being Vice-President of the Cornwell Co. he was Vice-President of the Cornwell Lumber Co., the Michigan Creamery Co., the E. L. Cornwell Lumber Co. and the Malalla Lumber Co.

His business called him to all parts of the State and he had a host of friends in every part of Michigan. He was a prominent member of the U. C. T.

He was an ardent sportsman as well and had a hunting lodge on the shores of Lake Superior near Leance. Hunting and fishing claimed a large part of his time and he was noted for his prowess as a hunter.

Mr. Cornwell was born on a farm near Mt. Morris, Genesee county, March 30, 1865. There he spent his boyhood, attending the Flint school and graduating from Flint high school. At the age of 17 he became associated with his father, the late Lewis Cornwell, and was connected with him in The Cornwell Co. and associated companies until 1903 when the father died. From this time on Mr. Cornwell's activities were chiefly in connection with the Cornwell Lumber Co. to which he gave most of his energies until his death.

He was married in Saginaw, August 21, 1889. His wife, Mrs. Ida Cornwell, survives him together with one son, Capt. Arthur Cornwell, who recently returned from service overseas with the 18th Infantry, 1st division, and two grand-children, Catherine and Arthur, Jr.

Mr. Cornwell also leaves five brothers and one sister, Edwar L. Cornwell, Flushing, Michigan; Tyron A. Cornwell, Portland, Oregon; Leroy W. Cornwell, Jackson, Michigan; William C. Cornwell, Saginaw; Elmer J. Cornwell, Saginaw; and Jane Cornwell, Jackson, Michigan.

The funeral took place Sunday afternoon from the residence. Rev. N. S. Bradley, of the First Congregational church, of which Mr. Cornwell was a member, officiated.



IMPORTANT ANNOUNCEMENT

To The Trade:

At the request of many of our customers we have decided to make Wednesday, October 29th our initial "City Day" and on that day will co-operate with other wholesale merchants of Grand Rapids in an endeavor to make it a banner one in the history of local merchandise values.

On "City Day" we are going to offer for that date only, an assortment of shoes at prices, which, on the present high market, are values that will positively astound the merchant who is looking for quality merchandise at quantity cost.

At the present time our Mr. Johnson is in the Eastern market, gathering some real values for "City Day," and we are sure that October 29th is going to be a day long remembered by the shoe dealers who take advantage of the wonderful bargains we are going to offer.

Our space is too limited for us to even attempt to list the styles and prices of the goods to be sold, but we feel sure that our record of fifty-five years standing for honesty and integrity is sufficient to back up any statements we may make in trying to convince you that you should accept our invitation to be with us on "City Day."

Let nothing deter you, Mr. Merchant, from visiting our salesrooms on October 29th. Here you will find a competent force of salesmen ready and eager to take care of your wants, and we know that your visit will be well repaid.

May we expect you on October 29th?

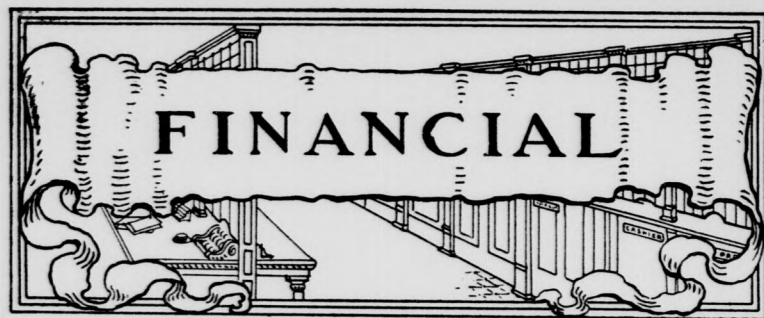
Yours for a big "City Day."

Rindge, Kalmbach, Logie Co.

10-22 N. Ionia Ave.

Grand Rapids, Michigan





What the Farmer Demands as a Right.

Coldwater, Oct. 21—To-day a new condition has entered into every dream and plan of to-morrow's life. It is the factor of uncertainty which no economist has yet charted.

In applying the x-ray to our National being, we find a Nation with more net wealth than that of all Europe combined.

We find enough food and clothing for our people; a greater demand for labor and at better wages than ever before and better than are paid to labor anywhere else in the world.

We find more money that is good, both in circulation and in the banks, than ever before, and wealth more generally distributed in homes, savings banks, liberty bonds and elsewhere than in any country at any time.

Yet in the midst of it all we are in a maddened whirlpool of unrest and industrial disturbance.

So angry and threatening, so defiant and bold are the elements, that it is well for us as a Nation to examine the cables that have held our Ship of State through other storms.

In the progress of business we have reached a time when the relationship of one business to another, when the arteries of trade, when the functions of the Government are so closely related that paralysis of one may mean paralysis to all.

We honor the G. A. R. button, that of the American Legion, and others; but there will be a day and it ought to be here now, when there should be another button worn by every man, woman and child who loves this country and swears allegiance to her constitution and laws. That button should have inscribed upon it the word "American."

When that day shall come, there will be a demand for forty millions of them to supply the sons of toil and their families, who live out among the hills, in the valleys and by the roadsides of the open country. The farmers of the Nation are 100 per cent. American.

In this hour, tremulous with destiny, there never came to man greater cause for pride than to be able to say to the man of the city, to the great manufacturing interests of the Nation that "just over the hill yonder, are forty millions of people who believe in the God and the Constitution of their fathers."

We have not forgotten that April night 144 years ago, when Paul Revere rode among the farmers of Middlesex, arousing them from their sleep; the morning that followed when seventy of them were lined up on the public green at Lexington and were commanded to disperse by the British General Pitts, nor will history forget to record that it was the blood of nine of those men who fell at the first volley of Pitts' guns, the first blood that flowed in the purchase of this old flag.

I am proud to-day, at a time when the questionaire of patriotism is before every man, to represent in a humble way the farmers of the country who furnish the basic element of National safety.

I like to look at the picture of that rube from the country taken back in

Revolutionary days, the picture of Uncle Sam, erect, front face and determined.

Secretary Baker tells us that 5 per cent. more of country boys out of every 100 qualified for service in the last war than of boys from the city. Not because more patriotic, but because the open field is more conducive to health and muscles than the shadows and bright lights of the city.

All men engaged in manufacturing in production, whether in city or country, are solicitous about existing conditions over which we are individually and industrially helpless, but which collectively we could remedy.

The farmers of the Nation occupy a middle ground between great aggregated capital upon one side and organized labor on the other.

We do not forget that the greatest function of Government is to restrain greed and to protect the weak against the strong.

We are against profiteering. We have no place for the greedy sponge that grew rich and gloated upon abnormal war profits.

We are for the sane regulation of business where the doors of competition are closed or blocked.

We live upon 7,000,000 farms spread out over 3,000,000 square miles of territory. The Almighty has prohibited the incorporation of these seven millions of units, for they cannot be brought together; but we do know the necessity of collective effort, and the law of nature, the secret of our National greatness.

One-half of the wealth and property of the Nation is under corporate charter. This is but another name for collective bargaining, collective operation, the capital of many united.

We do not oppose the privilege granted to labor to organize, but we do want the privilege that was intended we should enjoy under the Clayton act, the right to collectively buy what we need for our personal use and the right to collectively sell our own produce. The denial of this privilege through technical construction of the law has made of the farmer a serf in the market place. His alone is the one industry without voice in the matter of price fixing.

Upon the other side of our middle ground we see approaching a more

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credit information on over 60,000 foreign firms and this information can be supplemented to include the special needs of any of our clients.

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Great Leaders of Industry

Men of large wealth, well know that only a Trust Company can be depended upon to handle an estate, efficiently and accurately.

This is evidenced by the disposition of practically every large estate in recent years.

The man of lesser means can have this protection at comparatively small cost and the thoughtful man WILL have it.

The making of a will and appointment of a Trustee and Executor is important business and it SHOULD BE DONE TO-DAY.

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Capital - - - \$500,000
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menacing foe to the Nation itself and to the farmer, than the power of great wealth.

Wealth could become but a corrupt monarch, which the people could decapitate with a single blow, but a misguided electorate, a corrupt government, undermined with sedition, without respect for law and order, would destroy the Republic and consign it to the fate of Greece, Rome and scores of other nations that have forgotten their compass and have gone on the rocks.

The farmer believes in the doctrines that the Almighty has implanted in the human breast, and that have been expressed in our declarations of right.

Life, liberty, the pursuit of happiness, the right to acquire and own private property. The farmer owns his farm or is hoping to be able to possess one some day. He dreams of the day his children may have property of their own. He is not a socialist who believes that land and all means of production should belong to the state. He believes that men and children should be something more than cogs in an iron wheel.

The poisoned gas that our boys breathed in the trenches of France was not half as deadly to our Republic as the poisoned atmosphere about our great cities at this very hour.

While we meet here in Chicago today, in the city of Washington the President of the United States has convened a parley of representatives from the various industries, with the purpose of conciliating a militant, defiant body of men who threaten destruction of the Government itself and its constitution unless they can be placated.

A great body of men, working for the Government upon the public carrier system, the railroads, are only waiting their tie up of the entire industrial field until after this conference.

The U. S. Steel Co. employing 350,000 men, paying them an average of \$1,950 each per year, is under a strike for recognition of their delegates, with the purpose to insist upon the closed shop.

These striking workmen have left their jobs and are guarding the gates of the plants with a large army of pickets, mobbing and maiming those who take their places in the shops they have left.

They intimidate free laborers, they commit open violence to property, they threaten destruction if the shops open again before their demands are complied with, they ignore law and

order, they assault and defy the police and officers of the law.

This is not an exception. It is but the last of the hundreds of like occurrences which have blackened our recent history as a Nation.

We have sneered at Mexico, while we have coddled worse brigands than ever knew the wilds of that Republic.

The leaders of organized labor deny that they countenance riot and bloodshed, and yet they do countenance the picket in every strike, and in every strike there is underneath the unwritten purpose, to make it effective by preventing the employer from supplying their places with free labor.

The maintenance of order and the withholding of violence is conditioned upon whether the employer tries to start his business without the strikers or not.

If strike breakers, or free labor shall undertake to enter the abandoned jobs, the laws of the state and Nation are trampled under foot. With picketing in force, as in the steel strike, it is doubtful whether the protestation of labor leaders is sincere, when they tell us that they do not countenance violence.

It is encouraging, however, to know that but a minority of laboring men are in sympathy with this sort of treason, for it is nothing less.

The fault is not so much with the laboring man as it is with officials having controlling power and with politicians who for votes applaud and excuse these outbreaks.

The armory with its stacked guns is back of every policeman and sheriff, and if it were known that it would be invoked to maintain order and to protect every man in his lawful rights, whether laborer or employer, there would be less of rioting and disorder.

Pussyfooting and cowardice in high places, and with politicians after votes, have brought the Nation to a crisis.

It may not be unprofitable to again read how the Lord smote Ussah with instant death upon the threshing floor of Nabor for laying unclean hands upon the ark of the covenant that contained the Ten Commandments.

The time is ripe to teach respect for the commandments of this Nation and with an unloved hand.

Federated labor has declared war upon the farmers of the country and upon their business.

They have met, both in National and state conventions, for such declarations. A few days ago, in the State of Michigan, in a large convention they unanimously demanded of the Governor of the State that he forthwith call a special meeting or

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of

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

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| Combined Capital and Surplus | \$ 1,724,300.00 |
| Combined Total Deposits | 10,168,700.00 |
| Combined Total Resources | 13,157,100.00 |

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Fourth National Bank

United States Depository



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Savings Deposits
Compounded Semi-Annually

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Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

LAVANT Z. CAUKIN, Vice President
ALVA T. EDISON, Asst Cashier

session of the Legislature for the purpose of creating a commission to fix the retail and wholesale prices of food and other necessities. That sounded fine, but where in the programme did it leave the farmer who grows the food?

The warmest problem that is before the cities of this country to-day is that of housing their people. There has never been known such an influx from somewhere.

It would not take long to learn whence they come, if pilgrimages were to be made to the country. There the tenant houses are vacant and the farm homes are without their adult boys and youth.

A million of them returned from war, not back to their country homes, but to the city where better wages and opportunities offered.

Another million of laborers who had flocked to the building of can-tonments, to war supply factories, away from the farms have remained away, for the better wages paid in the city.

The farms of America are without help. They have been war cropped and without fertilizer until they are depleted beyond estimate.

If we were to ask why the birds are flocking to the South in these autumn days the answer would not be questioned, but when the farmer tells you that the reason of this exodus from the farm is because the compensation of the farmer is below that of the city laborer, he is jeered.

A few days ago, after months of strike, the carpenters won out and are now being paid in the city of Chicago \$1 per hour for eight hours' work, \$1.50 per hour for overtime and \$2 per hour for Sundays and holidays.

The farmer is the greater expert of the two. It requires long years to learn his trade, while the carpenter can secure the above wages after two years' work and at the same time obtain good wages as an apprentice.

This wage allowed to the expert farmer (and every farmer has to be an expert) would give him for his twelve hours' work per day and for his Sunday chores \$5, or a monthly wage of \$388.

This is more than four times the amount received by the average farmer of the country as his entire compensation from crops and other farm productions for his labor.

At present prices the farmer receives for his products, he cannot pay 25 cents per hour and remain solvent.

With wife and children he may plod through the long hours and make some gain, but not with hired help at anything like city wages.

Germany is spending \$1,250,000,000 to get her sons back to the farm while the United States is lending itself to a programme that will bring famine if not revolution unless changed.

To attempt to fix "fair prices" for food to the consumer, without commencing with the farmer who produces the same, is to crush agriculture from above with a Government pile driver. The farmer is left to take the leavings after the commissions above him have been assured.

Sane regulations and sane supervision, by men who know something of the business they are doing, is much in demand in these days, but we find political ward heavers are more in evidence than men versed with the jobs in hand.

We understand that our recognition has been slight in the past. We know the truth of the statement of Secretary Daniels a few days ago, when he told labor that they were upon every board, every commission and every activity and administrative job of the Nation. We know that as farmers we are not known anywhere, upon any board, commission or other administrative activity of the Government, but we know our remedy—that of a peaceful kind.

In the great industrial parley now

on in Washington, the President has considerably given to agriculture three representatives hand picked, while he has allowed labor fifteen to be selected by the labor unions themselves.

The recognition of agriculture has, undoubtedly, been to select good men, but the method and evident discrimination in number and manner of selection does not leave a pleasant taste in the mouths of twelve millions of farmers and farm laborers.

We shall rejoice in the conciliation of labor and capital, provided it be without sacrifice of constitution and law and provided further that it be without sacrifice of agriculture.

When labor proclaims that its hours must be shortened, its wages remain unimpaired or increased, the shop become unionized, and the cost of living including food must be reduced, the farmer begins to read the handwriting on the wall of his fate.

Any compromise between labor and capital that shifts the cost upon agriculture will be resented by forty millions of free and loyal Americans, who are but waiting.

Should such be the purpose, as indicated by every wind that has been blowing, there will be more than one Paul Revere found riding through the country, arousing the sleeping farmers to action.

The farmers do not ask charity. All they ask is justice. They want an open market at home and abroad. They want the gates open to them as they are to manufacturers and merchants.

They want the law of supply and demand restored. The electric fans that have been in action to make comfortable certain interests do not change the winds outside, and will have no permanent effect upon the great law of trade, that of supply and demand.

It is about time that Governmental efforts should be directed to the res-

toration of the Nation to substantial and enduring laws of business, and not to political aims and ends.

In what I have said, I may be misunderstood, for space has not permitted amplification. Let me repeat, that the chiefest function of our Government is protection of the weak against the strong.

The laboring man must be protected and guarded against avaricious greed of the employer, society must be protected against unholy and oppressive monopoly, and the owner of property and the employer must be protected against the frenzy and violence of the mob that defies law and order. This Nation stands to-day, as it has always stood, for justice, obedience to law and a square deal.

Milo D. Campbell.

Railway Employees Can Still Be Garnished.

Levering, Oct. 15—Can you please inform me of the correct method to pursue to collect account from section employees of the G. R. & I. Railroad Co.?

I understand that employees' wages cannot be garnished.

Reed & Company.

Grand Rapids, Oct. 17—You are mistaken in thinking that the wages of railway employees cannot be garnished.

The only difference between now and before the Government assumed charge is that the garnishee defendant named must be Walker D. Hines, Director General of Railroads, United States Railway Administration, operating the Grand Rapids & Indiana Railroad. Service can be obtained on the local agent in your town or any near-by town. E. A. Stowe.

Of course the serpent knew things were coming his way as soon as he discovered a woman in the garden.

INVESTMENT OPPORTUNITY

If you are looking for an enterprise in which to place funds so that they will have reasonable safety and a strong certainty of large returns, let us give you complete information concerning the Petoskey Portland Cement Company. This Company is a going concern producing and selling crushed limestone and it is fast expanding its present business.

The Company's large new crusher is under construction and rapid progress is being made on the dock.

In addition to building the crushed stone business up to a capacity of a million tons a year by next spring, the company will build a cement plant of 2,400 barrels per day capacity. The cement plant will be started in the near future.

An investigation of this proposition will reveal to the investigator that it is far above the ordinary in safety and every other requirement that the conservative investor desires to have thrown about his investments.

Sign the coupon and we will send you the information.

F. A. Sawall Company, Inc.
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The Michigan Securities Commission does not recommend the purchase of any security and its approval must not be construed by investors as an endorsement of the value.

F. A. SAWALL COMPANY, Inc.

405-6-7 Murray Bldg.,
Grand Rapids, Mich.

Gentlemen: Without any obligation on my part, please send me all the information you have regarding the Petoskey Portland Cement Co.

Name

Address

Lightning Disintegrated Metal Into Dust.

Narberth, Penn., Oct. 20—All of us have seen or heard of freak lightning losses, but the following is so very freaky that you must not think it the product of an imaginative brain.

Lightning, with a storm passing over the town of Cynwyd, Pa., struck the home of a citizen who is interested in a well-known jewelry establishment in Philadelphia. This home was well furnished and represented years of labor in getting together articles consistent with the taste of the owner.

The family consists of his wife and one daughter. The daughter occupied a very large room in the rear of the third floor, which she used also as a living room, with bookcases, writing desks, etc. Adjoining this room was a modern bathroom furnished rather elaborately and containing a walnut dressing table with a marble top and a large French mirror.

The lightning struck a corner of the building where the daughter's room was located. The actual fire damage to the building and contents did not exceed \$50, mostly to wall paper, caused by chemicals used in extinguishing the resulting blaze. The loss to the building itself caused by lightning was about \$350 and to the contents \$500.

At the moment the house was struck the daughter was in the bathroom. The walnut dressing table was turned on its side. The daughter was not scratched nor bruised nor in any way affected by the lightning.

Now comes the phenomenon. Daughter's bedstead was made of iron and we were unable to find that such an article had even existed in her room. It was entirely eliminated, as was practically every piece of metal in the upper part of the house. All articles in the daughter's room that were held together by metal collapsed. The sectional book-cases were rendered useless but the glass doors were unbroken. The upper story gas and electric fixtures, door knobs and locks were eliminated, gone, disappeared. Articles in trunks and boxes in the storeroom adjoining the bathroom were tossed about the room and undamaged, but all the metal work on these trunks and boxes entirely disappeared. Two locks on the first floor were eliminated. On the dining room wall were many very expensive pieces of china; only one was broken.

Electrical engineers agree that lightning storms are known to disintegrate metal to such an extent that it becomes merely dust and disappears with the storm's wind.

The first impression on arriving at the scene of destruction was that the articles mentioned had been removed but it was only Nature's work.

C. A. S. McClennan.

Underwriters Interest in High Cost of Living.

