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# MICHIGAN TRADESMAN

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Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 5, 1919

November 1885

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## THE OLD HOME TOWN

Its streets were not the broadest,  
 Its walks were not the best;  
 Its blocks were few and modest,  
 Its parks were but a jest:  
 But all its sons were loyal  
 And deemed it no disgrace—  
 Through thick and thin they sailed right in  
 And "boosted" for the place;  
 And so I sing its praises,  
 Though fate has kept it down,  
 I love it still and always will—  
 The

Old  
Home  
Town.

Its girls they were the sweetest  
 In all the country round,  
 Its mothers were the neatest  
 That ever could be found;  
 Its "daddies" were the smartest,  
 With hearts of civic pride—  
 Its boys, they were the bravest, sir,  
 Of any countryside;  
 So when you speak about it,  
 Don't do so with a frown;  
 In all your talk don't ever "knock"  
 The

Old  
Home  
Town.

Some places are much bigger—  
 More gay and grand and smart;  
 They cut a wider figure  
 In wealth and style and art:  
 But it had its own good features,  
 And let us not forget,  
 Though scattered far, where'er we are,  
 We owe it all a debt;  
 So when you're lauding cities  
 And marts of fair renown,  
 Don't overlook that little nook—  
 The

Old  
Home  
Town.

John C. Wright.

## Four Million Biscuits a Day

Seems like a lot of biscuits, but it doesn't quite meet the demand for

## Shredded Wheat

We are increasing our output as rapidly as industrial conditions will permit. In the meantime we are asking our millions of consumers to be patient with their grocers. They are doing the best they can to supply the demand for this product. In the meantime, remember that Shredded Wheat contains the most real food for the least money. It is the same Shredded Wheat we have always sold—clean, pure, wholesome—the world's universal breakfast cereal.

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

A clear skin usually indicates excellent health and vitality.

Boils, pimples, carbuncles indicate impure blood and are easily cured by—

## Fleischmann's Yeast

taken daily which also acts as a laxative.

Increase your sales by handing your customers a copy of—

Fleischmann's Compressed Yeast  
and Good Health Booklet.

THE FLEISCHMANN COMPANY



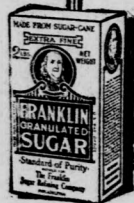
## Franklin Package Sugars

Save Spillage  
Save Overweight  
Save Paper Bags  
Save Twine  
Save Time

The Franklin Sugar Refining Company  
PHILADELPHIA

"A Franklin Cane Sugar for every use"

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



GENUINE

## Buckwheat Flour

ABSOLUTELY PURE

J. F. Eesley Milling Co.

THE SUNSHINE MILLS

PLAINWELL, MICHIGAN

# 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

Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 5, 1919

Number 1885

**MICHIGAN TRADESMAN**

(Unlike any other paper.)

Each Issue Complete In Itself.

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E. A. STOWE, Editor.

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five years or more old, \$1.Entered at the Postoffice of Grand  
Rapids under Act of March 3, 1879.**THE DAY WE CELEBRATE.**

One year ago the 11th of November the world war came to a sudden termination. Before daydawn of that day the church bells throughout America rang peals of thankfulness because the days of slaughter were at an end. It was a time for much rejoicing and marked a new era in the life of the Great Republic.

Another holiday has been added to the list, one that will be celebrated beside our Fourth of July, one that will breathe the new ideas of patriotism to every loyal American heart.

Four million United States soldiers contributed toward making it a day of victory for all the world and, no doubt, those other nations will celebrate as will Uncle Sam for the victory that proved, in a measure, overwhelming. The haughty and murderous Hohenzollern was at least taught a lesson which, let us hope, may not have to be repeated within the next quarter of a century.

It is not reasonable to suppose that peace will be with the world for all time, yet we may well feel to rejoice that the German menace has been effectually stayed for some years to come and that the United States has only now to hitch up its breeches and make ready to accept the good things in store for the true and faithful. While Germany affected to sneer at Yankee prowess, she soon learned to her sorrow that the men who mustered under the starry banner were sinewy sons of a brave race which had ever proven true to the best instincts of the fathers.

The heroes of Bunker hill, of Lundy's Lane, of Gettysburg were no braver than the men in khaki who stormed the German lines at Chateau Thierry and Argonne Forest. They came from the same race and were as iron when subjected to the guns and gasses of a devilish and sordid foe.

The day we celebrate is one long to be remembered in the annals of

world history. It should be held equally revered as that of July Fourth which represents the birthday of the Nation. Seven years of blood and flame followed the July day in 1776 when the bell on Independence Hall rung out the glad tidings that the Thirteen Colonies had declared themselves henceforward and forever free.

This sacred November day proclaims extrication from the horrors of war and an entrance into a new era of peace, and, let us hope, of unexampled industrial prosperity. At any rate it is up to the business men of the Nation to so conduct themselves as to realize all that great opportunity grants them in the immediate future.

Rightly guided, this Nation is destined to enter upon a new era of prosperity such as it never before experienced. It all, however, depends upon how the ship of state is guided; whether business principles rule, or the haphazard, slipshod methods of recent months continue to mar the conditions of men.

One who's year has passed since the last gun was fired on a European battlefield and the end is not yet—the end of bickering, side-stepping and hindering the advancement of the Nation to heights she is entitled to gain after her great sacrifices in the past.

No doubt much of statesmanship is required to guild the victory so dearly won, with the fruits of the field and the shop. Labor ought to be a contented factor in the outlook as we stand on the mountain peak and glance over the peaceful scene so lately scourged with the horrors of blasting war.

The year seems all too short for the accomplishment of great works in the line of industrial rehabilitation, yet much has been accomplished to lead us to hope for better things in the near future. There is a threat, dark with foreboding, of what may take place, should the radical leaders of the coal fields and steel plants carry into execution some of their ill-advised plans for mischief. It isn't conceivable, however, that loyal American citizens, be they members of labor unions or otherwise, will dash to earth the bright prospects of the future in order to curry favor with unscrupulous men who, from their acts, seem to have no higher aim in life than to make trouble, to bring suffering not only to those who employ, but to the homes of labor in every part of the land.

When the Nullifiers of South Carolina in the thirties sought to make trouble by resisting the National Government in collecting tariff duties, we had an Andrew Jackson to sit on the cover and smother that first attempt at disunion with no gloved hand.

When we come out to celebrate November 11 as Victory Day, let us firmly resolve to see to it that nothing of undignified or evil nature intervenes to prevent making it the happiest, gladdest day in all the calendar.

**DEVELOP SOME BACKBONE.**

Manufacturers and jobbers in some lines have been making use of an order agreement which buyers are expected to sign and which is so worded that it protects the seller, but compels the retailer to carry the entire responsibility in case of a break in the market.

In justice to all it should be remembered that in other seasons, when conditions did not operate to create what is termed a seller's market but where the buyer carried the balance of power, a good many retailers placed their orders with manufacturers upon forms which the retailers themselves supplied in which the buyer protected himself and left the manufacturer to hold the bag.

Now that the situation has changed and the seller has the upper hand, he has apparently taken a trick from the retailer's own practice and is visiting this very palpable injustice upon the retailer.

In either case such contracts were wrong, unfair and indefensible but because some retailers may have followed this practice in the past that does not justify the manufacturers and jobbers to-day in that sort of high-handed autocracy.

Buyers for a long time have been buffaloes by all the talk about the scarcity of merchandise. Merchandise may or may not be scarce and demands certainly have been great, but the retailer who consents to the reduction or elimination of the customary trade discounts, and who permits the manufacturer to hold him responsible for the acceptance of an order while he, the manufacturer, does not bind himself in the same terms to execute that order, is guilty of very short-sighted policy. Everybody recognizes that the retailer must have merchandise if he would do business, and under the conditions that have prevailed the man with the merchandise to sell to the retailer has had it in his power to dictate prices and terms and everything else.

Not long ago, a thoughtful merchant and one with a long record of successful operation, said: "I would be willing to see demands for merchandise slack off even to the extent of losing half of the present volume of business done by my store. It would be hard on us for a while, but it would make us masters of our business again."

Although this may have been an exaggerated statement, many mer-

chants feel they have been doing big business but they have not liked the conditions under which they have had to do it.

Many believe conditions are beginning to change and one of the things most needed is for buyers to buck up and insist that the manufacturers deal fairly with them, and then they must be resolved that as conditions swing more their way they also will deal fairly with the manufacturers.

Too many merchants who in the past have had things all their own way and who have exercised the privilege of cancelling orders recklessly and ruthlessly, who have returned merchandise to the manufacturers without justification; who have failed to pay their bills promptly and have nevertheless demanded discounts; retailers who have gouged and squeezed the last penny in discounts out of the manufacturers, to-day are complaining because the manufacturers, in turn, are showing them about the same sort of treatment because they have it in their power to do so.

While so much is being said about the need of establishing better relations between capital and labor, it is time for retailers and manufacturers alike, to do a little thinking about better relations between these important factors in the market. A good way to begin is for the retailer to demand justice from the manufacturer and pledge himself to fair treatment in return and then stick rigidly to that formula.

**General Conditions In Wheat and Flour.**

Written for the Tradesman.

The choice grades of wheat are holding up very firm, in fact cost has been advanced about three cents per bushel during the past week. This has not been reflected in flour, however, as mill feed prices have also advanced so that flour has remained stationary.

We are becoming more and more convinced that flour is an exceptionally good purchase for even with the Grain Corporation out of the market, flour values have advanced, and there is not a question of a doubt but that both exporters and the Grain Corporation will be in the market for American flour within the next 60 days. This is bound to have a bullish effect, and higher prices will in all likelihood result.

Another factor is the rapidly decreasing supplies of wheat in farmers' hands. They have been marketing freely up to a couple of weeks ago, at which time receipts began to show a decline in volume, and I predict higher prices on both flour and wheat within 60 to 90 days.

Lloyd E. Smith.

### Late News From the Cloverland Country.

Sault Ste. Marie, Nov. 4—W. J. Johnson, the well-known lumberman of DeTour, was a business visitor here last week, putting in supplies for the winter operations. He can see only a bright future in lumbering and is figuring on a big cut during the winter.

Hugh McDonald, proprietor of DeTour's leading soft drink parlor, pool room and barber shop, is now located in his new stone building, which adds much to the appearance of the village's principal street.

F. J. Allison, traveling salesman for the Cornwell Co., left last Friday for St. Paul, where he will spend a few days at the Swift plant.

The grocery and meat market of Brown & Turnbull, at Newberry, was sold to Harvey Gormall and Joseph Hahilly last week. This is one of the neatest market places in Newberry. Mr. Gormall is a native born, having lived there all his life. Previous to his overseas service, Mr. Hahilly was in charge of the Charcoal Iron Co. store and is well fitted for the new venture.

The Soo Co-Operative Mercantile Association has decided to increase its capital stock from \$10,000 to \$20,000. It is doing a flourishing business and has branched out considerably in the past year.

Joseph Napoleon, who for the past year conducted a grocery store on the corner of Spruce and Johnston streets, has opened a meat market in the store next door. Joe expects to be right on the hog this winter.

There ought to be some method of restraining people who dodge in order to avoid getting what is coming to them.

Chippewa county is fast getting a reputation as a sheep growing center and the grazing opportunities are being well advertised by representatives of the Michigan Agricultural College, who are interested in the future prospects of this country. As evidence of the interest in sheep raising, County Agent E. L. Kunze announces that he has just secured five registered rams, which will be added to the large flock owned by L. J. Labell, on Drummond Island. Three of the rams were secured from Western sheep raisers, while two came from the Upper Peninsula Experiment Station at Chatham. Mr. Labell has engaged the services of an expert shepherd, who will take entire charge of the big flock. This is the first shepherd to come to this country.

Jacob Baimbridge, formerly a resident of this place, who has lived at St. Louis for the past few years, has returned to the Soo, where he expects to stay, having decided that the Soo was good enough for him.

William G. Tapert.

### Sugar and Coffee Prices Compared.

A comparison between sugar and coffee is made in a statement that has been issued by the United States Sugar Equalization Board. It is pointed out that one country, Brazil, dominates the coffee imports of this country, while Cuba practically controls the sugar importations into the United States. The statement says in part:

"There has been this difference, however, between the two commodities during the war: While Government control of coffee by the Food Administration ended with the termination of the war, sugar control continued and is still in existence. There has been this difference also: While the world production of sugar has decreased constantly during the war, so that it is now about 2,000,000 long

tons below normal, the production of coffee has increased. One would normally expect, therefore, that sugar prices would rise in the United States, while coffee prices would fall, or at least remain constant. But, strangely enough, the reverse has been true.

"Average retail prices of coffee and sugar make interesting comparisons. The retail price of coffee, as given by the Department of Labor, rose from 30.1c per pound on July 15, 1918, to 46.2c per pound, an increase of 53 per cent.—this increase in the face of no decline in the world's production. The retail price of sugar rose from 9.2c per pound on July 15, 1918, to 10.9c per pound on July 15, 1919, an increase of 18 per cent. only—in the face of a world shortage of some 2,000,000 tons.

"Since the consumption of sugar in the United States for the year July 15, 1918-July 15, 1919, amounted to about 3,583,000 tons, or 8,025,920,000 pounds, if the people of the United States had paid for the same increase in sugar that they paid in coffee they would have paid about \$256,000,000 more than they actually have paid.

"Government control of sugar has saved the American people this sum at least. In addition, the Sugar Equalization Board will turn over to the Treasury of the United States \$30,000,000 made from its margin of 38½c per hundred pounds on Cuban sugars, a sum which would otherwise have gone to refiners or Cuban producers, or would have been lost in small fractions somewhere in the long road between producer and retailer.

"The Sugar Board has saved the American people these large sums and has, in addition, supplied the people of the United States with more sugar for domestic use than has ever been supplied before."

Haters of Great Britain will hail the announcement that the First Lord of the Admiralty is willing that commercial travelers sail on British battleships bound for foreign ports with the old cry, "A nation of shop-keepers." What Mr. Long's attitude really means is simply that the chief of the professions is rapidly coming into its own. Not many years ago, a "drummer" was a being to be anathematized or at best patronized. He was of the underworld of business. But he soon changed all that. Those whom he encountered ceased to poke fun at him. Their scorn became fear. Then the psychologists appeared upon the scene and discovered that he was not a drummer at all, but a salesman—a man, that is, who outdoes M. Jourdain by practicing psychology right along without knowing it. It is even said that some of shrewder psychologists after an experience or two with a salesman quietly revised their chapters on Suggestion, Impulse, and the Relation Between Apperception and Action. A battleship is as appropriate a place as could be found for a man carrying concealed order-blanks.

Even if you should have a hundred thousand dollars left to you it would not give you as much satisfaction as a thousand dollars you earn.

### Mutterings From Magnetic Marquette

Marquette, Nov. 4—The new hotel project for Marquette has gotten beyond the stage of hearsay and is finally in the hands of the most influential men of the city who give every assurance that Marquette shall have a hostelry to be proud of. The necessity is surely evident and many of the traveling public who have heretofore been obliged to shirk this city for want of accommodations will be pleased to visit with us longer. Now let's break ground with the band in attendance.

Menominee river beet sugar is coming through in nice shape, the quality being excellent. Let's have more quantity!

Harry Annen, of Green Bay, the popular Bremmer Biscuit Co. salesman, paraded through town Thursday. He got back all right after his terrible experience in Chicago. He seems to be just as thin as ever.

A. Salim, of Eben Junction, visited Marquette Saturday on business.

Most of the Marquette grocers and meat market merchants seem to favor Wednesday afternoon closing—a capital idea, which could be carried out to a good advantage. From May 1 to Oct. 1 these up-to-date merchants kept closed on Wednesday afternoon this year and it must have been satisfactory, because all the year round the same idea seems to be favored. One prominent grocer expressed the situation when he said, "It breaks up a hard week and makes it pleasant for the help as well as myself, and my business has been just as good as it ever was." Get together, fellows.

Max Smuller is preparing to open his store on Front street with a complete line of men's furnishings. Max always succeeds.

Marquette is to be honored Friday, Nov. 7, by a short visit from General Leonard Wood, who will attend the Shriners' doings as the guest of hon-

or. He, no doubt, will receive a grand reception from patriotic Marquette.

Business is good.

H. R. Goodman.

If the German people is really bent upon rehabilitating itself in the eyes of the world, it will show no resentment against the disclosures that are now forthcoming concerning William Hohenzollern the man as well as the monarch. Capt. Persius has drawn a picture of the ex-Kaiser so detailed in feature, time and place as to convince. The All-Highest is revealed in his personal relationships as a clown and a boor in his moments of hilarity, and with a habit of malicious mischief in his more irritable moods. The story of aged statesmen, generals and admirals kicked and cuffed and reviled carries one back to the Muscovite court of the seventeenth century. The anointed house of Hohenzollern seems to have been a rough-house. But if it is a wound to national pride in Germany that its war lord and leader should thus be revealed, the German people can nevertheless argue that a people that could attain a high degree of National power and development with the handicap of such a monarch must have in it certain indestructible elements of greatness.

It is necessary for a business man to take some chances, but it is also necessary to use some judgment in taking them. Don't take the attitude that business is a gamble.



## Domino Golden Syrup

**DOMINO Golden Syrup is a delicious golden-hued syrup with a pure cane flavor and bears the stamp of DOMINO quality. It sells in all the four seasons because it is just as delicious on fruits and ice cream as on griddle cakes and waffles.**

**In sanitary cans—18 oz. and 25 oz.**

**American Sugar Refining Company**

**"Sweeten it with Domino"**

**Granulated, Tablet, Powdered, Confectioners, Brown, Golden Syrup.**

# Fifty-Five Years of Business Growth

Taken by itself, the fact that a man, or a business, has lived for fifty-five years isn't very important. There are men who attain a much greater age than that who never did anything else worth mentioning. And the same thing is sometimes true of a business. "Established in 1864" doesn't really mean anything.

But growth in business—steady growth during fifty-five years—is interesting. It is interesting to the men in the business, because growth is the one thing they seek. It is the essential to business health.

The growth of a business ought to be interesting to the general public also; to you who may read these words. Not because it means more business for us, but because there are reasons for the growth that have a relation to you.

The late L. H. Randall began this business of ours in 1864 in a small store on the corner of Monroe avenue and Lyon street, where the Kent State Bank is now located. It was not much of a business in those days—starting before the close of the Civil War—but it has grown steadily every year since. We now occupy our own building, erected especially to meet our requirements. It was not built just for the pleasure of putting up a building. If that had been our purpose we would have made it a more beautiful piece of architecture. We don't "point with pride" to it as an artistic triumph.

The building, like the business, has grown. The needs of our customers and our desire to supply those needs in the best way have made the building what it is. It is a practical service building, for the benefit of the people who need it. But we don't want anybody to think that this business is just a building.

There's more to it than frontage, and depth and floor space.

We have tried all these years to be of real service to those who have come to us, who have relied on us to supply their needs. We have tried to see to it that they got for their money—sometimes it was "hard-earned" money—the kind of merchandise such money ought to get for them. Our purpose has been, not to see how much profit we could get, but rather to see how much value we could give, and still make a fair profit for ourselves. When a business doesn't make a profit it doesn't live; when it makes too much profit it ought not to live.

Our business has lived and grown for fifty-five years because our customers wanted it to live; it was serving them in ways that they wanted to be and needed to be served.

We are now adding a fifth floor to our building, in which we propose to incorporate every convenience and expedient which will add to the comfort of our employes and enable us to serve our customers even more acceptably in the future than we have in the past.

## **WORDEN GROCER COMPANY**

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers



### Movement of Merchants.

Ishpeming—Olaf Paulson has taken over the bakery here.

Lapeer—D. F. Butts has taken over the bakery of L. Gue.

Trout Lake—Alvin Paquin opened a new bakery at this place.

Clinton—E. U. Meyers succeeds J. E. Earl in the baking business.

Pottersville—Gilbert & Galvin succeed J. C. Halladay in general trade.

Negaunee—Bert Picca will engage in the baking business on Cass street.

Reading—The Deuel bakery and restaurant succeeds Bollinger & Deuel.

Bear Lake—S. N. Via has taken over the bakery of Mrs. Rhoda McIntosh.

Deerfield—Miss Hattie Stearns will conduct the bakery in the Ormsby building.

Ishpeming—Johnson Bros. Co., dealer in general merchandise, has decreased its capitalization from \$20,000 to \$10,000.

St. Johns—The Kahlmeyer Auto Sales Co. has engaged in business on Clinton avenue.

Detroit—The Schiller Butter & Egg Co. has increased its capitalization from \$25,000 to \$50,000.

Stanwood—The Universal Stores Co. has removed its general stock from this place to Leslie.

Marquette—W. H. Fox, recently of Manistique, has taken over the management of hotel Janzen.

Hillsdale—Avis A. Oberlin has sold his bakery to Alen A. Borton, recently of Ray, Ind., who has taken possession.

Marion—The Farmers Co-Operative Association has been organized and taken over the plant of the Marion Grain Co.

White Pigeon—Emerson Bros., of Burr Oak, purchased the bakery of Gus, Weber, at this place, and will take possession Jan. 1.

Hillsdale—James Driscoll has sold his meat and grocery stocks to Vern Vreeland, who will continue the business at the same location.

Kalamazoo—Saunders Cash Store, 1726 East avenue, has taken over the grocery stock of Collins & Lamb and consolidated the two stocks at 1701 East avenue.

Litchfield—A. L. Ely has sold his grocery stock to Henry Stoddard and Hugh Porcupine, who have formed a partnership under the style of Stoddard & Porcupine.

Concord—The Concord Farmers' Elevator Co. has been incorporated with an authorized capital stock of \$40,000, of which amount \$6,800 has been subscribed and \$3,900 paid in in cash.

Morley—The Morley Garage has been incorporated with an authorized capital stock of \$15,000, all of which has been subscribed and paid in, \$10,000 in cash and \$5,000 in property.

Bay City—The Auto Specialty Sales & Supply Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and \$1,000 paid in in cash.

Frankfort—Many, Blanc & Co., of Chicago, has purchased the Sherbrook dancing pavilion and is converting it into a cigar factory. The company will employ 100 persons to begin with.

Fostoria—The Fostoria Grain Co. has been organized to conduct a general elevator business, with an authorized capital stock of \$16,000, all of which has been subscribed and paid in in cash.

Jackson—J. W. Kelley and E. J. Keena have formed a copartnership under the style of the Metropolitan Window Shade Manufacturing Co. and engaged in business at 144 West Main street.

Ludington—Harry Renker and Thomas Cannon have formed a copartnership under the style of Renker & Cannon and engaged in the cigar manufacturing business at 312 South James street.

Jackson—A. E. Green Sales Co. is conducting closing out sales for J. F. Wolf, hardware and farm implements, McNabb, Ill., D. P. Leibovity, clothing, Hickman, Ky., and F. J. Hart, hardware, Granville, Ill.

Lowell—The Miller & Harris Furniture Co. has sold its stock and store fixtures to H. D. Elder, recently of Pioneer, Ohio, who has taken possession and will continue the business under his own name.

Detroit—The International Coal Co. has been incorporated to deal in fuel at wholesale and retail, with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and paid in in cash.

Detroit—The E. & B. Shoe Co. has decided to open a second store in Detroit—in the Hotel Cadillac building, Michigan avenue side. This is in addition to the new store opened recently at 18 West Grand River avenue.

Pontiac—The Pontiac Community Market has been organized to buy and sell farm products and supplies, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Kalamazoo—George Stewart is the new buyer for the People's Shoe Store. He is a shoe man of long

experience, and until recently was employed by Gilmore Brothers as buyer and manager of their shoe department.

Ithaca—Mrs. Fannie Netzorg is closing out her stock of dry goods, clothing and shoes and will retire from business. Mrs. Netzorg has conducted the business ever since the death of her husband, Wolf Netzorg, twelve years ago.

Lansing—John Chapman, head of the welfare department of the Olds Motor Works, has placed orders for more than 5,000 bushels of potatoes to be delivered this winter to employes of the company at a contract price of \$1.25 a bushel.

Detroit—The Curtis-Detroit Sales Co. has been incorporated to deal in automobile accessories and supplies, with an authorized capital stock of \$25,000, of which amount \$16,000 has been subscribed and paid in, \$1,766.15 in cash and \$14,233.85 in property.

Lansing—William Saier, German butcher, has started suit for libel against the Lansing State Journal, alleging damages in the sum of \$25,000. The action grows out of a tar and feather party tendered Mr. Saier early in the war after he is alleged to have made disparaging remarks about the United States flag. Saier sets forth that the story of the incident as reported in the newspaper has lost him numerous friends and has injured his business.

Detroit—The Auto Necessities Co. has been incorporated to deal in automobiles, motor trucks, parts and accessories, with an authorized capital stock of \$10,000, of which amount \$8,010 has been subscribed and paid in, \$100 in cash and \$7,910 in property.

Battle Creek—The Seeger & Seeger Music House has merged its business into a stock company under the style of the Seeger Music Co. with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and paid in, \$8,000 in cash and \$2,000 in property.

Muir—Chauncey J. Rumsey, one of the best known lumbermen in Michigan, died in Muir a few days ago at the age of 78 years. He came to Michigan about fifty years ago and started as a clerk in a store in Jackson at \$6 a week, and subsequently became the manager of the house, salary being \$1,500 a year. It was in 1869, that he located in Muir and launched in the lumber business, with which he had been connected since.

### Manufacturing Matters.

Deerfield—The Deerfield Oil & Gas Co. has increased its capital stock from \$11,000 to \$25,000.

Muskegon—The Muskegon Paper Box Co. has increased its capital stock from \$6,000 to \$10,000.

Hillsdale—The Alamo Farm Light Co. is building a large addition to its plant, at an estimated cost of \$250,000.

Ypsilanti—The Michigan Ladder Co. has taken over the plant of the Newton Haggerty Ladder Co., Ann Arbor and will consolidate it with its own.

