

MICHIGAN TRADESMAN

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Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 12, 1919

Number 1886

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The Prayer of Man-Alive

FATHER, I am not very sure that this has been a good day. It dawned like any other day and now is dying as other days have died, but my memory of the kind of man I was during some of its hours is not altogether satisfying. I do not wish to repudiate this day, nor to disown it, nor to escape the consequences of what I have said and done. Rather would I have it keep its place in the Calendar of Experience, with every thought and motive brought to harvest. If forgiveness carries with it evasion of the consequences of error, I do not ask to be forgiven. Instead, I would trust my unfinished self fearlessly to the justice of that law which provides that every Cause shall beget Effect in its own image. Let me meet again, in their proper time and form, the children of this day's deeds. And now, at night, as I sit in the stillness and watch the blue and yellow flames above the hearth, may I have ability for impartial retrospection and intelligent choice of spiritual qualities, that the morrow, if there be one, may hold more of patient industry and kindly feeling.

Richard Wightman.

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

GENUINE Buckwheat Flour

ABSOLUTELY PURE

J. F. Eesley Milling Co.

THE SUNSHINE MILLS

PLAINWELL, MICHIGAN

RED CROWN

Ready-to-Serve

Pure Food Products

The "Always Reliable" Line

Red Crown Pure Food Products fully please the most exacting of Quality dealers.

Red Crown Food Products cannot fail in pleasing every Quality buyer, who insists upon high standards, whether he be retailer or consumer, for the simple reason that Quality goes into every Red Crown package and naturally is there to be found when sought.

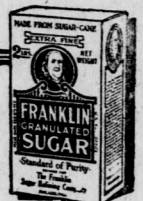
It is a Red Crown principle to pack nothing under a Red Crown label but that which is strictly first-class in every respect.

Red Crown prestige has been won by perpetual consumer protection and that is the keynote of the whole matter. We have made the quality of Red Crown products equal to every consumer expectation, which has created and assures repeating demand upon the retailer.

We recommend Red Crown for your consideration, if you do not now handle the line. There are 24 varieties.

We are Independent Packers—and our only method of distribution is through the Wholesale Grocer.

Acme Packing Company
Chicago, U. S. A.



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



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 12, 1919

Number 1886

MICHIGAN TRADESMAN

(Unlike any other paper.)

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.Published Weekly by
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Grand Rapids.

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 MEXICAN QUESTION.**

The ever recurring Mexican question bobs up all too frequently to remind the American people that the old thorn, which has so long wrangled, has not been plucked out, nor is likely to be removed until a different course is pursued by the United States Government in regard to our the "compliments of Mexico."

Two flag-draped caskets containing the bodies of two American airmen murdered by Mexicans have been returned to us from below the line with the "compliment of Mexico."

Those people who think the United States should take the place of elder brother to the murdering dons of the South, are in bad and should make haste to get from under condemnation if they would square themselves with honest citizens who regard the murdering antics of Mexican brigands as an outrage Uncle Sam has suffered long enough without protest.

It is great to be big brother to a puny little lad suffering from unjust persecution. As regards Mexico, we have acted the big brother not only once, but a good many times too often. Unless something is done to protect our citizens on grounds where they have a right to go, there'll be an outbreak along the Texas and Southwest border which will kindle such a flame nothing short of war will be able to abate.

We of the United States are bidding for that very thing to happen by supinely lying down, permitting the Mexican greasers to walk over us as they would over the carcass of a dead lion.

In trying to keep peace along the Rio Grande the United States Government has become so pusillanimous it has no friends within the borders of Mexico. Brigands know only force as something to be feared and obeyed. Pussyfooting and weasel words are at a discount in the land of the greaser, as they should be in the Great Re-

public which emerged from the great world war with flying colors.

It has become not only a pastime but a profitable business as well to seize Americans within the borders of Mexico, run them off into the hills and hold them for ransom. There have been so many instances of this kind within recent times as to require something more potent on the part of the United States than mere requests for the return of its citizens, which does not take place until a liberal ransom has been paid over to the outlaw Mexicans.

Strictly speaking this policy of ransoming abducted Americans, allowing the matter to rest thereafter, is not one to be commended, nor should it be adopted as the policy of his Government toward our Southern neighbor.

We have yet to learn of any punishment being inflicted on these high-handed disrespecters of the law. The Carranza government weakly smiles at the simpleness of the United States and continues to wink the other eye when any new outrage is called to its notice. That the Mexican President is not hand and glove in the whole villainous business it is hard to believe.

The latest development along this line is the case of William O. Jenkins, American consular agent at Puebla. This man was kidnapped and held for ransom in the sum of \$150,000. This amount was raised by private parties, paid over and the kidnapped American released.

It seems the United States made demand that the Mexican government see to it that Jenkins was returned to his home unharmed. That government did nothing of the kind. Now that Jenkins is free, the blood money having been paid over by friends, the government of Mexico, as ought to have been expected, refuses to pay the claim.

What are we going to do about it? Absolutely nothing if we follow the beaten track of Americanism along the Southwest border of this Union. It seems there is nothing Mexico can do that will arouse the just ire of good old Uncle Sam. Because of this it may not be surprising if some day the Americans along the Mexican border forget themselves in so far as to go after the kidnapping, murdering scoundrels who flourish at our expense on the fat of the land, and make an example that will strike terror into the hearts of even the callous-hearted Mexican banditti, leaving a wake of blood and fire that will call to mind some of the most frightful events in world history.

Our Government ought to take into account the feelings of her citizens exposed along the Rio Grande. If

the flag that floated over the victor fields of Chateau Thierry and the Mihiel Sector means anything it means that every citizen under it, or who chooses peaceably to locate in other lands, has a right to its protection, even though it take the whole United States army and its complete navy to see that this is carried into effect.

WAGES BEAT PRICES.

Wages in eight leading industries of the country have increased all the way from 74 per cent. to 112 per cent. since the pre-war period, whereas living costs have increased only 61 per cent. This is the report of the National Industrial Conference Board, which has been collecting the figures in the metal, cotton, wool, silk, shoe, paper and chemical industries.

At the outset it is easy enough to show that no one in the trade, whether he be a jobber, wholesaler, or retailer, is in any doubt as to the makeup of the woolen knit wear which he deals in. Each of them knows that the terms "merino," "cashmere," "worsted," or "wool" applied to underwear or other knit goods does not mean that the articles are made wholly of wool or camel's hair as the case may be. Quite a lot of them, in fact, which look like wool are made wholly of cotton, with a little shoddy on the outside to give the color and partly the feel that real woolen goods have. But this does not deceive the dealer, who may therefore be left out of the calculation. Then, again, so far as the consumer is concerned, it is easy enough to show that many of the goods containing only a certain percentage of wool in their composition instead of being all wool, have decided merit and value. In fact, there are comparatively few knit goods made which are all wool, and there are many persons who, for one reason or another, do not wish to wear all-wool garments. The only question is whether it is fair to describe something as of wool when it contains only, say, 10 or 20 per cent. of that material, and whether the consumer is deceived by the term under which it is sold. The practice certainly opens the door to a kind of fraud if the consumer is not posted, but, of course, the fraud cannot be laid at the door of the producer if an unscrupulous dealer pretends that the composition of an article is what it is not. Should he, however, seek to bolster up his claim by using the manufacturer's misleading label or brand, it is difficult to see how the latter can be held entirely blameless. So the one question is whether the protection of the public calls for the abolition of an old-established trade practice.

REASON FOR CLOSED SHOP.

Recent disclosures in Chicago as to the effect that union labor leaders have "bled" the clothing manufacturers of that city to the tune of over \$2,000,000 by fines and penalties, furnish the real reason for the closed shop and collective bargaining propaganda. In no case did one penny of the blood money go into the treasury of the union. It all stuck fast to the filthy fists of union leaders.

The closed shop and collective bargaining enables the unscrupulous union leader—and such a thing as an honest union leader never existed—to use the poor dupes he controls as a club to blackmail the employer of labor.

When the typographical union called a strike on the Tradesman, thirty-five years ago, the leader of the strike called at the office and said, "If you will hand me \$50 ON THE SIDE, I will fix it up for you."

Of course, the offer was spurned, because no honest man can have any dealings with a union official and not get the worst of it. No one can handle pitch without being defiled.

To have settled with the unscrupulous whelp who demanded a bribe of \$50 would have resulted in his calling another strike the next week and then demanding \$100 ON THE SIDE to call it off.

No honest man can have any dealings with union leaders without getting the worst of it, because they are all blackmailers of the worst description. They thrive by blackmail and use the unthinking members of their organization as a club to extort blood money. That is the only reason they have for being leaders, walking delegates, business agents and officials.

In the light of these facts, the man who can see no harm in the closed shop and collective bargaining is about as intelligent as an oyster. The man who advocates either is a dangerous man to be at large, because he is an enemy to the freedom of the individual and civilization of the ages. He is an iconoclast who would destroy everything worth having in this world.

Happiness is normal; unhappiness is abnormal. God meant for us to be happy; it is our own fault if we are otherwise. Circumstances and conditions may control our bodies to a certain extent, in that we may be constrained to be at a certain place and do a certain work for a certain number of hours each day; but no circumstances or conditions, no man or woman, should control our minds. We can become whatever God intended us to be, no matter how hard the tasks which our hands have to do.

Americans Utterly Abandoned by Their Government.

Grandville, Nov. 11—Shades of Washington and Jefferson what are we coming to in this Nation of ours!

Later developments in the Jenkins case paints in blacker dye the pusillanimous surrender of the United States to the dictates of Mexico. Not only has the Mexican government declared it will not pay the ransom for the release of the American consul at Pueblo who was kidnapped by Mexican bandits, or, as later advices seem to indicate by soldiers of the national army of Mexico whose commander-in-chief Carranza is, but the United States authorities have, if reports are correct, proclaimed their intent to ignore the whole affair, meekly avowing that they have no power in the matter whatsoever.

If Jenkins, a United States official remember, seeks redress and his money back he must get it out of the Carranza government. Isn't that encouraging news to send out to our different ministers, consuls and the like who are at present representing the United State in foreign lands?

If one of these men, while performing duties incumbent upon him as a representative of the United States, is set upon, maltreated, kidnapped and held for ransom by brigands he has no recourse save from those friendly to the outlaws themselves, his government at home washes its hands of the whole proceeding! Could anything be more cowardly and humiliating on the part of any government on earth, much more so on the part of the Great Republic of North America, the most powerful nation in the world?