The standard dollar is the measure of value attached to every underwriting contract. The purchasing power of that dollar cuts no figure. Whether the policy represents a contract of life or fire or accident indemnity, its settlement represents to the insured the value which attaches to the coin of the realm. Not America alone but the whole civilized world is now suffering through the abnormal depreciation of gold which is the universally accepted standard of value among the nations. In its last analysis this is the meaning of the existing high cost of living which is rousing our whole people to resentment. Gold in itself, apart from its conventional value as a measure of exchange, has little in-

trinsic worth. Unlike iron or copper or any of our more important mineral productions, it serves no purpose in the useful arts concerned with the necessities of life. But there it stands the measure of value attaching to every insurance contract and to the millions of funds held by the companies in trust for their policy holders.

The purchasing power of the dollar is no unimportant question in the great and growing business of insurance. How to increase that power or in popular parlance to bring down the high cost of living is the problem which just now, above all others, is agitating the whole community.—Insurance Monitor.

The Old Log Cabin in the Cutover.

Written for the Tradesman.

How an old settler's hope was depicted to-day

By a grim low log cabin and lone
In the cutover land of the lumber-jacks
sway

Now with poplar and hazel o'er grown.

Over back of the ridge on the corduroy
road

Where the bay makes a turn to the
West

Once a pioneer filed for his quiet abode
And he put his sharp steel to the test.

In the forests seclusion he plotted his
place

Felled the spruce for his shack by the
stream

And he built I am sure with a smile on
his face

As he hewed out the home of his
dream.

There an artistic setting of beauty was
seen

With the woodbine and sweet lilac tree
While a ribbon of roses completely did
screen

The wide porch with its door-step from
me.

By his wife sat a man on a warm
summer day

When their toil and their labors were
done

As in fancy I saw them he clearly did
say:—

"Of the roseblossoms there is left only
one."

"I pray keep it my dear and may ever
there come

"From its petals so fair and so red
A sweet fragrance bespeaking the love
in this home

"Like an incense in the life we have
led."

Here I plucked as I passed this sweet
rose just to-day

From the hundreds all budding anew
And a prayer was full answered for one
truly did say:—

"We bloom here for our old lovers too,"
Charles A. Heath.

There is no doubt that a large

amount of property and a good many

lives are lost each year through the

careless use of kerosene in starting

fires. Instead of printing columns of

stereotyped "Don'ts" about kindling

fires with kerosene, why not give

some instruction as to how to use it,

as we all know the people will con-

tinue to use it in some manner, re-

gardless of the warnings and the ac-

cidents that happen so often? The

writer has started the kitchen and

furnace fires with kerosene for a good

many years and expects to continue

to do so, but we never, under any cir-

cumstances, pour the coal oil from a

can into the stove or furnace. If the

kindling is saturated before it is plac-

ed in the fire pot there is no danger

of an explosion and the flame reach-

ing out to the oil can or the clothing.

Insurance is a postscript to a man's

salary. It is something that comes

after and demonstrates the value of

that which was before.

Fire Insurance that Really Insures

The first consideration in buying your fire insurance is SAFETY. You want your protection from a company which really protects you, not from a company which can be wiped out of existence by heavy losses, as some companies have been.

Our Company is so organized that it CAN NOT lose heavily in any one fire. Its invariable policy is to accept only a limited amount of insurance on any one building, in any one block in any one town.

Our Company divides its profits equally with its policy holders, thus reducing your premiums about one-third under the regular old line charge for fire insurance.

MICHIGAN BANKERS AND MERCHANTS' MUTUAL FIRE INSURANCE CO.

Wm. N. Senf, Secretary

FREMONT, MICHIGAN

C. N. BRISTOL, Manager

A. T. MONSON, Secretary

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MICHIGAN

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It is the principle of self-government of government "of the people, by the people and for the people" applied to the fire insurance business.

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327 Houseman Bldg., Grand Rapids, and save 25% on your premium. For 10 years we saved our members thousands of dollars annually.

We pay our losses in full, and charge no membership fee. Join us.

INSURANCE AT COST

On all kinds of stocks and buildings written by us at regular board rates, with a dividend of 30 per cent. returned to the policy holders.

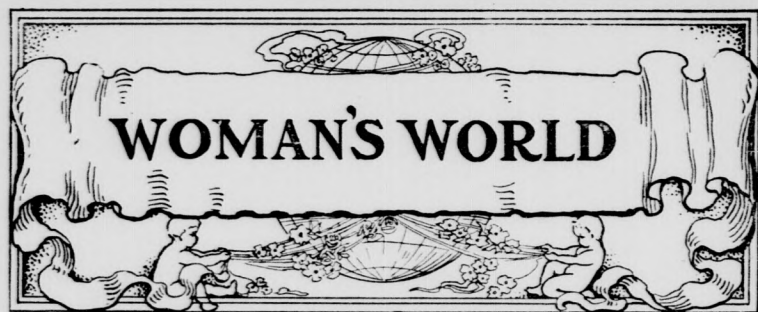
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Insurance that we have in force over \$2,500,000

MICHIGAN SHOE DEALERS MUTUAL FIRE INSURANCE COMPANY

FREMONT, MICH.

One of the Strongest Companies in the State



Emergency the Acid Test of Character.

Written for the Tradesman.

I am getting a lot of amusement and instruction these days from the behavior and remarks of my friends who find it almost impossible to get household "help." Yes, I have been having some uncomfortable experiences myself along that line, since you ask me! And each and all of us are giving, under stress of these experiences, a pretty accurate exhibit of character and training—incidentally passing the judgment of actuality upon what our mothers did and didn't do for us when we were girls. I know one woman who is just now struggling with cooking, dishwashing and "upstairs work" whose mother told mine many years ago that her daughter always would have money enough to hire servants to do her housework, wherefore it would be quite unnecessary for her to learn anything about it herself.

The little camp where I spend the summers with my family is very simple. This summer we were especially glad that this was so, because over a considerable stretch of time we could not get anybody to help us with the cooking and other housework, and we had to do much of it for ourselves. Fortunately for us, all of us knew how. For a day or two there visited us a charming woman who has had much education, of a sort, but whose hands are as useless for any practical purpose as if they were made of putty.

She stood beside the dining-room table as I was setting it one evening and said:

"I would be glad to help you, but I don't know how. Can't you show me what to do? I often wish we could live more simply in our home, but I don't know how to begin. I really don't know what I should do if our wonderful butler should ever leave us."

I could see a sort of envy in her eyes; she loved the quiet simplicity of our little house on the edge of the woods; it rested her nerves, weary with the ponderous machinery of her own establishment. All her life she has been surrounded by servants, who have waited upon her, picked up the things she dropped, dressed her, fixed her hair, polished her shoes, done her sewing, managed her house—done everything for her except breathe and eat.

It takes brains and executive ability to run a large house such as hers, and her house is well-conducted; but the brains and executive ability are not hers—she has to hire those from her "social inferiors." Her husband

is a very rich man, and the flow of money for such purposes is constant and sufficient. What would happen to her and her two little children if that flow should stop I do not know; it is not pleasant to imagine. Nevertheless I was inwardly imagining it, when she said it herself, and what she said was true.

"I had to motor through the East Side the other day, among the tenements," she said, "and it frightened me."

"Why were you frightened?" I asked. "They are just people, like ourselves, only not so fortunate."

"Oh, I don't mean that. I looked at slatternly women leaning out of the windows and at dirty-faced little children playing in the streets; and somehow it came to me that those children were dirty because of the places where they lived and the fact that their mothers were so hard-worked or so ignorant that they didn't have time, or didn't know how, to take care of them. I thought of what would happen to me and my children if we should lose all of our money and nobody would help us—if my husband could earn only enough to give us such a home as those women had, and if I had to do all the cooking and washing and everything with just my own two hands, or if he died penniless or broke down and couldn't earn anything at all for us.

"My goodness! Do you know, I'd be the worst slattern of them all, because I don't know how to do one single thing myself. And I'm not very strong, either. Suppose I had

to take in washings, or go out all day to scrub!

"People do get suddenly poor. I wonder what happens to those who are as helpless as I am. I spoke of it afterward to my husband, and he said:

"Well, I hope we won't get so poor as that, but if things go on the way they are now, we may have to learn to do things we never dreamed of for ourselves. And that frightened me, too."

Emergency is the acid test of character and training. The girl who has been trained in domestic science—who knows how things should be done, even if she doesn't have to do them constantly—can look without fear at the turmoil in the domestic servant situation. Even a houseful of company and the servants all sick or leaving suddenly has only mild terrors for the family, every member

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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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 machine and size platform wanted, as well as height. We will quote a money saving price.

Sidney Elevator Mfg. Co., Sidney, Ohio

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

THE POWER CO.

Bell M 797

Citizens 4261

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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.
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PUTNAM'S Mentholated Cough Drops



Our New Display Carton

NATIONAL CANDY CO.
PUTNAM FACTORY

Sole Manufacturers

Grand Rapids, Michigan



"HILCO" Profit Sharing System The Perfect Premium Plan

Adapted to any line of retail, wholesale or manufacturing business. TESTED IN OVER 35 different states and found to be the one sure method of Increasing Sales and Profits.

Our stock catalog listing 600 Premiums of real merit is ready for instant delivery (we imprint your name and advertisement on front and back covers free of charge.)

SEVEN DENOMINATIONS of Coupons from 5c to \$5.00 always in stock; also attractive Signs, Circulars, Electros, etc., all without our name on them anywhere. The "Hilco" Plan becomes your own, as we imprint your name on all catalogues, coupons and circulars.

Write us for particulars and a copy of our Premium Catalog.

HINKLE-LEADSTONE CO.

180 N. Wabash Ave.

Chicago, Ill.

of which has learned to do the various kinds of things necessary for the family comfort.

But it goes a great deal further and deeper than the question of mere housework. You have all seen women who show off very well in the sunshine of prosperity, who get a reputation for being very brilliant, "very executive"—raising money for charity and all that sort of thing—and altogether successful as long as things go well, but who "blow up," as the slang saying puts it, when things go wrong. And you have seen, too, those women who make no show, who seem even to be weak and ineffective, slaves of their servants and drifters on the tide of ordinary circumstances; who, upon the collapse of all their normal world, suddenly exhibit unsuspected resources of courage and poise; grasp their life-problem by the handle and grow with their struggle into commanding figures.

Think this over as you confront the swiftly changing conditions of life in the new world that the war has thrust us into, and however little you may as yet be discommoded, ask yourself what sort of showing you are prepared to make if overnight you should find yourself compelled to face life with only your two bare hands and the wit of your own brains.

Moreover, it requires no gift or prophecy at all to tell you that, however smoothly you yourself may float down the stream for the years remaining to you, your children will have to make good in ways little dreamed of by your parents in their training of you.

This is particularly true of your daughters. I suspect that the "ornaments of society" equipped only with a smattering of literature, art, music, the classics and perfect social demeanor, and able to glibble-gabble superficially with others of as little preparation for reality, will have hard sledding in the time to come. What are you thinking and doing about those daughters, with reference to their preparation for the new conditions?

The best of them are ready for a new look upon life. Lots of them already have taken that look. The big girls have grasped reality in the tasks set by the war; they have looked upon blood and suffering and not been unnerved; they have taken up the

tasks of men and done them well and uncomplainingly. They have showed their mettle in the dramatic circumstances of war; it is just as good for the new tasks of peace.

The little girls have seen it, too. What use will you make of this golden opportunity to prepare your children, and to readjust your own self, so that when emergency comes, on scale small or large, you and they will be ready to meet it with courage and efficiency? Prudence Bradish.

[Copyrighted, 1919.]

The Utter Foolishness of Strikes.

Brooklyn, Oct. 20—No less important to every country in the world than international peace is internal peace. Civil war is as disastrous to a nation as conflict with its neighbors. A land cannot be prosperous and happy unless it has peace within its borders as well as without. Intestine strifes of every type must be avoided if a nation is to develop and progress steadily and to the utmost.

One of the most troublesome species of human warfare is the strike. This method of attempting to adjust the relations of employer and employee is virtually a fight between opposing armies. It is attended too often with violence and suffering, and always with loss of earnings and profits. If the abolition of war in general is desirable, the strike, too, should be abolished. Why should there be so much clashing of interest and attitude between labor and capital? From a prolonged strike or lockout, whichever side wins, both sides emerge in a sadly bedraggled plight. The results of such battlings in the United States have in the aggregate been as detrimental as many of our wars. Wars occur but occasionally and at intervals of years; strikes are a frequent performance in this and other leading countries.

The strike method of settling industrial controversies is crude, primitive and barbarous. Workmen should demand no more than justice and this should readily be granted them. The unjust lockout is as objectionable as the unjust strike. There should be evolved some "rule of reason" for avoiding both forms of suspension of labor and production. Arbitration has proved to be a failure for two reasons: a labor union never lives up to its agreements, but utilizes a victory by conciliation as a pretext and license to strike again before the ink is dry on the old agreement. If the keen minds of the delegates to the Washington conference shall be able to solve this problem they will render inestimable service to the Nation, but what can be expected of a commission where the men appointed to represent the public are socialists of the worst description? President Wilson certainly dealt the public a deadly

blow when he put such creatures on the commission.

In the heart of the American people there is growing the conviction that the strike, with all its unsettlement of business, its annoyance to the public, its rough and sometimes bloody grapplings, its heavy cost, its intense and lasting bitterness, should be eliminated forever from the system of civilization.

The Alabama Legislature has enacted a measure prohibiting strikes. Will that really prevent eruptions of the volcanoes of unrest? Or has the so long little regarded Republic of Peru shown us and the remainder of mankind the better way? That backward land has decreed compulsory arbitration of labor disputes and the enforcement by power of the State of the decisions of the arbitrators. It might be more agreeable to all concerned if a mode of voluntary compromise could be found, but we may have to come to compulsion, because of the irresponsibility of the labor union and inability to hold it to its contracts. A legal requirement that all labor unions shall be incorporated would to some extent improve but not fully amend the present unsatisfactory condition. Incorporation would not compel a union to accept arbitration and its consequences. Only the law's strong arm could do that. Theodore Williams.

When you are sure that you are above your job, it is not strange that it should now and then slip from under you.

Christmas Trees

Mr. Dealer. If you intend handling Christmas Trees this coming season it will pay you to write us for prices, delivered to your town. We will ship any amount, a few bundles locally or a car load. Write us stating about what you can use.

Address H. B. Elliott, AuTrain, Mich.

Wanted--Butter

Highest prices paid

W. E. TAYLOR,

Battle Creek,

Michigan

COLEMAN (Brand)

Terpeneless

LEMON

and Pure High Grade
VANILLA EXTRACTS

Made only by

FOOTE & JENKS
Jackson, Mich.

If You Gave Each Customer a Dollar—

an extra egg with every dozen, or a bottle of furniture polish with each purchase—she'd come back for more groceries. But the cost would be more than you could afford.

When you sell her FELS-NAPTHA (the original napha soap) you give her extra wear for her clothes as it has been proved beyond question that clothes last longer when washed with Fels-Naptha. In addition, you save her time and labor. All of which is worth money to her. And it costs you nothing.

Push Fels-Naptha hard. It certainly means more profit for you in the long run to say nothing of the good will.

Fels &
Co.

Philadelphia,
Pa.



Bel-Car-Mo Peanut Butter



By reason of heavy rains in the South the peanut crop harvest will be delayed until late in November. Dealers are advised to order a thirty day supply of "Bel-Car-Mo" now at the prevailing price.

Tell Your Jobber.



Our Sea Food Products

DEALERS
HOTELS
CLUBS
INSTITUTIONS

THE REQUIRED GRADE FOR EACH

Fish, Oysters,
Clams, Lobsters

SHATTUCK & JONES, BOSTON

INCORPORATED

Time to Call a Halt to Organized Labor.

In ordinary business a man who would propose to enter into contract with you and insist that you be held rigidly to the contract yet would not hesitate to violate it whenever and in any form he saw fit would be entitled to little respect.

What, then, of contracts employers make with labor?

The employer must live up to the spirit and the letter of the agreement. The employe does not hesitate to break the contract when he sees fit.

Isn't it time to call a halt on this travesty on right and justice?

A contract is an agreement which entails mutual obligations, a compact, a bargain, a stipulation to do or not to do certain specified things. Labor organizations, with intent to avoid legal responsibility, refuse to incorporate. Isn't it a farce to enter into agreement with any body or organization when it will live up to the agreement it makes only as long as it sees fit?

There will have to be a rectification of this apparent wrong. The world was aghast when the Germans brutally denominated the Belgian treaty as a "scrap of paper." In essence there is no difference between the violation of that compact and the many contracts which union labor violates whenever it thinks it is to its advantage to do so. Union labor, in some of its acts, is as brutal as the Hun, yet expects public support.

Why is terrorism, violence, defiance of law and order forgotten or forgiven when union labor is the offender and punished when others are the offenders?

An approach to a Reign of Terror was inaugurated in Brooklyn when the men on the B. R. T. struck. Men who sought to run trains were assaulted, threatened with bodily harm, even death, for their efforts to serve the company and, incidentally, the public.

Has any one known of the law-breakers being brought to the bar of justice or put in jail? And yet the property was in bankruptcy and being operated by the courts. The law-breakers apparently had no more respect for the courts than for a private corporation. In California engineers, conductors, brakemen, switchmen—practically all the trainmen of the steam railways in the Southern part of the State—struck, paralyzed the transportation of the far Southwestern part of the Union, not because they had any grievance but because the employes of the electric lines in that part of the Nation were on strike and they wished to aid them.

The railways are administered by the United States Government. Technically we are at war. Practically every demand made of the Government by steam railway men has been granted. They had no grievance. Morally and legally they were under obligations to handle the trains of the roads by which they were employed. Yet without a particle of justification, but to bring such woe to the innocent public that it would insist upon the electric road people surren-

dering to their striking employes, they quit work.

Millions upon millions of dollars of injury done to the Nation. Traffic over a large extent of territory was disorganized. Most of the injury was inflicted upon people who had no part in the controversy.

And now the striking steam railway men decide they will return to work.

Not only that, but they will be restored to their former positions. No punishment will be visited upon them. The innocents must suffer, but the ones guilty of unfaithfulness to the Southern Pacific Railway and the United States Government must not suffer.

Where is the justice of this?

It is idle to inveigh against the selfishness, tyranny, and brutality of capital and the wrongs of labor when Labor proves itself more selfish, tyrannous, and brutal than Capital.

This is not written by a defender of Capital, but by one whose labor record is pretty good. As a member of organized labor he went out on strike July 19, 1883, and he has not gone back yet.

Honest labor has a right to and should get every support and encouragement. Its interests are the interests of the people. It is to the interest of the people that labor should get an ample regard, that its hours of toil should be fair, and that its rights should be safeguarded in every way.

But honest labor does not break contracts, break the law, strike without reason, arrogate to itself the brutal privilege of bringing suffering upon the whole people.

There has been an epidemic of strikes in America lately. This is particularly true of the region east of the Mississippi.

There has been a demand made upon the United States Steel Corporation to unionize their workers. The demand comes from men who are not employed by the Steel Corporation and who never did an honest day's work in their lives.

There has been a demand made in the name of the Trainmen's Union for the United States Government to buy the railways of the Nation, operate them, and divide the profits with the trainmen.

To-day there are 2,000,000 men employed on the railways. Two years ago there were 1,800,000. The service has not been improved. In particular the work in the shops has retrograded decidedly. Allowance can be made for a measure of disorganization that has been a consequence of war conditions, but this does not account for the poor results in the shops, yet the shopmen demand a big increase in wages.

In the textile industry it is declared that with higher wages production has decreased. In the cotton mills the consumption of the fiscal year ending July 31, 1919, was 800,000 bales less than in the preceding twelve months—more than 10 per cent. reduction of production in time of the greatest need of production.