Detroit—The Liberty Foundry Co. has been incorporated with an author-

ized capital stock of \$5,000, all of which has been subscribed and \$3,500 paid in in cash.

Saginaw—The Cadillac Optical Co. has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed and \$25,000 paid in in cash.

Bay City—The Electro Therapeutic Chair Co. has been incorporated with an authorized capital stock of \$100,000, all of which has been subscribed and \$75,000 paid in in property.

Flint—The Michigan Sausage Works has been incorporated with an authorized capital stock of \$10,000, of which amount \$8,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The Michigan Spark Plug Co. has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed and paid in, \$24,500 in cash and \$25,500 in property.

Lansing—The Michigan Ice Cream Co. has purchased the Arbeiter property on North Grand avenue and will engage in the soft drink business in connection with its ice cream manufacturing.

Bay City—The Valley Auto Specialty Manufacturing Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and \$5,000 paid in in cash.

Detroit—The Gratona Medicine Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,500 has been subscribed and paid in, \$1,000 in cash and \$4,500 in property.

Ann Arbor—The Hoover Steel Ball Co. has purchased the business of the Chelsea Steel Ball Co., of Chelsea, it was learned this week. The Chelsea plant will be operated as a subsidiary of the Hoover.

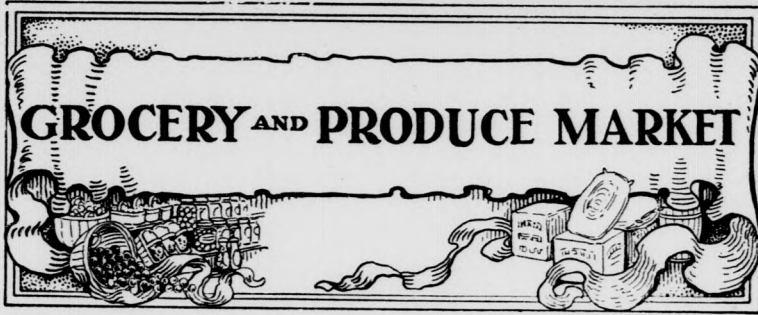
Muskegon—The Muskegon Aluminum Foundry Co. has been organized by William G. Turner, Jr., and Andrew D. Johnson. The capital stock is \$75,000. The company will make aluminum and brass castings.

Manistee—The Onkema Canning Co. has been organized to replace the Arcadia Canning Co., whose plant was destroyed by fire last summer. The new company will commence work on its new plant at once.

Detroit—Kauffman & Co. has been incorporated to manufacture and sell mechanical tools, with an authorized capital stock of \$10,000, all of which has been subscribed, \$285.02 paid in in cash and \$4,714.98 in property.

Port Huron—Work has been started in South Port Huron on the remodeling of the former United Fence Co.'s plant which has been taken over by the General Aluminum & Brass Manufacturing Co. It is expected that the job will be completed within a month.

Muskegon Heights—The Michigan Machine Co. has erected a sizeable addition to its plant, especially for the purpose of manufacturing of a new type of electric washing machine. The company was originally organized in Grand Rapids and moved to Muskegon Heights in 1887. Its capital is \$100,000.



### Review of the Produce Market.

Apples—Snows, \$2.25; Fall 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—The market is firm at 1c advance, with a good consumptive demand as well as a continued demand for export. The make is about normal for the season, the market is in a healthy condition on all grades and likely to remain unchanged for the next few days. Local dealers hold extra creamery at 66c and No. 1 at 62c. Prints, 2c per lb. additional. Jobbers pay 50c for No. 1 dairy in jars and 40c for packing stock.

Cabbage—\$1.35 per bu. or \$3.75 per bbl.

Carrots—\$1.10 per bu.

Celery—30c per bunch; jumbo, 50c.

Celery-Cabbage—\$1.25 per doz.

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

Cranberries—Late Howes command \$10.75 per bbl. and \$5.50 per ½ bbl.

Cucumbers—Hot house, \$2.25 per doz.

Eggs—The market is firm at prices ranging 1@3c above last week, with a light consumptive demand and some little demand for export. There is not likely to be much change in the near future. Local jobbers are paying 63c for candled, fresh, loss off, including cases. Cold storage holders are feeding out their stocks on the basis of 52c for candled firsts and 47c for seconds.

Garlic—60c per lb.

Grapes—California Malagas and Tokays, \$3.25 per crate; Emperors, \$3.50 per crate and \$7.50 per keg.

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

Lemons—California, \$8.50 for 360s and \$9 for 300s or 240s.

Lettuce—Head, \$3.25 per bu.; hot house leaf, 15c per lb.

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

Onions — California Australian Brown, \$4.87 per 100 lb. sack; California White, \$5 ditto; Spanish, \$2.75 per crate for either 50s or 72s; home grown \$4.75 per 100 lb. sack.

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

Pears—Keefers, \$2.

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

Quinces—\$3.50 per bu. for home grown.

Radishes—Hot house, 20c per doz. bunches.

Squash—\$2 per 100 lb. for Hubbard.

Sweet Potatoes—\$1.85 per hamper or \$4.75 per bbl. for Virginia.

### The Grocery Market.

Sugar—The situation shows no improvement and conditions warrant the prediction that for the next two months the situation will be extremely critical. Very little of the beet sugar to be marketed will go East and some of the holders have already announced their refusal to sell at the price fixed by the Government. As a matter of fact, they have been offered more than 1c per pound over that price and have refused to sell even then. New Cuban sugar will not be available for two or three months, and meanwhile the supply is sure to be very inadequate for the demand. The rationing system is still proceeding and is causing the same confusion and the same complaints of favoritism which it caused before, owing to the fact that the administration favors the mail order and chain stores, to the detriment and disadvantage of the regular trade.

Tea—The market shows even a firmer condition than existed last week. Business is improving all the time and the undertone is extremely strong. Some concerns in New York have withdrawn large lots of Java teas, with the intention of holding them for a better price, as they claim that to-day's market does not let them out. Black teas are very firm on account of scarcity and it looks like higher prices.

Coffee—The market shows no particular change for the week, but the situation is firm. Rio 7s show an advance from the lowest point of about 2c per pound and Santos 4s an advance of 1c per pound. This has been due to speculation entirely, as supply and demand did not warrant any advance whatever. Mild coffees show an advance of about 2c per pound from the lowest point reached and the present situation with them is strong. New milds will come into the market in about two or three months, but they will not relieve the situation, as the supply will be short. The only chance for much lower prices on Brazil coffees is for Brazil to unload her holdings of about three and a quarter million bags. There have been many rumors as to her intention to do this or not to do it, but the present indication is that she is carrying the load without difficulty. The consumptive demand for coffee is good.

Canned Fruits—Pineapple is in demand, and there is available a number of lots in different grades, the market being about 60 per cent. over the

opening price. There is no demand for other canned fruits.

Canned Vegetables—One of the sensations of the canned goods market is the present prices of French hotel mushrooms, which rule at \$105 a case, with importers able to sell more than they can get. As a veteran canned goods man said during the week, it seems impossible to put the price of anything so high that somebody will not buy it. Tomatoes show an advance of about 15c per dozen from the lowest point and considering that this year's pack is the smallest on record, the price at the advance would appear to be moderate. Demand, however, is still very light and nobody seems to be interested. There is some pressure to sell corn, although statistically the undertone should not be weak. Prices on standard grades show possibly 15c decline from the opening. Peas show no change, the market being steady to firm and the demand fair.

Canned Fish—Domestic sardines are still very low and depressed; no change during the week. Norwegian sardines have advanced about \$1 per case, due to the same increase in labor and manufacturing costs as prevail in this country. No French sardines are coming, but Portuguese brands are coming right along without change. Salmon shows no change for the week. There is still considerable Government salmon about at 15c, for Red Alaska, below the market. The coast market, however, is very firm and unchanged.

Dried Fruits—Raisins are in active demand, jobbers reporting a very active retail movement, a good part of which is credited to foreign born buyers who want them for alcohol making. Everything is scarce and high, without any development whatever.

Molasses—The steady absorption of spot supplies imparts a strong tone to the market and prices are tending to higher levels.

Corn Syrup—The mills are given no opportunity to catch up with orders and are not able to guarantee delivery on new business much under thirty days.

Sugar Syrups—There has been no abatement of export demand and requirements of home consumption are much above normal, owing to the sugar shortage. Stocks are light and the market very firm.

Rice—The humiliating surrender of the striking longshoremen in New York will remove one obstacle to the movement of rice by permitting of the raising of embargoes on steamer shipments from the South, according to New Orleans mail advices. The situation there with respect to supplies has improved with larger receipts of rough at the mill, although the heavy demand has caused a further rise in prices.

Cheese—The market is firm, at about ½@1c advance over last week's quotations, with a light consumptive demand. There is a reported shortage in the make, but we do not look for much change from the present conditions in the next few days.

Provisions — Everything in the smoked meat line at quotations ranging about 1c below a week ago, with a light consumptive demand. Pure lard is firm at unchanged quotations, while compound lard shows an advance of 1c above last week. Dried beef, barreled pork and canned meats are all unchanged and dull.

Salt Fish—Some new Norway mackerel will be here next month, but will sell at very high prices, the current quotation being \$38 per barrel, in a large way, for No. 5s. There will be nothing larger than No. 4. The Shore mackerel season is over and outside of the few Norwegians that will come, we are dependent upon Irish fish. There seems to be plenty of Irish mackerel on the other side, but the difficulty is to get it over here. Prices show no change for the week, but there is much reason to expect a decline after the first of the year. Codfish is a little weaker, due to an improvement in the supply and partly to the warm weather.

### Death of Charley Olney.

Charles E. Olney, who was long active in the wholesale grocery business here in the houses of Cody, Olney & Co. and Olney & Judson Grocer Co., died at his home at Thompson, Conn.

Mr. Olney was a man of the highest ideals. Modest to an unusual degree in his bearing toward others, he contented himself with a position of comparative unimportance if he could but advance the interests and welfare of his friends by giving them credit for accomplishments that were really his own. He was possessed of an analytical and a well trained mind, which enabled him to comprehend with clearness and definiteness the innermost actors and parts of business and financial problems. Nature endowed him with a grace of speech and a gentleness of disposition, which, with his firmness of conviction, purity of character and generosity of heart, made him a charming counselor and friend. His circle of acquaintances was large, he having traveled extensively in the course of his business activities. He was a successful merchant admired and respected by all who were so fortunate as to know him and he left a record unexcelled for integrity or purpose and all the elements that go to make up the full measure of a true man.

### Submitted Without Argument.

After a young lawyer had talked nearly five hours to a jury, who felt like lynching him, his opponent, a grizzled old veteran, arose, looked sweetly at the judge, and said:

"Your honor, I will follow the example of my young friend who has just finished, and submit the case without argument."

The Glendon A. Richards Co. has merged its business into a stock company under the style of the Richards Manufacturing Co. to manufacture and sell plumbing, heating and other supplies, with an authorized capital stock of \$50,000 common and \$50,000 preferred, of which amount \$75,000 has been subscribed and paid in in cash.

### Tribute to the Memory of William S. Ballamy.

Bay City, Nov. 4—William S. Ballamy is dead!

This statement was made to the writer in a Northern Michigan town last Friday by a friend.

Instantly this protest was made. It cannot be true!

Why is the life of one who is strong and active taken when others who are weak and incompetent remain?

The writer first met William S. Ballamy twenty-five years ago in a Northern Michigan town. On comparing notes, each discovered that the other was a resident of Bay City, therefore we were soon discussing, pro and con, Bay City. Thus began a friendship that has stood the test of long years of constant association. We have been chums in the truest sense of the term.

Mr. Ballamy was a Bay City booster. He never permitted an opportunity to pass without calling the attention of others to the natural commercial advantages of this city. He was a tireless worker in the interest of the United Commercial Travelers, not only of Bay City, but of the entire State. During the years he was a member of Bay Council, he secured more applications for membership than any other member of this Council. He spent a large percentage of his time during his term of office as Grand Counselor in the advancement and upbuilding of the order throughout the State. During the many years I have associated with him I never heard him make a questionable statement, nor saw him do anything that was mean. He was truly one of God's noblemen. It was characteristic of him that those who knew him best loved him most.

Judging by his acts and the life he lived his desire was to benefit others without consideration of himself. It was, apparently, the desire of William S. Ballamy to live the life so well expressed by Sam Walter Foss:

There are hermits that live withdrawn,  
In the place of their self-content;  
There are souls that live apart  
In the fellowless firmament.

There are pioneer souls that blaze their way

Where the highways never ran;  
Let me live in a house by the side of the road.

And be a friend to man,  
Let me live in a house by the side of the road.

Where the race of men go by,  
The men who are good, the men who are bad,

As good, as bad, as I,  
I would not sit in the sinner's seat,  
Nor hurl the cynic's ban;

Let me live in a house by the side of the road.

And be a friend to man,  
I see from my house by the side of the road.

By the side of the highway of life,  
The men who press with the ardor of hope;

The men who faint with the strife,  
But turn not away from their sighs nor their tears,

Both part of an infinite plan;  
Let me live in a house by the side of the road.

And be a friend to man.  
J. H. Belknap.

### Review of the Hardware Market.

The steel strike that started on Sept. 22 is still dragging on, but every day sees more men at work, and blast furnaces and steel plants that were crippled, or shut down entirely by the strike, are getting back into their stride again, so that the output of steel is steadily getting larger. However, the strike has lasted more than a month, there has been quite a loss in the amount of steel made, and this is being severely felt in finished products made from steel, and also felt in the direction that stocks of many kinds of products handled by the hardware trade are getting very low, owing to delayed shipments from the mills. This applies especially to some of the heavier lines, such as wire and

wire nails, steel bars, black and galvanized sheets, nuts and bolts, tubular goods and other products. Premiums for prompt delivery of anywhere from \$2 up to \$5 per ton are being offered to mill's or jobbers by retailers, if prompt shipment will be made.

Builders' Hardware—Owing to the scarcity of steel, some manufacturers of builders' hardware have advanced prices from 10 to 20 per cent. and state the market is likely to go higher. Goods are very scarce, and shipments from factories are slow.

Nuts, Bolts and Rivets—No general advance in prices has been made, but some makers say that owing to scarcity of steel and higher labor costs, they will have to make advances in the very near future.

Wire Nails—Jobbers are still maintaining a limit of one keg of a size to a customer. There are very few, if any nails in stock. Jobbers who have received small shipments during the past week have apportioned them out to their customers as fast as they received them.

Sash Cord—There is a shortage of sash cord and jobbers state that they are not getting quantities sufficient to give their customers all they require and in order to make the stock go as far as possible, they are cutting orders down on the 7 and 8 sizes to one dozen to each customer.

Window Glass—Quotations continue to be given nominally subject to stocks on hand which are inadequate to meet the demands. Union labor troubles are delaying production.

Wire—Wire of all kinds is in great demand, and although inroads are being made on local stocks the supply seems, temporarily, adequate to take care of reasonable requirements.

Wire Cloth and Poultry Netting—There has been a great number of orders booked during the last week of wire cloth and poultry netting for next season's delivery. Dealers who have not placed orders for their next season's requirements, should do so at once, as there will no doubt be a shortage.

Guns and Ammunition—The market on guns and ammunition continues to be very firm and an advance in price would not be unexpected. Deliveries from manufacturers continue to be slow and jobbers state they are out of stock on a great many different items. Orders are being placed very freely and the questions raised by the dealers are not of prices, but of delivery.

Cutlery—The Newark cutlery strike has been officially ended. Most of the factories are now running normally. The strikers requested to be taken back to work, admitting they had lost and conceding that their action was unjust, uncalled for and due solely to the arbitrary action of their venal and unscrupulous leaders who precipitated the strike to line their own pockets. The demand for all kinds of cutlery is far in excess of the supply. Manufacturers of high grade scissors and shears are so far behind on deliveries they cannot catch up in the next six months, although they are making better shipments than they were a month or so ago owing to more favorable labor conditions.

### Sugar Situation Shows Easier.

The sugar situation appears to be much easier than for some time past; in fact, so favorable as to suggest that the threatened sugar famine is past. With a fair degree of conservatism, it looks as though there will be sugar enough to carry through until next crop.

Prices, however, will probably be higher. Had Congress taken steps weeks ago to continue the powers of the Sugar Equalization Board, it might have been possible to have acquired enough of the Cuban crop to regulate prices here to a dependable level—although higher than now—throughout the country; but before any decision was arrived at enough of the crop had been sold abroad to whet the appetites of Cuban planters for profits beyond all idea of getting any such basis as last year. And now the prospect is that the raw sugar

market will be flung back into the arms of the old law of supply and demand.

Just what the result will be no one can guess, but the immediate effect will probably be to start active buying at higher prices. There are those, however, who believe that in turn this free upward movement will react naturally downward, so that in the end the "aviation" will not be as bad as had been feared. In time, of course, the whole thing will readjust itself.—N. Y. Commercial Bulletin.



## Bel-Car-Mo Highest Grade Peanut Butter

*Delicious to the taste and high in food value. A quality in food products that wins patronage for the store that sells it. Big advertising campaign now on. See that your customers find it displayed in your store.*

**Order from your Jobber**



## "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.



# Several Red-Hot Specials Which Cannot Be Duplicated Anywhere Else

In our last week's bulletin we listed a few **SPECIALS** and received so many orders by mail, phone, personal call or through our salesmen that we were encouraged to do the same thing again this week. An order blank is being sent you so that you can sit right down and write out your order **NOW**. With merchandise advancing as it is, these are big bargains. We will accept orders subject to prior sale up to and including Nov. 15, 1919. We are able to give you these **Specials** because we bought them on a low market. Order all you want with the assurance that you can return anything which is not satisfactory.

**PIECE GOODS.**

Australian Blankets, seconds of Wool Naps. They run good, no holes, slight misprint.  
 60 x 76 Woolnap, White, Grey, Tan, per pair ..... \$ 2.80  
 64 x 76 Woolnap, Grey and Tan, per pair ..... 3.00  
 66 x 80 Woolnap, White, Grey, Tan, per pair ..... 3.42/2  
 68 x 89 Nashua Cotton Blankets, Seconds White only, per pair ..... 2.10  
 64 x 76 Nashua Cotton Blankets, White only, per pair ..... 1.82/2  
 60 x 76 Nashua Cotton Blankets, White only, per pair ..... 1.75  
 54 x 76 Nashua Cotton Blankets, White only, per pair ..... 1.55

**SILK.**

36 inch Silk and Wool two-ply Poplin in Navy, Black, Taupe, Medium Grey and Wisteria, per yard ..... \$ 1.10

**DRESS GOODS.**

36 inch Plaid Dress Goods in all new bright styles, per yard ..... \$ .62/2  
 36 inch Plaid Dress Goods, small and large plaids per yard ..... .72/2  
 44 inch Black and White staple and broken-check Dress Goods yard ..... 1.10  
 32 inch Danish Poplar Cloth in black and colors, per yard ..... .47/2  
 35 inch Wool Mixed Batiste in Black, White and colors, per yard ..... .67/2  
 No. 306 Plain Storm Serge, 32 inch wide, Black and colors, per yard ..... .46/2  
 No. 350 Plain French Serge, 35 inch, Black and colors, per yard ..... .51

**BROWN COTTONS.**

All Standard Brands and under mill prices to-day. Brown Cottons have taken a jump within the last few days. We will sell at the old prices this week. Next week we will advance our prices.

36 inch Brown Sheeting, No. 1, per yard ..... \$ .16/2  
 36 inch Brown Sheeting, No. 2, per yard ..... .17/2  
 36 inch Brown Sheeting, No. 3, per yard ..... .18  
 36 inch Brown Sheeting, No. 4, per yard ..... .19  
 36 inch Brown Sheeting, No. 5, per yard ..... .21/2  
 36 inch Brown Sheeting, No. 6, per yard ..... .23/2  
 36 inch Brown Sheeting, No. 7, per yard ..... .25

Wamsutta fine kid finished Nainsook, fat-fold 10 to 12 1/2 yards in a piece. We will give you any length piece you wish for retail trade or manufacturer and from 47 1/2 to 12 1/2 a yard under mill prices to-day. We purchased the Manufacturers Surplus Stock of uneven pieces of various qualities that had been made up for the manufacturers.

Wamsutta, 36 inch Nainsook, No. 1, per yard ..... \$ .35  
 Wamsutta, 39-40 inch Nainsook, No. 1, per yard ..... .37/2  
 Wamsutta, 36 inch Nainsook, No. 2, per yard ..... .42/2  
 Wamsutta, 39-40 inch Nainsook, No. 2, per yard ..... .45  
 Wamsutta 30 inch Nainsook, per yard ..... .19/2  
 76 x 90 Seamed Bleached Sheets, per dozen ..... 15.00  
 No. 350 Fancy Outing Flannel, per yard Lights, 20c; Darks ..... .21  
 1931 Fancy Outing Flannel, Lights, per yard, 25c; Darks ..... .26/2

**NOTIONS.**

No. 101 Men's soft-finish Khaki Handkerchiefs, packed 5 dozen in box, per dozen ..... \$ .87/2  
 Scotland Cabinet Ribbon, 6 piece Assorted Plaids and Checks, 150-250 widths, piece ..... 3.42/2  
 25 Dozen Ladies' Fine Lawn Emb. Corner Handkerchiefs, per dozen Bonnie B. Veil, the 25 cent kind, Assorted designs, in Black, Brown, Navy, Taupe, Heliotrope, Green, per dozen ..... 1.85  
 Hair Nets, good quality with elastic, Light Brown, Medium Brown, Dark Brown, Black, per gross ..... 8.00  
 Blue Bird Crochet Cotton, a mercerized thread, all colors, plain and variegated, per dozen ..... .49/2  
 Best Yette Veils, Assorted beautiful design, Brown and Black, dozen Collingbournes Darning Cotton, 30 yard spool, 3 dozen in box, Black or White, per dozen ..... .23/2  
 Xmas design Crepe Paper, per dozen ..... .75  
 50 pieces Black Veiling, fine quality, assorted patterns, per yard ..... .12/2  
 Collingbournes Thread, all sizes, black and white, per dozen ..... .39

**HOSIERY AND UNDERWEAR.**

**F U E** a full 16 lb. Spring Needle Union Suit in Ecru color, all sizes, 34 to 46. Would cost more to buy direct from mill, even on a lower market. There are just 35 12 dozen cases left and this low price takes them; per dozen ..... \$17.50  
 S-1-2 a high class 10 lb. 2 piece garment. Shirts are faced front. Drawers with Sateen band, all sizes in stock. This is a real bargain on any market and in order to clean it up, we will sell the remaining quantity of about 20 cases at, per dozen 9.50  
 20B495 18 inch Boot Hose, 240 needle, 10 strand silk boot with mercerized lisle top, double garter hem, reinforced lisle toe, heel and sole. This hose will sell more readily during the summer months and, as you know, Silk Hose will be much higher next spring. It is boxed 1-4 dozen in colors, Black, White and Cordovan, sizes 8 1/2 to 10. We have 300 dozen which we will sell to the first takers at, per dozen ..... 15.75  
 You will be glad to pay at least \$20.00 for this next spring.  
 21A400 18 inch Boot Hose of lisle and silk combined, mercerized lisle top with wide garter hem, reinforced lisle toe, sole and heel. Boxed 1-4 dozen in colors White, Navy, Cordovan. This makes a good seller for the trade that does not want to pay silk prices. We have 100 dozen left which will be sold at, per dozen ..... 13.75

**MEN'S FURNISHINGS.**

28B25 Men's Overall, made from Cones Indigo material Wabash Stripe pattern, 2 front patch pkts. 1 rear patch pkt. bib and suspender back, bdl. 1 dozen assorted, 32 to 42, a few left from CITY DAY, at per dozen ..... 14.50

We carried over from last season certain merchandise advertised below including Mittens and Flannel Shirts. This was all bought on a lower

market and we desire to clean it up at once, hence, the reason why we can sell such good values at such ridiculously low prices. We could not go out and duplicate the same merchandise from the manufacturer at the prices we offer.

31B729 Men's full sheepskin Mitten, knit wrist, out seam, bdl. 1 dozen assorted, regular \$13.50, special until gone at, dozen \$ 9.50  
 31B708 Men's Mitten, No. 1, full horsehide, extra heavy welt, 3 1/2 inch knit wrist, boxed 1 dozen assorted, a few left at, dozen 13.50  
 31B730 Men's Mitten, full horsehide palm No. 1 Kipp split back, dark knit wr.st, triple lined, boxed 1 dozen assorted, cheap at, per dozen ..... 9.87/2  
 31B725 Genuine horsehide palm Men's Mitten, No. 1 split back, double stitched outseam, dark knit wrist, boxed, 1 dozen assorted. A big bargain at, per dozen ..... 8.75  
 31B721 Men's Mitten, horsehide split palm, dark plaid, mackinaw back, black, knit wrist, boxed 1 dozen assorted. Another good buy at, per dozen ..... 7.75  
 31B740 Men's Chopper, full horsehide, No. 1 split band top, furnished with hook and fastener, boxed 1 dozen assorted. Why hesitate when you can buy them at, per dozen ..... 7.85  
 31B728 Cadet Mitten, horsehide, shank palm, mohair back, dark knit wrist, boxed 1 dozen assorted, regular \$9.00 value at, dozen 6.75  
 31B601 Cadet Mitten, shank palm, mackinaw back, heavy mixed wrist, boxed 1 dozen assorted. Another good one at, dozen 5.50  
 31B724 Men's Mitten, color Reindeer, cowhide, B pull, out seam, knit wrist, boxed 1 dozen. A cinch at, per dozen ..... 8.25  
 31B607 Boys' Mitten, heavy grey hemp, brown jersey wrist, boxed 1 dozen assorted. We forgot cost, at, per dozen ..... 1.95  
 31B702 Men's Mitten, color Mocha No. 1 split palm, fur back, wide leather welt, mixed wrist, boxed 1 dozen. Don't pass it up, at, per dozen ..... 11.75  
 31B505 Men's Mitten, "Boss" brand, heavy fleece lined, Black, box d, 1 dozen assorted. Nothing more need be said, dozen 3.85  
 31B731 Men's Mitten, No. 1 kipp split back, cream horsehide palm, extra large size, mixed knit wrist, boxed 1 dozen. A big profit maker for you, at, per dozen ..... 8.75  
 31B503 Cadet Mitten, "Boss" brand, dark slate, jersey, boxed 1 dozen. Look what you can get at, per dozen ..... 2.40

**FLANNEL SHIRTS.**

28A300 Men's Flannel Shirt, medium grey, made from Amoskeag twill flannel, 1 pkt. military collar, boxed 6-12 dozen solid, all sizes 14 1/2 to 16 1/2, a fine buy at, per dozen ..... \$12.25  
 28A306 Men's Flannel Shirt, Khaki color, 2 button down pkts. fine weave, boxed 6-12 dozen, solid, all sizes, 15 to 17, per dozen 18.75

**LADIES' READY-TO-WEAR.**

We have on hand an assortment of fine Voile Waists, (lots 2 and 3 are individually boxed) bought on a lower market, which could not be made to-day for the price we are asking. We are offering these in three lots, all of which are very cheap at the price.