Under such conditions it may come to be regarded as anything but a desirable position to serve the United States in one of these outlying cities in a foreign land. How long since has it become a policy of this govern-

ment to desert one of its officials in the hour of trouble and danger to life and liberty?

It does seem as though a Nation like ours, which has just emerged from the greatest war in history with flying colors, would hardly demean itself to sit at the feet of Carranza and beg of him to spare its feelings by not refusing to punish the kidnapers of one of our consuls.

The assertion of our State Department that a Government agent abroad has no special claim to official protection against outrage is a doctrine so outrageous in its nature, so demoralizing in its effect as to be absolutely indefensible.

What inducement, under such a ruling, would there be for taking a position under this Government in foreign lands, knowing that the official so sent would be wholly at the mercy of the country in which he was serving. With the protecting arm of his own Government withdrawn the moment he stepped beyond the boundaries of the United States, no man of sense, no man fit to represent this Nation in a foreign city would accept the position. He could do no good in it even if he did accept. Once let it be known that this American Republic withdraws its protection from her citizens the moment they step foot on foreign soil, how long think you our Government would be respected by the veriest pigmy nation on earth?

An American official in a foreign land who cannot count on the support of his Government when he falls into trouble there would certainly be an object of pity, and could in no way aid any of his fellow countrymen in distress when they should have reason to call on him.

Such a doctrine, false to everything American, false to the teachings of the fathers, false to the ideas of the manhood of every self-respecting American citizen, cannot stand the test of trial. Such a lame and flabby

interpretation of American law will serve as invitation for every bandit clan in old Mexico to go ahead and kidnap, rob and murder Americans as they choose.

Our Government has been engaged in mealy-mouthed confab with that arch scoundrel, Carranza, long enough to know who and what he is. We know he is no better than a bandit himself; we know that he upholds all sorts of outrages committed against Americans and that he is none too good to share in the spoils of these outlaw gangs who are doing a land office business kidnapping Americans, holding them for large ransom.

There can be no hope for better things while the present status obtains among Government officialdom at Washington. Undoubtedly, Consul Jenkins has annoyed the State Department by permitting himself to be kidnapped, and after furnishing the ransom money, appealing to it for a refunding of the cold cash paid by his friends to the Carranza banditti!

Finding himself robbed of a fortune, the American consul at Puebla no doubt expected his Government would back him up in getting his money back from the robbers. Not so, however. The manner in which the Washington authorities turn down their own official representative in Mexico is enough to nauseate a dog.

Old Timer.

Only Two Out of Twenty-Five Thousand.

Grand Rapids, Nov. 10—The following election taken from a recent issue of the New York Journal of Commerce will stand reprinting in your excellent journal.

Charles N. Remington.

"It is an unconscious compliment to the grocers of New York—and it is equally true of other cities—that, after all the ranting and haranguing against the grocer as a profiteer, an

absurdly inconsequential, almost negligible number of actual instances, have been disclosed and proven.

"It is equally felicitous that without exception the efforts have met with no opposition from the grocers, but rather as much keenness to prove the facts as the reformers and officials displayed.

"During the war, out of over 25,000 complaints filed with the New York Food Administrator and investigated, exactly two—count 'em; two—ever came to trial. At least this was the statement made recently by the Secretary of the Board in a public address.

"Even fewer have faced the bar of justice in the latest spasm of hysterical outcry against the profiteer, and it does not appear that actual enquiry into prices very seriously raises any challenge to the grocer and his prices, however much a cursory glance at the circumstances may raise the cry of profiteer."

Bringing Back the Days of Long Ago.

Mrs. Florence S. Babbitt, now 73 years of age, after devoting a lifetime to the collection of old ceramics, jewelry, clothing and household utensils, most of which has found permanent lodgment in the Pioneer collection in Lansing and the City Museum in Grand Rapids, is now devoting her time to the display of quaint attire in the leading dry goods stores of the State. She herself appears in these garments, ranging from forty to eighty years old. Her knowledge of these matters is both accurate and comprehensive and the exhibition she presents is utterly devoid of clap trap or sham. She can be addressed at her home city, Ypsilanti.

FAIR PLAY

The clipping below came to our attention some days ago, and seemed to be such a reasonable statement of the obligations of each one of us towards the rest of us that we reproduce it here in the hope that it may help us all to see our obligations a little more clearly, and keep us all from doing or saying extravagant things:

"Modern society is necessarily co-operative. The population of this country cannot make a living as a primitive people by hunting and fishing. They must supply their wants by means of organized industry, exchanging goods and services with each other. That kind of peaceful, progressive society is only possible upon the basis of respect and consideration for each other's rights. There must be an honest desire to give and take on terms that are mutually fair. The idea that the social groups shall take advantage of any strategical position which they may hold to get the better of each other is repugnant to the whole idea of co-operation, and in the long run no such advantage will be tolerated.

The Boys fought the big War to make the world safe for democracy.

Let us work to make America safe for Americans.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO—LANSING

THE PROMPT SHIPPERS

Gabby Gleanings From Grand Rapids

Grand Rapids, Nov. 11—The Bagmen of Bagdad gave one of their annual parties Saturday evening at the U. C. T. headquarters in the Lindquist building. The committee, headed by Prince Walter Lypps, outdid themselves in putting on a party that will long remain in the memories of those present. About nine bells beautiful strains of music began to drift through the archways of the beautiful dancing hall and the merry crowd sallied forth for a very enjoyable evening. Duine's orchestra furnished the music. Just a minute! After dancing had progressed for some time someone yelled dining room and there everybody found an abundant supply of ice cream and cake to cool their parching throats from over exertion in following the beautiful strains of music. Mr. Chairman and your co-operators, we are for you and for you strong. Come again with one of those lovely parties and we will fill that old hall to overflowing.

Stop! Look! Listen! Big beach party Nov. 22.

At last the Brown-Williston Hotel, Ionia, has changed hands and will be known as Baily Hotel, with a promising outlook for a general cleaning up, good meals and promises of nothing but service and the best accommodations to the traveling public. The new manager believes in hitting the ball, for he is now featuring chicken dinners every night.

Don't forget the big beach dancing party Nov. 22.

Our old friend, Bert A. Hudson, paid our fair city a visit the past week, blowing in from Milwaukee. Welcome to our city, Bert.

Featuring a Beach dancing party at the U. C. T. quarters Saturday Nov. 22.

Our genial Junior Counselor, J. M. Vandermeer, has been laid up the past week with tonsillitis and still has a

very bad throat. Joe has had an imitation hospital at his place, as his wife and little son have also been entertaining the same malady.

Are you going to bring a friend to the Beach party.

Herbert Godfrey, of the Brown-Sehler Co., has returned from Parma, where he was called by the very sudden and unexpected death of his father. The balloon will go up Saturday evening at the big Beach party.

Don't forget to pay assessment 152. Due Nov. 15.

Ancient Mystic Order of Bagmen of Bagdad will hold their regular meeting Saturday evening in the U. C. T. council chambers. Bring your fez and a new member.

Bring your pail and shovel to the Beach party.

John D. Martin and wife spent Sunday with C. M. Lee and family, at Toledo. After an extended business trip they will return home next Saturday via Detroit, calling on John's customers en route.

The regular meeting of Absal Guild, Ancient Mystic Order Bagmen of Bagdad, will be called to order Saturday evening, Nov. 15, at 7:30 at the new hall in the Lindquist building. Matter of importance will come before that meeting and it is very important to every Prince to be present. There will be an initiation.

There will be no marriage or giving in marriage in heaven, it is understood, which sounds pretty attractive to a man who hasn't seen a bare hook on which to hang his coat and vest for fifteen years.

One reason so many doughnut shops are appearing on residential corners seems to be that the doughnut is the one thing the drug stores forgot to carry in stock.

The object of an organization among clerks in Chicago is to "glorify the wearing of patched, frayed and shiny suits, resoled shoes and revived neckties." But is it not easier to

paint a lily than to glorify a shiny suit?

There is complaint that the near-beer is not near enough; however, the far-wiskey on the market should be plenty far enough from the real thing.

Bathing suits will not be necessary at the big Beach party.

The tenth annual meeting of the Grand Rapids Traveling Men's Benefit Association will be held Saturday afternoon, Nov. 15, at 2 o'clock in the new council chamber, Lindquist building, corner Island and Ionia. The annual dues will be payable at that time.

Sand will be prohibited at the Beach party.

All traveling men making Cadillac, calling on the grocers and meet dealers, take warning. Store will be closed every Thursday afternoon.

F. E. Smith, of the Rysdale Candy Co., has accepted a position with the Liquid Carbonic Co. and will have charge of the fountain and syrup department, with headquarters at Davenport, Iowa.

Hear the breakers roar at the Beach party.

George Rysdale, of the Rysdale Candy Co. is entertaining the members of his whist club at his summer cottage at Port Sheldon. The main attraction will be chasing the fleet footed bunny and a shooting exhibition by George himself.

We are now ready to announce the big Beach party to be held Saturday evening, Nov. 22 at the new U. C. T. hall. This party will be very extraordinary, but we are not inclined to divulge any secrets as to the features to be pulled at this party. Just you come and then your curiosity will be appeased.

L. F. Stranahan.

Defined.

"Pa, what is dyspepsia?"

"It is the remorse of a guilty stomach, my son."



The really satisfied customer is not looking for cheap foods today but IS looking for the best quality at reasonable prices.

**Bel-Car-Mo
Peanut
Butter**

meets the requirements of your particular customers and encourages the careless buyer to appreciate your attention to quality in food products. Display "Bel-Car-Mo"—it makes friends for the store.