This country is getting tired of and disgusted with the arrogance, law-

lessness, and studied laziness of organized labor. A year ago, six months ago, three months ago organized labor had its sympathy and support. These great assets organized labor has squandered and forfeited.

Organized labor must reform, must work honestly, must be lawful, must cease its tyranny.

It has overplayed itself.

Richard Spillane.

The Attractive City.

In a word, then, so far as I am personally concerned, you will not make your city more attractive to me by buildings, parks or monuments—what other city has not these things? But if you can show the heart that I know is in your breast, if you can forget to look straight ahead in order

to cast a look of friendly interest on a passing stranger, if you can cease to fear being "done" and become inspired by the desire once in a while to show that you are a human being amidst your bricks and stones, just to that extent will you do your part in making your city attractive. Oil may draw money to Tulsa; social exclusiveness will always make Newport and Palm Beach desirable to a limited number; the palaces of Pasadena will attract other millionaires there. But you'll prefer smoky old Pittsburgh or noisy Kansas City, or beautiful Grand Rapids, or any other city that shows its heart beneath the grime and takes the lid off its smile.

J. Breckenridge Ellis.

Holiday Goods

After reading over our list of Christmas goods, without a doubt you will find some items you are in need of.

Ladies Fancy Aprons

Fancy Towels

Leather Goods

Boudoir Caps

Box Stationery

Mens Garters and Suspenders

Mens Arm Bands

Watches and Jewelry

Toys and Dolls

Perfumes

Store Decorations

Hair Bow Ribbons (plain or fancy)

Narrow Ribbons for tying purposes

Ladies and Gents Handkerchiefs

Cambries and Linen

Handkerchiefs in fancy boxes

Initial Handkerchiefs

Ladies and Gents Neckwear

Ladies and Gents Scarfs

Art Goods, stamped or finished

If you can't arrange to come into the house to select your numbers, we will gladly submit samples. But don't delay, take this up with us at once.

Quality Merchandise—Right Prices—Prompt Service

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids

:::

Michigan

To Dealers Only

Write for our latest
SPECIAL CATALOGS
No. M. T. 1919

John V. Farwell Company
CHICAGO

Wholesale Dry Goods &
General Merchandise

A Few Specials For Our Next Big City Day On Wednesday, October 29th

In order that you may have an idea of part of what we will have to offer on that day, we are listing the following items, but of course this doesn't begin to cover all of the good things we will have to offer on October 29th. If you can use any merchandise at this time, it will be to your great benefit to visit us. Here are a few of them:

PIECE GOODS.

Nearly 200 cases of Blankets at prices under any we have been able to offer during the entire season, either early or late. We made this purchase for this particular day and intend to sell them at the same sort of low prices. The lot includes staple, fancies, plaids, etc., in all sizes.

| | |
|---|-----------------|
| Standard Apron Gingham in all staple checks, per yard |\$.16 1/2 |
| York Seersuckers and Appleweb Gingham in all the staple styles and plain colors, per yard |26 1/2 |
| Fruit of the Loom Cotton, full pieces, perfect, per yard |29 1/2 |
| A C A striped X L Ticking, per yard |36 1/2 |
| 9-4 Mohawk Bleached Sheet, per yard |67 1/2 |
| Fruit of the Loom shorts, each piece stamped, per yard |27 1/2 |
| Woods & Windsor Cambric, black and all colors, per yard |14 1/2 |
| F. S. & 1931 Fancy Outings, shorts, 10-20 yard lengths, per yard |17 1/2 |
| 36 inch Bookfold Challies, all choice styles, per yard |23 1/2 |
| 36 inch Nantuck Bleached Cambric, per yard |21 1/2 |
| 64-66 Bleached Cambric and Muslin Shorts, 100 yard bundles per yard |18 |
| Standard Outing Flannels, full pieces, perfect goods, 1/2 lights and 1/2 darks, per yard |20 |
| 24 inch Unbleached Shaker Flannel, per yard |11 |

NOTIONS.

| | |
|---|-----------------------|
| Shell Hair Pins— | |
| 2 inch Crimped, 8 on card, 12 cards to box, per box |65 |
| 3 inch Crimped, 6 on card, 12 cards to box, per box |72 1/2 |
| 3 1/2 inch Crimped, 3 on card, 12 cards to box, per box |60 and .72 1/2 |
| Men's White Handkerchiefs, per dozen | 1.12 1/2 |
| Starsnaps, good quality, black and white, assorted sizes, also cabinet of 6 dozen assorted, per dozen |65 |
| Angorina Fluffed Yarn, Cotton, assorted colors, per box |87 1/2 |
| Red and Blue Handkerchiefs, seconds, 21 inch best quality only slight misprints, per dozen | 1.07 1/2 |
| Good Quality Darning Cotton, white and black, packed 3 dozen to box, per dozen |24 |
| Good Quality Thread, black and white, assorted sizes, per dozen |39 1/2 |
| Special in Silkine Crochet Cotton, 25 box lots at |87 1/2 |
| Special in Silkine Crochet Cotton, 650 box lots at |85 |
| Special on Dolls from \$1.90, \$2.15, \$3.50 and \$4.25 per dozen. | |
| Also many other specials too numerous to mention. | |

HOSIERY AND UNDERWEAR.

| | |
|---|----------------|
| 21B230 Ladies fine gauge 220 needle combed yarn, black, sizes 8 1/2 to 10, Taubels irregulars—very good, per dozen |\$ 3.25 |
| 21B231 Ladies' fine gauge 220 needle, full mercerized, wide hem top, double toe and heel and high spliced heel, black, 8 1/2 to 10, boxed, 1 dozen, Taubels irregulars, per dozen | 4.10 |
| 21B555 Men's 176 needle combed cotton dress socks, medium heavy weight, double toe, sole and heel, boxed 1 dozen. Strictly firsts, a splendid sock and very cheap, per dozen | 2.35 |
| 1001 Men's Wool Army Socks just a few cases left, an ideal sock for out door wear, bundle, 1 dozen, per dozen | 3.75 |
| 21B130 Children's 1X1 ribbed fine combed yarn triple toe and heel boxed 1 dozen, very slight irregulars. A splendid buy and very fine merchandise. \$2.95 on size 7 rise, .10 fall .05, sizes 5 1/2 to 9 1/2. | |
| 21B527 Men's combed mercerized lisle 240 needle, very fine gauge dress Socks. A splendid holiday item, boxed 1 dozen, all are firsts, sizes 10 to 11 1/2, comes in black and genuine cordovan shade. A sock to retail at 50c with a good profit, per dozen | 3.25 |
| 2305 Ipswich Mercerized Lisle Hose for women, seam back, wide double garter hem, double toe, sole and heel, black, white and leather shade or cordovan, sizes 8 1/2 to 10, boxed, 1 dozen. The price here quoted is less than the mill price of to-day, dozen | 4.37 1/2 |
| 21A504 Men's medium weight dress Socks in black, boxed 1 dozen. An exceptional value at, per dozen | 2.15 |
| 21A503 Men's heavy Black Dress Socks, boxed, 1 dozen. A good 25c seller at long profit, per dozen | 2.00 |
| 21A200 Ladies' Black Cotton Hose, boxed 1 dozen size 10 only. At less than they can be made for, per dozen | 1.50 |
| 1355G Men's Assorted Grey Wool Hunting or Work Socks, bundle 1 dozen. A real bargain at old time price, per dozen | 6.85 |
| 22B1220 Men's two-piece wool underwear in all sizes, strictly firsts per dozen | 16.00 |
| 22A1304 Men's Fleece Lined Union Suits, Egyptian color, strictly firsts, boxed 2-12 dozen, all sizes, per dozen | 19.50 |
| 0015 Children's Vests and Pants, made from genuine army cloth in sizes 18 and 20, boxed 1/2 dozen. The same high grade wool used by our army and navy, per dozen | 5.25 |
| 22A1316 Men's tuck stitch fine worsted Union Suits, boxed 2-12 dozen. A \$5.00 seller at a price less than they can be made for, dozen | 29.00 |
| 22A1313 Men's heavy weight tuck stitch rib Wool Union Suits, boxed 2-12 dozen. A very high class garment, per dozen | 30.00 |
| 22A1309 Men's Natural Worsted Union Suits, boxed 2-12 dozen. A fine garment at old time price, per dozen | 19.75 |

| | |
|--|-------|
| 1763 Ladies' Silk and Wool Union Suits in size 44 only, boxed 2-12 dozen. Made in Dutch Neck, elbow sleeve-ankle length, dozen | 16.00 |
| 2518WDN Ladies Ribbed Cotton Union Suits in extra sizes only, Dutch neck, elbow sleeves, priced exceptionally low, per dozen | 18.00 |
| 22B900 Children's Fleece Union Suits in sizes 20 to 34, boxed 6-12 dozen. \$10.00 on size 20 rise 50c. | |
| 22B822 Children's Light Fleece Rib Bleached Union Suits, sizes 2 to 16, boxed 6-12 dozen, \$8.75 on size 2 rise 50c. | |
| 22A1314 Men's Worsted Ribbed Union Suits of fine quality. A small lot and priced at less than present cost, boxed 2-12 dozen, dozen | 25.00 |
| There will be a number of small close-out lots in Sweaters, Gloves, Hosiery and Underwear which are not large enough to advertise, but will be placed on the floor at genuine close-out prices, therefore, we urge you to visit the Fourth Floor early, so as to share in the above items. | |
| Prices will be materially higher and the above merchandise at such exceptional prices is indeed a splendid investment. | |

MEN'S FURNISHINGS.

| | |
|---|--------------|
| 27B1306 Men's Outing Night Shirts, made of Fairview Outing, bundle 6-12 dozen assorted patterns, sizes 15 to 19, at |\$17.50 |
| Several numbers of French Cuff Dress Shirts, 3-12 dozen. Assorted sizes 14 to 17, at | 16.50 |
| Cleanable Collars, three styles, boxed 6-12 dozen, solid sizes 12 to 18 | 2.25 |

OVERALLS AND JACKETS.

| | |
|---|-----------------|
| 28B25 Comes Indigo Cloth, Wabash stripe pattern, bundle 1 dozen. Assorted 32 to 42, at |\$14.50 |
| 28B26 Comes Indigo Cloth, Jackets to match, bundle 1 dozen, sizes 36 to 44 | 14.25 |
| 28A218 Men's Khaki Drill French Shirt, military collar, bundle 6-12 dozen, fancy packing 15 to 16 1/2 | 9.75 |
| 28A211 Men's "O. K." brand Work Shirts, steel grey, bundle, 6-12 solid, fancy packing 14 1/2 to 16 1/2 at | 13.12 1/2 |
| 28A212 Men's "O. K." brand Work Shirt, medium blue, fancy packing, boxed 6-12 dozen, solid 15 1/2 to 16 1/2, at | 13.12 1/2 |
| 28B336 Genuine "Cherry Valley" Flannel Shirts, dark navys, medium greys, boxed 6-12 dozen assorted, 14 to 16 1/2 scale and 15 to 17, at | 30.00 |
| 28B708 Men's Heavy Winter Pants, dark grey stripes, bundle, 1 dozen assorted 34 to 42, at | 35.25 |
| 29B725 Boys' Heavy Dark Mixed Knee Pants, bundle 1 dozen. assorted sizes 8 to 16, at | 15.00 |
| 29B904 Boys' Overalls, Stieels, Wabash stripe, with bib, bundle, 1 dozen, 7 to 15, at | 10.50 |
| 29B977 Boys' Suspenders, 1 inch lisle at | 2.25 |
| 30B302 Men's Caps, dark mixed suitings at | 4.95 |
| 30B310 Men's Judge style Caps, at | 8.37 1/2 |
| 30B317 Men's Dark Blue Cap, Judge style, at | 7.12 1/2 |
| 31B32 Men's Jersey Glove, at | 2.00 |
| 31B500 Men's Tick Mitten, at | 1.75 |
| 31B28 Men's Gauntlet (Canvas) No. 1 split palm, overlap leather fingers, at | 6.25 |

LADIES READY-TO-WEAR.

| | |
|---|------------------|
| All George Waists selling at \$4.50 to \$5.00 each, all popular shades, sizes 38 to 46 and with plenty of style and snap, individually boxed, each |\$ 4.12 1/2 |
| All Bungalow Aprons made of good quality percale. The assortment—6 darks, 3 lights and 3 mediums. By mediums we mean Plaids, Checks and Nurse Stripes, per dozen | 13.25 |
| 910 Outing Gown, made of Fairview or Pearl Outing Flannel. In the assortment you get practically 12 different patterns to the dozen in V necks, square necks and round necks. These are our own make and the buttons are hand sewed. Your choice, sizes 15-16-17, per dozen | 17.50 |
| 37B77 Petticoat, made of fine quality satin in 36-38-40 lengths. It has a dust flounce and is attractively made. Your choice of four colors, Navy, Pink, Purple, Green, per dozen | 16.25 |
| 40A80 Child's Outing Sleeper is made of good quality Outing Flannel and comes in sizes 2-4-6-8 only. This garment is made by McCawley & Co., makers of the famous SLIPOVA Rompers, Middy Blouses, etc. Assorted blue and pink stripes. Cover the feet just like Dr. Denton's, per dozen | 9.00 |
| 41A49 Baby Bunting. It is made of white Baby Flannel with Hood attached. The hood is lined with Blue, Pink or White Satin. These are much better than Blankets and have become very popular, each | 3.75 |

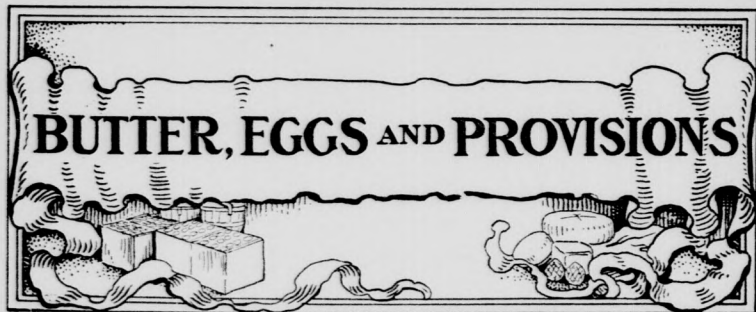
The market is still advancing and with conditions as they are it looks as if prices will be as high if not higher during the next 60 or 90 days. Some Manufacturers are guaranteeing prices to April 1st, 1920, which indicates their confidence in the present range of prices. We think you will make a mistake if you don't take care of your wants for the near future RIGHT NOW. Send us your orders by mail, or phone or see our salesman.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS, MICH.

No Retail Connections



Michigan Poultry, Butter and Egg Association.

President—J. W. Lyons, Jackson.
Vice-President—Patrick Hurley, Detroit.

Secretary and Treasurer—D. A. Bentley, Saginaw.

Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

The Sugar Situation Is Hopelessly Bungled.

Gwin, Oct. 20—You keep in touch pretty well with things in the grocery line. Can you explain to me how it is that Sault Ste. Marie grocery jobbers have plenty of sugar and can give their customers all they need, while we cannot get any here? Sears-Roebuck have just made a distribution of catalogues here and in them they say, "We reserve the right not to ship a customer more than 50 pounds of sugar." How can they get it and who do they get it from? We have tried to get it from all the wholesalers we trade with—Reid-Murdoch & Co., Sprague-Warner & Co., Chicago and the Marquette county jobbers—but can get just a very limited quantity, and our position is the position of all the retailers of this county. Richard Quayle.

Grand Rapids, Oct. 22—All I can say is that the sugar situation is hopelessly bungled, the same as the Government has bungled the railroads, the telegraphs and the telephone—everything it has touched, in fact. The administration is wholly and solely to blame for the present situation. It has talked sugar shortage until the people have become panic stricken and are hoarding sugar the same as they undertook to do a year ago. There are farmers in this vicinity who have hundreds of pounds of sugar in reserve, because the papers have predicted 25 cent sugar, without being rebuked by the Government, so many times that people generally have come to believe that 25 cent sugar is near at hand.

I expect to see the retail price go to 15 cents within a couple of weeks, because the beet sugar factories have decided to charge 10½ cents per pound, plus the New York freight rate to point of destination. This would make beet sugar cost Grand Rapids jobbers \$10.94 per 100 pounds. If they are allowed 10 per cent, this will make the cost to the retailer \$12.03 per 100 pounds plus freight and cartage—probably an average of 12½ cents per pound. On this basis the retailer should be permitted to sell granulated at 15 cents.

The embargo the Government has placed on shipping cane sugar West of Buffalo and Pittsburg will render it impossible for Michigan and other Middle West jobbers to handle any brown sugar so long as the embargo on cane sugar is maintained.

Grand Rapids jobbers are getting as much sugar as ever, but are out of sugar half the time, because their receipts are grabbed up by the trade as fast as they arrive. I am looking to see a let up on the demand for granulated inside of two weeks when beet sugar begins to come in freely and the 15 cent price will discourage buying by hoarders who have accumulated stores at 11 cents or better.

Regarding the ability of the mail

order houses to sell sugar when regular jobbers cannot obtain it, I beg leave to state that that condition is due to the action of the Wilson administration in favoring the mail order houses, on the theory (as stated by Attorney General Palmer) that "they are nearer the people than profiteering retailers." The Grand Rapids salesman of a Chicago grocery jobber received a telegram from his house one day last week to take no orders for sugar, because they were entirely out. The same day over a ton of sugar came in by express from two of the Chicago mail orders.

A man who runs a moving truck told me this morning that he moved a family in moderate circumstances one day last week and, among the goods, were two 100 pound sacks of granulated sugar.

I wish I could help you solve the sugar problem, but, with the Wilson administration in the saddle, I am utterly unable to see daylight.

Give me something easy.
E. A. Stowe.

Grocery Apron Covers Rector's Garb.

Saginaw, Oct. 21—John Ochsenkehl runs a little neighborhood grocery, or did before he was taken sick a week ago with typhoid fever. This left the whole responsibility of the home and store to Mrs. Ochsenkehl. She took hold of her new job with a will and was making a "go" of it until her delivery boy wrecked the delivery truck.

This was real disaster and she had almost decided to close the store, the family's only source of income, when the Rev. L. H. Hayes, of the Michigan Avenue Evangelical Church, and Lee Thatcher, an automobile salesman, intervened.

Since then the little store has enjoyed a greater patronage than ever before, for all the housewives for blocks around have gone daily to the Ochsenkehl store to give their grocery orders to a big, jolly chap whose clerk's apron covers the clergyman's garb.

And the delivery service is better than ever, for Thatcher, automobile salesman, turned auto mechanic, repaired the delivery truck and drove it, and hustled big baskets of groceries in at the back doors.

The Rev. Garfield H. Kellerman, the Rev. Mr. Hayes' predecessor in the pastorate of the Michigan Avenue Evangelical Church, which has an exclusively laboring class congregation, distinguished himself by working with about fifty of his parishioners in a coal mine to get in touch with the men of his church.

Warned Her.

"Where are you going?" asked the butcher of his wife.

"I'm going out to get some butter."

"Well, say—don't buy it at that store across from my place. The man over there borrowed my scales this morning."

What a customer expects to pay in making a certain purchase and what he is willing to pay may be two different prices. It is up to salesman-ship to find out.

Piowaty's PROFIT PRODUCING Candies

Mean

Money to Your Business

See Our Line Before You Buy

M. Piowaty & Sons of Michigan

MAIN OFFICE, GRAND RAPIDS, MICH.

Branches: Muskegon, Lansing, Bay City, Saginaw, Jackson, Battle Creek, Kalamazoo, Benton Harbor, Mich.; South Bend, Ind.