Lot No. 1, per dozen ..... \$13.12/2  
 Lot No. 2, per dozen ..... 23.25  
 Lot No. 3, per dozen ..... 28.50

We have a lot of Georgette Waists which have been selling at from \$4.12 1/2 to \$5.00, but on account of having only light colors such as Flesh, Light Blue, White and Bisque, we will clean them up at the special price of \$3.87 1/2 each.

We have an assortment of Georgene Waists which must be sold at once, so we are making a special close-out price on them of, per dozen ..... \$33.75

36A13 Butchers' Bib Aprons, White 44 inches long, Brass eyelets, bdl. 1 dozen ..... 4.25  
 910 Outing Gown is made of Fairview or Pearl Outing Flannel. Comes in V necks, round necks and square necks, sizes 15, 16, 17, at, per dozen ..... 17.50  
 Bungalow Aprons made of good quality percale, the assortment 5 darks, 3 lights, 3 mediums, per dozen ..... 14.50  
 Misses size Outing Gowns, assorted colored stripes, per dozen ..... 16.25  
 36A149 House Dress made of blue chambray, check trim, assorted sizes, per dozen ..... 12.50  
 36B189 and 36B190 House Dresses, made of gingham, assorted checks and stripes, 38 to 46, per dozen ..... 19.75  
 36A171 House Dresses made of gingham, assorted plaids, 38 to 46, per dozen ..... 21.00  
 36B191 House Dresses, made of gingham, checks and stripes, assorted, 38 to 46, per dozen ..... 22.00  
 36B115-36A92-36A93 House Dresses, first two numbers made of assorted checks and plaids (gingham) last number made of blue chambray, check trim, sizes 38 to 44, per dozen ..... 25.50  
 36A162 House Dresses, made of Renfrew gingham, assorted plaids, 38 to 44, per dozen ..... 34.00  
 37B1 Guting Petticoats, assorted dark colors, 36, 38, 40, 42, dozen ..... 10.50  
 37B77 Petticoats, made of fine quality sateen, 36, 38, 40 lengths. It has a dust founce and is attractively made. Colors, navy, pink, purple, green, per dozen ..... 17.50  
 38A26 Ladies' Muslin Bloomers, color flesh, sizes 25, 27, 29, at dozen 7.87/2  
 38A24 Ladies' Sateen Bloomers in color flesh, sizes 25, 27, 29, dozen 12.50  
 38A121 Ladies' Sateen Bloomers come in white, sizes 27, 29, dozen 9.00  
 Assortment of Ladies' Envelope Chemise, per dozen ..... 37.50  
 Broken lot of Camisoles, exceptional bargains at, per dozen ..... 9.00  
 40A72 Child's Black Sateen Bloomers, sizes 8, 10, 12 boxed solid, at, per dozen ..... 4.87/2  
 40A86 Children's Bathrobes, comes in assorted colors, sizes 2, 4, 6, per dozen, \$18.00; large sizes, 8, 10, 12, 14, per dozen ..... 29.50  
 40A62 Child's Playsuits, assorted sizes, 2 to 6, boxed, 1 dozen, per dozen ..... 12.50  
 40A61 Girls' White Flaxon Dress assorted sizes 2 to 6, per dozen 12.50

## Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS, MICH.

No Retail Connections

### PRIMARY ELECTION A FARCE.

When the State of Michigan adopted the system of primary elections for the purpose of nominating candidates for public office, it perpetrated the most monumental political farce of the generation.

Looking back over the past decade, where can one point to any good to the people coming from this manner of placing men in nomination for public office? It was made a law with the avowed purpose of getting nearer the people, of doing away with the use of money in nominating conventions, and making the rank and file the power which fixed the tickets.

Has the result been anything but farcical from the time of its inception to the present? Have better men been nominated and elected to office? On the contrary, has not this framework of law tended to increased trickery on the part of wily political schemers?

One of the chief claims for the necessity for the primary law was that it would give the poor man a chance, whereas, under the convention system, nobody without a full wallet and a desire to use it stood any show of plucking the plum.

Some things that look splendid in theory work dire disaster when put to a practical test, and such has been the effect of the primary election law wherever it has been tried. We have only to go back to the last Presidential campaign to recall the farcical nature of Michigan's Republican nomination for the Presidency. Michigan had a long tried, faithful server of the best interests of his State as a candidate; one who had served the State and Nation well on every occasion, but this man was turned down in the primaries and one Henry Ford, of Detroit, declared by primary ballot to be the choice of Michigan Republicans for their candidate for President of the United States!

Even at that time the political affiliations of Mr. Ford were unknown to most people, yet he came out ahead in the primary balloting. Now can any sane man say that he believes that this man was the choice for President of the Republicans of Michigan?

In what manner did this primary nomination reflect the choice of the common people, the rank and file of the party of Lincoln and McKinley? Was not the whole thing a farce from beginning to end? Why, then, should the State continue such a law on the statute books? Ofttimes the opposition party cast many ballots for a weak candidate on the other ticket with the idea of beating said nominee at the polls.

The idea that a man without the aid of big money could get the nomination of his party has been exploded most effectually. It has been quite plainly demonstrated that a scheming blitherskite, without brains only as necessary for lip service, quite as often plucks the official plum as otherwise. A crafty politician with a blarney-stone development easily demonstrates through word of mouth to the dear public his efficiency for the office in question.

Instead of leading to more fitting

selection of public men, the primary has developed quite the contrary; in fact, some of the weakest men intellectually and otherwise have been foisted upon the people and the end is not yet. In no particular has the primary method of selecting candidates improved upon the convention system, nor has it abolished the scandal of improper use of money to secure results.

Convention scandals were numerous enough before the change, but where is the gain since we have had the primary?

Truth is that weaker, less efficient officials have been chosen to represent the people under the new system than under the old, and it is easy of demonstration that the convention system is really nearer to the common man than is our primary with its farcical outcome of to-day.

It was not necessary for rascals to rule under the convention system. Surely the people themselves were responsible for the ills that grew up under that system, and those ills could and should have been remedied by the people themselves, who were the masters of the situation, but perhaps became listlessly indifferent to their duties in the premises. At any rate, under primary nominations all the old faults of conventions have crept in, but with a lot of others added, making of the manner of our nominations to public office a hissing and a by-word among decent people of the commonwealth.

The convention system is wholly fair and appropriate if the people will safeguard it as they ought and as they must if we are to get back to solid sense in the nomination and election of our public officials.

The Primary method of nominating senators, governors and presidents is a slipshod, hit-or-miss, hop-skip-and-jump extravaganza that has brought our political affairs into disrepute and made of the most serious business of our people a roaring and senseless farce that would discredit a parcel of school boys on a lark.

The Tradesman does not propose in this article to outline a method to be adopted that will safeguard the nomination of public officials. There are wiser heads than ours to whom should be referred this question that affects the very foundations of free government itself.

Of one thing we may feel assured and that is that the general public, which, of course, includes members of all political parties, is quite out of conceit of this primary farce and are eager and anxious to get rid of it at the earliest possible moment.

The presidential nominations less than a year ahead have suggested this line of thought. All parties ought to be interested in securing the best timber we have in the Nation for the presidency, which certainly cannot be secured by our present farcical methods of selecting delegates. It might not be out of place for Governor Sleeper to call a special session of the Legislature for the purpose of abolishing primary nominations and returning the State to the convention system which, with all its defects, was head

and shoulders above the present idiotic method of nominations.

### ONLY A QUESTION OF TIME.

There is a wide divergence of opinion nowadays among persons engaged in mercantile business as to what is in store for the future. But this concerns only two points, namely, when prices are due for a fall and whether they will come down suddenly or gradually. There is but one opinion as to their falling. Prices are everywhere conceded to be abnormally high and unwarranted. They are not justified by the costs of material or labor. The swollen profits of factories and mills, as shown in their reports of dividends and surpluses above and beyond anything they ever dreamed of, are convincing evidence of this fact. Not so long ago an executive of one of the greatest of the textile combinations said they were asking large prices for their products and were getting them because conditions permitted them to do so. It is another case, like that of the Pacific railways in former days, of exacting "all that the traffic will bear." That such a condition is unstable, all concede. That it also affords a pretext, if not a reason, for labor to demand its proportionate share of the exactions, has been only too apparent. The mutterings of that patient beast of burden, the ultimate consumer, are now beginning to be heard in protest against the system of exploitation at his expense, and it is only a question of time when it must stop. Whether the drop in prices comes suddenly or not is the disturbing thought which has much to do with the wavering policy of much of the business now current.

The Farmers' National Congress, which has just spoken so strongly against exorbitant union labor demands, represents more than three million farmers. One of the organizations which joined to compose it was a remnant of the old Farmers' Alliance after that body went to pieces as a political organization. Its constituents are the more prosperous and alert among agriculturists, North and South. Its denunciation of extreme union labor demands follows similar declarations by other agricultural bodies and is accompanied by a widespread agitation of the same tenor in the farm press. As the farmer sees it, the prices of the commodities he has to sell are sure to fall, and those of most articles he has to buy are all too likely to remain as high as ever. He resents the demands of labor for a larger and larger reward as food prices at primary markets are already dropping. He sees the shorter day and lessened production brought into many plants by well-organized union labor, while through his competitively long work-day and effort at maximum production will continue as during previous years. Passing resolutions will effect nothing. The question is, What will be the next step of farmers if their alleged grievance continues? They have political power, and their power to move collectively increases as fast as the membership of farm bureau federations and other bodies.

### LOOKS SHORT SIGHTED.

In rejecting the proposed appropriation of \$15,000,000 for building fighting airplanes, Congress has struck a blow at the future of the army air service. The money was to have been spent developing new machines and improving types already in hand. Gen. William Mitchell, in charge of operations of the air service, has declared that without this appropriation the whole work of the war in airplane development will be lost. At no time since our entry into the war has the air service been in such a critical condition. There are not enough high-class fighting planes to equip one pursuit squadron. Of observation planes and bombing planes we have our share. These, however, are rapidly becoming out of date, and experimental work must be conducted to fit them with the latest devices and keep them in fighting trim. The ideal is to have an air programme which shall keep us step by step with Europe in the building of airplanes and dirigibles.

During the war we were dependent upon the aircraft factories of England and France for our fighting planes. We were content to ship De Havillands overseas and call them "battle planes." Our fighting men, called them "flaming coffins." One "ace" led a revolt against the use of DH-4s and won his point. The French supplied us with Spads and the British with SE-5s and Bristols, among other types. There was developed on this side of the water just at the close of hostilities one of the finest scout planes in the world, but it has never been put into production. The money asked for the improvement of our air service is in addition to \$25,000,000 appropriated for this year. Gen. Mitchell has said that \$15,000,000 of the appropriation already made is being spent among civilian employes engaged in salvaging equipment. About \$5,000,000 will have to be spent for the rental and maintenance of flying fields and the remainder for engineering equipment. That leaves nothing for the experimental work so necessary. Meanwhile our aircraft plants are turning out wheelbarrows and plough handles.

A more infamous proceeding than the grand jury system can hardly be conceived by the mind of man. It is unfair, unamerican and inhuman. It smacks of the star chamber proceedings of the Middle Ages. It is in keeping with the trial of Edith Cavelle by the bloodthirsty ruffians who condemned her to death without a hearing. No man with a spark of patriotism in his heart will countenance or tolerate such an abuse of power. The grand jury is the weapon employed by sneaks and cowards to accomplish their nefarious ends by underhanded methods which should have no place in the land of the free and the home of the brave.

Don't worry about doing more work than you are paid to do. If you don't earn more than you are paid, the boss cannot make any money by keeping you.

# Which pays you the greater profit?

1—The article that sells only occasionally with a wide difference between cost and selling price

or

2—The article in daily demand but sold on a smaller margin?

Will you take a few minutes today, Mr. Grocer, to look over the goods on your shelves? Consider each line separately. Call to mind the time of purchase. Note how much stock remains on hand.

"Here's an article," you will mentally affirm, "that pays a long profit. Good piece of goods, too. But for some reason it does not sell very fast. Here I've had most of this stock on hand for several months, and I can't seem to get my money out."

"Here's another article that I didn't want to stock at first. Thought the profit too small. But these goods certainly do move—seems like I'm always running short. People insist on this particular brand. Instead of one profit I make several profits a year. It certainly looks like my real profits are made in quick-turning goods."

Take the time to examine a small portion of your stock, Mr. Merchant, and see if this doesn't prove true in your case. And when you have done this, you'll want a copy of the booklet,

**"What Tony teaches the Grocer on the subject of Turnover" Sent FREE**

This booklet is published in the interests of better merchandising by the millers of the famous Aunt Jemima Pancake Flours. It discusses the subject of Turnover from the retailer's standpoint—how to increase your profits, how to keep down your investment, how to keep your stock constantly turning.

Thousands of copies of this interesting booklet have been distributed. A copy is yours for the asking—send for it today. Use the coupon.

**Aunt Jemima Mills Company**

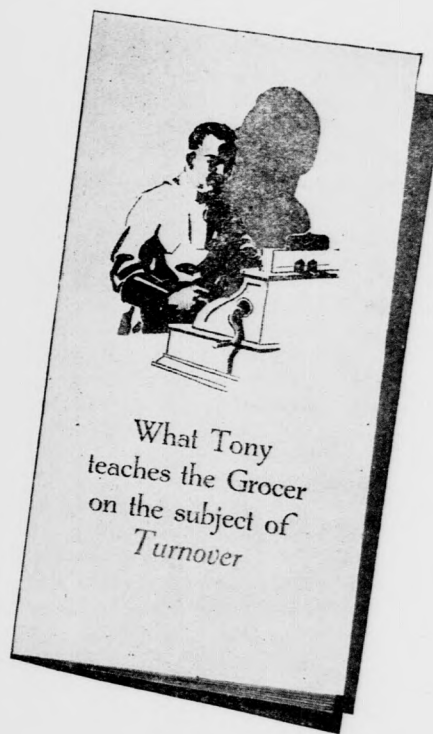
St. Joseph, Mo.

Aunt Jemima Mills Company  
Dept. 20. St. Joseph, Mo.

Send me a copy of your free booklet, "What Tony teaches the Grocer on the subject of Turnover."

Name .....

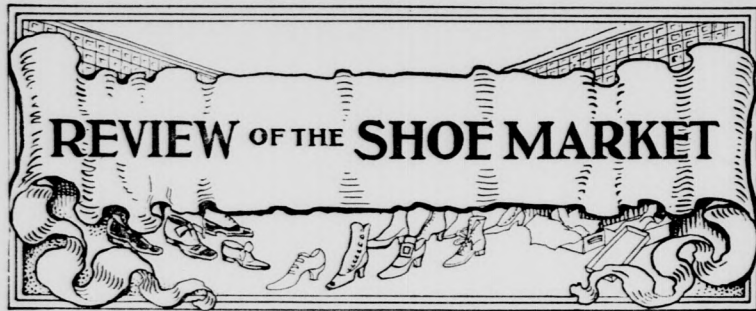
Address .....



What Tony teaches the Grocer on the subject of Turnover



"I'se in town, Honey!"



#### Michigan Retail Shoe Dealers' Association.

President—J. E. Wilson, 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.

#### Features of Shoe Styles Adopted For Spring.

##### Women's Shoes.

It is recommended by the Allied Trade Council of the shoe industry that styles of low shoes and pumps remain in accordance with existing vogue, that no new styles of lace or button boots be shown for the spring of 1920 and that oxfords, pumps and pattern pumps be the dominating note for spring, 1920.

Colors. We recommend tans in two shades in calf: a nut brown, a lighter shade. In kid a medium dark shade of brown, avoiding the red tint as far as possible, and a darker golden brown.

We recommend a neutral shade of medium gray.

We recommend the continued use of black kid in glazed, semi-glazed, and mat, also black calf and black patent leather.

We recommend black, white beaver and dark brown and neutral medium gray in ooze, suede, buck and side buck.

Whites will be very much in vogue for summer wear in white kid, cabretta, calf, suede, buck and side buck, also fabrics. The making up of fine quality canvas in fine shoes should be encouraged.

Satins should be encouraged for dress and semi-dress wear only. For evening wear metallic cloths will also be worn. A limited amount of bronze will also be worn.

Lasts. We still recommend that no new lasts be introduced with more than a size and a half extension and to carry more than a four-inch vamp. Lasts now in vogue to continue.

Heels. The use of lower heels in wood and leather, Cuban and Louis, is recommended.

Patterns. We recommend that pattern pumps be shipped untrimmed, so that the customers can select their own ornaments.

Making. We recommend that light welts and McKays be encouraged on all pumps and low effects for semi-dress and street wear.

Sport Shoes. The sport shoes as now in vogue will continue. Present indications are that mid-summer season 1920, sport styles will come back into their own as strong as they have been in the years past. The lasts should be up-to-date, carrying 9-8 heel. The use of fiber soles and rub-

ber heels, having proven successful, should be encouraged.

It is recommended a color card be worked out by the industry similar to that used in the textile trade.

#### Color Index.

Men and women's kid colors:

Dark Havana brown .....AC 100

Dark golden brown .....AC 101

Neutral medium gray .....AC 102

Ooze leathers, buck and side buck:

Brown .....AC 200

Beaver brown .....AC 201

AC 202

Gray in ooze to match ....AC 102

Men and women's calf:

Dark brown .....AC 300

Lighter shade of brown ....AC 301

The new numbers prefaced AC implies the Allied Council number of the color. Color card can be obtained.

#### Misses' and Children's Shoes.

The two outstanding difficulties confronting the retailer on these lines are, first, the difficulty in securing merchandise, and second, the excessively high prices; therefore, we recommend that all the efforts of this conference pertaining to misses' and children's shoes be directed toward the elimination of detail, speeding up production, and every intelligent effort possible be directed to the end of holding down costs.

Materials. The materials in the order of their importance will be tan calf and side leathers; black calf and side leathers; black and tan kid; patent leather; white canvas; white buckskin; and white side buck.

As regards tan, the committee make an important recommendation that the effort on the part of manufacturers to follow the cocoa and mahogany trend in men and women's shoes be discontinued in connection with misses' and children's shoes, as experience shows that the demand from consumers is for the medium shade of tan in misses' and children's shoes.

The extremely high price of leather and what we believe to be a too low differential between the prices of grades A, B, C and D has caused a demand from makers of men and women's shoe almost universally for the higher grades, causing a scarcity of the higher grades as against demand and a frequent surplus of lower grades. We therefore recommend that the tanners give some thought in



## We Thank You



To our many good friends and customers, both old and new, who co-operated with us in making our initial "City Day" last Wednesday, October 29th, such an unqualified success, we extend our earnest appreciation and sincere thanks.

It is indeed gratifying to us to be able to say that "City Day" succeeded beyond our rosier expectations, and we believe we have good reason to feel proud of the manner in which our customers took advantage of the exceptional bargains offered.

If the goods which were purchased on "City Day" are late in being delivered, please be patient with us, as our shipping department at the present time is taxed to its utmost capacity.

Again we say "WE THANK YOU."

Rindge, Kalmbach, Logie Co.

10-22 No. Ionia Ave.

Grand Rapids, Mich



## SERVICE SHOES

that will stand up under all conditions and tests are good ones on which to build your business.

### The H. B. Hard Pan (Service) Shoes

have stood the test of time. Season after season they have been subjected to the severest test that any shoe could be put by thousands of out door men in every walk of life.

They have stood up and today they are regarded as the standard in service shoe values. Dealers who have handled the H. B. Hard Pan shoe for years say it is more widely and favorably known than any other line they have ever had.

From the very first the aim of our factory has been to produce the best service shoe the market offered. By using at all times the very best of materials we have been able to maintain the high standard of quality in our line.

Your fall and winter trade will demand a large number of these service shoes. Keep your stock well sized up for prevailing conditions make it hard for us to keep with the demand.

You cannot go wrong on this line.

HEROLD-BERTSCH SHOE CO.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

the interest of the trade, it being well to secure their co-operation by marking down the lower grades correspondingly to make a large differential which will allow manufacturers of misses' and children's shoes to use this poorer cutting surface on the smaller patterns of the children's shoes.

Lasts. The development of misses' and children's lasts has been so well conducted along foot form and orthopedic lines that we recommend no change and no addition to the already existing lasts in these lines.

Patterns. On boots there are two heights that please the consumer so well that we recommend that they be standardized and that two heights only be considered—the so-called "regular cut" and the "pony" or three-quarter high cut.

On boots, lace, blucher and button will still hold good, and in the low cuts, lace oxfords and blucher oxfords, ankle ties, strap pumps, bare-foot sandals, will continue to be in the largest demand, and no additions are desirable or necessary, except that there has been this season a strong demand for the strap Roman sandal, and this shoe can be developed for 1920 and result in an extra sale to customers during the season.

Play Shoes. We recommended to retailers and manufacturers alike that while materials and labor force the price of high-grade children's welt and turn footwear so excessively high that we give due thought to the importance of developing play boots and oxfords made of the cruder and heavier materials, less expensive, in some cases semi-by-products, that they be made with every possible item of labor eliminated, and that consumers be urged to buy these less expensive shoes for play and school wear.

On Men's Shoes.

Colors. Leathers. We recommend that the color and shades of leather should tend to lighter shades of tan. That Cordovans always finished dark should be brought out with more life. The darker tan calf shades now in vogue should also be lightened up.

It is the belief of your Styles Committee that when lighter shades of tan are promulgated more blacks will be used. In kid a medium dark brown will be a good shade. "Freak leathers" of every sort not here described should be avoided.

Lasts. There is an insistent demand for an extreme drawn-out narrow toed last ranging from 2 to 2 1/4 sizes over standard, the flat fore-part and narrow shank with 1-inch heel. Present lasts should be continued. The largest call is for medium toe not exceeding 1 1/2 over standard.

An "after-the-war" last is a good suggestion. Much appreciated by young men is a medium full toe, broad tread and slight toe spring carrying 7/8 inch to 1 inch broad heel with extension sole. This last should be built with two prime considerations. It should be a young man's type with plenty of snap, and yet with room enough to take care of the muscled-up feet of the American soldiers.

High-toed lasts are taboo, and all staple lasts of this character should

be refined by reducing the hump.

Patterns and Punches. We recommend injecting more style patterns for the young men's trade—opening the way for generous perforations, fancy patterns with pinkings and some brass eyelets. Use of certain foxings and small pieced patterns are good and make both for economy and effect.

Wing tips and the so-called brogue oxford will be in good demand. These may be styled with heavy soles and carried over for fall and winter wear in combination with snappy woolen hose.

**Canvas Instead of Leather Shoes.**

On account of the high price of leather shoes, imported or made locally, a demand has arisen in Mazatlan, Mexico, and other towns in that consular district for canvas shoes with rubber soles. Both white and colored styles are popular, although the latter, such as tan and gray, seem to be the better sellers. In addition to the lower price of the canvas shoes, the fact that they are very comfortable on the feet and sufficiently warm in the semi-tropical climate, even in the winter months, should contribute materially toward their general use, particularly among the thousands of people too poor to buy leather shoes.

**Not That Kind.**

"I want a pair of shoes for this little girl," said the mother.

"Yes, ma'am," said the shoe clerk. "French kid?"

"Well, I guess not," was the irate answer. "She's my own child, born right here in Grand Rapids."

A much admired girl does not always make the most admired wife.

**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  
Jackson-Lansing Brick Co., Rives Junction

*Fiegler's*

**Chocolates**

Package Goods of  
Paramount Quality  
and  
Artistic Design

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

OFFICE OF FITTERS  
LOOSE LEAF SPECIALISTS  
*The Tisch-Hine Co.*  
237-239 Pearl St. (near the bridge) Grand Rapids

**The Hood "Bullseye" Bootee**



A  
Great  
Sock  
Rubber

White Auto-Tire Sole  
Pressure Cured

Price, Duck Lined, \$2.90

Red or Black Upper  
Rolled Edge

Be sure to keep in touch with us  
and our large stock. Rubbers are  
getting scarce and hard to get.

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids



Wilmarth show cases and store fixtures in West Michigan's biggest store

In Show Cases and Store Fixtures **Wilmarth** is the best buy—bar none

Catalog—to merchants

WILMARTH SHOW CASE COMPANY

1542 Jefferson Avenue

Grand Rapids, Michigan

**Made In Grand Rapids**



### BURLESON VS. BLAIR.

#### Full Text of Recent Supreme Court Decision.

Bird, J.: Plaintiff brought suit in assumpsit to recover the purchase price of eight Laramie Municipal District bonds of five hundred dollars each, which he purchased from defendant in April, 1909, on the ground that the purchase was induced by false representations as to their value. Plaintiff was successful in establishing his claim before the jury, they finding a verdict for him in the sum of \$5,285.33. Subsequently a judgment was entered for defendant by direction of the court, notwithstanding the verdict. The main question discussed is whether the Trial Court was justified in so doing.