Order from
Your Jobber

INCREASE YOUR BISCUIT PROFITS

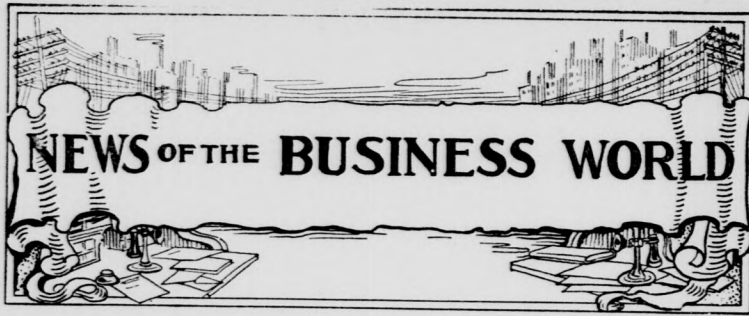


Advantages of an IDEAL SUNSHINE BISCUIT DEPARTMENT

Perfect Display—Clean—Neat—Attractive
A Complete Stock with Smallest Investment
It Creates Interest and Consumer's Demand
Ask the Sunshine Salesman—He Knows

LOOSE-WILES BISCUIT COMPANY

Bakers of Sunshine Biscuits
CHICAGO



Movement of Merchants.

Marion—Irvin Howell has sold his bakery to William DeForrest.

Amble—Gilbert Olsen succeeds Olsen & Olsen in general trade.

Kalamazoo—Ray Johnson has engaged in the meat business at 112 Portage street.

Eaton Rapids—Horner Bros. are building a large addition to their woolen mills.

Sturgis—John Martin is erecting a new bakery building which he will open about December 1.

Empire—The Empire State Bank has increased its capital stock from \$20,000 to \$25,000.

Pontiac—The Chase Mercantile Co. has increased its capitalization from \$150,000 to \$400,000.

Berrien Springs—Mrs. A. Snyder will open a home bakery in the Armstrong building in the near future.

Marysville—The Marysville Savings Bank has been incorporated with an authorized capital stock of \$100,000.

Hudson—Donald Pittenger has assumed the management of the Comstock hotel, succeeding John C. Hunt.

Concord—The Concord Farmers Elevator Co. has been incorporated with an authorized capital stock of \$40,000.

Saginaw—The Popp & Wolf Hardware Co. is making plans to erect a modern four-story building on the site of its present store site.

Cadillac—The Olson Shoe Stock has been purchased by Jeannot & Nelson of Muskegon. The store is one of the oldest business houses in Cadillac.

Jackson—John Morrissey has re-engaged in the grocery business after an absence of three years, at 511 Cooper street. The Hub Grocer Co. furnished the stock.

Detroit—The Tile Products Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and \$1,000 paid in in cash.

Detroit—The Burns Pattern & Machine Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Jackson—W. C. Eberbach has purchased the grocery stock of Hoffnagle & Shomary and will continue the business at the same location, Fourth and Franklin streets.

Detroit—The J. G. Hays Scales Co. has been incorporated to deal at wholesale and retail in machinery, mechanical parts, automobile accessories etc., with an authorized capital stock of \$5,000, of which amount \$3,700 has been subscribed, \$1,863.38 paid in in cash and \$836.62 in property.

Bendon—L. McLean & Co. have sold their stock of general merchandise to William N. Sweet, formerly engaged in trade at Cedar, who has taken possession.

Detroit—The Sunrise Grocery & Fruit Co. has been incorporated with an authorized capital stock of \$4,000, all of which has been subscribed and \$2,000 paid in in cash.

Alba—One of the oldest business places in Alba changed hands last week when the E. Mathews & Son hardware store was purchased by F. M. Shepard & Son.

Detroit—The Parisian Baking Co. has been organized with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in cash.

Port Huron—The Federal Lumber Co. has been organized with an authorized capital stock of \$15,000, all of which has been subscribed and paid in, \$5,000 in cash and \$10,000 in property.

Kalamazoo—Anticipating the return of the railroads to their private owners, the Kalamazoo Railway Supply Co. has increased its capitalization from \$150,000 to \$300,000 as the first step in a programme of expansion.

Detroit—The M. M. W. Co. has been organized to conduct a general repair and metal manufacturing business, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in, \$900 in cash and \$2100 in property.

Kawkawlin—The hardware store of William Stevig was entered by burglars last Thursday night and about \$500 worth of loot was taken, including automobile tires, knives, razors, jewelry and auto parts. The thieves escaped in a car.

Detroit—The Skrzycki-Regan-Meyers Co. has been organized to conduct a general baking business, with an authorized capital stock of \$100,000, of which amount \$77,410 has been subscribed, \$1,000 paid in in cash and \$30,600 in property.

Jackson—W. A. Risheill has purchased the A. A. Collins grocery stock, corner of Francis and High streets, the West End grocery stock, Center and Ganson streets and the A. B. Dexter grocery stock at 113 South Jackson street, making seven stores in his chain of Basket Grocery stores.

Gladwin—The Gladwin County Co-Operative Association has been organized with an authorized capital stock of \$75,000, of which amount \$40,000 has been paid in in cash. The Association has purchased the grain elevator, lumber and fuel business of A. E. McGeorge & Son and will continue it under its own name.

Hubbardston—Patrick H. Fahey, dealer in general merchandise, has purchased the E. Q. Webster stock of general merchandise, at Carson City and will conduct both stores.

Detroit—The Detroit Terminal Warehouse has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Manufacturing Matters.

Benton Harbor—The Superior Steel Co. is building a \$200,000 addition to its plant.

Kalamazoo—The National Corset Co. has been re-organized under the style of the Naco Corset Co.

Bay City—The Bay City Banana Crate Co., owned and operated by Max and Edward Kleinke, will increase its floor space.

Lapeer—Samuel P. Elson, of Vassar, has purchased a half interest in the Lapeer Gas-Electric Co.'s plant and will reside at this place.

Detroit—The Parcel Post Scale Corporation has been organized with an authorized stock of \$10,000, all of which has been subscribed and paid in in cash.

Mt. Pleasant—The Columbia Sugar Co. has taken over the old sugar factory and will remodel and enlarge it, having it ready for business at an early date.

Caro—The Michigan Sugar Company's plant has been employing a force of 400 men and has been slicing an average of 1,000 tons of beets every 24 hours.

Cadillac—The Helm Brick Machine Company has just received an order from France for Helm brick machines. The local product will be used in helping rebuild France.

Detroit—The Detroit Rubber Stamp Co. has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and \$250 paid in in cash.

Rochester—The Rochester Foundry & Machine Co. has been incorporated with an authorized capital stock of \$30,000, all of which has been subscribed \$3,300 paid in in cash.

Detroit—The National Woodworking Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and \$2,400 paid in in cash.

Bay City—The Michigan Reed Fiber Co. is a new concern which has been incorporated and expects to begin production soon. The capital is \$50,000, of which \$25,000 has been subscribed.

Port Austin—The Mayers Brothers Tool Manufacturing Co. has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed, \$2,100 paid in in cash and \$4,000 in property.

Detroit—The Watt Safety Scaffold Bracket Co. has been incorporated with an authorized capital stock of \$4,000, of which amount \$2,000 has been subscribed and paid in, \$500 in cash and \$1,500 in property.

Mt. Clemens—The Reynolds Motor Truck Co. has been incorporated with an authorized capital stock of \$185,000 common and \$15,000 preferred, of which amount \$108,200 has been subscribed and \$23,275 paid in in cash.

Benton Harbor—H. L. Schwartz and S. Shapiro, of Benton Harbor, have organized a new enterprise in that city under the name of the Wolverine Glass Novelty Co. It will cut glass in ovals squares and circles for automobiles, gas meters and alarm clocks.

Detroit—The Markey & Belprez Manufacturing Co. has been organized to manufacture and sell brass, bronze and other metal bushings and bearings, with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,500 paid in in cash.

Detroit—The Gurney-Blanchard Co. has been organized to manufacture and sell marking devices and do general machine work, with an authorized capital stock of \$40,000, of which amount \$35,000 has been subscribed and paid in, \$2,000 in cash and \$3,000 in property.

Detroit—George H. Barnes has merged his electric and combination light manufacturing business into a stock company under the style of the Barnes-Gayney Co., with an authorized capital stock of \$50,000, all of which has been subscribed and paid in, \$1,250 in cash and \$48,750 in property.

Death of Former Grand Rapids Educator.

Calvin Thomas, Professor of Germanic Languages and Literature at Columbia University for twenty-three years, died Tuesday of heart disease at his home, 490 Riverside Drive. He had been in poor health for some time, but only became ill the day before his death. He was born near Lapeer, Mich., in 1854.

Professor Thomas, who became one of the greatest authorities in America on German literature, particularly Goethe, was graduated from the University of Michigan in 1874, from which institution he received an L.L.D. in 1904. After a brief period of teaching Latin and Greek in a Grand Rapids High School he went to Leipsic for a year's study. On his return he entered the Faculty of his alma mater and remained there until 1896, rising from instructor in German to full professor in eight years.

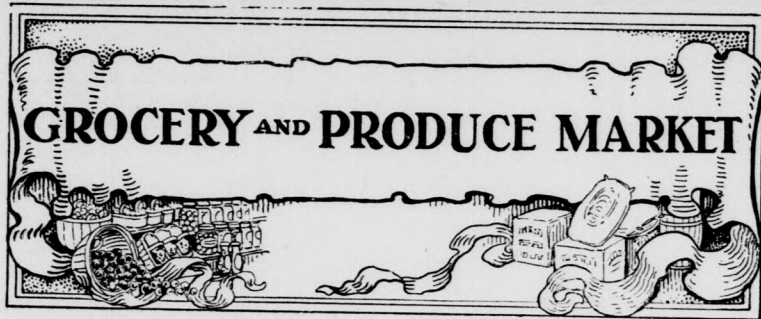
During his life at Columbia Professor Thomas impressed himself on his students and the life of the university by his learning and his strong personality. Unlike some specialists in Teutonic subjects he showed scant sympathy with the enemy during the war as is shown in these words written by him in the spring of 1918:

"Prussianism has now unmasked itself; it stands for just what Atilla and Tamerlane and Genghis Khan stood for, that is, for conquest, domination, and swag. It has become plain as a pikestaff that there will be no good life possible on this planet for those who love liberty, justice, and fair play until the menace of the Beast is done away with."

"It is no time now for those who are professors of German, who have lived in Germany, who have loved many things in German life, and who sincerely wish well to the German people—it is no time for us to sentimentalize in an elegiac strain and urge that the Germans are fond of flowers and Christmas trees and folk-songs. They have given themselves over to the Beast, and we have got to fight the Beast until he is no longer dangerous. Never since the time began did a nation fight in nobler cause."

His wife, whom he married 1884, was Miss Mary Eleanor Allen of Grand Rapids.—New York Times.