OUR NEAREST BRANCH WILL SERVE YOU

COLD STORAGE

FOR WINTER

APPLES



in Grand Rapids, Mich., the all year round market and distributing center for a wide and prosperous area. Direct transportation with all important markets of the country, with storage in transit privilege covering apples on which through rates to final destination will apply when desired. We sell space

and guarantee proper temperature. Write for rate schedules and reservations.

KENT STORAGE CO.

GRAND RAPIDS, MICHIGAN

MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
Grand Rapids, Michigan

WE BUY AND SELL

Beans, Potatoes, Onions, Apples, Clover Seed, Timothy Seed, Field Seeds, Eggs. When you have goods for sale or wish to purchase

WRITE, WIRE OR TELEPHONE US.

Both Telephones 1217

Moseley Brothers, GRAND RAPIDS MICH.
Pleasant St. and Railroads



M. J. DARK
Better known as Mose
22 years experience

M. J. Dark & Sons

Wholesale

Fruits and Produce

106-108 Fulton St., W.
1 and 3 Ionia Ave., S. W.

Grand Rapids, Michigan

WE HANDLE THE BEST GOODS OBTAINABLE
AND ALWAYS SELL AT REASONABLE PRICES

Admits Sugar Price Is a Bluff.

Three Rivers, Oct. 20—I am enclosing my last communication on the sugar question. This supports your claim that the rulings are based upon bluff, rather than law. That a jury would find any retailer guilty of profiteering for selling sugar costing 10½ cents at 12 cents is very improbable, but that the Department of (in) Justice would do so is a cinch.

What would you think of the idea of forming a club of wholesalers and retailers in Michigan who will vote to maintain in power the present administration? In my opinion, a list of the members of such a club could be published in any blank space of your excellent paper without ink.

Allow me to thank you for your editorial which I gave Mr. Kinnane the pleasure of reading.

H. G. Phillips.

The letter above referred to is as follows:

Detroit, Oct. 18—In reply to your letter of recent date, I desire to state that the Government food officials have decreed that a charge in excess of 11 cents per pound for sugar is an unreasonable charge at the present time. However, there is no law fixing this price.

In the event of prosecution for profiteering under the Lever law a price of more than 11 cents per pound would be evidence of an unreasonable profit.

John E. Kinnane,
United States Attorney.

Here is a frank admission that there is no law authorizing any public official to establish the retail price of granulated sugar at 11 cents per pound. Two weeks ago the Tradesman stated very plainly that the action of Attorney General Palmer and his district attorneys was based solely on bluff and predicted that no attempt would ever be made to enforce such an unreasonable, unbusinesslike and unfair ruling.

The statement of Mr. Kinnane that selling sugar at more than 11 cents per pound "would be evidence of an unreasonable profit" under the Lever law is all bosh. No retail grocer can conduct his business less than 15 per cent. Fifteen per cent. added to \$10.50 makes \$12.07. Any reasonable jury would accord a grocer 10 per cent. profit. Ten per cent. added to \$12.07 would make a proper selling price for sugar \$13.28 per 100 pounds or approximately 13½ cents per pound. Any grocer who sells sugar which cost him 10½ cents at less than 13½ cents is headed for the poorhouse, no matter what cheap Government officers may say to the contrary.

Cottage Cheese in Storage.

The comparatively limited demand for cottage cheese and the surplus production of it during certain seasons of the year have made it desirable to use cold storage facilities for keeping it, in order that a sufficient supply to meet all demands may be available at all seasons.

More recently the cold storage of cottage cheese has proved very satisfactory, especially when the cheese is well made and of good quality. In storing it for long periods, the best results have been obtained when it was placed in storage as quickly as possible after being made and held at ten degrees F., or below. When held for a short time, a temperature of 32 degrees to 33 degrees F. has been found satisfactory.

In removing the cheese from storage, it should be thawed out slowly in order that the curd may retain its normal moisture content, which makes it soft and moist, for when thawed out quickly the curd will be dry and chalky and undesirable as a food product. Cold-stored cheese should be sold and used within a few days after it is taken from storage, as it is more susceptible to the development of undesirable flavors than fresh cheese.

Cost of Production of Canned Foods.

Formerly the cost of raw material in cans was the principal factor; at least equally important to-day are the costs of cases, containers, labels and, to a very appreciable extent, labor. Reduction of working hours and the great increase in the rate of wage, in conjunction with the increased freight rate and tax on freight, have added materially to the costs of canned foods. In other words, the spread between the cost of raw materials and the cost of the finished article to the consumer has been widened by a margin much larger than most people realize.

She Wanted Amendments.

"I want a doormat," announced Mrs. De Style.

"Here is a very nice pattern," said the salesman, "with the word 'Welcome' woven into the fiber."

"I see. I suppose that will do if you can add the words 'Tuesdays and Fridays.'"

Ship Your Butter

to me; I pay highest prices for good dairy.

W. E. TAYLOR,
BATTLE CREEK, MICHIGAN

SAVE MONEY by insuring in the

Michigan Mercantile Fire Insurance Co.

Mich. Trust Bldg. Grand Rapids, Mich.

TAKING INVENTORY

Ask about our way

BARLOW BROS. Grand Rapids, Mich.



Toilet and Bath

Grand Rapids Forcing Tomato

Selected for use in our own greenhouses \$5 per oz.

Reed & Cheney Company
Grand Rapids, Michigan



Rebuilt Cash Register Co.

(Incorporated)

122 North Washington Ave. Saginaw, Mich.

We buy, sell, exchange and rebuild all makes. Not a member of any association or trust. Our prices and terms are right. Our Motto:—Service Satisfaction.

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

Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants

New Perfection Flour

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks



GENUINE

Buckwheat Flour

ABSOLUTELY PURE

J. F. Eesley Milling Co.

THE SUNSHINE MILLS

PLAINWELL, MICHIGAN

ANNOUNCEMENT

Opening New

Wholesale Fruit House

ABE SCHEFMAN & CO.

22 Ionia Ave., S. W.

Citz. Phone 62219

Bell M. 122

Wish to announce their opening to the trade.

For five years Local Manager
M. Piowaty & Sons



WE ARE HEADQUARTERS
WHOLESALE

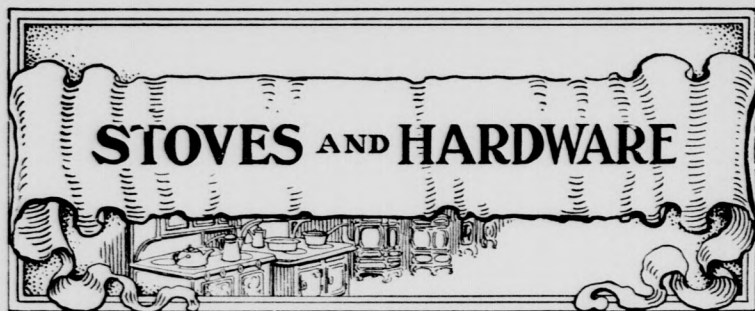
Fruits and Vegetables

Prompt Service Right Prices
Courteous Treatment

Vinkemulder Company

GRAND RAPIDS

MICHIGAN



Michigan Retail Hardware Association.
President—Geo. W. Leedle, Marshall.
Vice-President—J. H. Lee, Muskegon.
Secretary—Arthur J. Scott, Marine City.
Treasurer—William Moore, Detroit.

Suggestions in Regard to Fall Sporting Goods.

Written for the Tradesman.

A hardware dealer who had made a pronounced success of his sporting goods department was asked the pointed question:

"How?"

The answer was: "By intelligent displays; by giving the goods a prominent place inside the store; by taking an interest in the purchase of each customer; and by myself acquiring a reputation in the community for being a devotee of sport."

These few words sum up the cardinal principles of success in the sporting goods department.

The sporting goods department is an important factor in the fall trade. Sporting displays should now be run regularly, and care should be taken to give a fair share of display to every line. For instance, some merchants seem to think that the only fall sporting goods display worth putting on is one devoted to guns and ammunition, and that football supplies and gymnastic outfits are hardly worthy of attention. This is a mistake. Hardly any line that can be fairly described as "sporting goods" but has some points of attraction, even to those not primarily interested in sporting goods.

Every line should be given its fair share of publicity. Keep the goods moving constantly, and see that the public knows you handle them. If you haven't room to show a little of everything in the window, show up the goods inside the store. Push them at every opportunity. Advertise them. Call the attention of individual customers to this, that or the other line.

In going after the hunting trade, the two agencies most frequently used are newspaper advertising and window display. In newspaper advertising, make your copy attractive and convincing. Word your advertisements so that they will arouse curiosity, and cause the reader to come into your store. Drive home, too, the idea: "It is better to think of what you need before you get on your trip than after you get there." Emphasize the wisdom of preparedness.

In preparing window displays, hunting scenes give the trimmer an opportunity to put on some good effects. Merely putting an assortment of goods in the window with a card of invitation to "Come inside" is not enough. The pedestrian may see several displays of that nature in a couple of blocks. Put on a display that will

make your window stand out before the pedestrian's vision.

In such windows, it is the accessories that make the display effective. You must show your goods; but the accessories add to the appeal of the goods you display.

Here is one display that suggests what can be done in this line. The floor of the window was thickly covered with leaves. In one corner was a tent. Outside this tent a packing case was spread with eating utensils and eatables. Nearby was the campfire—contrived of an electric lamp covered with red tissue, and some charcoal. Over the fire was a camp pot hanging from a tripod.

On two logs in the foreground were displayed shot guns, ammunition, knives, revolvers, cleaners and compasses. The background was made up of cedar branches and maple boughs.

The final touch of realism was supplied by the introduction of numerous animals—stuffed and alive. In one corner was a cub bear and two black squirrels on a tree. Opposite a grey squirrel was shown climbing a branch. In the boughs were shown a crane, a loon, a duck and a raccoon. A deer's head appeared in the center of the background. To one side of the window was placed an eagle.

All these were stuffed and mounted. The live animals shown were a couple of rabbits in a wheel.

A hunting window, however, need not be so elaborate as this to furnish a realistic effect. Thus, a simpler effect is furnished by a dummy figure crouching behind reeds or in the stern of a boat and taking aim. Decoy ducks can be shown in such a display. Or you can use a log, or a screen of boughs. Incidentally, ammunition and other hunting incidentals can be shown.

For it must never be forgotten, even in the devising of the most elaborate display, that the purpose of every display is to get the customer

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
So. Mich. Brick Co., Kalamazoo
Saginaw Brick Co., Saginaw
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Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

Foster, Stevens & Co. Wholesale Hardware

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

Grand Rapids, Mich.

Brown & Sehler Co.

"Home of Sunbeam Goods"

Manufacturers of

HARNESS, HORSE COLLARS

Jobbers in

Saddlery Hardware, Blankets, Robes, Summer Goods, Mackinaws,
Sheep-Lined and Blanket-Lined Coats, Sweaters, Shirts, Socks,
Farm Machinery and Garden Tools, Automobile Tires and
Tubes, and a Full Line of Automobile Accessories.

GRAND RAPIDS, MICHIGAN

Jobbers in All Kinds of BITUMINOUS COALS AND COKE

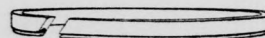
A. B. Knowlson Co.
203-207 Powers' Theatre Bldg., Grand Rapids, Mich.

Boston Straight and Trans Michigan Cigars

H. VAN EENENAAM & BRO., Makers
Sample Order Solicited. ZEELAND, MICH.

IF YOU HAVE AN OIL PUMPING MOTOR INSTALL McQUAY-NORRIS Superoyl RINGS

Use one in the top groove of each piston. Allows perfect lubrications—controls excess oil.



Distributors, SHERWOOD HALL CO., Ltd.
30 32 Ionia Ave., N. W. Grand Rapids, Michigan

Bell Phone 596 Citz. Phone 61366

Lynch Brothers Sales Co.

Special Sale Experts

Expert Advertising
Expert Merchandising

209-210-211 Murray Bldg.
GRAND RAPIDS, MICHIGAN

into the store to examine the goods. So show the goods prominently, play them up, and use every effort to induce the passerby to come inside and ask questions. Once he is inside, the window has done its work; it is up to the salesman to do his.

In the preparation of sporting goods displays, the show cards and other material supplied by manufacturers can be used to good advantage. It is well to remember, too, that a display can be left too long. After a few days a display ceases to pull. Even the most elaborate display loses its effectiveness in course of time. It is better to put on a simpler display and change it frequently. The hunting display, however, should be an especial feature.

One of the big factors in the building up of a sporting goods trade is the ability of the dealer to take an interest in all classes of sport. There is one young man I know who is a keen enthusiast for baseball, but who expresses his scorn for lawn bowling by referring to that game as "old man's marbles." Every game has its enthusiasts, and every healthy sport deserves encouragement. The dealer who regards every sport in a kindly and sympathetic spirit, who knows something of the rules and the methods of every sport, and who can talk as enthusiastically to the chance cricketer as to the frequent baseball fan, is the sport who will pull trade from all quarters.

Such a dealer can often score a point by starting something. It is a well known fact that the Englishman's game is cricket. The Canadian, however, like his American neighbor, prefers baseball. Some years ago there was quite an immigration of English people to an Ontario town. Some of the newcomers talked cricket to the hardware dealers, and all they got for their pains was the assurance that "Cricket is a dead game, here." But one dealer went home, read up on cricket, and a few days later called a meeting of cricket enthusiasts at his store, to form a local club. He wasn't a cricketer—far from it—but he pulled the lion's share of the resulting business because his attitude toward the game was sympathetic and receptive.

Of course, cricket is a summer game; but the incident illustrates the point—that it pays to take an interest, not merely in baseball and football and hockey, but in the less prominent lines of sport which have their ardent supporters.

A line often neglected is that of home gymnasium equipment. The war has called attention to the need of healthy physical development. It is impossible for all men to take an active interest in outdoor sports. Yet fifteen minutes or half an hour a day given to exercises will do any man a world of good. There are various articles which enter into this line—dumb bells, Indian Clubs, and home exercisers being the most prominent. This line if properly handled will give good results for effective pushing.

Then, too, good work can be done along the line of establishing gymnastic clubs in the community. In the churches nowadays many of the

young men's societies have equipment of this sort. The field is one worth some attention on the part of the dealer.

To attain the biggest possible success with sporting goods the dealer should be a leader in sporting activities in his community. He must believe in outdoor sports, and practice what he preaches. The biggest returns will never come to the man who is in the business just for the money it will bring. Victor Lauriston.

This Letter Closes the Controversy.

Howard City, Oct. 21—Right at the outset I want to say in reply to Philip B. Orton that I emphatically deny that our brave soldier boys went across the seas to fight for the league of nations, as he asserts. They went across to stop the Hun and to do it effectively and for all time, whether we ever have a league or not. They went after this country had "backed and filed" for two straight years, led by administration machinations as pathetic as they were lamentable. Until a world bureau job was sighted, our own Col. House was not for a league. Our good President, it was, who "kept us out of war" until he was re-elected on a pacifist platform, so I cannot see where Orton can get much comfort out of charging another party with changing positions, even if that were true, which it is not. The Republican party has not promulgated nor adopted its national platform. That will be left for 1920.

"Caesar can do no wrong," seems to be the attitude of friend Orton and his associates in the propaganda—creating business. Mr. Orton did not answer as to just how the "covenants were openly arrived at" that I asked him about in a former letter. He did not say one word as to the suppression of legitimate news at the greatest news-center on earth, Paris, during the framing of the league by administration lid-sitters. Why weren't these henchmen of Wilson's at least frank and fair with their own people? No, any one would know there had been no politics nor any hint of it during the present regime. Perish the thought! No graft, no inefficiency, no wastefulness, no profiteering, no criminal carelessness. No, no. Why continue the argument further?

So far as fighting a war to make money for the barons of our own country is concerned, Orton should look over the imposing array of financiers that the administration called upon to help run the country's affairs. "Dollar a year men," I believe, they called them. If they worked things somewhat, what was there to deter them? We poor devils at home, to be patriotic and non-partisan, blindly followed our leaders on until we plunged the country into almost hopeless debt and over-stimulation and extravagance that will take real brains to unravel.

The Republican party has never believed in nor advocated participation in European politics or world governmental affairs. It was the duty of every party to get behind the war after this Nation's affairs had become so hopelessly muddled that it became a matter of preserving National existence. But the vast majority of Americans now propose to maintain American independence and talk to all other nations in the language of the Declaration of Independence, regardless of party, and the fact that a few still attempt to make the league a matter of partisan politics and of uplift for the Democratic party alone, ahead of the National interest, is why we are in the condition we are in to-day.

James B. Haskins.

A pretty girl is usually more ornamental than useful.



New Goods Just Received

Owing to many old orders for HOLIDAY GOODS which are just now arriving we are putting many new items on sale which will add greatly to any HOLIDAY LINE.

IF YOU CAN MAKE ROOM IN YOUR STORE FOR A HOLIDAY SALE (THE ONE SURE SUCCESSFUL SALE OF THE YEAR) you will greatly profit by buying your stock NOW BEFORE IT IS TOO LATE.

This Is the Time to Buy DOLLS TO DRESS

If you have not a full stock of these Jointed and Indestructible Dolls your customers will send away for them because they are the best selling dolls that are made for this early season.

They have pretty faces, with and without wigs, and moving eyes. Will sit up, stand up or go to sleep. The friends can use any odd pieces to dress them and best of all THEY ARE INDESTRUCTIBLE.



| | Per Dozen |
|--|-----------|
| 3477 The bald headed, full jointed baby doll, length 9 inches, bent limbs; hard bodies but light weight; flesh tinted, painted hair, eyes and features, steel spring jointed | \$ 6.00 |
| 3480 Same, only 10 inches, straight limbs | 7.00 |
| 3478 Larger doll every way, 11 inches, otherwise same style | 8.50 |
| 3479 Same as last number with wig | 12.00 |
| 3470 Size larger than No. 3478 | 12.00 |
| 3471 Same as No. 3470 with wig and moving eyes | 24.00 |
| 3473 Size larger than No. 3470 | 15.00 |
| 3475 Same as No. 3473, with wig | 20.00 |
| 3494 Same as No. 3473 with wig and moving eyes | 30.00 |

But this is only ONE of our many lines of Dolls of which we have a good stock, THREE HUNDRED VARIETIES ON HAND ready to ship.

Send for our HOLIDAY CATALOG.

H. Leonard & Sons

GRAND RAPIDS, MICH.



Grand Council of Michigan U. C. T.
 Grand Counselor—C. C. Starkweather, Detroit.
 Grand Junior Counselor—H. D. Ranney, Saginaw.
 Grand Past Counselor—W. T. Ballamy, Bay City.
 Grand Secretary—Maurice Heuman, Jackson.
 Grand Treasurer—Lou J. Burch, of Detroit.
 Grand Conductor—A. W. Stevenson, Muskegon.
 Grand Page—H. D. Bullen, Lansing.
 Grand Sentinel—George E. Kelly, Kalamazoo.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Oct. 21—Dick Warner, Jr., of Bunker Hill salt fame, recently called upon a dealer in a small town in the Upper Peninsula. The talk drifted from the scarcity of Light Burley around to salt and its many uses, including Dick's recent invention of salt capsules for picnic parties and his Jad salts for dessert. A farmer who grew his own Sweet Burley and wore it for whiskers drifted in and, in conversation with the dealer, asked his opinion regarding a proper tomb stone for his third wife, who had recently died. Dick horned in and sympathetically enquired the nature of the wife's fatal ailment. Upon being informed that she died of salt-rheum, his ever alert mind reverted to the 50 pound block of licking salt he was carrying and the great idea of using this as a marker for victims of salt-rheum was immediately formed. Dick put the proposition up to the farmer, unfolding in detail the glowing advantages of his new product. The dealer, who had never stocked Dick's salt, saw a sa'e slipping and immediately produced a licking block from his stock, calling attention to the B. & D. inscribed thereon, which he said meant "Buried and Dead." Now Dick is no knocker, but that disturbed his angora, so he showed the farmer that B. & D. really stood for Buckley & Douglas, the manufacturers. He then pointed to the neat "C" on his own block which would be especially appropriate in the farmer's case it being his third wife, inasmuch as the best husbands now buried them alphabetically. Between Dick's salesmanship and the hypnotic influence of his \$25 sport vest, Dick got the farmer's signature on the dotted line for a drop shipment. Dick's rosy dreams of a big salary boost in recognition of his discovery of a new salt market were rudely shattered when a few days after he was served with a warrant charging him with fraudulent use of the males, treason, arson, polygamy and misrepresentation; the combined jail sentence for which amounts to one hundred and twenty-nine years! Due to the fact that Dick's error was really caused by over anxiety to sell his product, it is to be hoped that all members of Grand Rapids Council will do their utmost to console him, and it is suggested that each member call him on citizen phone 62941 and offer such brotherly help as may be at hand. Should the case end disastrously to Dick his one request to the judge is that he be committed to Jackson where he has a dead partly closed with the warden for a car of Bunker Hill salt—in barrels, not licking blocks.