(1) At the time the parties had their dealings both were residents of Grand Rapids. Plaintiff was practicing his profession of physician and surgeon, while the defendant held the position of cashier in the City Trust and Savings Bank. Plaintiff claims that by invitation of the defendant he visited the bank on April 8th, 1909, and when he arrived there he found that defendant wanted to talk with him about purchasing some irrigation bonds. Referring to the false representations plaintiff testified in substance that defendant said to him:

"You have a certificate of deposit here for \$3,000, drawing 3 per cent. I have got some bonds as good as government bonds, drawing 6 per cent. interest that I want to sell you. They are bonds of the Laramie Valley Municipal Irrigation District of Wyoming. They are municipal bonds, the same as municipal bonds in a city such as sewer taxes and improvements. The Government built this irrigation project in Wyoming and then turned it over to the District and the District has issued these bonds, and they are a first lien on everything, including all their land and all of the irrigation project. I have been out there and have been all over this project (here defendant brought out 7 or 8 loose leaf productions of photographs of harvest scenes and growing crops, such as would only be seen on exceptionally fertile soil), defendant then said: I have seen these conditions and these pictures were taken while I was there, and I can vouch for their correctness. I have seen the James Lake System, and it is all completed, and in use. The land in this irrigation districts selling from eighty to one hundred dollars an acre. Everything is completed and in use. The land is all under irrigation in this district and improved, everything is all settled and all under cultivation, all prosperous farmers. The bonds, being a first lien on all of this valuable improved land and irrigation system, are very valuable and, therefore, are selling above par, at 101."

Plaintiff testified that relying on defendant's representations concerning the bonds and the security behind them, he purchased eight \$500 bonds; that defendant computed the interest due him on the certificate of deposit, that he then went to his place of business, secured a check from his brother for the balance, came back and delivered the same to defendant and the defendant delivered to him the bonds, after which he redelivered them to defendant as collateral security for the loan, in place of the certificate of deposit, and took a receipt therefor.

Defendant's version of what took place is in serious conflict with plaintiff's version on many of the material matters. It is the claim of defendant that he himself did not own any of the bonds. He admits having an interview with plaintiff concerning the purchase of the bonds, but denies that he sought it. His version is that it came about by the suggestion of plaintiff's father-in-law, Mr. Sibley, and that his first interview with plaintiff took place on the 7th of April, upon which date the plaintiff signed an order for the bonds, directed to Child Hulswit & Company, brokers of Grand Rapids; that the order was handed over by him to that Company, and in pursuance of said order the bonds were ordered from Chicago and delivered to him the next day, April 8th, and that later in the day he delivered them to the plaintiff. He further testified that he received nothing as commission for bringing about the sale.

Plaintiff introduced testimony tending to show that certain material representations made by defendant with reference to the security and value of the bonds were untrue, but we need not dwell upon that phase of the case as defendant conceded that if the claimed representations were made by him they were untrue.

The principal defense was that even if the statements were made as testified to by plaintiff they were not admissible in evidence by reason of the statute of frauds which provides that:

"No action shall be brought to charge any person, upon or by reason of any favorable representation or assurance, made concerning the character, conduct, credit, ability, trade or dealings of any other person, unless such representations or assurance be made in writing and signed by the party to be charged thereby, or by some person thereunto by him lawfully authorized."

C. L. 1915, Sec. 11983.

Plaintiff meets this defense by the assertion that the statute does not apply when the property about which the representations were made belonged to the one making the representations, nor when the party making the representations profits by the transactions.

Defendant does not seriously dispute this but he insists that there is no competent proof that he was the owner of the bonds, neither is there any proof that he profited by the transaction, but on the other hand there is positive proof that he did not own the bonds and that he did not profit by the sale of the bonds, and it is argued that with these representations eliminated by the statute there is nothing left of plaintiff's case.

We think it is clear that if defendant were the owner of the bonds or profited by the transaction, the statute does not apply. In construing this statute Mr. Justice Campbell said:

"The legal provision concerning the necessity of representations in writing to sustain an action upon favorable assurances concerning the character, conduct, ability, trade or dealings of another person, was intended to reach cases where the plaintiff has dealt with and given credit to the person favorably mentioned, and done so on the faith of the assurances. That statute can not apply to conspiracies or frauds where the representations is made to enable the party making it to profit by it."

Hess v. Culver, 77 Mich. 598.

And this construction was later approved in the case of Messey v. Luce (158 Mich. 133). The material questions, therefore, to be determined are: (a) Was the question of defendant's ownership of the bonds one for the jury? (b) Does the record show that defendant profited by the transaction?

(a) Was defendant's ownership of the bonds an issue for the jury? The plaintiff testified that defendant represented that he was the owner of the bonds, and that he delivered them to him. Mr. Sibley's testimony tends to corroborate plaintiff's testimony in this respect. Defendant denied that he owned the bonds and denied that he so represented to the plaintiff. He claims plaintiff signed an order,

## Kent State Bank

Main Office Ottawa Ave.  
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000  
Surplus and Profits - \$700,000

Resources

10 Million Dollars

3½ Per Cent.

Paid on Certificates of Deposit

The Home for Savings

## We Would Be Pleased

to go over  
with you at  
any time,  
matters  
relating to



Established 1853

## Foreign Trade

which might be of interest  
to you or of benefit to your  
business

## THE OLD NATIONAL BANK

MONROE AT PEARL



GRAND RAPIDS

## Some Reasons Why

Many advantages are possessed by the  
GRAND RAPIDS TRUST COMPANY in  
the administration of an Estate.

1. We will not die.
2. We are always at home.
3. Illness or old age cannot affect our capacity for management.
4. We are impartial—accurate—economical.
5. Our entire capital and surplus, and a deposit with the State Treasurer stands as security for the faithful performance of our duties.

The cost is the same for this Company as for  
an individual who may be inexperienced.

## GRAND RAPIDS TRUST COMPANY

OTTAWA AT FOUNTAIN

BOTH PHONES 4391

addressed to Child, Hulswit & Company, for the bonds, and claims that he read it to plaintiff in Sibley's presence. Both Burlison and Sibley deny this, and plaintiff denies that he signed the order. The question as to whether the signature to the order was the genuine signature of the doctor was much controverted. Several business people and experts have it as their opinion that it was the genuine signature of the doctor. One expert thought it was not. The twelve jurors who examined it concluded that it was not the doctor's signature, and they answered a special question propounded by defendant that it was not the doctor's signature.

While the testimony of defendant as to his ownership of the bonds and as to the signature of the doctor is quite convincing, we do not feel that it is within the province of this Court to say that the positive testimony of Doctor Burlison, the corroborating evidence of Mr. Sibley, the opinion of Mr. Patterson, the expert, and the ocular inspection by twelve jurors in connection with the other testimony in the case did not make an issue of fact. We are of the opinion that the Trial Court was in error in holding that as between the parties there was no proof to go to the jury on the question of defendant's ownership of the bonds.

(b) We are also of the opinion that under the uncontradicted testimony the defendant did profit by the transaction to such an extent that the provision of the statute do not apply. When the defendant made the sale to the plaintiff he was not only a stockholder of Child, Hulswit & Company, but had an arrangement with that company to become its treasurer and director and take charge of the sale of irrigation bonds, and within ten days after the sale he was elected director and treasurer of the Company, with an advance of salary over what he was receiving as cashier of sixteen hundred dollars, and on May 1st he assumed these duties. When the sale was made he had already resigned his position in the bank. On April 8th he and Mr. Child had just returned from a trip to Denver to inspect the irrigation projects in that vicinity which has issued, or was about to issue bonds. On this trip defendant was the guest of, and his expenses were paid by, Trowbridge and Niver, Chicago brokers, who were handling these irrigation issues. The following excerpts taken from the testimony of defendant Blair tend to show his interest in his future employer:

"When I went to Denver I know I was going to quit the bank, and I knew at the time that I was going with Child, Hulswit & Company, and so at the invitation of Trowbridge & Niver I went West and took Mr. Child with me; that was the last week in March, 1909, and I was going to engage in the sale of irrigation bonds if the project looked good to me.

I was going for the purpose of making a personal investigation of the Denver Greeley projects and the other two projects for Child, Hulswit & Company. I was going to be the active man in charge. I was going to be the bond man. I wanted to go out there and satisfy myself that all was well. The reason they took us out here was to close the deal with us so we would take on the sale of bonds. That was the understanding.

Q. Witness, you have said on direct examination didn't you, that you went out there for the purpose of preparing yourself on the sale of the bonds?

A. That, and to see whether I wanted to enter into that as Trowbridge & Niver had suggested our doing. After resigning from the bank I had an understanding with Child, Hulswit & Company that I was to go out West, then it was all arranged before I went West except the formal meeting electing me director and treasurer."

Mr. Child, of Child, Hulswit & Company, referring to the \$4,000 of bonds sold to plaintiff, testified, upon cross examination, as follows:

Q. Do you recall personally of the order coming in there on the 7th of April?

A. Yes, I do.

Q. It was quite a shock to you to get an order like that unsolicited?

A. It was not a shock.

Q. A surprise?

A. No, because it was a pleasant thing to have come in because it was one of the first sales, a sale of any amount of irrigation bonds and naturally I noticed it.

Q. You learned a little later on—in fact you learned from a letter—that it did come through the instrumentality of Hugh Blair?

A. Yes, sir. I saw the City Trust and Savings Bank on there, and I saw it was in his handwriting. Prior to that time Hugh Blair and I had been out West to look over the irrigation projects that was about the latter part of March, 1909. At that time we were contemplating taking on the sale of irrigation bonds in addition to other bonds. We were contemplating putting Hugh Blair in charge of the field.

Q. You were a little bit pleased to know Hugh Blair on this day had sold the highest amount of irrigation bonds that had ever been sold by your firm?

A. Yes, I was pleased to get the order naturally.

Q. You were so pleased that you made considerable commission out of it?

A. I do not see that that has anything particular to do with the pleasure.

Q. You were in the business for the money you made?

A. Yes, we were, surely. The profit on the sale of \$4,000 of bonds, that profit would not be sufficient to give any great amount of pleasure. The fact, as stated before, we were expecting Mr. Blair was coming with us, this was an indication to me—that—

Q. He would make good?

A. Yes, and possibly this that he knew people who could buy bonds.

Q. During that month, when he was still in the bank, whenever he would send you any of those customers he did it purely out of personal motives, I suppose, because he was a friend of yours?

A. Sure, because he was planning then to come with us, and he wanted to do anything he could to develop the business, naturally, I think he was elected director and officer of our association about the 17th of April, 1909.

Q. Prior to that time you had concluded by reason of the fact that you elected him to this position to handle your bonds, you had concluded that he had demonstrated his ability to make good, didn't you?

A. Well, I would not exactly say that. We felt he could make good, but I think it would be rather a difficult thing for a man in making a few sales of bonds to demonstrate that he could make good."

Later on direct examination, the witness testified:

"When I replied to Mr. Herman, that I felt, when Mr. Blair came with the

The Public Accounting Department

of

THE MICHIGAN TRUST COMPANY

Prepares Income and Excess Profits Tax and other Federal Tax Returns.

Installs General and Cost Accounting Systems.

Makes Audits and Investigations for any purpose desired.

Room 211

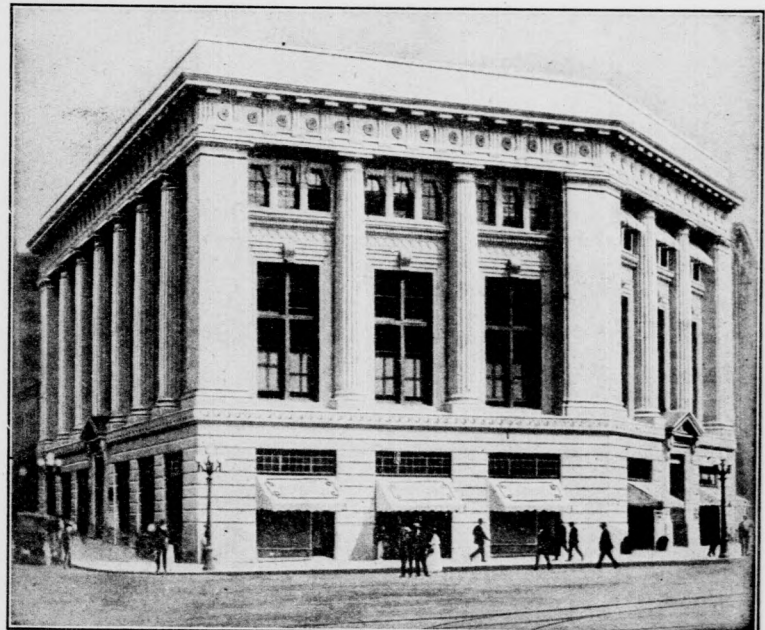
Michigan Trust Company Building

Citiz. 4271

Bell M. 408

Grand Rapids, Michigan

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPAU SQUARE

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

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

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

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED

Fourth National Bank

United States Depository



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually

3 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus \$580,000

WM. H. ANDERSON, President  
 J. CLINTON BISHOP, Cashier

LAVANT Z. CAUKIN, Vice President  
 ALVA T. EDISON, Ass't Cashier

company he could make good, I meant by that, that he could be able to sell and negotiate the sales of securities in such amounts as would make it worth while to have him associated with our association, that is, that he would develop ability in that regard and command the confidence of the community."

Occupying the position that Mr. Blair did during this transaction, can it be said that he did not profit by the sale of the bonds, which netted a commission of two hundred and forty dollars to Child, Hulswit & Company because that company did not hand him a check for two per cent., or some other reasonable amount as commission? Do any one believe that Mr. Blair would have sold these, and other bonds, netting the company a commission of \$1,334, without compensation, if there has been no arrangement for him to ally himself with that company in less than thirty days thereafter? Men who work for a living are not ordinarily as liberal as that. It is not unusual for men to grow liberal when they have some ulterior purpose to serve. Blair was reaching for a position and for an advance in salary, which had not yet been fixed. He was trying to convince Child, Hulswit & Company that he was the man they were after, that he could make good, and instead of accept-

ing the check for his proportion of the commission of the sales he waived it in order to secure something of more importance. During the days when these sales were made Mr. Blair manifested the same interest in Child, Hulswit & Company that he did afterward when he became a part of it. He admits that he did the same work afterwards as before. He demonstrated his fitness for the position and succeeded in getting what he was after.

It is also worthy of comment that plaintiff did not seek defendant and solicit information concerning the credit and ability, etc., of the Laramie irrigation district, as is usually the case when this statute is invoked, but Blair sought plaintiff, knowing that he had money on deposit in the Trust Company. He tried to reach him, through his father-in-law. Failing in this, he communicated directly with him. After he reached him, he deliberately advised him to withdraw deposits from the bank he, himself, was paid to serve and invest it in bonds from which Child, Hulswit & Company, his future employers, would reap a commission of \$240. This evinces his eagerness to please Child, Hulswit & Company, and to demonstrate his fitness for the position he was about to fill. In this he succeeded and in his success he found

his compensation. By refusing to make a direct charge for services which are ordinarily compensated for the purpose of capitalizing it in another direction he can not be heard to say that he received no profit from the transaction.

The judgment for defendant must be vacated and judgment entered for plaintiff on the verdict of the jury.

The late Justice Ostrander took no part in this decision.

**Sparks From the Electric City.**

Muskegon, Nov. 3—The Piston Ring Co. has the concrete work completed for the first three stories of that addition.

A. W. Stevenson attended the funeral of Past Grand Counselor William Ballamy, at Bay City Saturday, and reports a goodly attendance of the U. C. T. members. Mr. Ballamy was ill only a few days and his death comes as a distinct shock to his many friends throughout Michigan.

Roy Caldwell, of North Muskegon, killed two timber wolves in Laketon township last week. He brought the

heads and pelts in and County Clerk Michelson paid him \$70 bounty for them.

The disgraceful slaughter of fox squirrels came to an end Nov. 1. After protecting them for years, the Game Department allowed the game hog to slaughter all he could find, placing no limit on the number.

Muskegon Council will hold an afternoon meeting and evening social session Nov. 15. The ladies will be present at the evening meeting. Nick Luloft, Herman Anderson and Jay Lyon are the committee in charge.

E. P. Monroe.

**Only Wings.**

"How do you know it was a stork and not an angel that brought your little brother?"

"'Cause I heard pa complain about the size of the bill, and I guess angels don't have bills."

# Will Demand for Cement Increase or Decrease

with

- The good roads that are to be built
- Michigan voted \$50,000,000.
- Illinois voted \$60,000,000.
- Texas voted \$55,000,000.
- Ohio voted \$50,000,000.

- And many other states have done likewise.
- Building operations not yet up to normal.
- Other countries in a state of reconstruction.
- Other building materials becoming scarce.
- Fire-proof building restrictions.
- Durability of concrete.

When we consider these things, is it not reasonable to say that we are on the threshold of the Concrete Age? Even now the demand is in excess of the supply.

## The Petoskey Portland Cement Company

is entering the field just at the right time.

### NOT AN EXPERIMENT.

One company has used our rock and shale for several years and is turning out an unusually good grade of cement. After buying and shipping our rock to their plant, they have been able to make surprisingly large profits from their cement business alone. The Petoskey Portland Cement Company will save these items of expense which run up into hundreds of thousands of dollars per year and in addition we have a

### PROFITABLE CRUSHED STONE BUSINESS

now being operated at a profit. A large new crusher is being built and will enable the company to get out over 1,000,000 tons of crushed stone a year after it is finished, which will only be a short time now.

A large dock is also under construction giving the Company access to all the Great Lake ports. In addition they have outlet by two railways. The Petoskey Portland Cement Company could hardly be more favorably located in regard to market.

### THE PETOSKEY PORTLAND CEMENT CO. AS AN INVESTMENT.

With the profit that the cement business will certainly make, our saving over that of other companies who have to buy their raw material and pay thousands of dollars to ship them to their plants, and in addition the profits from a crushed stone business which has been operating successfully for over twelve years, it certainly looks as though the Petoskey Portland Cement Company has a very bright future and is destined to become one of Michigan's large concerns.

Complete information will be granted upon request.

## F. A. Sawall Company, Inc.

405-6-7 Murray Bldg.

GRAND RAPIDS, MICHIGAN

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 .....



**Cigarette Smokers as Fire Hazards.**

We have our reform leagues, anti-cigarette societies, etc. These have statistics to show the harm done by the cigarette user to his physical and mental system. But the greater damage done by the cigarette smoker is not inflicted upon himself. The greatest danger from cigarette smokers is that which they inflict upon others. After some study and observation I have reached the conclusion that the cigarette smoker is one of the worst fire hazards of the present day. Most hazards can be seen and guarded against, but the cigarette hazard is seldom apparent until after the damage is done. Usually the evidence is burned.

The habitual cigarette smoker is generally careless and indifferent. He will take a smoke on the sly. If some one with authority comes along as he has the cigarette half smoked he deftly throws it in an out-of-the-way corner and promptly forgets about it. The so-called Turkish and Russian blend cigarettes will burn and smolder until they are completely burned to the end. Unless the smoker takes the precaution to see that they are out before they are thrown away, to light on waste or refuse, nine chances out of ten there will be an item in the papers stating that Such & Such Company suffered from a fire of unknown origin. Damage, about \$2,500. Covered by insurance. An investigation is now being made. Would the one who threw the cigarette away admit it? Never! He probably has forgotten all about it. He has done it so often that it has become second nature with him when he has finished smoking to toss the cigarette away and forget it. It is all the "day's work," done and forgotten.

I have often heard employers ask the prospective employe the question, "Do you smoke cigarettes?" I have heard this asked of boys seeking employment because the employer believed the cigarette-smoking boy was apt to be careless, keep bad associations, etc. I doubt very much if any of them gave a thought to the dangers of the carelessly tossed, slow-burning cigarette.

I know of a case where the smoking of cigarettes was forbidden during the working hours under the penalty of immediate discharge. One employe, not a boy, but a married man over

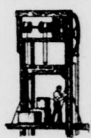
forty years of age, who, according to his own admission, could not afford to miss one visit of the pay envelope, broke this rule several times a day and took smokes on the sly. If he didn't care for his own welfare and took a chance, he surely had no consideration for the welfare of his employer, nor his fellow employes' safety. He probably felt that he was the only one who stood a chance to lose, and that only if he were found out.

I believe there are many more like him, and that employers as a class should come out strongly against the cigarette smoker and refuse to employ him. The cigarette smoker is a menace to health, safety and property. As such he must be fought and eliminated the same as any other fire hazard. It is not an anti-tobacco crusade, but a fight against the dangerous, slow-burning cigarette, on safety and commercial grounds.—Kansas Fire Marshal Bulletin.

**They'll Do It.**

In a sarcastic sort of a way an exchange gives the following fire receipts:

"Start the kitchen fire with kerosene. Fill the lamp with gasoline. Put fuel in the gasoline stove by lamp-light. Clean garments indoors with gasoline. Set stoves near the wall especially those which overheat easily. Put ashes in a wooden box on the back porch. Use an oily mop and an oily dust cloth and keep them in a nice, warm air-tight closet. Keep old newspapers and trash in out of the way places about the house, especially in dark closets where lighted matches are frequently used. Burn trash near the house, picking out a bright breezy day. Leave the electric iron connected and keep matches where the children can reach them by doing a little climbing."



**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

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.

**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

**What is Mutual Fire Insurance?**

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. Do you believe in that principle? Then co-operate with the

**Grand Rapids Merchants Mutual Fire Insurance Co.**

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.

**Michigan Shoe Dealers Mutual Fire Insurance Company**

Fremont, Mich.

**Note Our Net Gain in Insurance and Assets During October**

Amount at risk, October 1, 1919 .....	\$3,064,575.00
Amount of new business in October .....	214,350.00
<b>Total .....</b>	<b>\$3,278,925.00</b>
Cash on hand October 1 .....	\$20,654.90
Cash received in October .....	5,770.40
<b>Total .....</b>	<b>\$26,425.30</b>
Cash paid out in October .....	5,494.82
Cash on hand November 1 .....	\$20,930.48

It is with a great deal of pleasure that I am submitting statement this month showing a gain of over One Million in business so far this year and \$8,818.67 in cash. While we paid out for two losses last month, our balance on hand is larger than on October 1.

GEO. BODE, Secretary.

C. N. BRISTOL, Manager      A. T. MONSON, Secretary

**Bristol Insurance Agency**

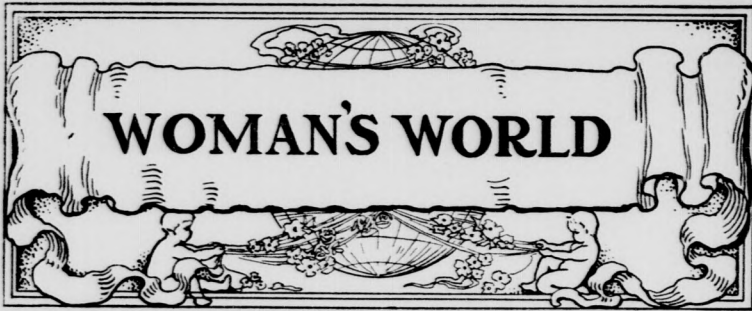
"The Agency of Personal Service"

Inspectors and State Agents for Mutual Companies

**Savings to Policy Holders**

On General Mercantile Lines 25 to 35 Per Cent.  
Hardware, Implement and Garage Lines 40 to 55 Per Cent.

FREMONT,      MICHIGAN



## WOMAN'S WORLD

### Romance and Business Women.

"I don't want married women on my payroll. Nor engaged girls, if I know about it," an otherwise pleasant old-fashioned business man remarked.

"Why, may I ask?" I enquired as gently as I could manage. "Have you a superstition about the superior efficiency of old maids?"

He didn't even smile. Very soberly he handed me his theory. "If I had my choice, I'd pick out as permanent help for the most responsible women's jobs I have the girls with tragic love affairs behind them!"

I gasped. But he continued, positively, thumping the table to emphasize his points.

"I've had all kinds and conditions of women in my organization—young, middle-aged and the you-never-can-tells. Young girls are fine for the jobs that run themselves almost. I mean those where any person can be made to fill in at a few hours' notice. Mechanical jobs—little thinking—and no responsibility. Young girls are defter with their fingers and they're usually cheerful at work. Good reason. "They've only half their mind on their work, and the other half is wondering when that telephone call will come.

"But the middle-aged are likely to be less cheerful. They've nothing to look forward to. The only exception—and it's these exceptions that make the finest employes for permanent, responsible jobs—are the women who have had love affairs to look back on. A girl with an unhappy love affair that she can brood over every night makes the greatest kind of worker by day. She makes a new love out of her job and she showers on it all the love and attention that some man would have gotten had she married him. She coddles and pets her job like a living thing. You can't give her too much work or too much re-

sponsibility. Just as women care most for the men who give them the most trouble, so these women cling closest to the job that imposes the most responsibility on them."

"But hasn't a married woman enough incentive to keep her sincerely on the job?" I persisted. "You know, the married one don't waste any business time yearning for the telephone bell to ring."

He snorted. "I like 'em unhappily married, if I must have married women on the staff. Then they'll bury their sorrows in their work and they'll go pretty deep down into work to make sure to get their woes out of sight. The happily married ones are a nuisance. Half their mind is on the way they're going to fuss over dinner or doll up for the evening. Lots of times they try to keep house and a job at the same time. But when I find that out I fire them. No woman can attend to the cleaning and cooking and husband problem and a job at the outside at the same time. Smart ones can handle two of the group, but no woman can do all these things by herself."

In the sense that unhappy men and women both are inclined to turn to the nearest solace, there's something to be said about the superior business efficiency of the woman with a sad love affair. But I for one should not bank on that theory heavily. Sad love affairs make for eternal hoping, and hope is a time-wasting occupation. The happy ones usually feel a sense of pleasant consummation about their affairs—and a contented mind makes for good work among average mortals.