M. W. Martz has engaged in the grocery business at Riverbark, the Worden Grocer Company furnishing the stock.



The Grocery Market.

Sugar—The administration at Washington has succeeded in precipitating a fearful tangle, so far as the Michigan market is concerned. After authorizing a price of 18c for New Orleans plantation granulated and 17c for clarifield, the Attorney General of the United States wired the beet sugar factories in this State last Friday that they must sell their product on the basis of 10c hereafter, instead of 10½, as previously authorized. As the Wisconsin beet sugar manufacturers are permitted to charge 13c and the Western refiners are authorized to charge 12½c, the discrimination against Michigan was so manifest that the manufacturers declined to make further shipment until the matter of price can be adjusted on a more equitable basis. This will tend to cut short the supply of sugar for a few days, but indications are not lacking that the consumer is pretty well supplied with sugar and that normal conditions will again hold sway in the near future.

Tea—The market shows no change for the week, the demand being very quiet. It developed during the week that the stock of broken teas is low everywhere on account of restricted imports. Japan reports that so far the shipments of Japan teas have fallen off over 7,000,000 pounds. The Japan tea situation is accordingly very firm, with a strong undertone.

Coffee—The market for Rio and Santos coffee has shown little or no change during the week, but the undertone is firm. Offers from Brazil, however, are all higher and if this keeps up prices here will probably advance somewhat within a short time. Demand is very small. Milds are strong in sympathy, but show no particular change during the week.

Canned Vegetables—Corn is being pushed for sale and some Southern brands are now obtainable at \$1.10 in a large way, f. o. b. factory. This is about 15c per dozen below the opening, but is still very nearly twice the normal price. Demand for corn of all grades is light. Tomatoes show no change for the week, prices being about as last quoted. Demand is light also for them. Fancy grades are scarce.

Canned Fish—Salmon shows no change; everything is scarce and very high. Sockeye salmon is particularly scarce. The only thing which shows even a trace of weakness is pink Alaska. Maine sardines are so low that some exporters are beginning to believe they are good property and are making some enquiries. The market has not yet been affected by this.

Dried Fruits—Prices show no change anywhere. Thompson seedless raisins are being resold at an advance of about 2c per pound over the opening. This grade of raisins is the firmest in the list. There has been considerable business in re-sales of dried fruits at premiums over the opening. Practically the entire line of dried fruits is scarce.

Syrup and Molasses—Glucose is still in active demand at prices which show no change for the week. Compound syrup is beginning to look up a little on account of the cool weather, but shows no change for the week, either in demand or general condition. Sugar syrup is still wanted to some extent for export and there is also a good domestic manufacturing demand. Prices are high and unchanged. Molasses is comparatively scarce and prices are tending upward.

Cheese—The market is very firm. The quality of cheese arriving is fair for this time of year and there is a good consumptive demand. We look for continued good trading in cheese and receipts are about normal for this time of year.

Provisions—The market on lard is steady to firm, quotations ranging about the same as last week's quotations. There is a moderate supply and a fair demand. The market on lard substitute is about ½ cent per pound higher than previous quotations. There is an adequate supply to meet the present good demand. The market on smoked meats is slightly easier, quotations having declined.

Salt Fish—Everything is scarce and high, with prospects of still further advances, although most people still believe that Irish mackerel, if boats can be obtained to bring them over, will be cheaper within a few weeks.

Review of the Produce Market.

Apples—Fall Pippins, \$2; Kings, \$2.50; Northern Spy, \$3@3.50; Greenings, \$2.50; Baldwins, \$2.50; Russets, \$2.

Bananas—\$8.25 per 100 lbs.

Beets—\$1 per bu.

Butter—The market is firm, there being a good demand for creamery at this time. The receipts are moderate for this time of year and strictly fancy goods are in light supply. Local dealers hold extra creamery at 64c and No. 1 at 60c. 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—Local produce dealers pay 90c and sell at \$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. There is a good demand for eggs at this time and a moderate supply. We look for continue good market in the immediate future. Local jobbers are paying 66c for candled, fresh, loss off including cases. Cold storage holders are feeding out their stocks on the basis of 52c for candled firsts, 47c for seconds and 41c for checks.

Garlick—90c per lb.

Grapes—California Malagas and Emperors, \$3.25 per crate; Emperors in kegs, \$7.50.

Grape Fruit—\$4.50 per case for all sizes of Floridas.

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

Lettuce—Iceberg, \$6 per crate of 3 to 4 doz. heads; hot house leaf has been advanced in price by the new growers' association to 18c per lb.

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

Onions—California Australian Brown, \$5 per 100 lb. sack; California White, \$5.50 ditto; Spanish, \$3.25 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.

Potatoes—Home grown, \$1.60 per bu.; Baking from Idaho, \$4 per box.

Quinces—\$3 per bu. for home grown.

Radishes—Hot house 30c per doz. bunches.

Squash—\$2 per 100 lb. for Hubbard.

Sweet Potatoes—\$1.85 per hamper or \$5.25 per bbl. for Virginia.

General Conditions in Wheat and Flour.

Written for the Tradesman.

The International Institute of Agriculture, with headquarters at Rome, shows the yield of wheat for 1919 in the Northern Hemisphere countries amounts to 1,730,000,000 bushels, which is 150,000,000 bushels below the yield of 1918 and 66,666,000 bushels below the average yield of four years preceding 1918 and as the Northern Hemisphere countries produced approximately one-half the normal crop of the world and the Southern Hemisphere countries have only raised a normal crop, it can be readily seen the world wheat crop this year is not only shorter than a year ago but below the five years' average.

The United States Grain Corporation stated recently through the columns of the Press that it would resell some of its holdings of hard wheat to those mills who were short and unable to obtain at a reasonable figure. This, of course, appears bearish on the surface as the Grain Corporation will resell very likely at the government guaranteed price plus reasonable handling charges. Yet on the other hand, the very fact that mills may be obliged to go to the Grain Corporation for supplies indicates a shortage in first hands.

The United States Grain Corporation is also offering to resell some of its holdings of flour to Wholesalers, Bakers and Jobbers. The price being \$10.25 per barrel in 140 jute sacks delivered in carload lots and east of the Mississippi river from Cairo to the Gulf. This flour, however, is a very similar quality to the war flour on which the public has become surfeited and it is not moving readily. In fact practically none has been sold in this territory and most of what has been moved has gone to bakers. In the first place the public wants high quality flour, as a matter of fact, the housewife demands it. In the second place the government flour is packed in unsuitable sacks, 140 jutes, and then again the Grain Corporation does not permit, in the minds of the wholesaler and jobber, a sufficient margin to show them a reasonable profit due to increased costs of handling, selling and distributing.

Seeding conditions in the United States are very good and crop prospects in eastern Europe have shown marked improvement. These conditions together with the fact that the Grain Corporation has offered to resell wheat and is offering to market some of its holdings of flour, have caused buyers to hesitate, and may result in soft spots in the market. Nevertheless for a long pull flour and wheat are excellent property and we firmly believe dealers should purchase flour for at least normal requirements.

Lloyd E. Smith.

Don't Argue With a Woman.

Women as hardware purchasers are very different from men. They demand the very pink of courtesy and attention, and are not pleased with the easy-going ways of some dealers. They expect clean, bright stores, the latest hardware novelties, a place to rest, and they are "strong" on bargains, though, to be sure, they buy quality goods rather than cheap stuff. They are rather argumentative, but—brother—go slow about arguing back!

President Wilson's telegram of congratulation to Gov. Coolidge was only the climax of a country-wide expression. From the Governors of other states, from men eminent in public life and the professions and from a host of private citizens, the flood poured in. Probably no mere State election ever held the absorbed attention of the whole country in just the same way as did that of Massachusetts last Tuesday. On the main question involved, the President's attitude had been made clear long before the voting. The Boston police strike came while he was speaking in the west, and he did not hesitate to denounce it as a crime against civilization. However radical or even inflammatory Mr. Wilson may have been at times, he has never failed to show that he is a stout believer in a strong Government, and the sworn enemy of public disorder.

Joseph Nederhoed, dealer in general merchandise, R. R. Marion, re-news his subscription to the Tradesman and says: "It would be very hard for us to get along without the Tradesman."

Old Time Opulence Versus Present Day Unrest.

Grandville, Nov. 10—Ancient the high cost of living and the boost in wages since the beginning of the world war, also as to what constitutes a living wage, why not consult past experience and note how people lived and flourished under varied conditions when the old world was a few years younger than it is now?

From 1857 to 1861 this country was moderately prosperous, although hard times did worry some people who had to live by the sweat of their brows—and there were a lot of them then as now.

The writer was a boy in the lumber country at this time. The mills furnished work for men in summer, the pine woods in winter. The ordinary wages for mill hands were from \$12 to \$18 per month and board, very few getting the latter sum. We might call \$16 about the average wage.

Some youngsters of 16 to 18 years pulled down a monthly wage of \$8. When one remembers that a day's work then was from six to six, eleven hours a day, the amount per hour would hardly compare with present day wages.

The Civil War changed this so that at its conclusion, and for at least two years thereafter, the United States enjoyed its golden age of prosperity. There was high cost of living then as now. As a clerk in a lumber town store I can easily quote from memory many prices that were extant up to and including the year 1867.

Flour sold for \$26 per barrel; pork \$40; oats \$1 per bushel, wheat for a time around \$3. You will note that food stuffs were extremely high, although potatoes and other vegetables were not up in comparison. Butter was 50 cents per pound. Groceries were correspondingly inflated. The best young hyson tea was \$2.25 per pound; coffee, the cheapest green Rio, 40 cents and little to be had at that. Most of the coffee was a poor imitation of burnt peas, chickory and the like. Kerosene oil, a very important item, 80 cents per gallon. Sugar was 25 cents. Nothing cheap you see. Layer raisins, 40 cents; finecut tobacco, \$2 per pound.

As for dry goods these were very high. Common calico retailed at 50 cents the yard; ordinary brown sheeting, 75 cents; denims, of which overalls were made, 75 cents; wool socks, \$1 the pair. It required ten yards of goods to make a dress in those days of voluminous skirts. Woman's shoes, \$5 and up. A suit of all wool men's clothes, \$40; fine calfskin boots, \$10 per pair. Men did not wear shoes then. Hay, \$40 per ton delivered.