The United Commercial Travelers will move from their present quarters

to the K. P. hall in the Lindquist building on the corner of Island street and Ionia avenue. The November meeting will be held in the new location and every member is urged to be present and help put through the biggest class of the season and to inspect one of the finest lodge rooms in the city. This hall when first opened was the finest in the State. After the meeting on Nov. 1, which will be held in the afternoon, a pot luck supper will hold sway until time for the entertainment committee to pull their part of the programme. We don't know what this will consist of but it will be good. Grand Rapids has the biggest council in the State and it is up to the members to keep their shoulders to the wheel and keep it as such. Call up a member friend and bring him out to the meeting. The meeting will be called at 1:30 sharp.

Dig up your old dancing shoes and oil your knee joints because the U. C. T.'s start their winter dancing parties Saturday evening Oct. 25. The dances will be held in the U. C. T. hall in the Lindquist building. Take the elevator to the fifth floor. These parties will far surpass any that have ever been given, because a better hall has been provided and a regular dance floor will be in evidence. The music will be specially arranged by one of the best musicians in the city. Everybody knows what the U. C. T. dancing parties have been, but there will be some big surprises in store for you this year. Those parties improve with age. Remember that the first dance will be given next Saturday Oct. 25, commencing at 8:30 sharp in the new location.

L. F. Stranahan.

President Wilson's Second Sight.

He thought he saw a lovely league
 That put an end to war;
 He looked again, and found it was
 One dream of madness more.
 "I sort of feel," he said, "as if
 The world were made of gore."

He thought he saw some Fourteen Points
 On which all could agree;
 He looked again, and found there were
 Three hundred thirty-three.
 "If I impaled myself on all,"
 He said, "where would I be?"

He thought he saw a Senate full
 Of men who didn't dare;
 He looked again, and found there were
 Insurgents everywhere.
 "I fear they'll eat me up," he said,
 "Unless I have a care."

He thought he saw a Nation which
 Would swallow all he said;
 He looked again, and found it was
 So mad it saw things red.
 "I guess I've got another think
 That's coming, Ed," he said.

The Time To Hold On.

The time to hold on is the time when you feel most inclined to let go, when you are tempted to give up, to run away.

The best time to hold on and push ahead is when you don't feel like it, and would rather do almost anything else!

The best time to hold on is when the way is dark ahead. It is nearly daybreak then; keep pushing, the dawn will come!

Nobody ever regretted sticking; and

hanging, but vast multitudes have regretted giving up and turning back. "Oh, how I wish I had kept on!" has been the cry of vast millions of people, but they yielded to the first temptation and turned back.

Bowser Oil Storage Outfits keep oils without loss, measure accurate quantities. Write for descriptive bulletins

S. F. BOWSER & COMPANY, Inc.
 Ft. Wayne, Indiana, U. S. A.



"The Quality School"
 A. E. HOWELL, Manager
 110-118 Pearl St. Grand Rapids, Mich.
 School the year round. Catalog free.

Stock Salesmen Wanted

To sell stock in a very good investment proposition. An excellent opportunity for men of any selling experience whatever to make good money. Come in and talk it over.

F. A. SAWALL CO., Inc.,
 405-6-7 Murray Bldg.,
 Grand Rapids, Michigan.

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

HOTEL HERKIMER
 GRAND RAPIDS, MICHIGAN
 European Plan, 75c Up
 Attractive Rates to Permanent Guests
 Popular Priced Lunch Room
COURTESY SERVICE VALUE

OCCIDENTAL HOTEL
 FIRE PROOF
 CENTRALLY LOCATED
 Rates \$1.00 and up
 EDWARD R. SWETT, Mgr.
 Muskegon :: Michigan

Henry Smith FLORIST
 139-141 Monroe St.
 Both Phones
 GRAND RAPIDS, MICH.

CODY HOTEL
 GRAND RAPIDS
 RATES \$1 without bath
 \$1.50 up with bath
CAFETERIA IN CONNECTION

HOTEL McKINNON
 CADILLAC, MICH.
 EUROPEAN PLAN
 Rooms with Running Water.... \$1.00 and up
 Rooms with Bath \$1.50 and up
DINING SERVICE UNEXCELLED

Use Citizens Long Distance Service



To Detroit, Jackson, Holland, Muskegon, Grand Haven, Ludington, Traverse City, Petoskey, Saginaw and all Intermediate and Connecting Points.

Connection with 750,000 Telephones in Michigan, Indiana and Ohio.

CITIZENS TELEPHONE COMPANY

Assets \$3,099,500.00

Insurance in Force \$55,088,000.00

MERCHANTS LIFE INSURANCE COMPANY

Offices—Grand Rapids, Mich.

Has an unexcelled reputation for its

Service to Policy Holders

\$4,274,473.84

Paid Policy Holders Since Organization

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WM. A. WATTS
 President
 RANSOM E. OLDS
 Chairman of Board

RELL S. WILSON
 Sec'y
 CLAY H. HOLLISTER
 Treas.

SURPLUS TO POLICY HOLDERS \$477,509.40

DESTROYED HIS OWN JOB.

Worker Killing Goose Which Lays Golden Egg.

Published reports that the demand for silk hosiery is ten times the ability of the manufacturers to supply are grossly exaggerated. It is true, however, that the demand is greater than it ever has been before, when it is taken into consideration that the mills are able to run only at about 55 per cent. capacity.

The cause and the solution both lie with labor. On the one hand, high wages have gone to the workingman's head, and he is at present engaged in an orgy of spending far beyond his means, when his wages are measured by what they will buy. This would have produced a bad enough situation even if he had maintained his rate of production. But he has not.

The reason the hosiery mills are not able to run at more than 55 per cent. efficiency is simply that the workingman himself is not working at more than 55 per cent. efficiency. I have watched the production of the mills very closely in the last year and the drop in efficiency has been alarming. We thought it was bad enough several months ago, when it had dropped to 80 per cent. But it did not stop there. It went down rapidly in successive jumps until to-day it is not more than 55 per cent.

I know of one mill which has had to increase its prices 20 per cent. in the last three months. On the face of it this jump looks as though it ought to cover any contingencies and leave a handsome chance of profit at the end of this year. Actually, however, that mill is going to be very lucky if its operations for the year do not show a substantial loss. If it breaks even it will be doing well.

The manufacturer is helpless. On top of his increased costs of raw material and his increased payroll, he has had to face a decrease of approximately 45 per cent. in the efficiency of his labor. Let us see how this works out, just to take approximate figures and show the principle involved:

Assume that raw materials have doubled in cost, as they have. Assume that labor has doubled. Leaving out of consideration the more intricate factors, such as interest and overhead as they are affected by this, these two factors alone would double the price of silk hosiery. The workingman, who feels that he must have silk hosiery these days, is no more able to purchase it than he was before. His wages have doubled, but so has the price as a direct result of his increased wages and the increased wages of other workers engaged in producing the raw materials on which he has worked.

But the workingman has made the case worse for himself. His own personal production has dropped by one-half, which, taken with the doubled wage he is receiving, actually quadruples the cost of labor on silk stockings, leaving him with only doubled wages to purchase a luxury (which he has no business purchasing anyhow) which he himself has jacked

up to considerably more than double price. And who has gained by it? Nobody. The workingman himself is losing. The manufacturer is losing. The retailer is losing. The public is losing. And they'll all continue to lose just so long as the machinery of production is working at less than normal efficiency and piling up overhead upon overhead.

The outcome? It will be a crash, with the workingman out of a job and no place to get one, for he will have destroyed his job. His aim at present seems to be to do as little work as possible. If the manufacturer kicks because he is loafing in the mill, he puts on his hat and walks out.

But it is just as impossible for a man to have what is not produced in the midst of a highly organized civilization as it is in a primitive community where each man actually produces the articles of his own consumption.

The only hope of checking the crash lies in the ability of the workingman to see the precipice toward which he is rushing. Will he see it? There have been some recent signs which indicate the possibility that he will. But he does not now.

The interests of the retail merchant and the business man generally are touched not so much by the fact that prices are high. If it were merely a question of the shifting value of money, everybody could easily solve it by thinking in terms of \$2 where he thought in terms of \$1 before. But all that is merely a casual phase or expression of the real crisis, which lies in the fact that sufficient goods are not being produced to properly fill the needs.

The merchant must watch production figures. They are far more eloquent than price quotations. Sooner or later a re-adjustment must come. The sooner it comes the more smoothly it will take place. The longer it is postponed the greater danger there is of panic. Consequently the longer it is postponed the more cautious the retailer should be in his buying policy. It stands to reason that the Nation cannot go on indefinitely consuming more and producing less.

E. W. France.

Your Little Wife.

Who plans to make your future bright? Your little wife. Who cooks to tempt your appetite? Your little wife. Who tells her women friends that you are one grand husband through and through? Who's the best girl you ever knew? Your little wife. Who pats your cheeks when you get home? Your little wife. Who smooths the thin hair on your dome? Your little wife. Who looks at you, her brown eyes clear, and, snuggling to you, extra near, says, "This is payday, ain't it, dear?" Your little wife.

Thomas Ford has engaged to represent the specialty department of the Hazeltine & Perkins Drug Co. on the road. He will remain in the house, posting up, waiting on customers and familiarizing himself with the line until Jan. 1.

In a Nut Shell.

Apples red and yellow,
Pumpkins growing mellow.
Woods in gorgeous color,
Grass a little duller.
Guinea hens a shrieking,
Cider presses creaking,
Barns are nearly bursting,
Farm hands always thirsting,
In October.

Nature now is dying,
Ducks are southward flying;
Hollow trees affording
Place for squirrels' hoarding;
Shocks of corn imploring
Room for winter's storing;
Stupid rabbits chewing
Greens till plump for stewing.
That's October.

Children going nutting,
Turkey gobblers strutting,
Leaves in showers falling,
Fat Bob Whites are calling.
Soon it's time for gunning,
Fox is growing cunning.
Evenings rather chilly,
Lovers sometimes silly,
'Round October.

City streets are boasting
Smells of chestnuts roasting.
Everybody's shopping,
Buys some corn for popping.
Mothers, pies are baking,
Grandmas, cookies making;
Fiddles gently strumming;
Hallowe'en is coming.
'Tis October.

Ray H. Gross.

Late Changes at Grand Rapids Dry Goods Co.

G. E. Critchett, who has covered Central Michigan territory for Crowley Bros. for the past ten years, has been engaged to take the territory formerly covered by Stewart McBain, who has been promoted to the management of the notion department. Mr. McBain has been on the road for the Dry Goods Co. for about fifteen years and richly deserves the recognition thus accorded him. Mr. Critchett will make Grand Rapids his headquarters.

Dan McDougall, who has covered Western Michigan territory several years for the J. V. Farwell & Co., has transferred himself to the Grand Rapids house, taking the same territory as heretofore. He will remove his headquarters from St. Joseph to Kalamazoo, where he will immediately take up his residence.

J. B. Hagle has been promoted to the position of specialty salesman for the piece goods department and will cover the larger towns of Michigan. This is the first specialty man the house has put out. Specialty men for the other departments will be engaged as rapidly as possible.

A. Jannausch, formerly with Otto Weber, will cover Grand Rapids and nearby towns as general salesman.

Eli Halbertsma, who has been on the road for the Goll & Franh Co., of Milwaukee, succeeds W. W. Goodfellow, resigned, as Lake Shore salesman. He will continue to make his headquarters in Ludington.

A. Tirmenstein, formerly with the

J. V. Farwell Co., will cover the Bay City trade and the towns North of that market. He will make his headquarters in Bay City.

J. T. Bookey, who has been covering the Bay City territory, has been transferred to Saginaw territory, which is made to include the Thumb district. He will take up his residence in Saginaw.

New Cigar and Tobacco House.

The sale of the G. J. Johnson Cigar Co. factories to the Consolidated Cigar Co. would have compelled a number of star salesmen to seek other positions but for the generous consideration Mr. Johnson has always shown his employees and associates. Under the guidance and co-operation of Mr. Johnson, they have formed the X Cigar Co., a corporation with \$100,000 capital stock, of which \$75,000 is paid in. The directors of the corporation are G. J. Johnson, Walter E. Gray, Fred McIntyre, Harry Brown, C. O. Billings, H. P. Grady and Raymond W. Star. The officers are as follows:

President—G. J. Johnson.

Vice-Presidents—Fred McIntyre and Harry Brown.

Secretary and Manager—Walter Gray.

Treasurer—C. O. Billings.

The company has leased the store at 111 Campau avenue and will put in a full line of cigars and tobaccos. The company has the Western Michigan agency for Dutch Masters and El Puritana brands.

In the disposition of traveling representatives, the following plan has been decided upon: Fred McIntyre will cover Northern Michigan; Harry Brown will cover Southern Michigan; Harry Grady will see the trade of the near-by towns; Walter Gray will call on the city trade.

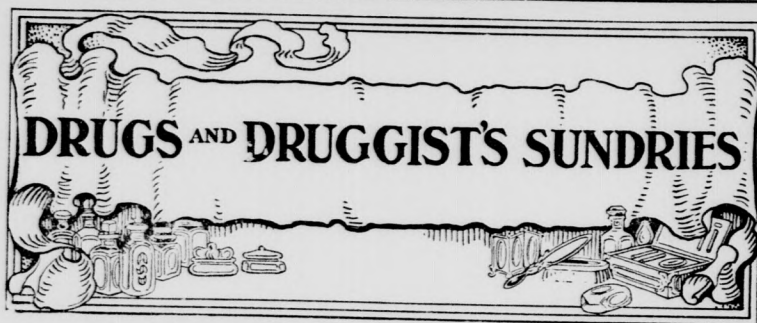
That the new house will soon take front rank is a foregone conclusion, because all of the men actively connected with the establishment are workers from Workville who possess lexicons in which the word "fail" is nowhere in evidence.

The Wolverine Casket Works has merged its business into a stock company under the same style, with an authorized capital stock of \$2,000, of which amount \$1,020 has been subscribed, \$250 paid in in cash and \$500 in property.

D. Engelman has engaged in the grocery business at 301 Straight avenue, the Worden Grocer Co. furnishing the stock.

Pays 150%

New, Marvelous Dye product: all dyeing is revolutionized: brilliant, beautiful, fast colors: cotton, silk or wool; women amazed; wonderful repeater; peerless quality; Cakes of Penn. selling 20,000 packages weekly; absolutely different; magnificent dark and light colors; vastly superior; no boiling; no rubbing; easy, simple to use; doesn't stain hands; dyes all large also small garments and articles; big exclusive territory proposition. Write at once; wonderful offer; other superior products. Address—Peerless Products Co., Dept. 563, 618 W. Jackson Blvd., Chicago, Ill.



Michigan Board of Pharmacy.
President—H. H. Hoffman, Sandusky.
Secretary and Treasurer—E. T. Boden,
Bay City.
Other Members—C. S. Koon, Muskegon;
Geo. F. Snyder, Detroit; James
Way, Jackson.

Nature Does Not Hurry.

We sometimes get impatient at the slowness of world improvement. We see the cruelties of a great war, cruelties beyond belief, and we are sick at heart to think the world is not in a mood overnight to abolish war. We see ignorance leading to poverty and wretchedness and we wonder that education is not made universal at once. We see preventable sickness producing disability and suffering, and we are hopeless at the slow dissemination of modern medical knowledge and preventative measures.

And then it is borne in on us that Nature never is in a hurry. Out in Colorado the Rocky Mountains turn a tumbling sea of peaks toward the sky. Standing on the summit of Pike's or Long's and looking off on that chaos of rock one naturally thinks some frightful convulsion of Nature threw up these mighty peaks.

But the thought is wrong. Geologists have learned that the mountain ranges were slowly and imperceptibly carved out by the action of rain and snow and frost and ice. First the highlands slowly emerged from the ocean. Then the rains and streams and glaciers made gullies and left the peaks. An observer returning at century intervals probably would have seen slight change. But eventually the work was done and the mountains made.

That is the way Nature operates. Man can afford to curb his impatience.

Piccalilli.

This condiment is said to be made as follows:

| | |
|--------------|----------|
| Black pepper | 4 lb. |
| Allspice | 4 lb. |
| Cloves | 1½ lb. |
| Mace | 1 lb. |
| Horseradish | 5 lb. |
| Celery-seed | 2 lb. |
| Ginger | 5 lb. |
| Mustard | 4 lb. |
| Turmeric | ½ lb. |
| Garlic | 5 lb. |
| Vinegar | 50 gals. |

The ingredients are soaked in the vinegar for twelve hours and then boiled. As a rule, the pepper and allspice are used whole, the other ingredients being finely powdered or pulped. Sometimes a sweetening ingredient, such as treacle or saccharin, is also added.

Toothache Gums.

1. Paraffine 94 gr.
Burgundy Pitch 800 gr.
Oil of Cloves ½ dr.
Creosote ½ dr.

Melt the first two ingredients, and, when nearly cool, add the rest, stirring well. May be made into small pills or turned out in form of small cones or cylinders.

2. Melt white wax or spermaceti, 2 parts, and when melted add carbolic-acid crystals, 1 part, and chloralhydrate crystals, 2 parts; stir well until dissolved. While still liquid, immerse thin layers of carbolized absorbent cotton wool and allow them to dry. When required for use a small piece may be snipped off and slightly warmed, when it can be inserted into the hollow tooth, where it will solidify.

Offensive Feet.

- The following is recommended:
- | | |
|---------------------|---------|
| Potass Permanganate | 8 grs. |
| Thymol | 16 grs. |
| Distilled Water | 16 ozs. |

This is to be used as a wash once daily for excessive perspiration and fetor of the feet.

Dr. Jones in a recent communication in the Medical Summary writes: In fifteen years I have found but one case of offensive foot sweat that was not cured by subnitrate of bismuth. About one ounce of the powder should be rubbed on the feet and between the toes, every day. Cure in from five to fifteen days—no after troubles.

Roach Destroyers.