Eleanor Gilbert.

Don't loose any sleep over your inability to devise new and unheard of advertising schemes. Use the tried and proved plans, and you will come out all right.

### To Dealers Only

Write for our latest  
SPECIAL CATALOGS  
No. M. T. 1919  
John V. Farwell Company  
CHICAGO

Wholesale Dry Goods &  
General Merchandise

## "APEX" UNDERWEAR For Men, Women and Children

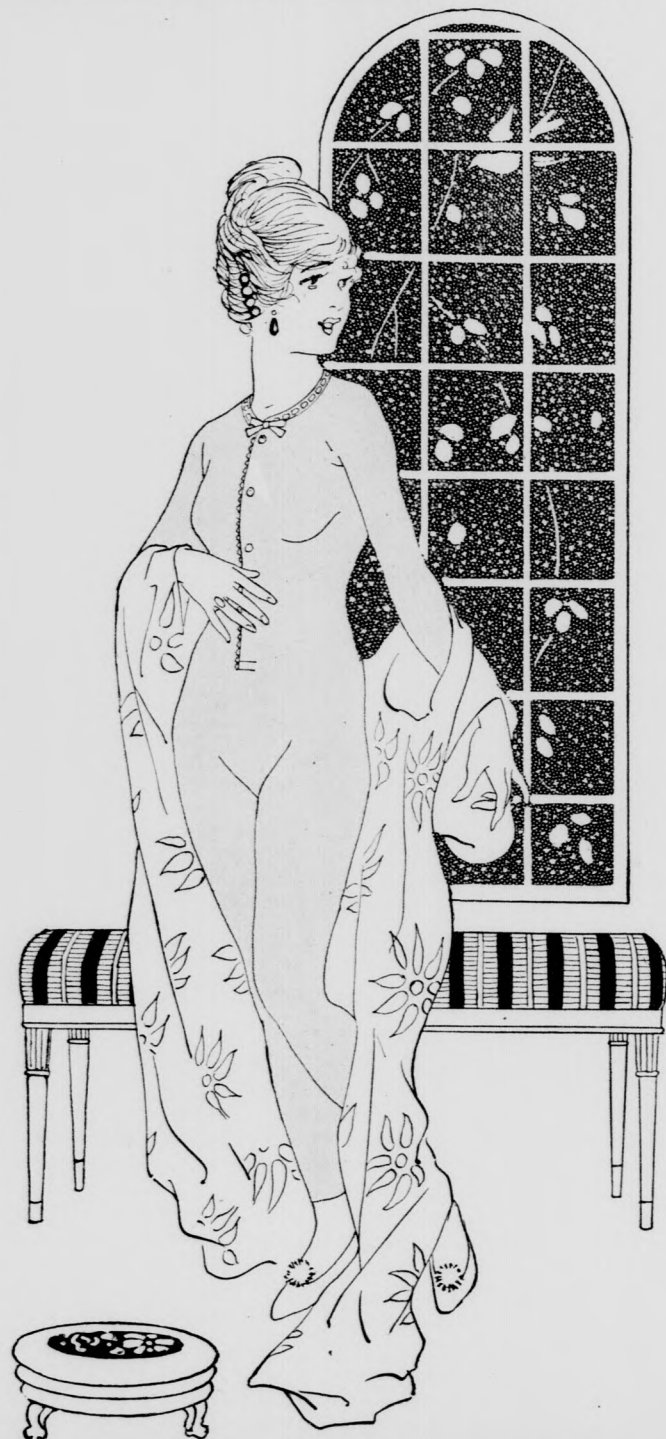


"APEX" embodies and displays conspicuously the Style, Quality and Character that pleases.

Every "APEX" garment is a winner. They create interest and enthusiasm which consequently results in sales.

Get acquainted with "APEX." It will be worth your while.

THE ADRIAN  
KNITTING CO.  
ADRIAN, MICH.



### New Millinery Models.

"In view of the great popularity of the polo coat," says the latest bulletin of the Retail Millinery Association of America, "it did not come as a total surprise to see hats made of polo cloth to match the coats. Of course, the fabrics is very heavy and it is not easy to conceive of its being used with much success in the line of millinery, and yet models seen here do not look in the least bulky or ungraceful. The most popular shade is the light tan that is used almost exclusively for the sport coats, and in order to make this color the more prominent the polo cloth is combined with some other fabric in a dark brown shade. One of the models seen is a rather small roll brim effect with a facing of brown velvet. The side crown is so laid on in folds that trimming is made unnecessary. As a matter of fact, trimmings on these hats could not be used without ruining their line and style."

The bulletin also describes a new rainbow effect, of which it says: "A new arrangement of the rainbow colors was seen the other day. Instead of the folds of the material being laid on one above the other, as seen in a true rainbow, the hat—which was a turban rather Chinese in its tendencies—was divided from the tip of the crown to the headsize into six sections. The fabric used was duvetyn, and the colors were arranged in this order: Peacock blue, rose, pearl, gray, taupe, French blue, and bright yellow. As a trimming feature, silver thread was worked over the entire model in a scroll design."

### As to Cotton and Cotton Goods.

There seemed to be no lack of reasons advanced during the past week to warrant advances in cotton quotations. Prime among them was the re-discovery of the fact that the Germans had been buying some cotton in order to get their mills at work, at least partially. Another argument in favor of higher prices was the general belief that the new Government estimate would show a poorer condition of the crop than the one of last month. But the real strength of the market lay in the fact that the demand for spot cotton in the South was large. The shorts were caught in their contracts to deliver high-grade cotton to domestic and foreign spinners and had to bid up prices to get themselves out of a hole. The great demand is for good grades, the supply of which from the present crop is said to be comparatively small. There is a belief that the lower grades, of which there is a large quantity, will soon be in better demand because they will have to be utilized in default of something better. Staple cotton of from 1 $\frac{1}{4}$  to 1 $\frac{1}{2}$  inches, good middling, has sold as high as 75 cents a pound. Conditions in the goods' market perplex even the most knowing. Mills appear to be running all right, but not much goods are offered for immediate delivery, while fabrics in comparatively large volume are disposed of for delivery up to the beginning of next summer at record prices. Finished fabrics have advanced in price to keep pace with goods in the gray, and colored ones are partaking in both the

increased demand and the higher prices. Added price strength in yarns is stiffening the market for knit goods, which have been selling for delivery in the first quarter of the new year, and have led to advances in price for hosiery.

### Situation in Wool and Woolens.

In the absence of any transactions of size, the wool situation remains rather quiescent. The auction of privately owned wools at Philadelphia last Thursday was no more of a success than the one which preceded it. Out of 2,671,000 pounds offered only 303,500 pounds were sold, the remainder being withdrawn for lack of bids or because the prices offered were too low to be considered. It may be that the imminence of the auction of Government-owned wools, scheduled to begin a week from to-morrow, had something to do with the result. The effort by domestic wool growers to check imports of wool has been countered by the National Association of Wool Manufacturers. The growers had a bill introduced in Congress to put an embargo on wool imports and also to reduce the duty on woolen goods by 25 per cent. The movement was one to hold a club over the heads of the wool manufacturers. It fails to work just now because the latter know that no such bill can become a law so long as the present administration remains in power. No material change has occurred in the goods' market, where high prices are still maintained and where supplies are being doled out in accordance with the plan determined on. In dress goods for spring there continues an apparent scarcity of wanted fabrics.

If an employe has to be bribed to increase his efficiency, it is a question as to whether he is really of more value to the store.

### Wanted--Butter

Highest prices paid

W. E. TAYLOR,

Battle Creek, Michigan



## Don't Let High Coffee Prices Scare You

Don't ruin your coffee business by recommending cheaper grades. You're lost the very moment you start to recommend cheaper grades of coffee to your customers. People WILL pay the price for good coffee. Nero Coffee will always be of the same high uniform quality regardless of what the "other fellow" does. Nero quality WILL be maintained. Nero is shipped to you the very day it is roasted. The best coffees grown go into every package. You can keep your customer's confidence and increase your coffee business despite high prices by recommending Nero.

### Cash in on This Advertising Co-operation

A 22 week newspaper advertising campaign is now running in Bay City, Saginaw, and other Michigan cities. More to come. Write us today for details of our plan that will help you to maintain and increase your coffee business regardless of high prices.

## Royal Valley Coffee Company

321 East Larned St.

Detroit, Michigan

## Do you know what's doing in COFFEE?

Do you know that 25,000 extra hustling salesmen are at work every day helping you to sell your coffee? They are represented by the \$25,000 spent every month in *advertising*.

Do you know that now for the first time coffee is being properly exploited and explained to the big buying public? That there never was such a time to sell coffee as *right now*?

Every man and woman in your town is reading the coffee advertisements. Learning the truth about coffee,—getting rid of some of their old foolish *bugaboos*.

This advertising campaign is a big thing. It must prove helpful to the retailer, if he takes advantage of it by talking coffee, displaying coffee, and seeing to it that coffee is a part of *every order*.

Talk to your wholesaler's salesman about it. He knows all the facts,—he will help you to push your brands,—he will tell you how to "hook up" your store with the Big Campaign.

Don't forget that coffee is your best paying staple. Now is your chance for new trade,—more customers mean more sales—more volume of *Business*.

*Write to this publication and get the further facts of this movement.*

Copyright 1919 by the Joint Coffee Trade Publicity Committee of the United States.

### Dry Goods Association Takes Over Merchants Mutual.

Lansing, Nov. 1—I am enclosing a copy of the minutes of the meeting held in Lansing Oct. 24. The minutes are sufficiently clear for the information of those who were present, but for the benefit of those who were not there I am writing to explain somewhat the relation that our Association bears to the Grand Rapids Merchants Mutual Fire Insurance Co.

This insurance company has been doing business for several years under the requirements of the Michigan laws for mutual companies and has a president, vice-president, and a board of six directors. The president and two of the directors are dry goods men and are members of our Association. At present there is one vacancy on their Board and it is understood that another will be created, so that by the election of Messrs. Mills and Sperry as directors of the insurance company, the practical control will be in the hands of dry goods merchants.

The annual meeting of the company will be held early in January, at which time it is proposed to change the by-laws of the company so that the secretary and executive man shall be appointed by the directors, rather than elected for a period of years at the annual meeting. The reason for this is very apparent, since the directors in control of the company should have more direct authority over the conduct of the secretary who has active management.

We desire to assure all of our members that affiliation with the insurance company is purely voluntary on your part. It is not proposed to subordinate any of the functions of the Dry Goods Association to the interests of the insurance company, but it is hoped that by a connection of this kind the dry goods people of the State may be favored by as reasonable an insurance as may be obtained by dealers in other lines of trade.

The committee to meet with the officers of the insurance company, as stated in the minutes, are Messrs. Mills and Sperry, who are recommended for election as directors, and J. W. Knapp, Secretary of our Association. You may all rest assured that these gentlemen will have in mind the vital and larger interests of the dry goods association and that when the arrangements have been fully made that a long step in advance has been taken. Recent legislation in Michigan limits the responsibility of policy holders in mutual companies in matters of assessment to the amount of one additional premium for one year.

The Insurance Committee have had the benefit of the advice of a very capable attorney, Mr. Eckern of Chicago, who was formerly the Commissioner of Insurance of Wisconsin and is now attorney for several mutual companies. Mr. Sperry has given this matter a large amount of time and intelligent consideration and everyone present at the meeting yesterday was delighted with the prospect of so satisfactory an arrangement. We will keep the members informed from time to time of the progress in the matter. As suggested above, the matter cannot be completed in detail until early in January. Jason E. Hammond, Manager.

#### Meeting of Directors.

Present: President Christian, Vice-Presidents Bullen and Jones, Secretary Knapp; Directors Bush, Sperry, Wesener, Carpenter and Cutler; and committee members Sperry, Mihlethaler, Bush and Robinson; also as guests, Messrs. Brogan, Seaman and Mills, of Lansing, and Manager Hammond. Absent: Directors Toeller and Jackson and committee member Higer. J. N. Trompen, President of the Grand Rapids Mutual Fire Insurance Co., was also there.

The meeting was held in the grill room of the Hotel Downey and began

with a luncheon at 12:30 and continued through the afternoon until 4 o'clock. Mr. Hammond made a report on the action of the convention committee, stating that it was decided to hold the next March semi-annual convention in Grand Rapids and the September annual convention in Saginaw. Moved by Mr. Knapp and supported by Mr. Robinson that the date of the Grand Rapids meeting be fixed for March 10 and 11. Carried unanimously. Mr. Wesener stated that the Saginaw merchants would prepare a style show at the time of the September convention. It was moved and carried that we invite, as guests, the president and executive secretary of the retail associations of Illinois, Wisconsin, Indiana and Ohio.

The meeting then resolved itself into the committee of the whole to consider the report of the chairman of the committee on insurance. This report was followed by remarks by various persons present and especially by Mr. Trompen representing the above named company. After lengthy consideration it was decided, upon the motion made by Mr. Sperry and seconded by Mr. Jones, that we approve of the recommendations of the Insurance Committee to the effect that we endorse the Grand Rapids Merchants Mutual Fire Insurance Co., and that two persons be recommended by the Board of insurance company; and that the two persons thus named, with the Secretary of the Association, constitute a committee to work out the details of the endorsement. This motion was carried unanimously.

On motion of Mr. Knapp, the Board of Directors designated as such candidates for election on the Board of Directors of the insurance company, F. E. Mills, of Lansing and J. B. Sperry, of Port Huron. It was moved by Mr. Bullen and seconded by Mr. Cutler that a rising vote of thanks be given to Mr. Sperry for his splendid work in connection with the matter of insurance.

The meeting was then favored with a few remarks from the new director, Mr. Wesener, of Saginaw, and our guest, Mr. Seaman, of Lansing. It was moved and carried that the expenses of special committees be paid out of the treasury of the Association. There being no further questions for consideration, the meeting adjourned. J. W. Knapp, Sec'y.

We are manufacturers of

#### Trimmed & Untrimmed HATS

for Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.

#### CORL-KNOTT COMPANY,

Corner Commerce Ave. and  
Island St.  
Grand Rapids, Mich.

### Signs of the Times Are Electric Signs

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

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

#### THE POWER CO.

Bell M 797 Citizens 4261

## A Beautiful Line of Silk Underwear

Consisting of

Crepe de Chine Envelope Chemise

Jersey Silk Union Suits

Silk Pettibockers

Silk Bloomers

Silk Camisoles Satins and Crepe de chins

Corset Cover and Bloomer Combinations

All for immediate delivery 50% less than  
manufacturers' cost today.

### Burnham, Stoepel & Co.

Wholesalers of General Merchandise

48 N. Ionia Ave.

Grand Rapids, Mich.

## Neckwear and Scarfs

We are showing a most complete line of Gents' Neckwear and Knit and Silk Scarfs.

Neckwear packed half dozens to the box at \$4.50, \$5.50, \$8.50, \$12.00 a dozen.

Neckwear packed in individual boxes at \$8.50 and \$13.50 a dozen.

Knit Ties at \$6.50, \$7.50, \$9.00, \$12.00 and \$15.00 a dozen.

Gents' Knit and Silk Mufflers at \$4.50, \$6.25, \$8.00, \$10.50, \$12.00 and up to \$30.00 a dozen.

All numbers with the exception of the cheapest packed in individual boxes.

We also carry a complete line of other holiday goods for ladies, gentlemen and children.

Quality Merchandise—Right Prices—Prompt Service

## Paul Stekete & Sons

Wholesale Dry Goods

Grand Rapids

:::

Michigan

**Gabby Gleanings From Grand Rapids.**

Grand Rapids, Nov. 4—The November meeting of the United Commercial Travelers, known as the Harvest Boosters meeting, and which was held Saturday afternoon in the new quarters in the Lindquist building, has gone down in history as one of the best meetings ever held by Grand Rapids Council. The meeting was called to order at 2 o'clock by the Senior Counselor, with all officers present. When the order began working, under the head of applications received and referred, the Secretary's desk was buried under new applications and the necessary fees. Upon investigation, fifteen husky specimens of manhood were found clamping at the bit for a run-in with the U. C. T. goat. After proper branding, they were led over the troublesome and shifting sands of U. C. T. ism and at last, after many trials and tribulations, they meekly stood before the Senior Counselor for their final instructions—wiser and happier men to go forth and spread the propaganda of U. C. T. ism. The meeting closed at 5 o'clock, with 506 members in good standing.

At 6:30 Chef Borden announced the pot luck feed had been spread and was ready for consumption by the hungry horde of travelers and their families. The honored guests of the evening were Grand Counselor C. C. Starkweather and Grand Treasurer Lou J. Burch, both of Detroit. Those noble and distinguished gentlemen of the order know feeds when they see them and their verdict was some feed. Following the eats a short programme was rendered, which Chairman R. A. Waite had cleverly arranged. The programme opened with the song America, followed by the Senior Counselor introducing Grand Counselor Starkweather, who gave a snappy ten minute talk. Following the Grand Counselor, Grand Treasurer Lou J. Burch was introduced and gave one of the best talks on the U. C. T. fraternity Grand Rapids Council has ever had the pleasure of listening to. Brother Burch is a U. C. T. body and soul, and his hobby is making better U. C. T.'s wherever he can.

The musical part of the programme consisted of a repertoire of songs by Carl Heinzleman and Miss Florence Williams. These young folks have unusual talent and rendered their work in a very credible manner. Mrs. R. A. Waite presided at the piano. True to expectations, Chairman Waite had a little orchestra tucked away and when the programme was completed he announced that an informal dance would be given for the benefit of the terpsichorean artists and the music for those who did not dance. The jolly crowd lingered until well toward low 12, when they gathered their baskets and departed for their various abodes with the feeling of an evening well spent and richer socially and mentally than before.

When old 131 does stretch out she makes a noise, but getting applications and building up the order in general keeps her so busy that it is only occasionally that the outside world is given cognition of her doings.

The December meeting will be known as Past Counselors' night. All officers occupying their chairs will be Past Counselors. We want to see how the old boys handle the work after their long rest from activities.

Little did Gardner, the "Human Fly," when making his perilous climbs last year, dream that he was to be the means of revolutionizing the art of weather predicting.

Up to this time the change of seasons had been featured by a change on one's breath from "Home Brew" to "Licker" and by the hanging out on the clothes line of red flannels instead of B. V. D.'s.

Now Fred Beardslee's mind is too active to be contented merely with the distribution of prunes for the

Worden Grocer Co. and when he read of the "Human Fly" scaling the dome of the Capitol, it brought to his agile mind a great similarity to his own case where he furnished a perfectly smooth dome and a he-house-fly was trying to do the climbing. The day being cold Mr. Fly could not make the grade, nor could his companions who endeavored to go "over the top." Knowing that many flies had previously succeeded in pulling this stunt, Fred did some careful experimental work and discovered that the fly is most susceptible to weather changes and quickly gets cold feet. So just as soon as the first fly falls flat, Fred lies himself to the wife's cedar chest wherein reposes his taupe—unless ill fate has chosen that he loan it to the pawn broker. A taupe isn't like a fly, for it can climb regardless of weather conditions, so to make sure his weather symbol is in position, Fred sets a bottle of glue in the rays of the fast wanning sun and as soon as it reaches a flowing state, four dashes are applied to Fred's crown—one in front, one aft and one on each side, representing the four points of the compass and denoting security. Thus the season officially starts and when you see Fred wearing "it," immediately borrow enough to purchase one ton of coal. In addition to his weather prognostications, Mr. Beardslee has another hobby to which he devotes his remaining spare time; and so modest is he that few of his most intimate friends know that Fred is an author of no mean ability or small prominence. His latest edition on "How I Lost My Hair" will soon be on the market and a copy with the author's signature on the flyleaf—and bound in limp calf, will be presented to every U. C. T. member in good standing. This elaborate gift is made possible by a lucky deal in fly-leaves which Fred made with the Tanglefoot people before their advance in price. Fred shyly confided to one of his best friends that this book will be dramatized and a real sensation is promised in the novel idea of a lady villain, making a decided departure from the usual form and one that should meet with instant approval.

Oct. 18 Absal Guild held its first meeting of the season in U. C. T. hall, with a large attendance. A smok-

er and ceremonial session was held and one brother, Perry Larrabee, was taken through our mysteries. Several other candidates failed to appear, but will be taken into our midst at our next regular meeting in November. Several important business matters were taken up, most importing being the new insurance proposition which will be acted upon at our next meeting.

John W. Modders, general dealer at Moddersville, has favored some of his Grand Rapids friends with samples of the enormous potatoes grown in his neck of the woods. The samples weigh about a pound apiece and are as fine in quality as they are monstrous in size.

Next Saturday night Absal Guild will give a dancing party in U. C. T. hall, beginning at 8:30 p. m. A complimentary invitation is extended to all U. C. T. members and their families. Good music and refreshments. Everybody come and have a good time as guests of the Bagman. All Bagmen be there. L. F. Stranahan.

The man who does the most kicking about high prices is generally the one who does the least to earn a better income.

BEING IN CLOSE TOUCH with the very important Coal Fields of Virginia and West Virginia, we desire to receive communications from manufacturers of Live Merchandise where not actively represented in this territory.

**Goodykoontz Drug Co.**

BLUEFIELD, W. VA.

Reference—First National Bank.

**COLEMAN (Brand)**

Terpeneless

**LEMON**

and Pure High Grade

**VANILLA EXTRACTS**

Made only by

**FOOTE & JENKS**

Jackson, Mich.

## 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

### WE OWN AND OFFER

#### \$100,000 Republic of China

Two-Year 6% Notes at 98½ to Net 7%

Direct obligation of Republic of China secured by lien on wine and tobacco taxes. Interest and principal payable in dollars in the United States.

#### \$50,000 United Kingdom of Great Britain and Ireland

Three-Year 5½% Notes at 98 to Net 6¼%

Ten-Year 5½% Bonds at 96¼ to Net 6%

Direct obligation of United Kingdom with interest and principal payable in dollars in United States. Convertible at option of holder into British National War Bonds, due Feb. 1, 1929, at fixed rate of \$4.30 to the pound. This conversion feature has some very attractive possibilities and detailed circular will be forwarded on request.

#### \$38,000 City of Sao Paulo, Brazil

6% Sinking Fund Secured Bonds at 95½ to Net 6¾%

These bonds are due in 1943 and are secured by a lien on certain taxes. Principal and interest is payable in the United States in dollars. A liberal sinking fund will retire a substantial portion of the issue before maturity.

Details of all the above issues together with a copy of our general offering sheet, listing Government, Municipal and Corporation bonds, will be forwarded on request—\$100.00 amounts or more to net 4½ to 7%.

### FENTON, CORRIGAN & BOYLE

INVESTMENT BANKERS

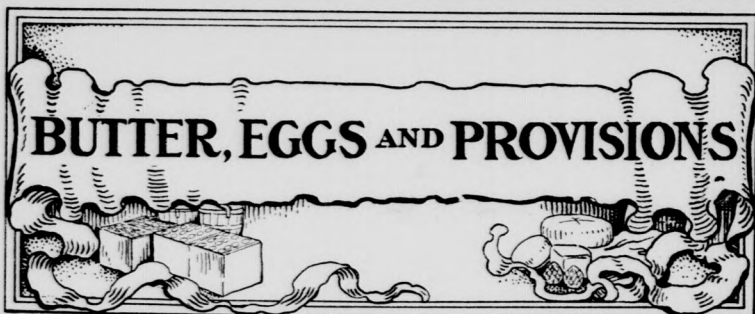
GRAND RAPIDS

Michigan Trust Bldg.

DETROIT

Claud H. CORRIGAN, Vice President

CHICAGO



**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.

**Dehydrated Fruits and Vegetables Really Represent a Revolution.**

Reduced to its simplest terms, dehydration means merely the extraction of water. As a trade term it has come to distinguish a special type of process to preserve fruits, vegetables, meats, fish and eggs for indefinite periods. Properly done, this process entails no loss of the original constituents of the material. The mineral salts, vitamins, acids, proteins, etc., are retained in their original fullness and the cellular structure remains intact. These are the points by which the efficacy of a process is tested.

The old-fashioned method of drying was accomplished by either a horizontal wave passing over or a vertical air wave passing through the material. Circulation was obtained by means of drafts and the natural rising of heated air. The air was heated from 140 to 190 degrees. When subjected to such an intense heat the sugar content of a fruit becomes caramelized. Often, too, the outside of the product is seared immediately, preventing the escape of all the moisture, so that the inside remains damp and is subject to fermentation. The cell structure is so broken down by this temperature that the finished product refuses to reabsorb the proper amount of moisture. Further, the food content of the material is generally so impaired that the result is a tasteless, unwholesome bulk, with no value as an article of diet.

The basic principle of the new plan of dehydration is a gradual extraction of the moisture content by means of low temperatures. The action of the air drawn over the material is similar to that of a wind. The temperature is low and the volume of air passing through the drying tunnels varies from 25,000 to 50,000 feet a minute. Circulation is artificially created by huge fans. The air is used but once, preventing the carrying of odors and moisture from one product to another. So gradually is the moisture removed that the cellular structure remains intact, the flavor uninjured and the food value unimpaired. To ensure perfect keeping qualities, a thorough and even drying is necessary. This is made possible by regulating the volume of air and temperature to suit the varied re-

quirements of the different materials.

Thus, the cell structure being left perfect, upon being soaked the finished product will reabsorb approximately the original amount of water it contained, returning to its fresh color and flavor and retaining all the wholesome nourishment and antiscorbutic properties of the newly gathered produce. Reducing the weight from pounds to ounces without sacrificing any of the qualities of the fresh fruit or vegetable is just what is accomplished by modern dehydration.