The one cheap thing in the economy of living at the time was fuel, which was to be had for the cutting, wood being the only fuel of that day, anthracite coal being used in limited quantities only by blacksmiths.

Now we have to come to the matter of wages. I have given the rate before the war. Immediately after its conclusion wages reached their highest altitude. Men flocked to the lumber woods from adjoining states, many coming from the East as well, although Ohio and Indiana furnished the greater number.

Common labor in the woods was \$30 per month and board. Men who had families and boarded at home got \$40. These figures were thought very enticing and men in plenty were to be had for that. One may well wonder how men with families made both ends meet, yet they did, and seemed well satisfied with the wages.

One man, personally known to the writer, came out of the army after serving until the end of the Civil War for around \$13 to \$16 per month, and moved to Michigan from Western New York. His family consisted of six, his wife, himself and four children. He got employment at \$40 per month, which was the top price,

and worked diligently, brought up his family, purchased a wild eighty of land, paying therefor \$5 per acre, and in time moved onto the land, cleared a fine farm, and was well-to-do at the time of his passing away some twelve years ago.

One must not forget that eleven hours was a day's work, with no half holidays and no loafing on the job. Eleven hours a day, six days a week, without complaint, strikes or whining about a "living wage." If a man ceased labor for any length of time or if he went to spend the Fourth of July, the time of his absence was deducted from his wages. Such was the custom, to which no one demurred.

All the early lumbering was done on the eleven hour system. Teams in the woods were out before daylight in winter and work until after lantern light in the evening. The times were considered good. In fact, so prosperous were the people that, when a threatened reduction in wages came a move for resumption of specie payment, a political party was formed to prevent a return to a gold basis, and many minor victories were won by this party.

Men in talking over the situation in the seventies and eighties frequently referred to the golden age of American prosperity as that immediately subsequent to the Civil War.

Wages never dropped to the old levels before the war. The country has had its ups and downs under various administrations, but the cap sheaf of all prosperity, so far as labor is concerned, with its eight hour work day, half day off Saturday with full pay, and a wage scale that in any other era of the Nation's history would have been considered the height of opulence, is right now in the autumn of 1919.

We seldom appreciate good things when they come to us, even if handed out on a golden platter. The time will come, however, when the young men of to-day will, as grandsires, tell their grandchildren of the wonderfully prosperous days immediately following the Kaiser's war.

Such prosperity comes but once in the life time of men. With kerosene at 20 cents the gallon to-day and dress prints at 25 cents the yard, and sugar at 13 cents, with wages at 40 and 50 cents an hour for common labor, as against Civil War days, with kerosene at 80 cents and dress prints 70 cents the yard, wages 15 cents the hour, where have we ground for complaint? Old Timer.

Appreciation of the Late Clem Page.

Owosso, Nov. 11—It is with extreme regret and great sorrow that we report the death of Clem V. Page, who passed away Sunday morning. Mr. Page traveled many years for the Baumgarden Dry Goods Co., of Toledo. He came to our city fifteen years ago to make Owosso his home. He had been in poor health for the last two years and about six months ago purchased an interest in the Charles Lawrence store, that he might be at home. He was manager of the dry goods department. He was at the store Saturday in apparently usual health, but passed away Sunday morning without waking. Mr. Page was a regular attendant at the U. C. T. meetings. He had held all the offices of the Council with credit to himself and the Council. He was an active worker in all things that came to him to do. He lived on the bright side of life. He was a true gentleman at all times and one of God's noblemen. Owosso Council extend its sincere sympathy to his wife and family in their bereavement.

Geo. W. Haskell.

Of course you want to get rich quick, but that means taking chances. Can you afford to lose? That is the question to keep in mind.

SILVERWARE

To Merchants!

As you know this is the most remarkable season for silverware in the history of the country.

Never before has there been so much General Advertising of Silverware in the National Magazines and in hundreds of the country and city newspapers of influence. The retail merchant is today making sales of silverware alone nearly as great as his Holiday sales in former years. People have money and are buying the things for the home they always desired.

For complete and perfect table service they are purchasing patterns of silverware from one of the factories whose goods we are showing and for which we are the

Factory Selling Agents

You can sell hundreds of dollars worth for THANKSGIVING and CHRISTMAS from these ADVERTISED GOODS made by the Oneida Community, Rogers Bros. 1847, Wm. A. Rogers, American Silver Co., International Silver Co., World Brand, and others.

Our lines are just now very complete.

We sell at FACTORY PRICES and can ship promptly.

ORDER NOW—DON'T DELAY



"Clinton" Pattern



"Somerset" Pattern



"Old Colony" Pattern



"Exeter" Pattern



"Sheraton" Pattern



"Patrician" Pattern

For full description and price see our HOLIDAY CATALOG.

If not at hand drop us a postal for it or better still come in and see all our various lines in person.

Our stock of DOLLS, BOOKS, TOYS, FANCY GOODS, ETC. is being filled up and enlarged every day—goods that have been delayed are pouring in. REMEMBER we sell TOYS and DOLLS the year round and don't permit our stock to become exhausted.

Now is the time to buy. It will pay you to come in and see our line in person.

H. Leonard & Sons

GRAND RAPIDS, MICH.

Late News From the Cloverland Country.

Sault Ste. Marie, Nov. 11—The traveling public are pleased to note the announcement that a three-story hotel is to be built on the west shore of White Lake. The hotel will be of the resort type and will contain sixty rooms. A twelve room bath house will also be erected.

Roy H. Fricken, formerly a reporter for the Detroit News and the Detroit Journal, arrived in the Soo last week and has accepted a position as associate editor of the Soo Times. Mr. Fricken has the appearance of being a live wire and his previous experience in the big city will be a big asset in this live town of unlimited opportunities. He is making many friends and we wish him every success in his new venture.

"A pound of coal in the basement is worth a ton in the mines under present conditions."

Sam Skidmore, one of our popular meat merchants, wore an unusual smile last week over the arrival of a young son and is receiving many congratulations while passing the cigars.

The Tremont House, one of the Soo's landmarks, is now under new management. Mr. Stubbington is now proprietor. He will also conduct a feed barn in connection. He will cater to patrons from the farming districts.

There are only about 2,000 deer licenses issued so far from here, which have been issued at the rate of about 100 per day, so that from present indications there will be no shortage of venison here. The meat merchants will naturally suffer in consequence. Whether the war has anything to do with making men brave in facing bullets with the woods full of hunters whether it is on account of the proposed ban on the hunting next season, is the question. Thanksgiving will be an extraordinary event to

those fortunate enough to return unharmed.

Cowan & Hunt are celebrating their fiftieth anniversary as a pioneer merchandise establishment, founded in 1869 by Prenzlauer Brothers. The old establishment did business on Water street in the early days, which was headquarters for hunters and trappers and was then owned by Albert and Herman Prenzlauer, at that time conducting a general merchandise business, and most of their goods were traded, money being scarce and the value of nearly every commodity was fixed in the terms of furs. From the frame structure, the firm moved to a three-story brick building constructed for them in 1888, adjoining the first store. A number of changes in the firm name have been made during the course of the half century. The company, after the Prenzlauers moved to California, was re-organized and since January, 1918, has been officially known as Cowan & Hunt, Inc., with W. R. Cowan as manager. The firm has always done a prosperous business and is one of the most up-to-date stores in Cloverland.

J. N. Andary, proprietor of the Sterling clothing store here, returned last week from Chicago, where he attended the convention of the United National Clothiers. He has thrown a scare into the hearts of the Sooiters on his prediction of the anticipated high price of clothing, shoes and wearing apparel caused by the labor trouble strikes, high cost of wool and other materials and the ever increasing scale of wages paid to employees.

"Men never object to being over-rated except by the assessor."

Nelson Hall, one of our popular druggists, is missing for the first time this year. There is no cause for alarm, however, as he went with the France-Supe hunting party this week to continue hunt for the deer he missed last fall. Nels has promised to

give us the hunting dope and see that only true stories are handed out, providing he is among the returned heroes and back in time to enjoy his Thanksgiving turkey. He has also promised to supply his numerous friends with a juicy venison steak, which will be greatly appreciated by some of his friends who have been on the "hog" all summer.

"Shortly after getting the political bee in his bonnet, the average man gets it in the neck."

Charles Haase, the Uneda biscuit hustler, has about given up pulling off the traveling men's banquet again this year, giving this toast instead: "When giving toasts in years gone by, one held a glass of wine on high, but now that Barleycorn is through, milk toast is the best that we can do."

William G. Tapert.

Keep Your Eye on Gratiot Circuit Court.

Lansing, Nov. 11—Many of the members of the Michigan Retail Dry Goods Association are familiar with the circumstances connected with the case of the People vs. Miss Spencer, who was a demonstrator for the Melba Products Company in the store of D. W. Robinson, at Alma. Speaking briefly, Miss Spencer was permitted to occupy a table in this store and within a very few days was suspected by members of the sales force to be helping herself to merchandise, and after it became apparent to Mr. Robinson that such was the case, he accused her of theft.

It is not the purpose of this bulletin to go into detail concerning the incidents that occurred. Summed up briefly, Miss Spencer was arrested, and placed under bail. Her trial has been postponed from time to time and is now on the docket to be heard soon.

As often happens in such cases, the defendant alleges that, while the

goods were found in her possession, she had Mr. Robinson's permission to help herself to the same, claiming improper suggestions on the part of Mr. Robinson. This defense is alleged to have been manufactured by her attorneys in the case. Dry goods merchants, knowing Mr. Robinson as a successful merchant and a clean and honorable man, very seriously and strenuously resent such alleged blackmailing efforts.

At a recent meeting of the Board of Directors the matter was discussed informally and a meeting of our Arbitration Committee, consisting of Messrs. F. N. Arbaugh, of Lansing; W. S. Barrett, of Williamston, and J. R. Richey, of Charlotte, voted that the manager should secure counsel on behalf of the organization to do all that is possible to defend Mr. Robinson in this case. This action had the hearty approval of our President, Mr. Christian, and several individual members of our Association who were consulted with reference to the same.

Accordingly, Alva M. Cummins, of the firm of Cummins & Nichols, of Lansing, has been engaged. It is proposed by the officers of this Association to stand by Mr. Robinson to the limit, as this is not only a case in Mr. Robinson's behalf, but in behalf of every decent man in the trade who may be subject at any time to an alleged conspiracy of this kind.