We know of nothing better, as a roach destroyer, than good insect powder (pyrethrum, reinforced with powdered borax or tartar emetic, or both (2 or 3 drams to the pound). The following is also a good formula:

| | |
|---------------------|----------|
| Pyrethrum | 35 parts |
| Borax, powdered | 40 parts |
| Sulphur, resublimed | 10 parts |
| Crude arsenic | 1 part |
| Corn starch | 14 parts |
| Mix. | |

Dry Shampoo.

| | |
|---|---------|
| Borax | 8 ozs. |
| Sodium bicarbonate | 2 ozs. |
| Powdered cocoanut oil soap | 6 ozs. |
| Solution of ionone (10%) | 30 dps. |
| Essence of jasmine | 20 dps. |
| Mix thoroughly and dispense in airtight containers. | |

Army Foot Powder.

| | |
|-----------------------------------|----------|
| Salicylic Acid | 1 dr. |
| Boric Acid | 4 dr. |
| Menthol | 30 gr. |
| Eucalyptol | 20 mins. |
| French Chalk | 4 oz. |
| This gives an agreeable and emol- | |

lient preparation for keeping the feet cool and sweet in the warmest weather.

After Shave Lotion.

| | |
|------------------------------|--------|
| Menthol | 1 dr. |
| Boric Acid | 4 dr. |
| Glycerin | 4 oz. |
| Alcohol | 1 pt. |
| Water, or witch hazel water, | |
| to make | 1 gal. |

Mix. Let stand for a while, and filter. It may be perfumed with a little oil of bay leaves.

Unguentum Dreu.

| | |
|---------------------------|----------|
| Salicylic acid | 10 grams |
| Empyreumatic oil of birch | 20 grams |
| Chrysarobin | 20 grams |
| Soft soap | 25 grams |
| Yellow petrolatum | 25 grams |

This is said to be an invaluable ointment in the treatment of various skin diseases.

Linimentum Resorcini.

| | |
|----------------------|----------------|
| Resorcin | 5 grams |
| Precipitated sulphur | 10 grams |
| Boric acid | 10 grams |
| Zinc oxide | 10 grams |
| Venetian talc | 10 grams |
| Glycerin | 10 grams |
| Distilled water | make 100 mills |

Used as an acne lotion.

Elder Flower Eye Lotion.

The following has been recommended:

| | |
|---------------------------|---------|
| Acid Boric | 80 grs. |
| Zinc Sulphate | 8 grs. |
| Glycerin | 1 oz. |
| Aq. Sambuci | 7 ozs. |
| Mix, dissolve and filter. | |

Nail Enamel.

| | |
|------------------------|-----------|
| Eosin, alcohol soluble | 10 grains |
| White wax | ½ drachm |
| Soft paraffin | 1 ounce |
| Spermaceti | ½ drachm |

Dissolve the eosin in the smallest amount of alcohol necessary, melt the ingredients together and stir in the eosin solution.

Madden's Balsam.

Used in the treatment of dirty and lacerated gunshot and other wounds.

| | |
|-------------|------------|
| Eucalyptol | 10 parts |
| Guaiacol | 10 parts |
| Iodoform | 10 parts |
| Peru balsam | 30 parts |
| Ether | 100 parts. |
| Mix. | |

Fiegler's

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

A Mecca For Visiting Buyers

It is with great pride that we make this statement above. We people who live in Grand Rapids have always felt that the day was not far distant when our city would take its place in the ranks of the great centers throughout the country which attract every day in the year throngs intent on buying, retail or wholesale, as the case may be.

We are proud to direct those who come to our own doors to other shops and mercantile houses where they may complete their purchases. Come visit us. We shall be delighted to provide for your every want, either through ourselves directly or through any other establishment in this city.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

| | | | | | |
|----------------------|------------|------------------------------------|-------------|---------------------------------|-------------|
| Acids | | Cotton Seed 2 40@2 60 | | Capsicum @1 96 | |
| Boric (Powd.) .. | 18@ 25 | Egerton | 12 50@14 75 | Cardamon | @1 50 |
| Boric (Xtal) .. | 18@ 25 | Cubeb | 11 50@11 75 | Cardamon, Comp. .. | @1 50 |
| Carbolic | 25@ 29 | Egerton | 13 50@13 75 | Catechu | @1 50 |
| Citric | 1 18@1 25 | Eucalyptus | 1 25@1 35 | Cinchona | @1 80 |
| Muriatic | 3 4@ 5 | Hemlock, pure .. | 2 00@2 25 | Colchicum | @2 40 |
| Nitric | 10@ 15 | Juniper Berries | 16 00@16 25 | Cubeb | @2 60 |
| Oxalic | 31@ 40 | Juniper Wood .. | 3 00@3 25 | Digitalis | @1 60 |
| Sulphuric | 3 4@ 5 | Lard, extra | 2 00@2 20 | Gentian | @1 60 |
| Tartaric | 1 04@1 10 | Lard, No. 1 | 1 75@1 95 | Geranium | @1 50 |
| Ammonia | | Lavender Flow | 11 00@11 25 | Gualac | @2 60 |
| Water, 26 deg. .. | 10@ 20 | Lavender, Gar'n | 1 50@1 75 | Gualac, Ammon. .. | @1 50 |
| Water, 18 deg. .. | 9 1/2@ 18 | Lemon | 2 25@2 50 | Iodine, Colorless .. | @2 00 |
| Water, 14 deg. .. | 9@ 17 | Linseed, boiled, bbl. | @1 94 | Iron, clo. | @1 45 |
| Carbonate | 19@ 25 | Linseed, bl. less | 2 04@2 14 | Kino | @1 35 |
| Chloride (Gran.) | 17 1/2@ 25 | Linseed, raw, bul. | @1 92 | Myrrh | @2 25 |
| Balsams | | Linseed raw less | 2 02@2 12 | Nux Vomica | @1 95 |
| Copaiba | 1 00@1 20 | Mustard true, oz. | @2 95 | Opum | @4 50 |
| Fir (Canada) .. | 1 15@2 00 | Mustard, artifil, oz. | @1 25 | Opium, Camph. | @1 25 |
| Fir (Oregon) .. | 50@ 75 | Neatsfoot | 1 65@1 85 | Opium, Deodor'd .. | @4 50 |
| Peru | 5 00@5 20 | Olive, pure | 4 75@6 00 | Rhubarb | @1 80 |
| Tolu | 2 25@2 50 | Olive, Malaga, yellow | 3 75@4 00 | Paints | |
| Barks | | Olive, Malaga, green | 3 75@4 00 | Lead, red dry | 13@13 1/2 |
| Cassia (ordinary) | 45@ 50 | Orange, Sweet .. | 4 25@4 50 | Lead, white dry .. | 13@13 1/2 |
| Cassia (Saugon) | 90@1 00 | Origanum, pure .. | @2 50 | Lead, white oil .. | 13@13 1/2 |
| Sassafras (pow. 70c) | @ 65 | Origanum, com'l | 1 00@1 25 | Ochre, yellow bbl. | @ 2 |
| Soap Cut (powd.) | | Pennyroyal | 2 50@2 75 | Ochre, yellow less | 2 1/2@ 5 |
| 40c | 30@ 35 | Peppermint | 9 00@9 25 | Puddy | 5@ 8 |
| Berries | | Rose, pure | 38 00@40 00 | Red Venet'n Am. | 2 1/2@ 5 |
| Cubeb | 1 75@1 80 | Rosemary Flows | 2 00@2 25 | Red Venet'n Eng. | 3@ 6 |
| Fish | 90@1 00 | Sassafras wood, E. | | Vermillion, Amer. | 25@ 30 |
| Juniper | 12 1/2@ 20 | Sassafras, true | 3 00@3 25 | Whiting, bbl. | @ 2 1/2 |
| Prickley Ash .. | @ 30 | Sassafras, artifil | 1 00@1 25 | Whiting | 3 1/4@ 6 |
| Extracts | | Spearment | 13 50@13 75 | L. H. P. Prep. 3 75@4 00 | |
| Licorice | 60@ 65 | Sperm | 2 40@2 60 | Miscellaneous | |
| Licorice powd. .. | 1 25@1 50 | Tansy | 5 50@5 75 | Acetanalid | 60@ 75 |
| Flowers | | Tar, USP | 48@ 60 | Alum | 15@ 18 |
| Arnica | 75@ 80 | Turpentine, bbls. | @1 75 | Alum, powdered and ground | 16@ 20 |
| Chamomile (Ger.) | 75@ 80 | Turpentine, less | 1 85@1 90 | Bismuth, Subnitrate .. | 4 02@4 10 |
| Chamomile Rom. | 1 00@1 20 | Wintergreen, tr. | 12 00@12 25 | Borax xtal or powdered | 10@ 15 |
| Gums | | Wintergreen, sweet birch | 9 00@9 25 | Cantharides po | 2 00@6 50 |
| Acacia, 1st | 60@ 65 | Wintergreen, art. | 1 00@1 25 | Calomel | 2 27@2 35 |
| Acacia, 2nd | 55@ 60 | Wormseed | 6 50@6 75 | Capsicum | 38@ 45 |
| Acacia, Sorts .. | 35@ 40 | Wormwood | 9 50@9 75 | Carmine | 6 50@7 00 |
| Acacia, powdered | 45@ 50 | Potassium | | Cassia Buds | 50@ 60 |
| Aloes (Barb. Pow) | 30@ 40 | Bicarbonate | 55@ 60 | Cloves | 60@ 65 |
| Aloes (Cape Pow.) | 30@ 35 | Bichromate | 37 1/2@ 50 | Chalk Prepared .. | 12@ 15 |
| Aloes (Soc Pow) | 1 40@1 50 | Bromide | 85@ 95 | Chalk Precipitated | 12@ 15 |
| Asafoetida | 4 50@5 00 | Carbonate | 92@1 00 | Chloroform | 45@ 55 |
| Pow. | @7 50 | Chlorate, gran'r | 48@ 53 | Chloral Hydrate | 1 70@2 00 |
| Camphor | 4 25@4 30 | Chlorate, xtal or powd. | 28@ 35 | Cocaine | 12 30@12 85 |
| Gualac | @2 25 | Cyanide | 32 1/2@ 50 | Cocoa Butter | 65@ 75 |
| Gualac, powdered | @2 50 | Iodide | 4 29@4 44 | Corks, Lst., less | 50% |
| Kino | @ 85 | Permanganate .. | 75@1 00 | Copperas, bbls. | @ 03 |

GROCERY PRICE CURRENT

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

| | | | | | | | | | | | |
|---|--|--|--|---|--|--|--|--|--|---|--|
| ADVANCED | | DECLINED | | COFFEE ROASTED | | COUPON BOOKS | | SINKERS | | | |
| Ralston Breakfast Food Bakers Chocolate Bakers Cocoa Citron Lemon Peel Orange Peel | | | | Bulk Rio 26@28 Santos 37@40 Maracabo 43 Mexican 43 Gutamala 42 Java 50 Mocha 50 Bogota 43 Peaberry 41 | | 50 Economic grade 2 25 100 Economic grade 3 75 500 Economic grade 17 00 1,000 Economic grade 30 00 Where 1,000 books are ordered at a time, specially printed front cover is furnished without charge. | | No. 1, per gross 65 No. 2, per gross 72 No. 3, per gross 85 No. 4, per gross 1 10 No. 5, per gross 1 45 No. 6, per gross 1 85 No. 7, per gross 2 30 No. 8, per gross 3 38 No. 9, per gross 4 67 | | | |
| AMMONIA Arctic Brand 12 oz. 15c, 2 doz. box 2 70 16 oz. 25c, 1 doz. box 1 75 32 oz. 40c, 1 doz. box 2 85 Moore's Household Brand 12 oz., 2 doz. to case 2 70 | | Beans—Canned Red Kidney 1 35@1 45 String 1 35@2 70 Wax 1 35@2 70 Lima 1 20@2 35 Red 95@1 25 | | CHEWING GUM Adams Black Jack 70 Beeman's Pepsin 70 Beechnut 80 Doublemint 70 Flag Spruce 70 Juicy Fruit 70 Spearmint, Wrigleys 70 Yucatan 70 Zeno 70 | | Package Coffee New York Basis Arbuckle 42 00 | | CREAM OF TARTAR 6 lb. boxes 65 3 lb. boxes 66 | | FLAVORING EXTRACTS Jennings D C Brand Pure Vanilla Terpeness Pure Lemon | |
| AXLE GREASE Mica, 25 lb. pail 1 60 | | Clam Bouillon Burnham's 7 oz. 2 50 | | CIGARS Peter Dornbos Brands Dornbos Single Bndr. 48 00 Dornbos Perfecto 42 50 Van Dam, 5c 37 50 Van Dam, 6c 42 50 Van Dam, 7c 50 00 Van Dam, 10c 70 00 | | Coffee Extracts N. Y., per 100 9 1/2 Frank's 250 packages 14 50 | | DRIED FRUITS Apples Evap'd, Choice, blk 22 | | Per Doz. 7 Dram 15 Cent 1 25 1 1/2 Ounce 3 Cent 1 80 2 Ounce, 35 Cent 2 70 2 1/2 Ounce 35 Cent 2 85 2 1/2 Ounce 45 Cent 3 10 4 Ounce 55 Cent 5 20 8 Ounce 90 Cent 8 50 7 Dram Assorted 1 25 1 1/2 Ounce Assorted 2 24 | |
| BAKED GOODS Loose-Wives Brands Krispy Crackers 18 L. W. Soda Crackers 17 L. W. Butter Crackers 17 Graham Crackers 18 Fig Sn. Bar 18 L. W. Ginger Snaps 17 Honey Girl Plain 23 Honey Girl Iced 24 Coconut Tally 27 Vanilla Water 35 Subject to quantity discount. | | Corn Standard 1 55 Country Gentleman 1 75 Maine 2 00 | | CHOCOLATE Walter Baker & Co. 43 Caracas 40 Walter M. Lowmney Co. 42 Premium, 1/2 s 42 Premium, 3/4 s 42 | | CONDENSED MILK Eagle, 4 doz. 11 00 Leader, 4 doz. 8 50 Hummel's 50 1 lb. 10 | | Citron 10 lb. box 50 | | Moore's D U Brand Per Doz. 1 oz. Vanilla 15 Cent 1 30 1 1/2 oz. Vanilla 25 Cent 2 00 3 oz. Vanilla 35 Cent 3 00 1 oz. Lemon 15 Cent 1 30 1 1/2 oz. Lemon 25 Cent 2 00 3 oz. Lemon 35 Cent 3 00 | |
| BLUING Jennings' Condensed Pearl Small, 3 doz. box 2 50 Large, 2 doz. box 2 70 Moore's Non-Freezing 4 oz., 3 doz. to case 2 35 8 oz., 3 doz. to case 3 75 | | Hominy Van Camp 1 35 Jackson 1 20 | | CIGARS National Grocer Co. Brands Antonella Cigars, 50 foil 37 50 Antonella Cigars, 100 foil 37 50 Antonella Cigars, 25 tins 37 50 El Rajah, Diplomatics, 100s 7 00 El Rajah, corona, 50 per 100 7 75 El Rajah, Epicure, 50 per 100 74 00 El Rajah, Epicure, 25, per 100 8 30 El Rajah, Ark, 50, per 100 7 30 El Rajah, President, 50, per 100 10 00 Gdin. Monarch, 50, wood, per 100 5 60 Odin, Monarch, 25 t n 5 60 Mungo Park, 2500 lots 69 12 Mungo Park, 1000 lots 70 81 Mungo Park, 500 lots 72 52 Mungo Park, less than 500 75 00 Mungo Park, 25 wood 75 00 | | CONFECTIONERY Stick Candy Pails Horehound 26 Standard 26 Jumbo 28 | | Peel Lemon, American 33 Orange, American 34 | | Watson Higgins Milling Co. New Perfection, 1/2 s 12 65 | |
| BREAKFAST FOODS Cracked Wheat, 24-2 4 60 Cream of Wheat 7 50 Pillsbury's Best Cer'l 2 25 Quaker Puffed Rice 4 85 Quaker Puffed Wheat 4 30 Quaker Bran Biscuit 1 90 Quaker Corn Flakes 3 35 Ralston Farina 4 00 Ralston Bran 2 20 Ralston Food, large 3 60 Ralston Food, small 2 60 Saxon Wheat Food 4 80 Shred Wheat Biscuit 4 80 Triscuit, 18 2 25 | | Lobster 1/2 lb. 2 45 1/4 lb. 4 60 | | CIGARS Worden Grocer Co. Brands Charles the 8th 70 00 Partello 47 00 Qualex 50 00 Hemetex Champion 50 00 Court Royal 56 00 Boston Straight 48 00 Trans Michigan 50 00 Kuppenheimer, No. 2 45 00 Royal Major 52 00 La Valla Rosa Kids 50 00 La Valla Rosa Blunt 72 00 La Valla Rosa Cab't 90 00 Valla Grande 52 00 | | MILK COMPOUND Hebe, Tall, 6 doz. 5 75 Hebe, Baby, 8 doz. 5 50 Carolene, Tall, 4 doz. 5 50 | | Raisins Choice S'ded, 1 lb. pkg. 16 Fancy S'ded 1 lb. pkg. 17 1/2 Thompson Seedless, 1 lb. pkg. 20 Thompson Seedless, bulk 19 | | Valley City Milling Co. Lily White 12 90 Graham 25 lb. per cwt 5 25 Rowena Bolted Meal, 25 lbs., per cwt. 4 10 Golden Granulated Meal, 25 lbs., per cwt. 4 40 Rowena Pancake 5 lb. Compound 5 60 Rowena Buckwheat Compound 6 00 Rowena Corn Flour, | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Mushrooms Buttons, 1s, per case 1 25 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | California Prunes 90-100 25 lb. boxes 89-90 25 lb. boxes 70-80 25 lb. boxes 60-70 25 lb. boxes 40-50 25 lb. boxes 30-40 25 lb. boxes | | Farinaceous Goods Beans Med. Hand Picked 8 1/2 California Limas 16 Brown, Holland 8 | | Meal Bolted 5 00 Golden Granulated 5 20 | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Peaches California, No. 2 1/2 4 75 California, No. 1 2 40 Michigan No. 2 4 25 Pie, ganoons 12 00 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Farina 25 1 b. packages 2 80 Bulk, per 100 lbs. 2 80 | | Oats Michigan Carlots 77 Less than Carlots 80 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Pineapple Grated No. 2 4 00 Shred No. 2 Extra 4 75 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Pearl Barley Chester 5 75 | | Hay Carlots 30 00 Less than Carlots 32 00 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Pumpkin Van Camp, No. 3 1 35 Van Camp, No. 10 4 60 Lake Shore, No. 3 1 35 Vesper, No. 10 3 90 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Sago East India 15 | | Feed Street Car Feed 62 00 No. 1 Corn & Cat rd 62 00 Cracked Corn 64 00 Coarse Corn Meal 64 00 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Sardines Domestic, 1/2 s 5 50@7 50 Domestic, 1/2 s 7 00@8 00 Domestic, 1/2 s 7 00@8 00 California Soused 2 25 California Mustard 2 25 California Tomato 2 25 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Tapioca Pearl, 100 lb. sacks 12 Minute, Substitute, 8 oz., 3 doz. 4 00 Dromedary Instant, 3 doz., per case 2 70 | | Fruit Jars Mason, 1/2 pts., gro. 8 00 Mason, pts., per gro. 8 40 Mason, qts., per gro. 8 75 Mason, 1/2 gal. gro. 11 00 Mason, can tops, gro. 2 85 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Shrimps Dunbar, 1s doz. 1 85 Dunbar, 1 1/2 doz. 3 40 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Floats No. 1 1/2, per gross 1 50 No. 2, per gross 1 75 No. 2 1/2, per gross 2 25 | | Gelatin Cox's, 1 doz. large 1 60 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 2 00 Knox's Acid'd doz. 2 10 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 35 Waukesha 1 60 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Sauce Hackmuth, No. 3 1 40 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Linen Lines Fudge, Choc. Peanut 28 Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00 | | Gelatin Cox's, 1 doz. large 1 60 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 2 00 Knox's Acid'd doz. 2 10 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 35 Waukesha 1 60 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Sauce Hackmuth, No. 3 1 40 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Linen Lines Fudge, Choc. Peanut 28 Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00 | | Gelatin Cox's, 1 doz. large 1 60 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 2 00 Knox's Acid'd doz. 2 10 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 35 Waukesha 1 60 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Sauce Hackmuth, No. 3 1 40 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Linen Lines Fudge, Choc. Peanut 28 Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00 | | Gelatin Cox's, 1 doz. large 1 60 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 2 00 Knox's Acid'd doz. 2 10 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 35 Waukesha 1 60 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Sauce Hackmuth, No. 3 1 40 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Linen Lines Fudge, Choc. Peanut 28 Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00 | | Gelatin Cox's, 1 doz. large 1 60 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 2 00 Knox's Acid'd doz. 2 10 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 35 Waukesha 1 60 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Sauce Hackmuth, No. 3 1 40 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Linen Lines Fudge, Choc. Peanut 28 Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00 | | Gelatin Cox's, 1 doz. large 1 60 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 2 00 Knox's Acid'd doz. 2 10 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 35 Waukesha 1 60 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Sauce Hackmuth, No. 3 1 40 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Linen Lines Fudge, Choc. Peanut 28 Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00 | | Gelatin Cox's, 1 doz. large 1 60 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 2 00 Knox's Acid'd doz. 2 10 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 35 Waukesha 1 60 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Sauce Hackmuth, No. 3 1 40 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Linen Lines Fudge, Choc. Peanut 28 Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00 | | Gelatin Cox's, 1 doz. large 1 60 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 2 00 Knox's Acid'd doz. 2 10 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 35 Waukesha 1 60 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Sauce Hackmuth, No. 3 1 40 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Linen Lines Fudge, Choc. Peanut 28 Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00 | | Gelatin Cox's, 1 doz. large 1 60 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 2 00 Knox's Acid'd doz. 2 10 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 35 Waukesha 1 60 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Sauce Hackmuth, No. 3 1 40 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Linen Lines Fudge, Choc. Peanut 28 Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00 | | Gelatin Cox's, 1 doz. large 1 60 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 2 00 Knox's Acid'd doz. 2 10 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 35 Waukesha 1 60 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Sauce Hackmuth, No. 3 1 40 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Linen Lines Fudge, Choc. Peanut 28 Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00 | | Gelatin Cox's, 1 doz. large 1 60 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 2 00 Knox's Acid'd doz. 2 10 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 35 Waukesha 1 60 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Sauce Hackmuth, No. 3 1 40 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 Fudge, Walnut Maple 34 Fudge, Walnut Choc. 26 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Loz. ngs, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, 27 Baskets 27 Nut Butter Puffs 30 | | Linen Lines Fudge, Choc. Peanut 28 Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00 | | Gelatin Cox's, 1 doz. large 1 60 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 2 00 Knox's Acid'd doz. 2 10 Minute, 1 doz. 1 25 Minute, 3 doz. 3 75 Nelson's 1 50 Oxford 75 Plymouth Rock, Phos. 1 55 Plymouth Rock, Plain 1 35 Waukesha 1 60 | | | |
| KELLOGG'S BRANDS Toasted Corn Flakes 4 20 Individual 2 00 Krumboles, indiv. 4 20 Krumboles, indiv. 2 00 Biscuit 2 00 Drinket 2 60 Peanut Butter 3 65 Bran 3 60 | | Sauce Hackmuth, No. 3 1 40 | | CIGARS Specialties Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Coconut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 34 | | | | | | | |