Below is a table of comparative weights showing the reduction effected by dehydration:

	Number of fresh pounds required to make 1 pound of dehydrated
Apples	10
Apricots	5
Cherries (Pitted)	6
Loganberries	6
Pears (Peeled)	8
Peaches (Peeled)	10
Prunes	3½
Cabbage	12
Carrots	10
Celery	15½
Onions	10
Potatoes	6
Pumpkin	6
Squash	13
Spinach	15
Stringless Beans	10
Tomatoes	15
Turnips	15

In addition to reducing the weight as noted above, the bulk is reduced from one-half to three-quarters of the original size, greatly facilitating transportation. Products of this nature do not require cans to preserve them, but may be shipped about the country in cardboard containers. Considered in this light, the advantages



**Toilet and Bath**

**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 & Sons**

Wholesale

**Fruits and Produce**

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

Grand Rapids, Michigan

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

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

**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

of dehydration as a method of food conservation and distribution as against canning, are simply enormous. To the original weight of the produce the canner adds the syrup, sealing it in a very heavy can and packing the whole into a weighty wooden container. Freight must be paid, not only on the fruit or vegetable, but also on the syrup in which it is preserved; whereas not only is the syrup eliminated by dehydration, but also the natural moisture content of the fruit or vegetable, making a wonderful reduction in space and weight for shipment.

This advantage in transportation would be void if the food value of dehydrated products did not compare favorably with the fresh fruit and vegetables. Actual feeding tests have proven that crisp, newly picked vegetables, properly dehydrated, retain their finished state, their full life-sustaining and antiscorbutic properties, whereas there is practically a total loss of these constituents in the withered vegetables that have been picked for several days—a type too often offered for sale in congested consuming centers.

Not only is every stage of the processing the result of careful study and repeated tests, but the choice of the produce used has in itself been the subject of much experimental work. Up to date dehydrators retain corps of agricultural experts who supervise the produce from planting to delivery. Based on the flavor as well as the health giving and nourishing properties of the dehydrated product, only selected varieties are used.

A good product can not be made from poor material, nor can the finished product have a better flavor than the raw substance from which it was processed. All vegetables accepted at dehydrating plants must be fit for table use—fresh and firm, tender and juicy. Of the fruits it is demanded that they be tree or bush ripened. This perfects the sugar content to a degree not found in the semi-green fruit that is picked for the fresh market or for canning.

H. B. Kelly.

**Late News From Local Bankruptcy Court.**

Grand Rapids, Oct. 14—In the matter of Peter Dornbos, bankrupt this city, a sale of the assets of this estate

has been made to Benj Lubetsky for \$5,725, including bankrupt's exemptions. Sale has been confirmed.

The Baker Clay Co., of Grand Ledge, has been adjudicated bankrupt, pursuant to a petition filed by said company. Meeting of creditors has been called for Oct. 28. The matter has been referred to Referee Corwin.

Oct. 21—In the matter of William Manns, bankrupt, a special meeting of creditors has been held. The report of the trustee was approved and allowed. Dividend of 20 per cent. was declared and ordered paid, and at the expiration of three months a final dividend will be paid.

In the matter of Ira M. Smith, bankrupt, this city, the first meeting of creditors has been held. The bankrupt did not appear, but will appear later for examination.

In the matter of Frank J. Bride, the first meeting of creditors was held Oct. 21, Roy Gannon, of White Cloud was elected trustee and his bond fixed at \$500. Appraisers were appointed, and the meeting was then adjourned without day.

In the matter of Suliman Sheehan, final meeting of creditors is called for Nov. 4, at which time distribution of funds on hand will be made.

In the matter of the Grand Rapids Shoe Trimming Co., sale was confirmed to the McMullen Machinery Co. for the sum of \$335. Balance of assets will be sold at date to be fixed by the court.

**Good Advice.**

Never believe a lie about a competitor, even if you tell it yourself.

**National Magazines  
Tell Housewives**



of the delicious instant syrup made with

**Mapleine**

Your customers read these magazines. A maple-flavored syrup made at home at a 50% saving appeals to them.

They are looking to you for Mapleine—have you a good stock?

Your jobber can supply you or

Louis Hilfer Co.

1205 Peoples Life Bldg., Chicago

Crescent Mfg. Co.

(M-489)

SEATTLE, WASH.

**Grand Rapids Forcing Tomato**

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

Reed & Cheney Company  
Grand Rapids, Michigan

**TAKING INVENTORY**

Ask about our way  
BARLOW BROS. Grand Rapids, Mich

**Ship Your Butter**

to me: I pay highest prices for good dairy.

W. E. TAYLOR,  
BATTLE CREEK, MICHIGAN

**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

**Moore's Mentholated  
Horehound and Tar Cough Syrup**

Not as good as the best—But—

**THE BEST**

THE MOORE COMPANY, Temperance, Mich.

WE ARE HEADQUARTERS  
WHOLESALE

**Fruits and Vegetables**

Prompt Service Right Prices  
Courteous Treatment



**Vinkemulder Company**

GRAND RAPIDS

:::

MICHIGAN



**Our Sea Food Products**

DEALERS  
HOTELS  
CLUBS  
INSTITUTIONS

THE REQUIRED GRADE FOR EACH

**Fish, Oysters,  
Clams, Lobsters**

**SHATTUCK & JONES, BOSTON**

INCORPORATED



### Early Holiday Displays Will Help Christmas Business.

Written for the Tradesman.

An experienced hardware window trimmer offers a few pointers in regard to Christmas displays.

The first of these is: "Begin early."

And this he supplements by the further advice: "Try to be the first in your town to suggest Christmas gifts."

One reason why it is better to be the first is that the first impression made on the mind of an individual is likely to be the most lasting. He sees something appealing in your display; and although he may not buy at the time, when he does purchase in the great majority of cases he will come to you.

More than that, an early display is desirable in order to start Christmas buying and spread the Christmas trade over a longer period. The perfectly human and natural tendency with almost everyone is to put off buying until the last possible moment. However, quite a proportion of buyers will make their purchases early if the wisdom of so doing is driven home to them.

Here is where the early display is singularly effective. It suggests Christmas. It gets the customer thinking along Christmas lines. It gives you an opportunity to hammer home the idea of buying early—getting in ahead of the crowd—making purchases when clerks are not too busy to give satisfactory service—buying deliberately and intelligently and making a careful selection instead of waiting until the rush of the last week.

In connection with Christmas displays a word of warning is in season. Don't make your display all Christmas and no goods. The Christmas atmosphere should and must be imparted; but the primary purpose of every display is to help sell goods by interesting people in specific articles and inducing them to step inside the store for a closer examination of this or that article displayed.

Some dealers install moving apparatus, changing lights, flashes, and other novelties to attract attention. Others use valuable space for Santa Claus figures, artificial chimneys, and similar seasonable decorations. These things are well enough in their way. They attract attention. They help to inculcate the Christmas idea. But they should form merely the colorful background against which to show the goods.

The best display, for the hardware dealer who does not handle toys, is

a practical display of gift suggestions for all members of the family. A display of this sort should be helped out by little signs—not big cardboard sheets, but smaller cards about 5 by 8 inches—calling attention to this, that or the other gift for some individual.

For instance, a safety razor could be marked with this card:

"Buy this for Dad. It shaves without cutting."

Accompany these cards with prices.

In writing your cards, you do not require fancy figures or lettering. Your card is usually more effective without them. What you need is neat, plain lettering that can be read at a glance. Avoid the use of long words and long sentences; short words and snappy phrases are what you want.

In putting together a holiday display, make your backgrounds attractive and design something special for the class of goods you wish to display. Take plenty of time to figure out exactly what you intend to utilize to display your goods; outline your plan on paper beforehand, and, as far as possible, stick to your plan. Don't try to make a window display by merely starting to work on the window and arranging things as you go. Have a fixed plan before you start, think it over well before you commence to put the display together, decide on your color scheme, work out the details in your mind beforehand, then do not vary your plan. This enables you not merely to put together a display much more quickly, but gives you a better and more attractive display.

When designing your window, it is better to figure on showing the assortment of goods. For instance, you are presenting a class of goods made in several sizes or grades, each having a different price; show each price, give the public the assortment to select from, yet arrange the goods artistically and keep them classified as to sizes and prices.

Your Christmas displays should begin, at the latest, immediately after Thanksgiving, the holiday displays previous to Thanksgiving having in a sense paved the way for them. Displays should be changed at least every week. Simultaneously, your newspaper advertising should be devoted to Christmas lines. As a rule it is the best policy to advertise the same articles you display, from time to time. In your advertisement, suggest that readers "See our Window." Thus the two big agencies for mercantile publicity will work hand in hand.

Simultaneously, preparations inside

## 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.

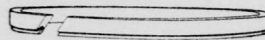
### Boston Straight and Trans Michigan Cigars

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

## 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.



the store should be made, such as displaying on tables and in other suitable places lines specially intended for Christmas selling. Where practical, have all goods plainly marked. Thus goods will in many cases practically sell themselves; and the price marking is an immense help to the clerks.

In connection with the putting together of window displays, here are some practical suggestions from an experienced window trimmer:

"Having decided what goods are to be displayed, the next step is to form some idea of the arrangement to be made. Before installing any of my better displays, I always draw on paper a plan of the background and floor space of my window, and after drawing some design which I know can be carried out with the materials at hand, I proceed to decide on a color scheme which would be most keeping with the class of goods to be displayed. This last feature is very essential to a good display, not only for the artistic effect of a good color combination, but for the advantage resulting from utilizing the reflection obtainable from a light-colored background. A light-colored background is more attractive, displays the goods more distinctly, and will not cause a reflection in the glass of outside objects as a dark background will.

"Any pillars, I-beams or other structures for ornamental or other purposes can usually be made of refuse timber, old crates, etc., and after being covered with some cheap cloth can be given a coat of alabastine which is obtainable in any desired color.

"With all ornamental pieces completed and in place and the extreme background being given the desired

color, the next step is the placing of the goods themselves. As this is what all previous work has been leading up to, the strictest attention should be given to details at this stage of the work, as all previous work can be more or less spoiled by putting in too much or not enough, or through the failure to keep a 'balanced' effect throughout the entire display, regardless in most cases of the class of goods installed.

"It is advisable to begin at the center all designs to be made of the goods themselves, and it frequently adds to the appearance of the window to have the central design set forward from the line of the balance of the background, although this is to be governed more or less by the class of goods displayed and other conditions.

"After the installation of the goods, the next item is that of price cards, the presence or absence of which makes or fails to make the display an actual financial success. An artistic display without the goods being priced is more or less an advertisement, but, in my opinion, what the merchant to-day is looking for is direct results, which, in window trimming, are more in evidence with goods price-tagged than otherwise.

"In summing up the requisites of a good window display, the following are to be considered at all times: Good color combination, ornamental structural work, artistic designs made by the goods themselves, the pricing of goods in plain figures, careful attention to the details in arrangement, and the observance of economy as far as is consistent with the display."

Victor Lauriston.

Your show windows and display, inanimate and silent in themselves, can be made to shout merchandise suggestions at every passerby.



## 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 Rapids Salvage Co.

21 Market St., S. W.

**New and Used Machinery,  
Pipe and Fittings, Packing,  
Structural and Reinforcing  
Steel and Culverts.**

Agents for Air and Water Cooled Gas Engines  
3 to 7 H. P.

## Howell Electric Motors

**Heltzel Steel Forms**  
For Concrete Road Work

**A. M. Castle Post Caps**

CITZ. 4456

BELL M. 206



**The Man In Salesmanship.**

The second syllable in "salesmanship" too often is eclipsed by the first. So much attention and interest are concentrated on sales that man is almost forgotten. From my experience the correct focus shows man as the center, the hub around which salesmanship revolves.

Three things are of vital importance to the man in salesmanship—first, his selection; second, his development; and third, his direction.

The executive who is selecting a salesman from the applicants for a position should assure himself first that he is picking out the right kind of a man.

You need to be as particular as a life insurance company when it takes on a new policyholder. Every contract of life insurance must be preceded by two sales. First, the enthusiastic, persistent salesman sells his company and its policy to the prospect. Maybe the prospect writes his name on the dotted line just to get rid of the solicitor. At any rate, he thinks: "Well, thank goodness, I won't be bothered any more with that fellow about insurance." He feels that the deal is closed and experiences a glow of satisfaction because he has finally taken some insurance.

But a day or two later he is rather shocked to find that he himself must turn salesman and sell himself as a good risk to be written. He supposed before that the company was eager to have him as a policyholder. But now the scenery has been shifted. The agent never suggested that he might not be welcome. The prospect was dragged by main strength, perhaps, to the office of the company. Then, just as he gave up the struggle, and resigned himself to becoming a policyholder, he found the entrance barred until he should pass a critical examination.

If the examination blank of a life insurance company served no other purpose, it would be invaluable because it entirely changes the viewpoint of the prospective policyholder.

The prospect when he signs an application has the feeling that he is conferring a favor on the agent. He is often not at all sure he has done a wise thing in signing up. Very likely he feels he has been coaxed or scared into agreeing to pay out some good money that he might as well keep.

But he sings quite another tune at the examination. He notices that the salesman is a bit anxious and apparently nervous when the doctor produces the big sheets covered with "fool questions." For the first time

the agent stops talking. The doctor gets the prospect up close and looks him over suspiciously.

The fellow doesn't feel half so fine as he did when he was listening to the salesman's arguments. He doesn't have the independent feeling of a buyer. He feels more like a borrower. He realizes that it is up to him to do something, to prove himself a good risk.

A man is never so optimistic about his business as when he goes to the bank to borrow money. And he is never so emphatic about his good health and his ancestors, etc., as when the examining physician for a life insurance company is probing into his past and listening to the palpitations of his sacred heart.

Norval A. Hawkins.

**Hotel Shelby Has Not Advanced Rates.**

Shelby, Nov. 1—In a recent number of your valuable paper appeared a communication from one W. J. Ostrander dated at Shelby, in which some financial heavy weight of somewhere hereabouts is quoted as having said that some hotel in this section had made twice the profits of any year before the war, yet was tacking on a 25 per cent. increase of rates.

I don't know Mr. Ostrander, nor the person whom he quotes, and so far as I know neither of them have ever been guests at my hotel, and I am not attempting to put on the coat—because it does not fit—but the date line of the article would naturally carry the inference that this was the place, hence I kick.

The rates of the Hotel Shelby are exactly what they were when I took over the property on Aug. 15, 1917—\$2.50 per day—and the market pages of the Tradesman will tell the story of whether I am paying more or less for everything that goes into the operation of my hotel.

The fact that my rates and service are satisfactory is best attested by the fact that the Hotel Shelby has done a larger business every month this year than for any corresponding previous month.

I have no objection to Mr. Ostrander boosting Judge Verbeck's Pentwater Tavern in the columns of the Tradesman, but I do object to his selection of a Shelby date line to hand out an insinuation about some profiteering hotel in this neck of the woods that by inference makes me the goat.

If Mr. Ostrander wants to protect the boys on the road from the hold-up hotel keeper, why don't he get right down to brass tacks and name the man?

C. L. Peifer,  
Proprietor Hotel Shelby.

**Everything Filled.**

"Bertie," said the hospitable hostess at a Sunday school treat, "won't you eat some more cake?"

"I can't; I'm full!" sighed Bertie.

"Well, put some in your pockets."

"I can't. They're full, too," was the regretful reply.

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

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

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

**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.

**SAVE MONEY by insuring in the Michigan Mercantile Fire Insurance Co.**  
Mich. Trust Bldg. Grand Rapids, Mich.

**CODY HOTEL**

IN THE HEART OF THE CITY  
Division and Fulton

RATES { \$1.00 without bath  
\$1.50 up with bath

**CODY CAFETERIA IN CONNECTION**

**New Hotel Mertens**  
GRAND RAPIDS

ROOMS  
WITHOUT BATH \$1.25  
WITH BATH (shower or tub) \$1.70  
MEALS 65-70 CENTS

Union Station  
75 Steps East  
Fire Proof

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

CLAUDE HAMILTON Vice-Pres. WM. A. WATTS President RELL S. WILSON Sec'y  
JOHN A. McKELLAR Vice-Pres. RANSOM E. OLDS Chairman of Board CLAY H. HOLLISTER Treas.

**SURPLUS TO POLICY HOLDERS \$477,509.40**

## THE SAGINAW VALLEY.

### Interesting News Notes From That Locality.

Saginaw, Nov. 4—H. B. Lovall, of Grand Rapids, a popular salesman for Roberts, Johnson & Rand, of St. Louis, Mo., was a busy man in and around us last week. If there is one thing that Mr. Lovall loves more than selling shoes, especially the Star Brand, it is selling more Star Brand shoes. He is always a welcome visitor with his trade which only goes to prove, truth and quality combined with a clean character get results.

The Sutton Sales Co., of Saginaw, distributors for the Hudson, Reo, Essex pleasure cars and Jumo and Reo trucks have purchased the property now occupied by M. Piowaty & Son and will in a short time erect a four-story building to house its sales and service departments. The building will cost \$60,000. A. D. Spangler owned the building, the sale being made by Brown & Grant. A. S. Levisohn is President of the sales company, Robert H. Cook, Vice-President and H. J. Allington, Secretary and Treasurer. They expect to erect a fire structure with equipment second to none in the State.

Saginaw's cost of new building in October was greater than for any previous year. Eight new factories and fifty-nine new dwellings at a cost of \$1,200,000 tell the story. Five hundred new homes have been built in Saginaw since Jan. 1, last. A sign to believe in is one that shows results like that of the above report. Come to Saginaw to live.

S. M. Fry, salesman for the Frank Spagnola Fruit Co., of Saginaw, was seriously sick last week caused from ptomaine poisoning. However, at this writing he is reported as doing nicely. Mr. Fry was made a U. C. T. at our last meeting.

S. A. Lockwood, of the firm of Lockwood & Co., Lapeer's big general merchants, was in Detroit Monday on business.

In the death of W. T. Ballamy, Past Grand Counselor of Michigan U. C. T., Bay City has lost one of her finest citizens and Bay Council one of her most valued members. Mr. Ballamy, was a christian gentleman and leaves a vacancy in the human race that is hard to fill. He was honest with his house, trade and himself and to such men success is bound to come. He visited Saginaw Council often, always welcome and we will miss him and his words of advice and admonition. To his family we extend our sympathies.

Joe Schaefer, member of the firm of Schaefer & Sons, Saginaw's popular meat merchants on Lapeer avenue, has returned from a hunting trip up North. He says game was plenty and reports a fine time.

Mr. Spaulding, manager of the grocery department of White's department store, Lapeer, was in Detroit over Sunday.

Now that the Nation is dry, the price of wine grapes has risen. Probably they are being turned into jelly; probably not.

F. Brunka, 1221 Lyons street, Port Huron, traveling salesman for the Port Huron branch of Clark-McCaren Co. was on his usual trip in Lapeer Monday. Mr. Brunka is one of the late arrivals in the profession and is surely making good. In fact little chance for doing otherwise with the backing of a house like the one he represents. Before going on the road last May he worked for E. N. Ackers, one of Port Huron's old established grocery houses and from the retailers viewpoint his seven years experience has done him a world of good in calling on the trade. The young man seems clean of character, energetic and is taking well with the trade. He has our good wishes for success in his new vocation.

The Columbia professor who says

a family of five can eat on \$11.99 a week has never lived in Michigan.

Karl Lockwood, member of the firm of Lockwood & Co., Lapeer, recently returned from the jungles of North Ontario. He reports a fine time. Being a truthful young man he says very little about what he shot. Of course, he was hunting moose too, with other parties from Lapeer.

J. Stanley Wallace, member of the firm of Clark & Wallace, druggists in North Saginaw, was injured in an automobile accident last week. At this writing he is doing nicely.

L. D. Hayes, proprietor of Clio's popular meat market, has put in a stock of groceries. L. M. Steward.

### Lapeer Grocer Sees Exciting Moose Fight.

Harold Tuttle, junior member of the firm of Charles Tuttle & Son, Lapeer, had an exciting experience while hunting moose in Northern Ontario last month. He started out in his canoe for the evasive moose one morning and, after going about five miles, heard a terrible commotion in the woods at the side of the lake. Evidently two giants of the forest were in deadly combat was the thought that came to him, as the clash of the horns was terrific. With the cleverness of an old Indian hunter he drew his canoe up to the bank of the lake and raising his birch moose horn, gave the longing call of the female moose. The clash and clatter continued with no pause. He sat down, examined his gun and at the same time built air castles of what a great story he would have for the home folks, and planning to whom the giant antlers would go as Xmas presents. He waited about twenty minutes, then decided to take his life into his own hands and butt into the fight and slaughter both wild animals.

He proceeded into the woods about 100 feet and, to his amazement, saw two large red-headed wood-peckers perched on a hollow log staging a mimic moose fight. At this point his pal who was watching him from ambush, ducked and what the result was to the beautiful birds, no one knows but Harold Tuttle. He is planning a trip for next year and says he will never be fooled again in the same way.

The sympathy of the trade will go out to David M. Hoogerhyde (P. Steketee & Sons) in the affliction which has come to his household. Mrs. Hoogerhyde died at the family residence Sunday, after a long and painful illness. She was a patient sufferer and bore up to the last with great fortitude. The funeral was held at the late home of the deceased, 622 Thomas street, Wednesday afternoon.

The Grand Rapids Growers Association has been organized to conduct an agricultural, dairy, mercantile and manufacturing business on the co-operative plan, with an authorized capital stock of \$20,000, of which amount \$10,200 has been subscribed and paid in in cash.

S. A. Smith has engaged in the grocery business at Stanwood. The National Grocer Co. furnished the stock.

### The Committee Should Probe to the Bottom.

Grandville, Nov. 4—The true inwardness of some of the expenses incurred by the general government during the world war are just coming to the surface.

We have but to turn to the unearthing by a congressional sub-committee of some of the rascality and robbery of the Government at Camp Sherman, Illinois, to understand the enormity of the crimes committed by somebody in the pay of the Government.

It is estimated that the outright steals from the pockets of Uncle Sam at this one cantonment alone may run up into millions.

Congressman McCollough says he is certain the committee will furnish the Department of Justice with ample evidence on which to base criminal prosecutions. This being true, let the work of ferreting out and punishing the thieves and traitors go on until the last scoundrel is run to earth and brought to the bar of outraged justice.

It seems that fifty Chicago professional crap-shooters who had no knowledge of plumbing whatever, purchased union cards of the plumbers' union of Chicago and obtained positions as plumbers at Camp Sherman and were paid regular plumbers' wages of \$8.25 per day, although they spent all their time "rolling the bones" at which elevating pastime they made as much as \$100 per day. Fine way to serve the Government in time of war! In fact, in ordinary peace times this sort of "service" might be considered unjust and unfair to the employers of said plumbers!

These unsavory facts have been brought out from the testimony of the Chillicothe timekeeper for the contractors building the Camp Sherman cantonment. Although being paid \$8.25 a day, these men hired to do plumbing by the United States Government, according to this timekeeper, never worked a single day at plumbing!

These men, hundreds of them, spent their time shooting craps and playing poker when they were supposed to be working. Supposed to be working! What sort of regulation is it that winks at this sort of thing? Somebody is to blame for the whole shameless business and it must necessarily hit close to those officials in United States employ whose business it was to look after the affairs of the Government.

It is high time that all the ins and outs of this game of grab, profiteering and bald stealing from the people be opened up to the light of day and the ones guilty in any way for this raid on the public treasury be brought to book and adequately punished.

If this is done, as it should be, then we can speak a good word for one congressional investigating committee at least. It seems, as we get little siftings from the interior of the whole rotten mess, that the public utilities of war time were anything but honestly managed. Millions of the peoples' money were deliberately stolen from the coffers of Uncle Sam to line the pockets of low thieves and common gamblers.

Men who will fatten off the necessities of their country in time of war are no better than traitors to the flag, and wherever one of this sort can be corralled and made to disgorge he should be given the limit of the law, that an example may be made to last for all future time, a reminder that it is not safe to play fast and loose with the American people amid the extremities of war.

Evidence is forthcoming to convict these inhuman leeches and that evidence should be used to advantage in convictions of all profiteers at the expense of the country.

George Cooper, general foreman of the furnace gang at Camp Sherman, said he could not obtain orders to install the furnaces until late in November. He declared they were badly needed before they were installed.

Someone, again, was to blame for permitting this slackness which resulted, no doubt, in much inconvenience and many fatalities among the soldiers. Here, again, is something the investigating committee should pry into with a view to getting the facts.

All these misdemeanors were found in one cantonment. It is a well known fact that Camp Custer cost the Government millions of dollars more than it needed to cost because thousands of men purchased union cards and loafed on jobs concerning which they had no knowledge. Plumbers gambled for days at a time and never did a stroke of work, although they drew down large wages while they were idle and our soldiers were freezing.

Should a thorough investigation into the innermost transactions of the other military camps prove anywhere near as rotten as those at Camp Sherman, then we can account, in part, for the tremendous extravagance of the National Government during the war.

Too often have congressional investigations in the past resulted in little gain; in fact, they have usually served rather to give junketers a good time, the extra expense coming out of the pockets of the people. Now that there are signs of opening up a scandal which touches every man's pocketbook, as well as casts a stigma upon some men high up, we can say, push ahead and uncover the whole unsavory mess of mismanagement and rottenness that has existed far too long in this Government of ours.

Old Timer.

### Source of Great Injustice and Persecution.

Detroit, Nov. 3—I appreciate very much the splendid editorial which appeared in the issue of the Michigan Tradesman of Oct. 29, and I am thoroughly in accord with every word you have written because from my own experience I have seen what a purely political conspiracy can try to do, as shown by the calling of a grand jury in Tammany-ridden New York, presided over by a Southern judge and the proceedings in charge of an especially selected representative of a purely political government. As you know, this proceeding utterly failed and the hand-picked jury voted 16 to 1 that there was no cause for any action, the "one" being a pro-German lover of Mr. Ford.

I think any good lawyer will tell you that while grand jury proceedings, impartially and fairly conducted, may be at times necessary, it is nevertheless true that they can be made and frequently are made the source of great injustice and persecution and have resulted in thousands of cases of indictments of perfectly innocent people.