Jason E. Hammond, Manager.

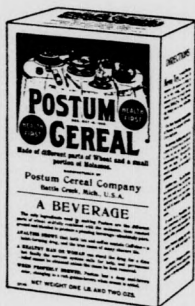
Nautically Speaking.

"I must tell you the sad story of my sister some day," said Miss Chat-terbox. "Poor girl, she's a widow and she's looking for a captain to steer her through the stormy sea of life."

"She doesn't require a captain," said the naval friend, "she wants a second mate."

Real "Sales Guarantee"

should not stop with a willingness to accept the return of slow moving goods from the dealer. It should also be an assurance of a general demand resulting in a turn over of the goods within reasonable time at a legitimate profit.



The Sale of Postum Cereal and Instant Postum



is thus truly guaranteed. Our steady nation-wide advertising creates this demand, and repeat orders result from fair prices and universal satisfaction.

Postum Cereal Company, Battle Creek, Mich.

NO PESSIMISM IN DRY GOODS.

The constant withdrawal of lines of staple merchandise from sale in primary markets appears to be gradually tending to a stabilization of prices on the new high levels. Left to themselves, many emotional buyers would go on bidding cloths up, and even under present conditions the withdrawal of the merchandise tends to stimulate their activities.

Most of the dry goods commission agents are alive to the grave menace that lies in accepting long term commitments on merchandise that can be made quickly and that comes on the markets rapidly whenever any temporary setback is experienced. The late future sales of fancy goods that would not be made save on order and the late future sales of print cloths, sheetings and other unfinished goods are very distinct in character. The one may be prompted by a legitimate business risk, while the other is very apt to savor of all the essentials of speculation when conducted by experienced buyers for the rise or fall.

The very great expansion of prices for dry goods has brought about a dangerous relation of capital invested in the business and liabilities incurred for future commitments. Many merchants know in their hearts that they do not intend to take in goods they have ordered if the markets go against them before the goods are delivered. They will cancel if banks will not extend them accommodation, which they must have in lieu of capital. Too much is being taken for granted in the assumption that buying at retail can continue on a high volume level when prices are so abnormally high.

If people can go on paying \$3 for shirts that used to cost \$1, stockings costing 49c that used to cost 15c, hats costing \$20 that used to sell for \$5, suits costing \$100 that used to cost \$50, and so on all along the line, it will be possible for merchants buying six and eight months ahead to turn over their capital fast enough to meet their liabilities. Should any sudden check come to buying from any of a dozen legitimate causes that may operate normally in view of the extended condition of credits, the anticipated active turnover would fail to materialize, and therein would come the strain that would be unbearable.

It is contended in many mercantile circles that the present situation is much stronger than it appears to be. The argument is presented that mills and merchants are doing business on very wide margins of profit and have very large and new reserves behind them that have not yet taken form in permanently invested capital in the business. The weakness in this contention consists in ignoring the patent fact that the reserves of consumers are being dissipated, that an exhaustion of buying power has actually begun to manifest itself in some spots, that banking and other capital wants more money for service in the form of higher interest, that excessive profits mean excessive taxes under present laws, and that a very large percentage of merchandising profits talked about consists of "paper profits" only.

People in the trade who emphasize these things are not pessimists and do not look for any sudden reversal in present prospects. They are simply giving more weight to them now to justify their excessive caution in withdrawing lines from sale, in refusing to accept additional business from some new buyers, and in cautioning mills not to exact the last ounce of flesh in fixing high prices for long future shipments.

Any one moving in the trade and testing current feeling cannot fail to be impressed by the narrow view many merchants are taking of the changing relations of foreign trade. Imports of dry goods have begun to increase fast, not only in actual receipts but in the placing of large orders abroad. Production is positively increasing in this country, and in several instances mills are known to be holding back on starting new machinery or old because they do not want to weaken their own position by producing more goods. In this they are moved to some extent by a policy of self-protection. If they can make handsome profits on a short output they see little to be gained by increasing those profits and increasing production that may back up on them in the vent of shock. This same attitude toward business has been noted in England and elsewhere, and generally it is seen in those places where increased production and increased profits mean a larger percentage of taxation.

The same things that are seen in dry goods are seen in other commodity markets, and dry goods differ from other markets largely in the fact that when economy is forced its effects appear quickest in clothing. Men and women will save on clothes when they have to, but they cannot change fast in their requirements for food, fuel and rent.

THE UNDERWEAR MARKET.

In about a week it is believed that there will be action in the underwear market. Selling agents and mills have expected that something would be forced before this, but it has not, and so the situation stands about unchanged from when last reported. The selling on the quiet that has been reported is still continuing, but in no greater volume than when last reported. It is not believed that it has been greater this season than in other years.

Buyers who have found that they would have to take the goods in during the early months of 1920 and carry them over until the fall and winter season have not taken kindly to this in many cases, and it is believed that this may have held back some buyers who might otherwise have been inclined to buy.

From the mill side it is believed that those who have sold have been mills with a greater yarn supply on hand than they needed for this fall and winter season, and that rather than carry it over until 1920, which would be over six months, they have preferred to make it up into garments and sell at cost in some cases. It is admitted that to buy the yarn to-day and make up it would be impossible to sell at the prices that have been obtained for the selling that has been

done. Curtailed production has given some mills a yarn surplus that they have been able to use up in this way.

There is a strong tendency on the part of mills at this time to put off a fall and winter opening as long as possible. Conditions are none too promising to open just now, they believe, and the several uncertainties that have been in the way for a long time are still in evidence and are making too much of a gamble, it is believed. The only alternative, they feel, will be to name prices that will be sufficiently high in case buyers force the market and in that way eliminate as much risk as possible.

WILLARD BARNHART.

The late Willard Barnhart was a rare flower in the garden of life, ever blooming with sweet fragrance of inspiration, cheerfulness, loyalty, freshness and love. There are very few of us who have the faculty of making friends and holding them, like Mr. Barnhart had. He possessed a good mind, a big heart, a sweet disposition and was generous, fair and true. He was a wise counselor, and many people in our city and State have been helped by his sound advice, his purse and by liberal credit extended. His character, like the costly jewel, had a peculiar luster and charm of its own.

Grounded in the right, he was quick to detect the wrong. The price of his friendship was honor, integrity and uprightness. Always an enjoyable companion, his presence was welcome on all occasions. He was a prince among men, one of God's masterpiece.

By faithfulness and intelligent industry Mr. Barnhart realized the fulfillment of his fondest hopes in a happy family, an untarnished and honored name, and an established reputation as one of the strongest and most dependable men in Michigan.

Mr. Barnhart was a builder who has left a monument more enduring than stone.

If "Americanization" is a somewhat vague term, it is owing to the number of problems suggested by the word. The Army has taken up one of these—the teaching of English to foreigners and illiterates—in a way that will highly commend itself. The only test required by the Surgeon-General for literacy was the ability to read an American newspaper and write a letter home. Yet one soldier in every four failed to pass this test. If Camp Upton can take men whose names the average American can hardly pronounce and in three months teach them to read, write and speak English, it should be congratulated on its success and imitated in other places. As an Americanizing agency the Army has a field of unexampled usefulness opened to it. A foreigner who cannot speak our language cannot think as we do; an American who cannot read or write is deprived of his sixth and seventh senses; he is a curable defective. It is to be hoped that no shortsighted measure, conceived in haste and passed in a hurry, will in any way hinder the Army in this splendid work.

ENQUIRY AS TO KNIT GOODS.

An interesting question is now before the Federal Trade Commission for decision. A certain concern making underwear has been complained of for misrepresentation and has been cited to appear before the commission to answer the complaint. In its answer it admits that it has made and sold "and labeled, advertised, and branded certain lines of underwear as 'Australian Wool,' 'Valley Cashmere Camel Hair,' 'Lamb's Wool,' 'Scotch Wool,' 'Persian Fleece,' and 'Saxony Wool.'" Then the admission is made "that such underwear so manufactured and made is not composed wholly of wool or camel's hair." But, in defense it is asserted that the practice complained of has been a general one in the trade and is well understood, and that it is one which is also customary with foreign manufacturers of such goods who ship them to this country. The case is one affecting all manufacturers of woolen knit goods, and they have resolved to present a united front in the matter and to combine in fighting the proceedings before the Commission. Their object, as stated by them, is to have effaced from the record "the charge that they and each of them have been and are practicing any unfair methods of competition or deception to the public." Practically every knitting mill in the country engaged in making woollens is enlisted in the movement, and the decision of the question involved may have consequences far beyond the wiping out of many well-known trademarks and brands.

HOSIERY ABNORMALLY FIRM.

The past week has only tended to strengthen what was already a strong hosiery market. The opening of one or two new lines at prices that were considered high has been reviewed before. That buyers have operated in a large way is not news either, so there is not much to report.

The fact that buyers have bought at high prices and in many cases have shown a willingness to buy more than they have generally bought is taken to mean that every one has confidence in the future of the market. One line that was opened booked more business in a week than the mill had ever booked during any five weeks in its history, and it is not a new mill either. And this was done at what were considered high prices in the beginning when they were named.

The silk and low end cotton hosiery market is running along at the firm pace that is well known to all who have followed these markets. Mills are finding that what seemed like a large production to sell will fall far short of the demand, and unless the unforeseen happens there will be a general proportioning of orders all around. Some selling agents and mills are turning down every new customer and are only giving their old customers a certain quantity of merchandise, regardless of the quantity that they want, and it looks as if this would become a general procedure in the market.

Nine times out of ten when a man buys a horse he is sold.

Mayer

DRY-SOX SHOES

Get Your Weather Shoes Now

Good merchants welcome specialties that introduce live features in season and keep store news fresh—

These are Dry-Sox months. This great wet weather shoe will turn up more profitable trade than anything else on your shelves—

Stock Dry-Sox Shoes right now and get the benefit of the big Dry-Sox Daily Newspaper Campaign that is in full swing at this time.

The advertising is creating big additional business on Dry-Sox Shoes. Why not cash in on it?