HIDES AND PELTS

| | |
|------------------------|-------|
| Green, No. 1 | 35 |
| Green, No. 2 | 34 |
| Cured, No. 1 | 38 |
| Cur d, No. 2 | 37 |
| Calfskin, green, No. 1 | 65 |
| Calfskin, green, No. 2 | 63½ |
| Calfskin, cured, No. 1 | 70 |
| Calfskin, cured, No. 2 | 68½ |
| Horse, No. 1 | 12 00 |
| Horse, No. 2 | 11 00 |

| | |
|-----------|----------|
| Old Wool | 75¢ 2 00 |
| Lambs | 50¢ 2 00 |
| Shearings | 50¢ 1 50 |

| | |
|-------|------|
| Prime | @ 11 |
| No. 1 | @ 10 |
| No. 2 | @ 9 |

| | |
|-----------------|------|
| Unwashed, med. | @ 50 |
| Unwash. d, fine | @ 45 |

| | |
|-----------------|-------|
| Airline, No. 10 | 4 00 |
| Airline, No. 15 | 16 00 |
| Airline, No. 25 | 8 75 |

| | |
|----------|----|
| Per doz. | 95 |
|----------|----|

| | |
|------------------------|------|
| Pure, per pail, 30 lb. | 4 60 |
|------------------------|------|

| | |
|-----------------|----|
| 8 oz., per doz. | 40 |
|-----------------|----|

| | |
|-------------------------|-------|
| 1 oz. bottles, per doz. | 1 75 |
| 2 oz. bottles, per doz. | 3 00 |
| 4 oz. bottles, per doz. | 5 50 |
| 8 oz. bottles, per doz. | 10 50 |
| Pints, per doz. | 18 00 |
| Quarts, per doz. | 33 00 |
| ½ Gallons, per doz. | 5 25 |
| Gallons, per doz. | 10 00 |

| | |
|---------------------|------|
| None Such, 3 doz. | |
| case for | 4 30 |
| Quaker, 3 doz. case | |
| for | 3 25 |

| | |
|-----------------------|----|
| Fancy Open Kettle | 74 |
| Choice | 60 |
| Good | 50 |
| Stock | 42 |
| Half barrels 5c extra | |

| | |
|----------------------------|----|
| Almonds, Terragona | 35 |
| Brazils, large wash d | 25 |
| Fancy Mixed | 32 |
| Filberts, Barcelona | 32 |
| Peanuts, Virginia raw | 16 |
| Peanuts, Virginia, roasted | 18 |
| Peanuts, Spanish | 25 |
| Walnuts California | 39 |
| Walnuts, French | |

| | |
|------------------|------|
| Almonds | 65 |
| Peanuts, Spanish | 2 75 |
| 10 lb. box | |
| Peanuts, Spanish | 25 |
| 100 lb. bbl. | 25 |
| Peanuts, Spanish | 24½ |
| 200 lb. bbl. | 1 50 |
| Pecans | 1 50 |
| Walnuts | 1 20 |

| | |
|----------------------------|----|
| Almonds, Terragona | 35 |
| Brazils, large wash d | 25 |
| Fancy Mixed | 32 |
| Filberts, Barcelona | 32 |
| Peanuts, Virginia raw | 16 |
| Peanuts, Virginia, roasted | 18 |
| Peanuts, Spanish | 25 |
| Walnuts California | 39 |
| Walnuts, French | |

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| Almonds | 65 |
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| Peanuts, Spanish | 24½ |
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| Peanuts, Spanish | 25 |
| 100 lb. bbl. | 25 |
| Peanuts, Spanish | 24½ |
| 200 lb. bbl. | 1 50 |
| Pecans | 1 50 |
| Walnuts | 1 20 |

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| Peanuts, Spanish | 2 75 |
| 10 lb. box | |
| Peanuts, Spanish | 25 |
| 100 lb. bbl. | 25 |
| Peanuts, Spanish | 24½ |
| 200 lb. bbl. | 1 50 |
| Pecans | 1 50 |
| Walnuts | 1 20 |

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| Almonds | 65 |
| Peanuts, Spanish | 2 75 |
| 10 lb. box | |
| Peanuts, Spanish | 25 |
| 100 lb. bbl. | 25 |
| Peanuts, Spanish | 24½ |
| 200 lb. bbl. | 1 50 |
| Pecans | 1 50 |
| Walnuts | 1 20 |

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| Almonds | 65 |
| Peanuts, Spanish | 2 75 |
| 10 lb. box | |
| Peanuts, Spanish | 25 |
| 100 lb. bbl. | 25 |
| Peanuts, Spanish | 24½ |
| 200 lb. bbl. | 1 50 |
| Pecans | 1 50 |
| Walnuts | 1 20 |

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|------------------|------|
| Almonds | 65 |
| Peanuts, Spanish | 2 75 |
| 10 lb. box | |
| Peanuts, Spanish | 25 |
| 100 lb. bbl. | 25 |
| Peanuts, Spanish | 24½ |
| 200 lb. bbl. | 1 50 |
| Pecans | 1 50 |
| Walnuts | 1 20 |

| | |
|------------------|------|
| Almonds | 65 |
| Peanuts, Spanish | 2 75 |
| 10 lb. box | |
| Peanuts, Spanish | 25 |
| 100 lb. bbl. | 25 |
| Peanuts, Spanish | 24½ |
| 200 lb. bbl. | 1 50 |
| Pecans | 1 50 |
| Walnuts | 1 20 |

| | |
|------------------|------|
| Almonds | 65 |
| Peanuts, Spanish | 2 75 |
| 10 lb. box | |
| Peanuts, Spanish | 25 |
| 100 lb. bbl. | 25 |
| Peanuts, Spanish | 24½ |
| 200 lb. bbl. | 1 50 |
| Pecans | 1 50 |
| Walnuts | 1 20 |

| | |
|------------------|------|
| Almonds | 65 |
| Peanuts, Spanish | 2 75 |
| 10 lb. box | |
| Peanuts, Spanish | 25 |
| 100 lb. bbl. | 25 |
| Peanuts, Spanish | 24½ |
| 200 lb. bbl. | 1 50 |
| Pecans | 1 50 |
| Walnuts | 1 20 |

| | |
|------------------|------|
| Almonds | 65 |
| Peanuts, Spanish | 2 75 |
| 10 lb. box | |
| Peanuts, Spanish | 25 |
| 100 lb. bbl. | 25 |
| Peanuts, Spanish | 24½ |
| 200 lb. bbl. | 1 50 |
| Pecans | 1 50 |
| Walnuts | 1 20 |

| | |
|------------------|------|
| Almonds | 65 |
| Peanuts, Spanish | 2 75 |
| 10 lb. box | |
| Peanuts, Spanish | 25 |
| 100 lb. bbl. | 25 |
| Peanuts, Spanish | 24½ |
| 200 lb. bbl. | 1 50 |
| Pecans | 1 50 |
| Walnuts | 1 20 |

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|------------------|------|
| Almonds | 65 |
| Peanuts, Spanish | 2 75 |
| 10 lb. box | |
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| 100 lb. bbl. | 25 |
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| Peanuts, Spanish | 25 |
| 100 lb. bbl. | 25 |
| Peanuts, Spanish | 24½ |
| 200 lb. bbl. | 1 50 |
| Pecans | 1 50 |
| Walnuts | 1 20 |

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|---------------|-------|
| Sweet Small | 28 00 |
| 5 gallon kegs | 5 75 |
| Half barrels | 15 00 |

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|--------------------|------|
| Cob, 3 doz. in box | 1 25 |
|--------------------|------|

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|------------------|------|
| No. 90 Steamboat | 2 25 |
| No. 808, Bicycle | 4 00 |
| Pennant | 3 25 |

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

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|-----------------|-------|
| Clear Back | 55 00 |
| Short Cut Clear | 50 00 |
| Unset, Clear | 55 00 |
| Pig | |
| Clear Family | 48 00 |

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|-------------|-------------|
| S P Bellies | 32 00@34 00 |
|-------------|-------------|

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|-----------------|-----------|
| Pure in tierces | 28@28½ |
| Compound Lard | 25½@26 |
| 50 lb. tubs | advance ½ |
| 60 lb. tubs | advance ½ |
| 80 lb. tubs | advance ½ |
| 100 lb. tubs | advance ½ |
| 5 lb. pails | advance 1 |
| 3 lb. pails | advance 1 |

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|-----------------|--------|
| Hams, 14-16 lb | 34 @35 |
| Hams, 16-18 lb | 33½@34 |
| Hams, 18-20 lb | 32½@33 |
| Ham, dried beef | |
| sets | 41 @42 |
| California Hams | 23½@24 |
| Penic Boiled | |
| Hams | 35 @40 |
| Boiled Hams | 49 @50 |
| Mixed Hams | 22 @23 |
| Bacon | 34 @48 |

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|------------|-------|
| Bologna | 18 |
| Liver | 12 |
| Frankfort | 19 |
| Pork | 14@15 |
| Veal | 11 |
| Tongue | 11 |
| Headcheese | 14 |

| | |
|-----------|-------------|
| Boneless | 25 00@27 00 |
| Rump, new | 30 00@31 00 |

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|------------------|-------|
| ¼ bbls. | 1 75 |
| ¾ bbls., 40 lbs. | 3 40 |
| ½ bbls. | 9 00 |
| 1 bbl. | 16 00 |

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|------------------|------|
| Kits, 15 lbs. | 90 |
| ¼ bbls., 40 lbs. | 1 60 |
| ¾ bbls., 80 lbs. | 3 00 |

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|--------------------|-----------|
| Hogs, per lb. | 50@55 |
| Beef, round set | 19@20 |
| Beef, middles, set | 45@55 |
| Sheep | 1 15@1 35 |

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|---------------|-------|
| Solid Dairy | 28@29 |
| Country Rolls | 30@31 |

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|--------------------------|-------|
| Corned Beef | 4 25 |
| Roast Beef | 4 25 |
| Roast Mutton | |
| Veal Loaf | 1 65 |
| Vienna Style Sausage | 1 40 |
| Sausage Meat | 3 35 |
| Potted Meat | 55 |
| Deviled Meat | 55 |
| Genuine Deviled Ham | |
| Hamburg Steak and | |
| Onions | 1 75 |
| Corn d Beef Hash | 1 75 |
| Cooked Brains | |
| Cooked Lunch Tongues | 4 50 |
| Cooked Ox Tongues | 22 50 |
| Chili Con Carne | 1 80 |
| Sliced Bacon, medium | 4 00 |
| Sliced Bacon, large | 6 25 |
| Sliced Beef, 2½ oz. | 2 05 |
| Sliced Beef, 3½ oz. | |
| Sliced Beef, 5 oz. | 3 60 |
| Sliced Beef, 7 oz. | |
| Sliced Beef, tin, 3½ oz. | |
| Sliced Beef, tin, 7 oz. | |

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|------------|----|
| Fancy Head | 16 |
| Broken | 9 |

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|-------------------------|-------|
| Monarch, bbls. | 10 00 |
| Rolled Avena, bbls. | 11 50 |
| Steel Cut, 100 lb. sks. | 5 50 |
| Monarch, 50 lb. sacks | 4 75 |
| Quaker, 18 Regular | 2 15 |
| Quaker, 20 Family | 5 50 |

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|-------------------------|------|
| Columbia, ½ pints | 2 25 |
| Columbia, 1 pint | 4 00 |
| Durkee's large, 1 doz. | 5 25 |
| Durkee's med, 2 doz. | 6 00 |
| Durkee's Picnic, 2 doz. | 2 90 |
| Snider's large, 1 doz. | 2 40 |
| Snider's small, 2 doz. | 1 45 |

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|----------------------|------|
| Black Hawk, one box | 4 50 |
| Black Hawk, five bxs | 4 25 |
| Black Hawk, ten bxs | 4 00 |

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| Box contains 72 cakes. It is a most remarkable dirt and grease remover, without injury to the skin. | |
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|-------------------------|------|
| Sapallo, gross lots | 9 50 |
| Sapallo, half gro. lots | 4 85 |
| Sapallo, single boxes | 2 40 |
| Sapallo, hand | 2 40 |
| Queen Anne, 60 cans | 3 60 |
| Snow Maid, 60 cans | 3 60 |

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|---------------------|------|
| Snow Boy, 100 5c | 4 10 |
| Snow Boy, 60 14 oz. | 4 20 |
| Snow Boy, 24 pkgs. | 6 00 |
| Snow Boy, 20 pkgs. | 7 00 |

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|--------|-------|
| Choice | 35@40 |
| Fancy | 50@60 |

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|--------|-------|
| Choice | 35@40 |
| Fancy | 50@60 |

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| Choice | 35@40 |
| Fancy | 50@60 |

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| Choice | 35@40 |
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| Choice | 35@40 |
| Fancy | 50@60 |

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|--------|-------|
| Choice | 35@40 |
| Fancy | 50@60 |

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|----------------------|------|
| Packed 60 lbs in box | |
| Arm and Hammer | 3 25 |
| Wyandotte, 100 ¾s | 3 00 |

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|-------------------------|------|
| Granulated, bbls. | 1 95 |
| Granulated 100 lbs. cs. | 2 10 |
| Granulated, 363 pkgs. | 2 25 |

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| Granulated, bbls. | 1 95 |
| Granulated 100 lbs. cs. | 2 10 |
| Granulated, 363 pkgs. | 2 25 |

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| Granulated, bbls. | 1 95 |
| Granulated 100 lbs. cs. | 2 10 |
| Granulated, 363 pkgs. | 2 25 |

Some Bad Buying Practices Now Discarded.

The time when buying was decidedly "on the bias," as one salesman put it, has about passed into history, and the condition of trade for some months past, it seems, has helped to weed out many of the abuses, such as favoritism, the demand for entertainment, gift receiving, and commissions. With the market so overwhelmingly in the seller's favor, it has not been necessary to offer inducements of one kind or another to make sales.

A salesman, commenting on the changed situation, thought it was significant to mention the fact that in many cases a "No Smoking" sign is now hung over the purchasing agent's desk.

"It seems to me," he said, "that buyers are becoming so straight-laced they are almost leaning backward even on such a small matter as 'passing the smokes.' I find it is a good thing now to look for that sign before I offer a buyer an opportunity to join me in a smoke. But this is typical of the big change that has come over buying methods in the last few years. The large retail stores formerly were perhaps the worst offenders in their treatment of salesmen and in the liberties which the buyers took, so that improvement in this line is particularly noticeable. The strict supervision now exercised over retail buyers in most instances provides the salesmen with good treatment and eliminates many of the evils that formerly were common.

"Of course, every now and then we run up against the old type of graft, sometimes in a very aggravated form. I recall one case where the head of a reputable house was well acquainted with the methods of his merchandise manager, and still took no action, simply because the honesty which this executive lacked as a buyer he seemed to the owner to make up for with his merchandising ability. This was a case where in his buying capacity the merchandise man made an arrangement with one of our competitors and drew down commissions on goods he bought. The owner of the business meanwhile had all but concluded arrangements with us to supply his store, and then left for Europe. Much to his surprise, when he returned we were not selling his store, as he had authorized. The business came to us and his manager lost his commissions, but not his position. Which explains why some of the old type of buyers still exist. But it won't be long before even these will disappear."

Town Exists For the Community.

Farmers are vitally interested in towns. Proximity to a "live" town is worth dollars per acre. A "dead" town means a poor community—unattractive to prospective farm owners.

The building up of a town requires faith in its future, the co-operation of men and women, and the uniting of all the elements in the community to one common purpose.

Little thought is given to this question of co-operation, and too little

thought is given to the social side in town uplift.

To be sure, many towns have good buildings, banks, elevators and good stores. These are all essentials—but the success of the town in these instances is almost wholly commercial.

These interests become individual—selfish. The big purpose, and the strong spirit of co-operation are lost.

The contest for business often results in bitter strife. Merchants have nothing to do with each other in a business or social way, the community is split up into sides, cliques are formed and the result is a divided town, which is bound to lose ground because of the lack of common purpose.

Such a condition deadens towns. Its spirit radiates out into the trade area and trade goes elsewhere. Trade seeks congenial climes.

Individual interest must be subordinated. Too many merchants want to cash in on every social, on every band concert, on every church festival, and are unwilling to take part in social affairs or to support such events unless they can see a profit. Many are so busy, through fear of losing a sale, that they can't find time to attend such functions. Farmers are quick to see these selfish manifestations and so much of the good in these events is lost. They get tired of being exploited continuously. Nothing is deadlier to town growth and community development than selfish individual interest run mad. Whole-hearted unselfish co-operation in the social side of community life is absolutely essential to the community growth and development.