I wish somebody had compiled or could compile a list of the number of Federal grand jury indictments that have never been brought to trial, quashed or resulted in acquittal. I think it would startle Michigan.

Of the pending proceedings in Grand Rapids I have no knowledge; but whatever trumped up accusations the special prosecutor may be able to secure, I have complete faith in the ultimate triumph of Justice and the permanency of American institutions.

James T. Kennedy.

He who drops a penny in the contribution plate generally expects a \$5 sermon in return.

Statistics can be made to show anything that the man behind the figures wants them to.

### Bills Now in Congress Affecting Retail Interests.

Chairman Fordney, of the House Ways and Means Committee, has been prominently quoted of late in connection with his proposal to replace certain sections of the present revenue law by the establishment of a flat per centum tax on sales.

Merchants generally have been greatly interested in this and realize, of course, that so far as the principle of the tax is concerned, a flat per centum tax which could be paid directly from the store's books and which could be added to the overhead without appearing as a specific tax to be collected from each individual customer would be infinitely preferable to the present taxes. The difficulty, however, is to be sure of just what sort of tax Mr. Fordney has in mind. When he talked at the convention in Lansing, Mr. Fordney favored a tax of 1 per cent., which should be collected from the customer and returned by the merchant to the Treasury Department. Such a tax would prove more burdensome and difficult to administer than those under which we are now doing business. Again Mr. Fordney has estimated that a tax of 1 per cent. would yield \$5,000,000,000 yearly. If his estimate is anywhere near correct he actually proposes to levy the tremendous tax upon the business of the country, we must be very sure about the desirability of placing upon business practically the entire burden of the National Government's support. It has been the expressed intention of Congress to raise not more than \$5,000,000,000 a year by taxation, so that if we were to turn to Mr. Fordney's plan of a tax on sales, which would raise \$5,000,000,000, such a plan would seem to make unnecessary any other form of taxation. Do we want to raise all Federal taxes through a tax on sales?

At any rate there seems to be small likelihood of any serious consideration of sweeping changes in the Revenue law until after January 1. There is talk now of the possibility of a deficit in Government revenue for the fiscal year ending June, 30, 1920, and it is regarded as the intention of Congress to halt the repeal of any revenue-producing sections of the law.

H. R. 1702, the so-called Kelly bill, having for its purpose the protection of the public against false pretenses in merchandising, under trade-mark or special brand, of articles of standard quality, and providing for filing with the Federal Trade Commission a statement setting forth the trade-mark or special brand owned or claimed by such vendor of articles of commerce to be covered by contracts of sale and providing for the payment of a registration fee of \$10 to the Federal Trade Commission, was referred to the House Committee on Interstate and Foreign Commerce.

Because of the fact that this committee has under consideration the Cummins railroad bill, it is thought this railroad bill will be considered by this committee to the exclusion of all other measures. Chairman Each has called such legislation at this time "absurd."

H. R. 8315, the bill introduced by Mr. Siegel, of New York, requiring all persons transacting business to obtain a license and to prevent profiteering, by marking on the goods the actual cost price thereof, and prescribing penalties for violation of its provisions was referred to the House Committee on Interstate and Foreign Commerce.

Because of the consideration of the Cummins railroad bill no action or hearings on the Siegel bill are contemplated during the current month.

S. 2904, introduced in the Senate by Mr. Jones, of Washington, was referred to the Senate Committee on Interstate Commerce.

This Jones bill provides for the cost marking of articles by manufacturers and retailers and provides penalties for failure to comply with the provisions of the bill.

Reference of this proposed measure was made to the Senate Interstate Commerce Committee, which also has under consideration the Railroad legislation above referred to and will not consider other bills until some disposition is made of the railroad bill.

H. R. 8624, introduced by Mr. Haugen, chairman of the House Committee on Agriculture, has passed both Houses. Certain amendments were placed on the bill in the Senate and conferees appointed by both Houses of Congress.

This bill is an amendment of, and extension to, the provisions of the war food control bill, and by its terms makes "wearing apparel," etc., a necessity. It attempts to provide for an adequate supply and equitable distribution of wearing apparel, among other things; authorizes the President to make such regulations and issue such orders as are essential effectively to carry out the provisions of the act. It is made unlawful to hoard, waste, monopolize, etc., or to exact excessive prices for any necessities and provides a penalty of \$5,000 and two years' imprisonment for violation of the Act. Like the original act, it is for the period of the war and will terminate when peace is declared.

(The Department of Justice will be the instrumentality to put into execution the regulations promulgated by the President.)

H. R. 9283, by Mr. Kreider, prohibiting fraud upon the public, by making or disseminating false statements or assertions concerning any merchandise, commodities, securities, or service, and providing penalties for violation.

And H. R. 9177, by Mr. Candler, of Mississippi, to prevent profiteering by regulating the distribution, profits on, and prices of foods, clothing, fuel and other necessities of life.

The above bills have been referred to Sub-Committee No. 1, of the House Committee on Judiciary, of which Sub-Committee Hon. Dick T. Morgan, of Oklahoma, is chairman.

#### No Pun Intended.

He—My ideal of a wife is one who can make good bread.

She—My ideal of a husband is one who can raise the dough in the hour of knead.

## Red Crown Gasoline for Power

The modern motor and improved carburetors have demonstrated beyond question that gasoline made especially for motor fuel—as Red Crown is made—will give the most power—the most speed and the most miles per gallon. Red Crown, like your automobile, is built to specifications and Red Crown specifications have been worked out by the most eminent petroleum chemists and automobile engineers available.

Red Crown contains a continuous chain of boiling point fractions, starting at about 95 degrees and continuing to above 400 degrees. It contains the correct proportion of low boiling point fractions to insure easy starting in any temperature—the correct proportion of intermediate boiling point fractions to insure smooth acceleration—and the correct proportion of high boiling point fractions with their predominance of heat units to insure the maximum power, miles and speed.

These are the things that make Red Crown the most efficient gasoline possible to manufacture with present day knowledge.

For sale everywhere and by all agents and agencies of

### STANDARD OIL COMPANY

(INDIANA)

Chicago

U. S. A.

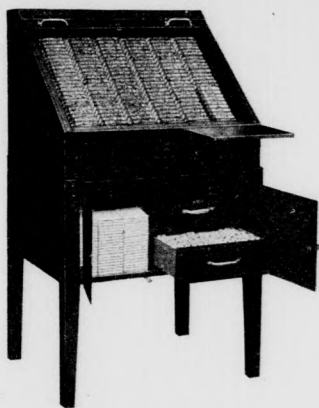
## "Every Day Is City Day"

The truth of this statement has never been so apparent as it has during the present Holiday season. Hardly a day passes that several customers do not visit us, intent on buying for their staple and holiday needs. This is true every working day in the year.

Come any day in the week. Come every day in the week. We do not want to put aside just one day for you to visit us. We shall be very glad to have you take advantage of the special "City Days" of the jobbers in other lines. But remember, *we* are ready for you all day long, every day in the year. Don't hesitate! Come! Because with us "Every Day is City Day."

Hazeltine & Perkins Drug Co.  
Grand Rapids, Michigan

If we were to present you with a **PACKARD** or a **WINTON** and guarantee the up-keep *IN* the bargain—would you accept it?



150 Account Roll-top Fire-proof Metzgar

Here Are the Figures on a Basis of 200 Customers

1. 10c per week per customer doesn't seem like much to lose in Forgotten Charges but the loss for the year is \$10.40.
2. An average of 10c per customer per week doesn't seem like much of a loss in concessions granted thru mixed accounts with the old time methods of keeping account, but for the year it amounts to \$1,040.00.
3. In the majority of cases when wrong past balances are carried forward and it is in the customer's favor you know nothing of it—but if in your favor you are promptly advised—so its "Heads I Win, Tails, you Lose" on this item. A loss of 10c for customer per week would amount to \$1,040.00.
4. The Metzgar will save for you at least four hours per day in regular book work or \$720.00 per year.

Metzgar Register Co., Grand Rapids, Mich.

## Dickinson's Popcorn In Packages

SNOW BALL



There is an increasing demand for good Popcorn in the home. Your customers will appreciate the quality of Snow Ball and Santa Claus—It pops—crisp, tender, sweet.

SANTA CLAUS



40-1 lb. packages  
per case

100-10 oz. packages  
50-10 oz. packages



Packed by

THE ALBERT DICKINSON CO.  
CHICAGO, ILLINOIS

## WHOLESALE DRUG PRICE CURRENT

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

Acids		Cotton Seed		Capsicum		
Boric (Powd.)	18@ 25	2 40@2 80	Eigeron	12 50@12 75	Cardamon	1 50
Boric (Xtal)	18@ 25	Eigeron	11 30@11 75	Cardamon, Comp.	1 35	
Carbolic	33@ 36	Eucalyptus	1 25@1 35	Catechu	1 50	
Citric	1 14@1 20	Hemlock, pure	2 00@2 25	Cinchona	1 80	
Muriatic	3 1/4@ 5	Juniper Berries	16 00@16 25	Colchicum	2 40	
Nitric	10@ 15	Juniper Wood	3 00@3 25	Cubebus	2 60	
Oxalic	31@ 40	Lard, extra	2 00@2 20	Digitalis	1 60	
Sulphuric	3 1/4@ 6	Lard, No. 1	1 75@1 95	Gentian	1 20	
Tartaric	9 1/2@1 00	Lavender Flow	11 00@11 25	Ginger	1 50	
Ammonia		Lavender, Gar'n	1 50@1 75	Guaiac	2 65	
Water, 26 deg.	10@ 20	Lemon	2 25@2 50	Guaiac, Ammon.	2 40	
Water, 18 deg.	9 1/2@ 18	Linseed, boiled, bbl.	1 91	Iodine	1 50	
Water, 14 deg.	9@ 17	Linseed, bld less	2 01@2 11	Iodine, Colorless	2 00	
Carbonate	19@ 25	Linseed, raw, bbl.	1 89	Iron, clo.	1 45	
Chloride (Gran.)	17 1/2@ 25	Linseed raw less	1 99@2 09	Kino	1 35	
Balsams		Mustard, true, oz.	2 95	Myrrh	2 25	
Copaiba	1 00@1 20	Mustard, artifil, oz.	1 25	Nux Vomica	1 95	
Fir (Canada)	1 75@2 00	Neatsfoot	1 70@1 90	Opium	4 50	
Fir (Oregon)	50@ 75	Olive, pure	4 75@6 00	Opium, Camph.	1 25	
Peru	5 00@5 20	Olive, Malaga,		Opium, Deodor'd	4 50	
Tolu	2 25@2 50	yellow	3 75@4 00	Rhubarb	1 80	
Barks		Olive, Malaga,		Paints		
Cassia (ordinary)	45@ 50	green	3 75@4 00	Lead, red dry	13@13 1/2	
Cassia (Saigon)	90@1 00	Orange, Sweet	4 25@4 50	Lead, white dry	13@13 1/2	
Sassafras (pow. 70c)	65	Organum, pure	2 50	Lead, white oil	13@13 1/2	
Soap Cut (powd.)		Organum, com'l	1 00@1 25	Ochre, yellow bbl.	2	
40c	30@ 35	Pennyroyal	2 50@2 75	Gehre, yellow less	2 1/2@ 5	
Berries		Peppermint	9 00@9 25	Putty	5@ 8	
Cubeb	1 75@1 80	Rose, pure	38 00@40 00	Red Venet'n Am.	2 1/2@ 5	
Fish	90@1 00	Rosemary Flows	2 00@2 25	Red Venet'n Eng.	3@ 6	
Juniper	12 1/2@ 20	Sandalwood, E.		Vermillion, Amer.	25@ 30	
Prickley Ash	30	L	15 00@15 20	Whiting, bbl.	2 1/2	
Extracts		Sassafras, true	3 30@3 25	Whiting	3 1/4@ 6	
Licorice	60@ 65	Sassafras, artif'l	1 00@1 25	L. H. P. Prep.	3 75@4 00	
Licorice powd.	1 20@1 25	Spearmint	13 50@13 75	Miscellaneous		
Flowers		Sperm	2 40@2 60	Acetanald	60@ 75	
Arnica	75@ 80	Tansy	5 50@5 75	Alum	16@ 20	
Chamomile (Ger.)	75@ 80	Tar, USP	48@ 60	Alum, powdered and		
Chamomile Rom.	1 00@1 20	Turpentine, bbls.	1 72	ground	17@ 20	
Gums		Turpentine, less	1 82@1 90	Bismuth, Subni-		
Acacia, 1st	60@ 65	Wintergreen, tr.	12 00@12 25	trate	4 03@4 10	
Acacia, 2nd	55@ 60	Wintergreen, sweet		Borax xtal or		
Acacia, Sorts	35@ 40	birch	9 00@9 25	powdered	10@ 15	
Acacia, powdered	45@ 50	Wintergreen, art	1 00@1 25	Cantharades po	2 00@6 50	
Aloes (Barb. Pow.)	30@ 40	Wormseed	6 50@6 75	Calomel	2 27@2 35	
Aloes (Cape Pow.)	30@ 35	Wormwood	9 50@9 75	Capsicum	38@ 45	
Aloes (Soc Pow)	1 40@1 50	Potassium		Carmine	6 50@7 00	
Asafoetida	4 50@5 00	Bicarbonate	55@ 60	Cassia Buds	50@ 60	
Pow.	7 50	Bichromate	37 1/2@ 50	Cloves	60@ 65	
Camphor	4 25@4 30	Bromide	85@ 95	Chalk Prepared	12@ 15	
Guaiac	2 25	Carbonate	92@1 00	Chalk Precipitated	12@ 15	
Guaiac, powdered	2 50	Chlorate, gran'r	48@ 55	Chloroform	45@ 55	
Kino	85	Chlorate, xtal or		Chloral Hydrate	1 70@2 10	
Kino, powdered	1 00	powd.	28@ 35	Cocaine	12 30@12 85	
Myrrh	1 40	Cyanide	32 1/2@ 50	Cocoa Butter	65@ 75	
Myrrh, Pow.	1 50	Iodide	4 29@4 44	Corks, Lst, less 50%		
Opium	10 80@11 00	Permanganate	75@1 00	Copperas, bbls.	3@ 03	
Opium, powd.	12 00@12 20	Prussiate, yellow	80@ 90	Copperas, less	3 1/4@ 8	
Opium, gran.	12 00@12 20	Prussiate, red	1 85@2 00	Copperas, powd.	4 1/2@ 10	
Shellac	1 30@1 40	Sulphate	@ 85	Corrosive Sublim	2 11@2 20	
Shellac Bleached	1 40@1 50	Roots		Cream Tartar	70@ 75	
Tragacanth	4 75@5 50	Alkanet	3 75@4 00	Cuttlebone	1 00@1 10	
Tragacanth powder	4 00	Blood, powdered	60@ 75	Dextrine	10 1/2@ 15	
Turpentine	15@ 25	Calamus	60@ 75	Dovers Powder	5 75@6 00	
Insecticides		Elecampane, pwd	22@ 25	Emery, All Nos.	10@ 15	
Arsenic	13 1/2@ 20	Gentian, powd.	25@ 30	Emery, Powdered	8@ 10	
Blue Vitriol, bbl.	@ 11	Ginger, African.		Epsom Salts, bbls.	@ 3 1/2	
Blue Vitriol less	12@ 17	powdered	29@ 36	Epsom Salts, less	4@ 10	
Bordeaux Mix Dry	18@ 38	Ginger, Jamaica	40@ 45	Ergot	@ 4 75	
Heliohere, White		powdered	40@ 45	Ergot, powdered	@ 4 75	
powdered	38@ 45	Goldenseal, pow.	8 50@8 80	Flake White	15@ 20	
Insect Powder	55@1 00	Ipecac, powd.	4 50@5 00	Formaldehyde, lb.	27@ 31	
Lead, Arsenate Po	32@ 49	Licorice, powd.	35@ 40	Gelatine	1 55@1 75	
Lime and Sulphur		Licorice, powder	40@ 50	Glassware, full case 58%		
Solution, gal.	20@ 25	Poke, powdered	25@ 30	Glassware, less 50%		
Paris Green	46@ 52	Rhubarb	@ 2 00	Glauber Salts, bbl.	@ 2 1/2	
Ice Cream		Rhubarb, powd.	2 50@2 75	Glauber Salts less	3 1/4@ 8	
Piper Ice Cream Co.,		Rosinwood, powd.	30@ 35	Glue, Brown	25@ 35	
Kalamazoo		Sarsaparilla, Hond.		Glue, Brown Grd.	20@ 30	
Bulk, Vanilla	1 10	ground	1 25@1 40	Glue, White	30@ 35	
Bulk, Chocolate	1 20	Sarsaparilla Mexican		Glue, White Grd.	30@ 35	
Bulk, Caramel	1 20	ground	75@ 80	Glycerine	26@ 40	
Bulk, Grape-Nut	1 20	Squills	35@ 40	Hops	85@1 00	
Bulk, Strawberry	1 30	Squills, powdered	60@ 70	Iodine	5 85@6 10	
Bulk, Tutti Fruiti	1 30	Tumeric, powd.	25@ 30	Iodoform	6 90@7 20	
Brick, Vanilla	1 20	Valerian, powd.	@ 2 00	Lead, Acetate	25@ 30	
Brick, Chocolate	1 60	Seeds		Lycopodium	2 25@2 50	
Brick, Caramel	1 60	Anise	35@ 40	Mace	85@ 90	
Brick, Strawberry	1 60	Anise, powdered	37@ 40	Mace, powdered	95@1 00	
Brick, Tutti Fruiti	1 60	Bird, ls	13@ 19	Menthol	12 00@12 25	
Brick any combination	1 60	Canary	15@ 20	Morphine	11 95@12 35	
Leaves		Caraway, Po.	40 30@35	Nux Vomica	@ 30	
Buchu	@3 00	Cardamon	2 00@2 25	Pepper black, pow.	37@ 40	
Buchu, powdered	@3 25	Celery, powd.	65 57@60	Pepper, white	@ 50	
Sage, bulk	67@ 70	Coriander powd.	30 22@25	Pitch, Burgundy	@ 15	
Sage, 1/4 loose	72@ 78	Dill	25@ 30	Quassia	12@ 15	
Sage, powdered	55@ 60	Fennell	30@ 40	Quinine	1 80@2 30	
Senna, Alex	1 40@1 50	Flax	12 1/2@ 18	Rochelle Salts	55@ 60	
Senna, Tinn.	30@ 35	Flax, ground	12 1/2@ 18	Saccharine	@ 40	
Senna, Tinn. pow.	35@ 44	Foenugreek pow.	15@ 25	Salt Peter	20@ 30	
Uva Ursi	25@ 30	Hemp	12 1/2@ 18	Seidlitz Mixture.	43@ 50	
Oils		Lobelia	70@ 75	Soap, green	20@ 30	
Almonds, Bitter,		Mustard, yellow	45@ 50	Soap mott castile	22 1/2@ 25	
true	15 00@16 00	Mustard, black	36@ 40	Soap, white castile		
Almonds, Bitter,		Poppy	@1 00	case	@24 00	
artificial	7 00@7 20	Quince	1 50@1 75	Soap, white castile		
Almonds, Sweet,		Rape	15@ 20	less, per bar	@2 60	
true	1 75@3 00	Sabadilla	@ 35	Soda Ash	4 1/2@ 10	
Almonds, Sweet,		Sabadilla, powd.	30@ 35	Soda Bicarbonate	3 1/2@ 10	
imitation	75@1 00	Sunflower	15@ 20	Soda, Sal	2 1/2@ 5	
Amber, crude	3 00@3 25	Worm American	@ 45	Spirits Camphor	@2 00	
Amber, rectified	3 50@3 75	Worm Levant	1 65@1 75	Sulphur, roll	4 1/2@ 10	
Anise	2 50@2 75	Tinctures		Sulphur, Subl.	4 1/2@ 10	
Bergamont	8 50@8 75	Aconite	@1 70	Tamarinds	25@ 30	
Cajeput	1 75@2 00	Aloes	@1 20	Tartar Emetic	1 03@1 10	
Cassia	4 50@4 75	Arnica	@1 50	Turpentine, Ven.	50@60 00	
Castor	2 25@2 50	Asafoetida	@3 90	Vanilla Ex. pure	1 50@2 00	
Cedar Leaf	3 25@3 50	Belladonna	@1 40	Witch Hazel	1 35@1 75	
Citronella	80@1 20	Benzoin	@1 80	Zinc Sulphate	10@ 15	
Cloves	4 25@4 50	Benzoin Compo'd	@3 00			
Cocoonut	40@ 50	Buchu	@2 70			
Cod Liver	5 60@5 75	Croton	2 00@2 25			

# GROCERY PRICE CURRENT

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

<b>ADVANCED</b>	<b>DECLINED</b>
Brooms Tomatoes Cheese Evap. Milk	Some Coffee Stock Molasses Allspice Cloves Mustard Nutmegs
<b>AMMONIA</b> Arctic Brand 12 oz. 16c, 2 doz. box 2 70 15 oz. 25c, 1 doz. box 1 75 12 oz. 40c, 1 doz. box 2 85 Moore's Household Brand 12 oz., 2 doz. to case 2 70	<b>Beans—Canned</b> 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
<b>AXLE GREASE</b> Mica, 25 lb. pail 1 60	<b>Clam Bouillon</b> Burnham's 7 oz. 2 50
<b>BAKED GOODS</b> Loose-Wives Brands Krispy Crackers 18 L. W. Soda Crackers 17 L. W. Butter Crackers 17 Graham Crackers 18 Fig Snl Bar 18 L. W. Ginger Snaps 17 Honey Girl Plain 23 Honey Girl Iced 24 Coconut Taffy 27 Vanilla Water 35 Subject to quantity discount.	<b>Corn</b> Standard 1 55 Country Gentleman 1 75 Maine 2 00
<b>BLUING</b> Jennings' Condensed Pearl Small, 3 doz. box 2 55 Large, 2 doz. box 2 70 Moore's Non-Freezing 4 oz., 3 doz. to case 2 55 8 oz., 3 doz. to case 3 75	<b>Hominy</b> Van Camp 1 35 Jackson 1 20
<b>BREAKFAST FOODS</b> 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 Bkfst Biscuit 1 90 Quaker Corn Flakes 3 35 Ralston Farina 4 00 Ralston Branzen 2 20 Ralston Food, large 3 60 Ralston Food, small 2 60 Saxon Wheat Food 4 80 Shred Wheat Biscuit 4 90 Triscuit, lb 2 25	<b>Lobster</b> 1/4 lb. 2 45 1/2 lb. 4 60
<b>BRUSHES</b> Solid Back, 3 in. 1 50 Solid Back, 11 in. 1 75 Pointed Ends 1 25	<b>Mackerel</b> Mustard, 1 lb. 1 80 Mustard, 2 lb. 2 80 Soused, 1 1/2 lb. 1 60 Soused, 2 lb. 2 75
<b>BROOMS</b> Fancy Parlor, 25 lb. 9 50 Parlor, 5 String, 25 lb. 8 75 Standard Parlor, 23 lb. 8 00 Warehouse, 34 lb. 10 00	<b>Mushrooms</b> Buttons, 1s. per can 1 40 Hotels, 1s. per can 1 15
<b>BUTTER COLOR</b> Dandelion, 25c size 2 00 Perfection, per doz. 1 30	<b>Plums</b> California, No. 3 2 40
<b>CANDLES</b> Paraffine, 6s 17 Paraffine, 12s 17 Wicking 40	<b>Pears in Syrup</b> Michigan 1 75 California 2 35
<b>CANNED GOODS</b> Apples 3 lb. Standards @ 2 00 No. 10 @ 7 50	<b>Peas</b> Marrowfat 1 75@1 90 Early June 1 65@1 90 Early June sifted 1 80@2 25
<b>Blackberries</b> Standard No. 10 15 00	<b>Peaches</b> California, No. 2 1/2 4 75 California, No. 1 2 40 Michigan No. 2 4 25 Pie, gallons 12 00
<b>Beans—Baked</b> Brown Beauty No. 2 1 35 Campbell, No. 2 1 50 Fremont, No. 2 1 35 Van Camp, 1/2 lb. 75 Van Camp, 1 lb. 1 25 Van Camp, 1 1/2 lb. 1 60 Van Camp, 2 lb. 1 35	<b>Pineapple</b> California, No. 2 4 00 Sliced No. 2 Extra 4 75
	<b>Pumpkin</b> Van Camp, No. 3 1 35 Van Camp, No. 10 4 60 Lake Shore, No. 3 1 35 Vesper, No. 10 8 90
	<b>Salmon</b> Warren's 1 lb. Tall 4 10 Warren's 1/2 lb. Flat 2 60 Warren's 1 lb. Flat 4 25 Red Alaska 3 90 Med. Red Alaska 3 50 Pink Alaska 2 75
	<b>Sardines</b> Domestic, 1/4s 5 50@7 50 Domestic, 1/2s 7 00@8 00 Domestic, 3/4s 7 00@8 00 California Soused 2 25 California Mustard 2 25 California Tomato 2 25
	<b>Sauerkraut</b> Hackmuth, No. 3 1 40
	<b>Shrimps</b> Dunbar, 1s doz. 1 85 Dunbar, 1 1/2s doz. 3 40
	<b>Strawberries</b> Standard, No. 2 4 25 Fancy, No. 2 4 50
	<b>Tomatoes</b> No. 2 1 45@1 75 No. 3 2 00@2 35 No. 10 7 00
	<b>CATSUP</b> Snider's, 8 oz. 1 85 Snider's, 16 oz. 3 00 Royal Red, 10 oz. 1 35 Nedrow, 10 1/2 oz. 1 40 Nedrow gal. glass jar 11 50
	<b>CHEESE</b> Brick 37 Wisconsin Flats 35 Longhorn 37 New York 37 Michigan Full Cream 36
	<b>CHEWING GUM</b> Adams Black Jack 70 Beeman's Pepsin 70 Beechnut 80 Doublemint 70 Flag Spruce 70 Juicy Fruit 70 Spearmint, Wrigleys 70 Yucatan 70 Z-no 70
	<b>CHOCOLATE</b> Caracas 41 Walter Baker & Co. 40 Walter M. Lowney Co. 43 Premium, 1/4s 43 Premium, 1/2s 43
	<b>CIGARS</b> 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
	<b>National Grocer Co. Brands</b> Antonella Cigars, 50 foil 37 50 Antonella Cigars, 100 foil 37 50 Antonella Cigars, 25 tins 37 50 El Rajah, Diplomat-icas, 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 Cdin. Monarch, 50, wood, per 100 5 60 Odin, Monarch, 25 tin 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
	<b>Worden Grocer Co. Brands</b> Charles the 8th 70 00 Partello 47 00 Qualex 50 00 Hemeter Champion 56 00 Court Royal 57 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
	<b>CLOTHES LINE</b> Hemp, 50 ft. 2 50 Twisted Cotton, 50 ft. 3 25 Twisted Cotton, 60 ft. 3 90 Braided, 50 ft. 4 00 Braided, 80 ft. 4 25 Sash Cord 4 50
	<b>COCOA</b> Baker's 48 Bunte, 15c size 55 Bunte, 1/2 lb. 50 Bunte, 1 lb. 48 Cleveland 41 Colonial, 1/4s 35 Colonial, 1/2s 33 Epps 42 Hersheys, 1/4s 42 Hersheys, 1/2s 40 Huyler 36 Lowney, 1/4s 48 Lowney, 1/2s 47 Lowney, 3/4s 47 Lowney, 5 lb. cans 47 Van Houten, 1/4s 12 Van Houten, 1/2s 18 Van Houten, 1s 36 Webb 36 Webb 36 Wilbur, 1/4s 33 Wilbur, 1/2s 33