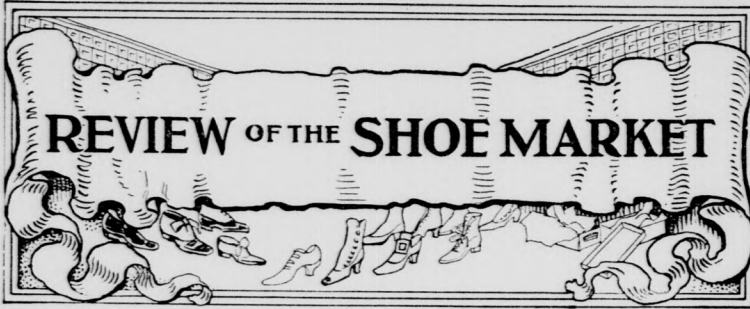
Write for Dry-Sox Catalog and selling plans.

F. Mayer Boot & Shoe Co.
Milwaukee, Wis.



A study of the construction of this shoe will give you a hint as to its popularity.

Choke Seam Welt sewed in with Leather Welt, makes the shoe as waterproof as it is possible to get it.



Concerning Present Shoe Prices.

Written for the Tradesman.

I may preface my remarks on this subject by observing that there are many angles to this price situation, so that a fellow says about it depends largely upon his prevailing mental temperament. If he is a pessimist, he is pretty apt to say something depressing; if an optimist, he will look on the brighter side.

We are all agreed that prices are higher than we ever knew—higher than we have hitherto dreamed of in our merchandising pipe dreams. Some say they are so high, they must come down; and by way of confirmation they point to some recent breaks in the leather market. (These breaks, it may be said by way of explanation, were neither notable in themselves, nor do they signify that shoes now in process of manufacture or shoes to be made up later on orders hitherto given, are going to be sold for less than the price agreed upon. The stock of which they are made was bought prior to the recent dip in leather prices, hence it is unreasonable and unfair to ask for a price concession at this time.

The fact is this slight recession of price in leather was very slight, and probably the most significant thing one can remark about it is that it seems to mark the crest of the high upward curve in leather prices. You will observe, please, that I say "seems." I have no desire to pose as a prophet. Developments in the shoe and leather industry during the last two or three years have rather discouraged price forecasting as a pastime.

And yet, in spite of the prevailing high prices, it is encouraging that people are still wearing shoes. They must, of course, buy them before they wear them. This means we must presume, that they are paying the dealers' prices. So far as I have been able to discover, gleaming as I do reports from many shoe-selling centers, the retail shoe business has been good in spite of high prices. All the charges of gross profiteering that have been made against the men in this industry have not acted as a deterrent influence to any appreciable extent. Sensational newspaper stories and interviews, reeking with insinuations of graft, dishonesty, and excessive profits among shoe manufacturers and shoe retailers, and forecasting the public's speedy relief from this situation by the prospect of vastly cheaper footwear—all this plain and fancy reprobatorial yarning, discoloration of facts, and unmitigated and misrepresentation of actual conditions—has not caused the public to lose faith in the representatives of this great American industry.

That the present high price levels of footwear of all classes is, in some ways, a regrettable thing, everybody admits. That it is working a hardship on many people, nobody will deny. But who's to blame for it? The perfectly obvious answer is, nobody is to blame. It's an economic situation. Some people suppose the war is responsible for the high prices we must now pay for footwear. This is partly true, but, if you will recall the trend of high prices started before war began. If there had been no war it is altogether probable that the price of shoes would have been to-day approximately double what they were ten years ago. The war isn't to blame for the activities of trunk, bag, and leather-novelty manufacturers. The war isn't altogether to blame for the nation-wide economizing habit of cutting down the consumption of beef, and so directly affecting the output of domestic leather.

But the situation isn't as bad as some people imagine. Saturday of last week a friend of mine called my attention to two pairs of men's cordovan shoes that he's now featuring in his department. They were priced at \$12 and \$14, respectively, which, with the 70 cents war tax required by the government, would make the cost to the customer \$12.70 or \$14.70, depending on his selection.

I examined the shoes carefully. They were masterpieces of shoecraft, especially the \$14 pair. The stock was perfect, the color rich, and the last not only stylish but a good fitter. A pair of either of the two models would have delighted the heart of any masculine connoisseur in footwear. With the proper care and repairs from time to time as needed, either pair should wear two or three seasons. For street and office wear, either should last the average man until he had become sick and tired of them. In other words, they represented a prodigious amount of actual shoe value—quite as much shoe value as one would seem entitled to for an investment of that size under existing conditions.

To the man who thinks merely of the initial investment and has hitherto paid a nominal amount for his shoes, I grant you the price may seem excessive. But that isn't the proper way to buy shoes. If you pay six dollars for a pair and they last only a single season—and perhaps get rather shabby towards the fag end of the season—you are paying at the rate of a dollar a month for your footwear. If you pay twelve dollars for a pair, and they last you two seasons, you are still paying only a dollar a month—and the chances are that with the better grade shoes

The STAYING QUALITIES of the H. B. Hard Pan Shoe

will bring to the merchant handling it a prestige that will do much to establish him as the leading business man in his community.

For many years the name H. B. Hard Pan has stood for the very highest quality in men's service shoes.

With Farmers, Railroad men, Shop men, Miners—in fact wherever extraordinary service is demanded, H. B. Hard Pan shoes have made good.

We urge dealers during the present high prices to resist the temptation to handle inferior goods. **STANDARD QUALITY** service shoes will stand up and give your customer the service expected.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

A Chance to Make Money

We have secured a limited number of cases of



Women's Plain Storm
with Service Heel
Harvard (opera) last.
Regular price \$.68
Less special discount of 10%



Women's Rolled Edge Storm
Harvard (opera) last.
Regular price \$.77
Less special discount of 10%

First Quality
Bourn
Rubbers

Storm Style

which we offer while
they last at a

Special Discount

of

10%

Staple as Old Wheat

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

you are getting more actual foot-satisfaction, more style, and more foot-wear gentility than you could have enjoyed with the six dollar pair. If the twelve dollar pair lasts you three seasons, they are actually cheaper in the long run than the lower priced shoe.

It was thus our forefathers figured in their day when they gave individual orders to the old journeymen bootmakers—only they paid \$20. or \$25. for a single pair of boots. They got fine kip, handmade dress boots—real boots, you bet, with swell tops coming almost to the knees. And my how those old beaux boys cared for those boots! They'd groom them and polish them with "Mason's" famous blacking (the kind that came in the box where the dog was looking at his reflection in the polished surface of the boot; d'you remember that?) and care for them infinite tenderness. They bought their footwear on the basis of so many seasons' service for so much; and incidentally there was the matter of style and the honor and glory of wearing custom made boots. Oh boy!

But by and by everybody got to wearing machine-made shoes and the glory of high-grade, exclusively-made footwear perished from the earth—for a time. Then there was a long period in which the quality of the machine-made commodity rose to higher and higher levels, culminating in the so-called "bench-made" models of to-day. And it is this type of footwear—this distinctly high-grade, long-wear product—that now commands the higher prices.

But compare those present-day prices of the best shoes with the prices paid for hand-made, exclusive boots worn by our forefathers, and you will agree with me that we are even now getting more actual shoe value—and more style as well—dollar for dollar than did the people of a couple of generations ago.

Value received is the essential factor around which all merchandise revolves. But price is relative; i. e. it goes up or down within certain limits. And yet always there is this consoling fact, namely: Under present merchandising methods there is an irrepressible tendency towards the standardization of values to be had at the various current price levels. What I mean specifically is this: If you want to pay say six dollars a pair for your shoes, and no more, you can get just about six dollars' worth of shoe value (no more, no less) in several different types of shoes. Since the intrinsic wear value is contingent upon the stock in the shoe and the workmanship employed in its making, you can take your choice of buying the least or the most or something in between. Your idea of your choice, and while the original cost will vary with your preconceived ideas, you'll be paying in the end about so much a month for your shoes.

This fact should prove conclusively that there is not, nor has there ever been, any connivance on the part of shoe manufacturers and dealers to boost prices and fleece the public.

The entire industry rests on economic laws that hold true in spite of all we can say or do.

Cid McKay.

Mail Order Specials

In order to encourage our customers to purchase their merchandise of us through the mails, we are offering, for a limited time only, special bargains which we feel sure will appeal to the retail trade. These orders will be accepted, subject to prior sale, first come, first served. Incorporated in the list below you will find some snappy and staple styles for at once delivery and a fine assortment of White Canvas and Leather Pumps and Oxfords for February 1st delivery. We guarantee these goods to be exactly as represented, and should they fail to come up to expectations you can feel at perfect liberty to return same to us. Compare the special prices with the present market prices, and then sit down and send us your order.

February 1st Delivery

Stock No.	Description	Sizes	Price	Present Market Price
2837	Wos. Pat. Plain Pump Louis Heel McK	B-C-D 3/7	\$2.50	\$4.00
2858	Wos. Blk. Kid Col. Pump 17/8 Louis Heel Flex. McK	B-3/7 1/2 C-5/8 D-2 1/8	3.50	5.00
2860	Wos. Hav. Br. Kid Plain Pump Cov. Half Louis Heel Turn	A-B-C-D-3/7	3.00	4.50
2861	Wos. Hav. Grey Kid Plain Pump Cov. Half Louis Heel Turn	Ditto sizes	3.00	4.50
2862	Wos. Dull Kid Plain Pump Cov. Half Louis Heel Turn	Ditto sizes	3.00	4.50
2863	Wos. Hav. Br. Kid Foxed Plain Toe Pump 10/8 Lea Heel Turn	B-C-D-3/7	3.00	4.50
2680	Wos. Pat. 2 S. Pump Med. Heel	D-2 1/2/5	1.65	2.50
2854	Wos. Tan Cf. 5 Eye Oxf. Int. Tip 13/8 Cub Heel McK	C-D-3/7	3.50	4.00
2855	Wos. Dull Chr. Cab. 5 Eye Oxf. Int. Tip 12/8 Heel McK	C-D-3/7	2.75	4.00
8749	Men's G. M. Bal. Oxf. 103 Last Welt	C-D-E-6/11	5.50	6.25
2720	Wos. Wht. Canv. Pump Low Heel McK	2 1/2/6 1/2	1.30	1.60
2764	Wos. Wht. Canv. Plain Pump Cov. Louis Heel McK	2 1/2/6-2 1/2/7	1.40	1.85
2765	Wos. Wht. Canv. Oxf. Cov. Louis Heel McK	2 1/2/6	1.65	2.15
2799	Wos. Wht. Canv. Ankle Strap Pump McK	2 1/2/6 1/2	1.75	2.25
2867	Wos. Wht. Canv. 9" Lace Plain Toe Cov. Louis Heel Turn	C-D-3/7	2.25	3.00
2868	Wos. Wht. Canv. 9" Lace Plain Toe Cov. Low Heel Turn	B-3/6 1/2	2.75	3.25
3651	Misses' G. M. Ankle Strap Stitch-down Pump	12 1/2/2	2.00	2.75
3652	Misses' Pat. Ankle Strap Stitch-down Pump	12 1/2/2	2.00	2.75
3774	Misses' Gun Cf. M. A. Pump Med. Toe McK	12 1/2/2	2.25	3.25