All business in the town has and should have a close and vital interest in the development of the community, and its progress is in true ratio with advancement in the welfare of the community.

Business must always find its limitations in the extent and character of the community it serves.

A town exists for the community—not a community for the town.

E. B. Moon.

Lemon Pie Filling Defined.

Are you exactly certain what the dealer ought to give you when you call for lemon pie filling, or what the manufacturer ought to give the dealer when he orders the same? Here is an official opinion, just pronounced by the United States Department of Agriculture through the bureau of chemistry, which is charged with enforcement of the pure food and drugs law: "The Bureau is of the opinion that lemon pie filling should contain lemon oil or rind, lemon juice, and either the yolks or whole eggs, and that the use of artificial color in such products conceals inferiority and is done for the purpose of simulating lemon pie fillings which contain lemon oil, rind, and juice, and either yolks or whole eggs."

When you are tempted to stock up on some new line of goods, consider the financial cost, but consider also whether you know enough about that line to sell it successfully.

We Have the Wheat

Nature has given us a bountiful supply of wheat, but it takes time to recover from war restrictions. Our four factories are running overtime. You may not be able to get all the

Shredded Wheat

you want, but we are doing the best we can. Normal conditions will soon return when we will be able to supply the full demand for our product. It is the same Shredded Wheat you have always sold—clean, pure, wholesome and nutritious. The most real food for the least money.

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

Judson Grocer Co.

Wholesale Distributors

of

Pure Food Products

Grand Rapids, Michigan

Gold and Silver Cloth Used in Millinery.

Considerable stress in local millinery circles these days is being laid on hats made of combinations of gold or silver cloth and fur or velvet or some other fabric. The outstanding feature of the metallic materials, according to the bulletin of the Retail Millinery Association of America, is that they may be used for almost any type of hat, the distinctions between the models being in the shape and the trimming. The bulletin goes on:

"One manufacturer has included in his line several very smart effects, one of which is a large mushroom with a brim of gold lace. Along the edge of the brim, and forming the entire crown, is gold cloth. Around the base of the crown is a band of mole fur, finished at the front with a small gold cloth ornament. Also rather attractive in this line is a small roll brim model, the brim of which is made of silver lace. Silver cloth is used for the lower half of the side crown, while the upper half and the tip are made of mole fur.

"Very smart is a large shape with the front of the brim slashed and overlapped in a kind of surprise effect. This model is made of black hatters' plush, and has an upper brim of black satin. The trimming consists of a little gold thread stitching on the edge of the brim. In a jockey cap effect is shown a small king blue velvet model, with the crown made of mole fur. A mole-colored pin is stuck through it.

"One of the newest colors used by the manufacturer in question is carmine red, which is very bright in hue. It is very effectively used on a closed-in 'Chin Chin' of velvet. At the head-size of this hat is a narrow band of gold cloth, and the trimming consists of a few flowers and foliage placed at the front. Another 'Chin Chin' model is shown in black velvet, with the upper brim of black satin. The high crown is made in six sections, and in this brocade cloth is used. From the tip of the crown hangs a long silk tassel."

The chief asset of any community is its boys and girls. What are you doing for the boys and girls of your community to keep them interested in their homes, to educate them properly, to develop their character and make efficient men and women out of them?

DE-NATURED ALCOHOL POISON LABELS

In conformity with the requirements of the new regulations of the Internal Revenue Department, we are prepared to furnish special poison labels for use in selling De-natured Alcohol, printed with red ink on regular gummed label paper, as follows:

| | |
|-------------|--------|
| 500 | \$1.25 |
| 1,000 | 2.00 |
| 2,000 | 3.50 |
| 5,000 | 7.50 |

All orders promptly executed.

Tradesman Company
Grand Rapids

Lily White

"The Flour the Best Cooks Use"

There is probably no other flour that really equals its all-around goodness.

All inferior materials are eliminated from LILY WHITE.

It is all clean, pure, wholesome flour. Thirty-five years of expert, conscientious milling experience are behind it.

LILY WHITE has won its fame on its merits. And we intend to keep its quality, so that it will continue to be "The flour the best cooks use."

Its satisfaction is backed with a money-back guarantee.

VALLEY CITY MILLING CO.

Grand Rapids, Mich.

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.

BUSINESS WANTS DEPARTMENT

Advertisements inserted under this head for three cents a word the first insertion and two cents a word for each subsequent continuous insertion. If set in capital letters, double price. No charge less than 25 cents. Cash must accompany all orders.

BAKERY For Sale—In Jefferson City, Missouri, capital city of State, 15,000 population, only one other bakery in city; excellent shipping point; good retail business. Equipped with continuous oven, Triumph mixer and moulder, Triumph cake dropper, Triumph cake machine, American two-pocket divider; all in good order. Building 32 x 80 feet. Show cases, soda fountain, etc., all included, are worth at least \$6,000. Will sell for \$2,500. Address Mueller Bros., 626 East High St., Jefferson City, Mo. 538

Wanted—Young man for shoe store, with good knowledge of shaping shoes and trimming windows, capable card writer. Time divided with windows and selling on floor. Everything modern to work with; good opportunity. State experience, recommendations, and salary want d. in first letter. Walk-Over Boot Shop, Jackson, Michigan. 539

MONEY MAKER FOR SALE—A stock of general merchandise which has always made the owner lots of money. Also, a 550 acre cattle ranch, 1 1/2 miles from town, at \$60 per acre. Enquire of C. I. McGregor, Olivet, Kansas. 540

For Sale—Meat and grocery business located in one of the best cities of the State. Reasons for selling, going west. Stock with fixtures will inventory about \$4,000. Address No. 541, care Michigan Tradesman. 541

For Sale—Bakery and confectionery, wholesale and retail, doing good cash business, also one truck. Good location in city with population of 105,000. Will sell reasonable as owner is leaving for Europe. Address Joseph Colomitchi, 244 North Main St., Waterbury, Connecticut. 542

For Sale—The two-story brick store building occupied by George W. French, jeweler, for past twenty years. Recently burned out. Walls in perfect condition, 24 by 110 feet. Best location in Ionia. Bert Lampkin, Ionia, Michigan. 543

For Sale—In whole or part, bankrupt stock of merchandise. Invoice about \$3,000. Dry goods, shoes and linens. Formerly Rochdale Co-operative Association. O. W. Weinland, Vicksburg, Michigan. 544

FOR SALE on easy terms, or will exchange for farm or city property, the Simpson hotel, Milan, Michigan. F. M. G. SIBERT, East Tawas, Michigan. 545

ATTENTION—Best (spring bumpers) ever invented for automobile doors, house doors or boat doors. Will sell patent rights or exchange for real estate or good automobile. Investigate this proposition at once, it may make you rich. No fair offer will be refused. Lew's A. B. dard, 109 Lewerenz Ave., Detroit, Michigan. 546

Wanted—Four foot steel brake. U. S. Manufacturing Co., Ontario, Oregon. 547

Wanted—Experienced salesman to call on dry goods and clothing trade of Michigan. All accounts established. Will furnish machine during favorable seasons. Good salary guaranteed to man of ability and ambition. Weisman & Sons Co., 117 Jefferson Ave., Detroit, Michigan. 548

GET MY TANKS—Make big money developing films. Particulars free. Gillett, Poscobel, Wisconsin. 504

For Sale—A real live drug store in small town; stock and fixtures invoice about \$4,500; building, \$1,500. A good chance to make money. Address No. 531, care Michigan Tradesman. 531

For Sale—Vulcanizing and automobile tire business, doing good business. Sell entire business or one-half interest. Located in business section. W. Van Dam, 14 Jefferson St., Muskegon, Mich. 533

WANTED—A CAPABLE WAREHOUSE FOREMAN for a wholesale grocery house in Northern Indiana. Must understand the handling of men and the proper care of a merchandise stock. Best of references required. Address No. 534, care Michigan Tradesman. 534

RESTAURANT and Bakery For Sale or Lease—Established business; in lively Western Kansas railroad junction, town of 1,800; will send invoice of fixtures; must sacrifice on account of ill health; bargain if sold at once. Box 124, Downs, Kansas. 535

Wanted At Once—A good tinner and furnace man. Good job for the right man. Steady work. J. M. Shaw, Williamsburg, Iowa. 536

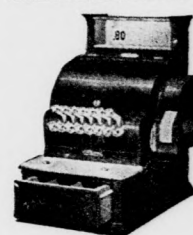
For Sale—General stock and store building, located on main thoroughfare into Grand Rapids. Stock will inventory about \$5,000. Address No. 473, care Michigan Tradesman. 473

For Sale—McCaskey account register, adding machine, cash register, mimeograph, safe and other fixtures at about one-third original cost. Jos. Weiler, Olney, Illinois. 397

Will pay cash for whole or part stocks of merchandise Louis Levi, Sohn, Saginaw Michigan. 757

Auction Sale—42,000 acres Indian unallotted lands, small tracts, without minimum price. Oil scout who can bid intelligently, desires party to finance \$5,000 to \$25,000 purchase, on profit sharing basis. Investment secured. Bank and mercantile agency references. Jess Akers, Ardmore, Oklahoma. 499

Automobile Accessories—I specialize in starting men in this business. Can furnish references of stocks started that have been successful. Can furnish the proper merchandise, also a man to get you started with the goods in your territory. Address E. A. Bowman, 719 John R Street, Detroit, Michigan. 493



Vogt's Rebuilt Cash Registers

Get our prices. All makes and styles. Hundreds of satisfied customers brought to us through Michigan Tradesman. Ask for information.

J. C. VOGT SALES CO.
Saginaw, Mich.

Cash Registers (all makes) bought, sold, exchanged and repaired REBUILT CASH REGISTER CO., Incorporated, 122 North Washington Ave., Saginaw, Michigan. 128

For Sale—Store building and dwelling at Cross Bay, Barry County, Michigan, on the C. K. & S. railroad. Good location for general store. Such a store has been successfully carried on at this point for twenty-five years. Must sell to settle estate. Thomas Sullivan, Administrator, Hastings, Michigan. 517

For Sale—The potato warehouse formerly occupied by Cole Brothers (now deceased), located on the G. R. & I. railroad at Kalkaska. This is a fine opportunity, being one of the best potato shipping points in Northern Michigan. Address Box 272, Kalkaska, Mich. 518

For Sale To Close Estate—The old established grocery business of Cole Brothers at Kalkaska. First-class building and fixtures to be sold with stock. Terms arranged. Address Mrs. Nettie Cole, Kalkaska, Michigan. 520

For Sale Cheap—A good fireproof Metzger credit register. Three months in use. Enquire Louis Rockstein, Alma, Michigan. 496

FOR SALE—Half or whole interest in only hardware stock in town of 250. Business requires more help. Owner has other business also. \$4,000 to \$8,000 required. Burtrum Hardware Co., Burtrum, Minnesota. 526

For Sale—Stock of shoes, rubbers, hosiery, groceries and general merchandise. Cheap rent. Best location in country town. A very desirable investment. Look this one up. Address No. 527, care Michigan Tradesman. 527

WANTED—Partner and manager in the new system of Federal bakeries in the states of Kansas and Missouri. Call or write B. M. Rollins, 522 Minnesota Ave., Kansas City, Kansas. 528

For Sale—A clean, up-to-date stock of general merchandise; doing a business of over \$100,000 this year; located in the heart of the fruit belt of Michigan, in a very thickly populated and prosperous community. If interested, write or come and see the stock. Reason for selling, have been in the store thirty years and wish to retire. Address No. 529, care Michigan Tradesman. 529

Hotel To Rent—On account failing health, will lease for term of years to right party, my hotel at Wayland, Michigan. Furnishings to be purchased outright. Fine location on Dixie Highway. Splendid building. Good business. August Hardy, Wayland, Michigan. 530

SAFETY BEFORE INSURANCE.

The principles of mutual fire insurance are based on the proposition that its patrons are industrious and by economy have accumulated a "rainy day" fund which they wish secured from misfortune. It is recognized that protection can be had most economically by co-operation with like individuals in mutual companies which are under their own control. This thought is as old as fire insurance. The method of protection by insurance against fire loss has been worked out under various forms, but the objects sought are the same. These are small loss ratios and reduced insurance cost.

Originally, insurance protection meant merely a money indemnity. The insurance companies have unduly emphasized their loss paying abilities and have advertised the large amount of losses paid. The public has been led to consider the insurance company only as an organization to collect premiums and make distribution for losses, and have been justified in complaining at the expense cost of 40 per cent. for the service. Further, the insurance companies have sought patronage by enlarging upon the danger from fire and advocating, for a premium, to shift the responsibility onto the insurance company. While inspections of fire hazards have been made, they were made entirely for the benefit and advantage of the insurance company as a matter of judgment as to hazard and rate that would produce a profit.

Look over the presentation of the fire insurance men in public addresses and in advertisements for the past fifty years, and the keynote of all defence of the business has been that the service of fire insurance was to pay losses through securing adequate premiums. It was recognized that all losses and expenses were paid out of the premiums, with the capital of a stock company only as a contingent fund, the use of which meant an impairment. To overcome the compensation allowed for the capital of a stock company, mutual companies were organized. With the exception of an effort also to appear economical by a lighter expense ratio, the mutual companies have been too much mere imitators of the stock companies and of their defects. Mutual basis rates are loaded to meet any probable losses, inspections made to see that the rates are adequate to the hazard and the insurance cost varied according to the fires that occur. Even the unused money of the policyholder is returned to him under the impression that it is a "dividend." Business has been sought on arguments against the stock company system more than upon the possibilities of mutual principles. The emergencies of war called for self-sacrifice and co-operation as never before. To fire insurance was presented the need of preserving property from destruction rather than paying the indemnity of a loss. There were lessons learned in this war work that are not going to be dropped. In-

surance company managements have seen a new phase in their business which has new possibilities. Through prevention of fires they become greater factors of importance to their patrons and to the communities. Property owners when approached from the angle of fire prevention are discovering their responsibility for fire losses and the corresponding insurance cost. Public officials, particularly the fire marshals, have been in touch with the conservation work and they are recognizing the taxing value of undestroyed property. Business organizations, such as trade associations, chambers of commerce and credit men are giving attention to the economic value of preservative measures. The question for solution is whether the public is going to get the vision of preventing waste and adopt means of prevention without the recognition and co-operation of fire insurance men as factors. Is the fire insurance business going to remain merely a distributor of premiums as loss indemnity?

It has been said that as much crime will be committed in the name of "service" as has been committed in the name of "liberty." Undoubtedly the word "service" is being overworked at this time. We need a clearer definition of the work to be performed. The same applies to the word "insurance." Webster gives the inference that insurance is merely an indemnity against a contingent event. We need to enlarge the meaning to a protection against the "event" occurring. With that definition of insurance we can offer "insurance service" as an official function of the fire insurance business.

The property owner seeking a security against loss naturally should have more interest that the loss does not occur than he has in relief from the full calamity. With the insurance business conducted by use of the premiums, then the logical inference is that the property owner is interested most in what he gets for his money. Further, the logical benefit then is the prevention of a loss which comes under the head of expense. It is an error to enlarge upon the amount of losses paid and criticize the expenses, if an insurance company is giving a real "insurance service." The test of the business is neither expense nor loss payments, but the net result obtained.

So far, mutual fire insurance has not been recognized, nor has it shown any activity in reconstruction problems. This is partly due to the fact that mutual fire companies, to a large extent, have made fire prevention a feature of their business. However, the failure to act is due to old influence. Each company still retains its individuality and is centered on work with its own policyholders. In the business there is an inclination to seek the advantage of the company more than to seek the benefit of the policyholder. The slogan is too much "cheap insurance" instead of "low loss ratio." Mutual fire companies have not that unity of action which the stock fire companies have

through the National Board of Fire Underwriters.

If general business methods and practices are to revert to the former systems, there will be little occasion for any different conduct of the business. War work called for and developed the co-operation that mutual insurance previously followed. Now mutual fire insurance must still keep the lead or lose its advantage. "Big business" is taking the lead in a broader view of economics. A business must do more than merely serve itself; it must be of benefit to those with whom it comes in contact. The fire insurance business can no longer confine itself to its limited number of policyholders. Its work hereafter must be as one of the chief conservers of industry and thrift, on which the economic salvation of the world depends.

It is well to consider another side of co-operation as developed by the war. The conditions of war took the control of co-operation from the individual and put it in the hands of the Government. Regardless of what we think has been the result of that control, there is a strong demand that Government interference and Government domination be relegated to obscurity. The fire insurance business has many restrictions through legislative enactments, largely because the business did not properly control itself. The public is increasing its fire prevention measures through the fire marshals, paid by insurance taxes, because the insurance companies have not properly furnished their "insurance service" to the public.

There is a strong present tendency to try to correct defects. When numbers are seeking a solution they adopt methods of co-operation. The primary principles of co-operation, will work as a voluntary act, but invariably as a failure when made compulsory. Mutual fire insurance succeeds when the property owner voluntarily accepts the conditions the mutual company must require. If the acceptance of mutual insurance and its requirements were made compulsory on all property owners, there would be a great dissatisfaction and such a neglect to comply with the conditions that not only would the cost be higher, but also the spirit of co-operation would be lost. Anyone conversant with insurance can read the future of governmental insurance.

The problem of the post-war period is to meet the changed conditions to the best advantage. There is now a co-operative spirit, which can be of great advantage to mutual insurance if the mutual companies work jointly to the same end. There is a need for the mutual companies to see that the stock companies do not furnish the better "insurance service." He who best can serve, will best succeed. There is much agitation, and many theories are being advocated at this time. Never was there more need of keeping both feet on the earth. Stick to the principles on which business has been founded,

and improve on past performances. Fundamentals must be the base of success, and mutual companies need to take the lead in industry and thrift. The prosperity of policyholders is essential and they prosper best without losses. Hence, the work of mutual fire insurance is to place safety of property before insurance.

NO CHANGE IN HOSIERY.

Hosiery continues to sell in about the same way as has been the case for some time back. Silks are still very much in the lead, and there appears to be an absolute scarcity in all quarters of the market. Buyers are looking for large quantities for export and the domestic demand is keeping up in a large way. Here and there are lots that are being offered for sale but the offering does not seem to keep pace with the demand.

Cotton lines of the better grades are well sold ahead and selling agents and mills are not showing any fear of an overproduction. Mill men who are familiar with the situation report that there is an underproduction of all hosiery, cottons included, and that within the next few months this fact will become more apparent than it is at this time.

Low end lines are selling in a satisfactory way for the domestic market, and in addition there is quite a noticeable export demand developing which is giving some real life to the entire situation. Prices are firm and there is evidence of a strengthening in prices from the levels that have been in force in some quarters for some little time back.

One state has decided upon the form of its memorial to the heroes of the late war. This is South Carolina, which has voted \$100,000 for a "memorial temple," to be erected upon ground provided for the purpose by the State University. The building will be first of all an architectural achievement, pleasing in design and having the elevating appeal of any work of art. For most of the persons who pass it, it will probably have its entire usefulness in this service. In addition, however, it will be a hall of archives, a repository for materials relating to the history of the war. Like many of the states, South Carolina has not done much in preserving the records of her soldiers and sailors. The speeches of her public men teem with references to the glorious part that her sons have played on land and sea, but any one who wishes to obtain specific information upon this matter has a very considerable job before him. Some of the newer states are being awakened to the desirability of a better knowledge of their past by the approach of the centenary of their admission to the Union, but being one of the original thirteen, South Carolina is denied this stimulus. The erection of her memorial temple may well be the beginning of a greater interest in this direction.

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