<b>COCOANUT</b> 1/4s, 5 lb. case Dunham 44 1/4s, 5 lb. case 43 1/4s & 1/2s, 15 lb. case 43 6 and 12c. pkg. in pails 4 75 Bulk, pails 32 Bulk, barrels 30 24 8 oz. pkgs., per case 30 48 4 oz. pkgs., per case 5 40	<b>COOKING COMPOUNDS</b> <b>Mazola</b> Pints, tin, 2 doz. 8 50 Quarts, tin, 1 doz. 8 00 1/2 Gal. tins, 1 doz. 15 25 Gal. tins, 1/2 doz. 14 80 5 Gal. tins, 1/4 doz. 20 00	<b>Hooks—Kirby</b> Size 1-12, per 1,000 34 Size 1-0, per 1,000 96 Size 2-0, per 1,000 1 15 Size 3-0, per 1,000 1 37 Size 4-0, per 1,000 1 65 Size 5-0, per 1,000 1 97
<b>COFFEE ROASTED</b> Bulk Rio 26@28 Santos 37@40 Maracabo 43 Mexican 43 Gutamala 42 Java 50 Mocha 50 Bogota 43 Peaberry 41	<b>COUPON BOOKS</b> 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, special-ly printed front cover is furnished without charge.	<b>Sinkers</b> No. 1, per gross 65 No. 2, per gross 73 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 2 38 No. 9, per gross 4 67
<b>Package Coffee</b> New York Basis Arbuckle 40 00	<b>CREAM OF TARTAR</b> 6 lb. boxes 65 3 lb. boxes 66	<b>FLAVORING EXTRACTS</b> <b>Jennings D C Brand</b> Pure Vanilla Terpenes Pure Lemon Per Doz 7 Dram 15 Cent 1 25 1 1/2 Ounce 20 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 38 1 1/2 Ounce Assorted 2 20
<b>McLaughlin's XXXX</b> McLaughlin's XXXX pack- age coffee is sold to retail- ers only. Mail all orders direct to W. F. McLaugh- lin & Co., Chicago.	<b>DRIED FRUITS</b> <b>Apples</b> Evap'd, Choice, blk 22	<b>Moore's D U Brand</b> Per Doz 1 oz. Vanilla 15 Cent 1 35 1 1/2 oz. Vanilla 25 Cent 2 00 3 oz. Vanilla 35 Cent 3 00 1 oz. Lemon 15 Cent 1 35 1 1/2 oz. Lemon 25 Cent 2 00 3 oz. Lemon 35 Cent 3 00
<b>McLaughlin's XXXX</b> Coffee Extracts N. Y., per 100 9 1/2 Frank's 250 packages 14 50	<b>Peel</b> Lemon, American 33 Orange, American 34	<b>Raisins</b> Choice S'ded 1 lb. pkg. 21 Fancy S'ded, 1 lb. pkg. 22 Thompson Seedless, 1 lb. pkg 20 Thompson Seedless, bulk 19
<b>CONDENSED MILK</b> Eagle, 4 doz. 11 00 Leader, 4 doz. 8 50 Hummel's 50 1 lb. 10	<b>California Prunes</b> 80-90 25 lb. boxes @17 70-80 25 lb. boxes @18 60-70 25 lb. boxes @19 50-60 25 lb. boxes @21 40-50 25 lb. boxes @23 30-40 25 lb. boxes @28	<b>FLOUR AND FEED</b> <b>Valley City Milling Co.</b> Lily White 12 90 Graham 25 lb. per cwt 5 25 Rowena Botted 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, Watson Higgins Milling Co. New Perfection, 1/4s 13 65
<b>EVAPORATED MILK</b> Carnation, Tall, 4 doz. 7 50 Carnation, Baby 8 doz. 7 00 Pet. Tall 7 50 Pet. Baby 5 25 Van Camp, Tall 7 25 Van Camp, Baby 6 25 Dundee, Tall, 4 doz. 7 49 Dundee, Baby, 8 doz. 6 85 Silver Cow, Tall 4 doz. 7 75 Silver Cow Baby 6 dz. 5 49	<b>MILK COMPOUND</b> Hebe, Tall, 6 doz. 5 90 Hebe, Baby, 8 doz. 5 60 Carolene, Tall, 4 doz. 5 50	<b>FARINACEOUS GOODS</b> <b>Beans</b> Med. Hand Picked 8 1/2 California Limas 16 Brown, Holland 8 <b>Farina</b> 25 1 b. packages 2 80 Bulk, per 100 lbs. ....
<b>Stick Candy</b> Pails Horehound 26 Standard 26 <b>Cases</b> Jumbo 28	<b>Mixed Candy</b> Pails Broken 27 Cut Leaf 27 Grocers 21 Kindergarten 30 Leader 27 Novelty 28 Pretio Creams 35 Royal 25 X L O 25	<b>Macaroni</b> Domestic, 10 lb. box 1 10 Domestic, broken bbls. 8 1/2 Skinner's 24s, case 1 37 1/2 Golden Age, 2 doz. 1 90 Fould's, 2 doz. 1 90
<b>Specialties</b> Pails Auto Kisses (baskets) 28 Bonnie Butter Bites 33 Butter Cream Corn 33 Caramel Bon Bons 34 Caramel Croquettes 30 Cocoanut Waffles 30 Coffy Toffy 32 Fudge, Walnut Maple 32 Fudge, Walnut Maple 34 Fudge, Walnut Chop 35 Champion Gum Drops 26 Raspberry Gum Drops 26 Iced Orange Jellies 28 Italian Bon Bons 28 AA Licorice Drops 2 15 Lozenges, Pep. 30 Lozenges, Pink 30 Manchus 28 Molasses Kisses, Baskets 27 Nut Butter Puffs 30	<b>Chocolates</b> Pails Assorted Choc. 35 Amazon Caramels 37 Champion 31 Choc. Chips, Eureka 40 Klondike Chocolates 40 Nabobs 40 Nibble Sticks, box 2 50 Nut Wafers 40 Ocoro Choc. Caramels 38 Peanut Clusters 45 Quintette 35 Regina 30	<b>Pop Corn Goods</b> Cracker-Jack Prize 6 60 Checkers Prize 6 60
<b>Cough Drops</b> Boxes Bunte 1 30 Putnam Menthol 1 50 Smith Bros. 1 50	<b>FISHING TACKLE</b> <b>Cotton Lines</b> No. 2, 15 feet 1 45 No. 3, 15 feet 1 70 No. 4, 15 feet 1 85 No. 5, 15 feet 2 15 No. 6, 15 feet 2 45	<b>Linen Lines</b> Fudge, Choc. Peanut 28 Small, per 100 yards 6 65 Medium, per 100 yards 7 25 Large, per 100 yards 9 00
	<b>Floats</b> No. 1 1/2, per gross 1 50 No. 2, per gross 1 75 No. 2 1/2, per gross 2 25	<b>GELATINE</b> Cox's, 1 doz. large 1 60 Cox's, 1 doz. small 1 00 Knox's Sparkling, doz. 2 00 Knox's Acidu'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

HIDES AND PELTS

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25 lb pails, per doz .. 15.00

KITCHEN KLENZER



80 can cases, \$4 per case



Bel-Car-Mo Brand 8 oz., 2 doz. in case .. 24 1 lb. pails .. 12 2 lb. pails .. 10 5 lb. pails, 6 in crate .. 15 10 lb. pails .. 25 50 lb. tins .. 100 lb. drums ..

SALT Morton's Salt



Morton's Salt NEVER CAKES OR HARDENS FREE RUNNING SALT IT POURS PER CASE, 24 2 lbs. .... 1 80 Five case lots .. 7 00

**Catering to the Trade of the Hunter.**  
Written for the Tradesman.

For a considerable constituency in each of the several states the month of November contains the date that is looked forward to with eager interest and thereafter usually cherished in memory. I refer to the first day of the open season. In Ohio it is the 15th, in some states it may occur a week or so earlier or later.

As a sportsman I take occasion just here to make the observation that the first day of the open season is an event of tremendous importance to the man who loves to hunt. As the time draws near, he becomes intensely eager. That particular date is likely to be enclosed in a heavily indicated box or circle on his favorite calendar; or at all events it is indelibly stamped on his memory.

Perhaps weeks before the date he has selected his territory and called on the farmers over whose places he proposes to hunt. He has mapped out his itinerary from the moment he parks his machine in the farmer's yard (or, if he doesn't own a machine, from the time he leaves the traction), until he has covered the last ragweed field or strip of woodland. And you may rest assured that he has selected the likeliest territory of which he knows and to which he has (or can secure) a written permit to hunt. According to the law a written permit is now required.

Weeks before the season opens you may see some ardent sportsman out in the field with his dog or dogs. He is likely to be out without his gun. But even if he has his gun with him, his purpose is not to kill or injure game, but rather to work out the dogs, or perhaps to break in some young dog that has never had any practical experience in the field. The success of that great first day's hunting depends very largely upon the condition of his dogs. If they are soft and in too much weight, they'll tire before the day is over, and instead of ranging for game, will hunt in close or even trail the owner. Or the dog that is wild and green, will flush coveys or chase rabbits and do more harm than good.

Of all these things the real sportsman is now thinking, and you may rest assured that he's getting ready. Dogs are being seasoned by work in the fields—especially bird dogs. Green young dogs are being intensively trained—usually by being worked out with older dogs. And guns and equipment are being carefully examined. Supplies of ammunition must be laid in. All things must be ready.

Much of this, to be sure, applies more to the sportsman of some years' experience. By the last-hour disappointments of other years, he has learned that forethought is better than afterthought. But perhaps the rank and file of hunters—and more particularly the younger and less experienced fellows who will break into the sport this fall—are not going to be anything like so systematic and thorough-going. Many of them will naturally put off buying guns, ammunition, hunting coats, hunting suits, shoes, leggings, caps, and whatever

supplies they may require, to the last minute. And that's the reason there is always such a rush and scramble for these things in the stores that carry them—a rush that begins about a week before the hunting season opens.

Now having given you this human-interest side of the proposition from the sportsman's angle, let's take it up as a business opportunity for the alert merchant.

The following group of dealers should be greatly interested in the open season: Hardware dealers, shoe dealers, clothiers, and department or general stores carrying guns and ammunition or other articles in the sporting-goods lines.

In the larger centers where alert merchandisers are in the habit of making the most of each business opportunity as it rolls around, plans for capturing this class of business are laid far ahead. Weeks before the open season begins the advertising has been planned, copy has been written, lay-outs perfected, illustrations provided, and window-trims worked out to the last detail. And, just at the right moment, say two or three weeks before the season opens, the campaign is launched. Old customers of the store and prospective ones alike are appealed to in the newspaper announcements. And simultaneously with this newspaper appeal, the window is dressed in such a way as to catch the eye and fire the imagination of every born hunter who happens to pass by and look in on it.

Realizing the growing volume and the increasing value of this class of business the aggressive merchandiser of the large city is taking nothing for granted. He is getting ready. He is going after the business intelligently and systematically. He is using tested copy and following accredited methods.

But in the smaller communities, of course, such carefully wrought-out plans are not to be expected. For that reason it has occurred to the writer that admonitions and hints along this line might not be altogether out of place in these pages. If you handle merchandise of any kind that meets the requirements of sportsmen, now is the time to push such goods. And the best way to push merchandise of any kind, is to push it systematically; i. e. according to some definite plan of procedure. Announcements will surely be required in the papers, and you will find a good trim helps business even in the smallest communities.

And, above all, back up your efforts with the right kind of selling talk.

In the first place, know the merchandise. I have seen young saleschaps in hardware stores and sporting-goods houses making themselves ridiculous in the eyes of sportsmen simply because they didn't know the merchandise. They didn't thoroughly understand even the mechanism of the gun, let alone its relative merits—its incidental limitations and its specially good points. They had apparently never shot a gun, and obviously didn't know how to handle it. They were utterly devoid of that occult enthus-

## Why Do You Handle High Quality Goods?

### Because They Are Profit Producers

The most successful buyers of food products to-day are not interested in how low a price they pay for goods, but are looking for the highest quality that can reasonably be obtained.

Repeat orders from your customers for our Lighthouse and Red Cap Brands prove that you are handling satisfactory goods, thereby establishing your business on a safe basis along the lines of least resistance. The oldest houses of the country to-day have founded their business on Quality merchandise.

## NATIONAL GROCER COMPANY

Grand Rapids

Lansing

Cadillac

Traverse City



iasm about a gun that a real gun salesman ought to possess.

The man that undertakes to sell a gun ought first of all to know that make of a gun absolutely—know it from A to Izzard. Be able to speak from observation and experience. Back up your observations and tests with the testimony of others who have tried it out thoroughly.

And know ammunition—the size of shot for birds, grouse, ducks, rabbits, and all other kinds of game to be found in your state which may be hunted in season. Be able to prove to the veteran that you know your business; be able to give the young, inexperienced hunter some valuable tips that will save him from subsequent disappointment, and thus make him a permanent customer of your establishment.

Know the game laws of your state. You have copies printed in convenient form to hand out to your customers. But that isn't enough. Be able to tell off-hand what they may hunt at a given time.

In other words manifest an intelligent and sympathetic attitude towards sportsmanship and the sportsman.

Frank Fenwick.

**No Meat Shop Smell.**

What is the most advertisable virtue a butcher shop can have? Quality of meat? Courtesy? Prompt service? Location? Number of years in business at a certain stand?

The Quality Shop of Mobile discarded all of these as being too obvious, too hackneyed.

For one day an exacting lady customer came into the shop and, in speaking to the proprietor, she dropped this remark:

"This is the one meat shop in Mobile that doesn't smell like one. It always disgusts me and is repugnant when I enter a meat shop. The odor of the meats affects most people that way, I imagine. Your place seems to have found the solution of the problem."

The Quality Shop saw merchandising value in that blunt statement.

Ever since it has carried the trademark line, in quotes, at the top of all its advertising in newspapers and other mediums. "The Meat Shop That Doesn't Smell Like One."

The phrase is now the talk of the town.

**Service Your Customers Appreciate**

When you sell Fels-Naptha, you sell your customers service—that saves their hands, saves clothes, saves time and temper on washday. After a short trial

**FELS-NAPHTHA SOAP**

becomes "A Regular Service." The customer who finds her washday troubles disappearing will show her appreciation in ways profitable to you.

Fels & Co.

Philadelphia, Pa.



**AUTOMOBILE ACCESSORIES**

Dealers, garage men and others entitled to wholesale prices will find the right merchandise plus personal co-operation and real selling help in featuring this line of goods. I give a line of service to my customers quite different from the average wholesale jobber in my line.

My new catalog will be out the early part of 1920, and I do not intend to feature a single item that will not sell and give satisfaction, leaving reasonable margin for the dealer. I am recognized as a competent buyer and every dollar's worth of merchandise sold represents my personal selection. When you place your orders with me I become practically your hired man, giving you the benefit of my services as a buyer.

My catalog will be sent only to customers or dealers making requests for same on their letter head.

Let the names roll in.

**E. A. BOWMAN**

"IN BUSINESS FOR HIMSELF."

719 John R Street.

DETROIT, MICHIGAN

**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.

Wanted—To hear from owner of good general merchandise store for sale. Cash price, description. D. F. Bush, Minneapolis, Minnesota. 479

For Sale—Clothing, furnishing goods and shoe stock located in railroad town in center of strong agricultural district. Stock will inventory about \$15,000. Annual sales, \$60,000. Low rental in brick building. Address No. 561, care Michigan Tradesman. 561

Meat Market For Sale—Doing strictly cash business in best town under 2,000 in Michigan. Will pay for itself in two years, besides making good living for owner. Will stand strictest investigation. R. D. Tobin, Holly, Michigan. 562

WE have for sale at Mt. Pleasant, Iowa, for manufacturing purposes, one brick building with steel frame, 60 x 120, with skylight entire length; annex building, 30 x 120. Height of main building to eaves 23 feet, to top of roof 35 feet. Gravel roof. Office building 35 x 35, brick, one-story. Six acres of land. Has a 12 x 36 left hand Murray Corliss engine with two boilers and complete line shaft. A snap. On the main line of the Burlington railway. Kansas City Machine Works, Kansas City, Missouri. 563

For Sale—A-1 cash-and-carry grocery in city of 6,000. The leading store in this city. Reason for selling, leaving state. J. J. Caldwell, Oconto, Wisconsin. 564

For Sale—Machine shop in famous Salt River Valley; established six years; doing general repairing. Have first-class equipment; good buildings; plenty room. Have good engine and farm machinery agency. Will sell entire property or just business. Owner, Box 521, Mesa, Arizona. 565

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 106 E. Hancock, Detroit. 566

Good Opening—For dry goods, jeweler and dentist. Write J. L. Clement & Sons, Gobleville, Michigan. 549

For Sale—Drug stock in live town. Strong farming community. Good location for young physician. Purchaser must have \$2,000. Address No. 553, care Michigan Tradesman. 553

Wanted—Location for cash-and-carry grocery in town 4,000 to 15,000 in Michigan. Must be manufacturing, good location, good schools and a good business town. Will pay cash for stock at invoice price if clean, but not one cent for your business and good will. Address, giving particulars, to No. 554, care Michigan Tradesman. 554

FOR SALE—A PROFITABLE GOING BUSINESS. Established forty years. Located in most prosperous farming country in Central Michigan in town of 3,000 population. Modern store and stock as clean as a whistle. Dry goods, clothing, gents' furnishings, shoes and ready-to-wear. Stock will invoice around \$20,000. Can reduce same to suit purchaser. Most of stock owned at old prices. Mr. Buyer, if ever an opportunity presented itself to you, here it is. Act quickly. Address No. 555, care Michigan Tradesman. 555

For Trade—167 acres good land and fair buildings in Hillsdale County to trade for general merchandise stock from \$10,000 to \$15,000. Address Edson J. Bengt, Allen, Michigan. 557

PAINT AND WALL PAPER STORE FOR SALE—Established 10 years; price \$15,000; long lease; reason for sale, sickness of proprietor. Apply CARE'S PAINT STORE, 101 West 5th Avenue, Gary, Indiana. 560

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, Cliney, Illinois. 397

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw, Michigan. 787

Cash Registers (all makes) bought, sold, exchanged and repaired. REBUILT CASH REGISTER CO., Incorporated, 122 North Washington Ave., Saginaw, Michigan. 128

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

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

Wanted—Four foot steel brake. U. S. Manufacturing Co., Ontario, Oregon. 547

**PUTNAM'S Mentholated Cough Drops**



Our New Display Carton

NATIONAL CANDY CO.  
**PUTNAM FACTORY**  
Sole Manufacturers  
Grand Rapids, Michigan

**DENATURED 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 Denatured 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

### RECLAIMING OF WASTE.

While the war was on, economies of divers kinds were inculcated as a matter of patriotic duty and the response in certain directions was immediate and quite general. Utilizing food to its utmost and so keeping down the contents of the garbage can to the smallest dimensions was one of the forms in which thrift was manifested. Another was greater care in the use of clothing so as to make it last longer than it used to. These are economies which are being fairly well kept up by many although not by all at the present time because of the urge of high prices. But there were other directions in which thrift was shown, among them being the collection and sale of waste of one kind or another which it had been customary to destroy. Paper and rags, tinfoil and other metals and miscellaneous odds and ends, were carefully collected, usually for the benefit of the Red Cross or other charities, and were utilized in manufactures. In many instances the quantities were comparatively small, but the sum total for the country as a whole was very large and represented a big value in dollars and cents. Lately, the enthusiasm for this saving and collection of waste seems to have waned. And yet, of itself it might be a big factor in aiding the prosperity of the country. In various parts of Europe, Germany especially, the collection and utilization of waste is a habit and it helps solve the problem of cheaper manufactures. And every country which does not look after its waste products is apt to be at a serious disadvantage in a competition with other countries which do.

That union labor generally is suffering from a bad conscience appears from its dissatisfaction with the law which was passed to its order to exempt labor from the anti-trust law. If the exemption was good, there was no need of forbidding prosecutions, but year after year labor has caused Congress to degrade itself by forbidding funds for the prosecution of lawbreakers to be used against unlawful acts done by special classes. At the same convention which ordered the coal strike there was presented to the United Mine Workers a report rejecting the doctrine that unions and their officers can be held responsible for violence against the operators and workers of non-union mines. Thus the citizen's right to work is brought into conflict with the citizen's right to strike, and there is a conflict of humanities which perplexes others less than those who wish to be free of the law and to be as inhumane as they wish while pleading for humanity. It is to be remarked that damages have been awarded although the union was not incorporated, and it is further to be remarked that in the Danbury hatters' case the homes of individual unionists were sold to satisfy damages for wrongful acts. These cases are of a sort to suggest to unionists that they would be prudent to limit the liability of the unions and their members,

since, so long as they are voluntary associations, they are more vulnerable under the law than corporations. In any case it is not premature to set a backfire against proposals to make strikers and strikes impregnable to legal process designed to protect the interests of non-unionists rather than to persecute unionists.

The reconstruction era has been inaugurated in Detroit by a meeting of the Civic Council with 250 bankers, manufacturers and other business men, summoned by Mayor Couzens for the purpose of discussing the best way of meeting the problems which have arisen as a result of the city's great expansion during the last fifteen years. Industrial and labor representatives were invited, but failed to attend. The decision reached was that Detroit must raise and spend \$250,000,000 before her civic life can be called normal. The money is there, but houses and labor are the great need, and one which seems unlikely to be met soon, for labor is operating in some cases at only 60 per cent. the efficiency of pre-war days and in no case at the ordinary efficiency. One hundred and sixty thousand people are inadequately housed. Hence the conference recommended that labor be "attracted and conserved," which will require an industrial council and a priority list to determine to what use labor shall first be put. "Competition only will bring down rents permanently," said the bankers' speaker. "The unwillingness to work is more evident among the unskilled and semi-skilled than among the other workers," said the employers' representative. "A number of manufacturers now have clearing houses for finding dwelling places for their employes." Said Mayor Couzens: "There is nothing in the charter or State Constitution to make the city officials do these private things. Detroit has got to be harnessed. We are running around loose like a bunch of bronchos in a field without leadership."

#### Manufacturing Matters.

Almont—The Almont Manufacturing Co. has been organized to manufacture and sell metal and wood products, with an authorized capital stock of \$25,000, of which amount \$15,000 has been subscribed and \$8,500 paid in in cash.

Detroit—The Nevison-Reed Body Co. has been incorporated with an authorized capital stock of \$40,000, of which amount \$25,000 has been subscribed and paid in, \$7,000 in cash and \$18,000 in property.

Belle River—The Bogacki Mill Co. has been incorporated to manufacture flour, meal and other grain products, with an authorized capital stock of \$35,000, of which amount \$17,500 has been subscribed, \$300 paid in in cash and \$13,500 in property.

Benton Harbor—The Palace Lamp Co. has been organized to manufacture and sell lamps and other illuminating devices and parts, with an authorized capital stock of \$40,000, of which amount \$26,000 has been subscribed and paid in in cash.

Detroit—The Cafenarine Chemical

Corporation has been organized to manufacture Cafenarine, a medical preparation, with an authorized capital stock of \$3,000, of which amount \$1,500 has been subscribed and paid in, \$20 in cash and \$1,480 in property.

Detroit—The Wright-Parker Baking Co. is now operating in its new plant on Michigan avenue, formerly the Wittelsberger bakery. In fact, it has lately been known as the S. B. Weston Bakery, as Mr. Wittelsberger changed his name to Weston during the war.

Detroit—The Koss Brothers Manufacturing Co. has been organized to manufacture and deal in machinery, motor valves automobile parts, etc., with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—The Michigan Patent Peel Co. has been organized to manufacture and sell equipment machinery and tools for bakeries and other shops, with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property.

Mt. Pleasant—The committee of the Mt. Pleasant Board of Trade has been endeavoring to dispose of a sugar beet factory structure which was built some years ago in the town but which has never been occupied. It is reported that the committee has now reached an agreement with John Hicks, of St. Johns, whereby he will purchase the factory and put it in operation next fall.

A woman never thinks that a man thinks she talks too much.

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