At Once Delivery

4907	Inf. G. M. Blu. Med. Broad Toe McK	6/8	1.75	2.25
3811	Childs' G. M. Butt. Med. Broad Toe McK	8 1/2/12	2.25	2.75
4911	Inf. G. M. Butt. Med. Broad Toe McK	6/8	1.75	2.25
3565	Misses Tan H. C. Cordo. Lace Eng. Toe McK	11 1/2/2	3.90	4.50
3566	Misses Tan H. C. Cordo. Lace Broad Toe McK	11 1/2/2	3.90	4.50
3965	Childs Tan H. C. Cordo. Lace Broad Toe McK	8 1/2/11	3.60	4.00
2565	Wos. Tan Cordo. Lace H. C. Eng. Toe McK	2 1/2/6 2 1/2/7	4.65	5.00
2807	Wos. Grey Kid Lace 9" Plain Toe Cov. Louis Heel McK	B-C-D-2 1/2/5	4.75	5.25
2812	Wos. Grey Goat "Lace Grey Cloth Top Int. tip 12/8 C. H. McK	B-C-3/7	3.50	4.00
2813	Wos. Grey Goat 9" Lace Grey Cloth Top Int. Tip L. H. McK	A-B-C-D-3/7	3.50	4.00
2843	Wos. Grey Kid 8 1/2" Top Lace Louis Heel McK	A-B-3 1/2/7 C-D-2 1/5	4.25	4.85
2848	Wos. Blk. Kid 8" Lace Int. Tip 12/8 Cub Heel McK	C-D-3/8	4.00	4.60
2849	Wos. Blk. Vp. Chr. Cab. Top Pln. Toe 14/8 Cub Heel McK	C-3/6 D-2 1/4/4 1/2	3.75	4.15
2594	Wos. Heavy G. M. Blu. Tip Med. Broad Toe McK	3/8	3.25	3.60
2824	Wos. Hav. Br. Kid Lace 8 1/2" Top Louis Heel McK	C-2 1/2/6 1/2	4.75	5.15
2865	Wos. Hav. Br. Kid 9" Lace Int. Tip Louis Heel Welt	B-C-D-3/7	7.15	7.60
2866	Wos. Hav. Br. Kid 9" Lace Int. Tip 13/8 Cub Heel Welt	B-C-D-3/8	7.15	7.85
2869	Wos. Bro. H. C. Lace Louis Heel McK	C-D-2 1/2/7 & 8	5.20	5.60
2885	Wos. Blk. Kid 9" Lace Int. Tip Louis Heel Welt	B-4/8 C-4/7 D3/6 1/2	7.15	7.50
2886	Wos. Hav. Br. Kid 9" Lace Int. Tip Louis Heel Welt	B-C-D 3/8	7.50	8.25
2887	Wos. Br. Goat Lace Int. Tip Cub Heel (12/8) McK	D-2 1/2/7 3/8	5.20	5.75
2888	Wos. Br. Goat H. C. Lace Pln. Toe Louis Heel McK	C-D-3/8	5.20	5.75
2889	Wos. Blk. Goat H. C. Lace Int. Tip Louis Heel McK	D-3/7	5.20	5.75
2896	Wos. Br. Cab. H. C. Lace Int. Tip 14/8 Cub Heel McK	3/7	5.20	5.75
2897	Wos. Blk. Kid H. C. Lace Louis Heel McK	4 1/2/7 D	5.20	5.75
2839	Wos. Hav. Br. 9" Lace Int. Tip Louis Heel McK	D-2 1/2/8	6.80	7.50
6180	Boys Gun Spl. Blu.	1/6	2.50	3.00
6181	Boys Tan Spl. Blu.	2 1/2/5 1/2	2.50	3.00
7116	Mens Choc. Spl. Blu.	8 1/2/11	3.00	3.50
7118	Mens Blk. Choc. Spl. Blu.	7/11	3.00	3.50
8433	Mens G. M. Wht. Qtr. Blu. 1/2 D. S. Welt Munson Last	C-D-E-6/11	5.50	6.70
8730	Mens Blk. Serv. Grain Blu. 1/2 D. S. Welt Wide Toe	6/11	5.00	6.50

Watch for our next "City Day" announcement. It will pay you.

Rindge, Kalmbach, Logie Co.

10-22 No Ionia Ave

Grand Rapids, Michigan



Decision in Case of Burtch vs. Child, Hulswit & Co.

Bird, J.: In 1909 plaintiff was engaged in the manufacturing business at Sparta. The defendant was a corporation engaged in the business of bond brokers at Grand Rapids. It is the claim of plaintiff that in August, September and October, 1909, he purchased from defendant \$13,000 in bonds of the Denver-Greeley Valley Irrigation District of Colorado on a warranty that they were a secure investment and absolutely good. They proved to be otherwise and this suit in assumpsit was begun to recover the purchase price. The question whether plaintiff warranted the bonds was submitted to the jury and they found that defendant did warrant them, and awarded plaintiff a judgment of \$17,550, which covered the purchase price and interest. Application for a new trial and for judgment non-obstante veredicto followed but both applications were denied.

1. Defendant strenuously contends that there was no testimony on the question of warranty which justified the Trial Court in sending it to the jury. This point makes it necessary to review to some extent the testimony on that question. It appears from the testimony of plaintiff that he was solicited by defendant to purchase the bonds by descriptive literature outlining the irrigation projects, and by its personal representative, Mr. Stanton, who called upon him several times. Mr. Stanton praised the bonds, said they were good, said the Company had been out there to investigate and that they were in a position to know their value. That plaintiff finally advised Stanton that he would not purchase them unless he got a letter from the Company direct, stating that the bonds were good. Mr. Stanton went away and soon thereafter plaintiff received from defendant the following letter:

"Mr. Manly W. Burtch, Sparta, Michigan:

"The writer, on returning to the city this morning, finds that our Mr. Stanton called on you last week and that you were interested in the Denver-Greeley Valley Municipal Irrigation District bonds, which at this writing we will be very glad to have you take some of this issue. * * * The writer has personally been over this district, Mr. Burtch, and it has also been visited by other members of our firm. * * * We know that the bonds are absolutely good and we recommend them as a very secure investment, paying an attractive rate of interest."

Child, Hulswit & Co.,
Ralph S. Child, Secretary."

After receiving this letter plaintiff saw Mr. Child who informed him "that the bonds were absolutely good, and the security back of them was adequate, that is, it was sufficient, that it was in the nature of a municipal bond, the same as a school bond, and that it was the highest kind of security that could not be destroyed. He said the lands were settled. He said that he, as well as other members of the firm, had been over the proposition, made investigations that it would not be possible for me to make, and that the bonds were good and that I need have no fear of losing my money. He said they were perfectly competent to investigate those things and that I was not competent to do so. Why, he said that they had made an investigation, and I told him I was relying absolutely on their word in making the investigation, because I did not claim to know enough to make an investigation myself; and, as a matter of fact, I told him I had no time to investigate it, and when I handed the money over to him I says, 'I am relying on you people absolutely in this matter.'" Plaintiff further testified that he relied upon these representations, and would not have purchased the bonds except for them. This is, in substance, the basis of plaintiff's claims of warranty.

Defendant argues that the statements, oral and written, show, upon their face, that they are mere expressions of opinion and not such as constitute the law a warranty, citing in support of this contention the following cases:

- Bristol vs. Brainwood, 28 Mich. 191.
- French vs. Fitch, 67 Mich. 492.
- Kraus vs. Cook, 144 Mich. 365.
- Deming vs. Darling, 148 Mass. 104.
- Crosby vs. Emmerson, 142 Fed. 713.
- Wirth vs. McConnell, 42 Mich. 473.
- Chaffee vs. Matthews, 104 Mich. 103.

Getchell vs. Dusenberry, 145 Mich. 197.
Duffany vs. Ferguson, 66 N. Y. 482.

And it is further contended that there is no evidence which shows that the statements were intended to be warranties. None of the cases cited is directly in point. They, like most of the cases, deal with the general rules and their application to the particular facts therein involved. It is not always easy to determine where expressions of opinion leave off and representations of fact begin. Sometimes the same statement made on different occasions but under different circumstances will be differently construed. As was said in Andrews vs. Jackson, (168 Mass. 266):

"It is often impossible, * * * to determine as matter of law whether the statement is as representation of a fact which the defendant intended should be understood as true of his own knowledge or an expression of opinion. That will depend upon the nature of the representation, the meaning of the language used as applied to the subject matter, and as interpreted by the surrounding circumstances in each case. The question is generally to be submitted to the jury."

Counsel suggest that the cases of Bristol vs. Braidwood and French vs. Fitch, supra, are similar on the facts and are controlling. We can not agree with them in this view. The facts and the points decided are more or less at variance with the present one. Insofar as particular cases can aid we think the case of Taylor vs. Soper, (53 Mich. 96), and Knauss vs. Major, (111 Mich. 239) are more nearly in accord with the facts of the present case.

However, it may be said generally that:

"One who purchases a bond honestly relying on the seller's representation that it is valid when it is in fact invalid or worthless, may recover the price paid for it, in an action for a breach of warranty although the seller may have acted in good faith and the buyer may have had ample opportunity to examine the bond. All material representations made by the seller with respect to the nature and character of the security for the bonds or as to the existence of security, when relied on by the purchaser, constitute warranties."

30 Am. & Eng. Ency. of Law, p. 158.
We might be able to agree with counsel in their contentions were it not for the letter of August 4th and the circumstances under which it was written. Plaintiff had been solicited by letter and literature to purchase the bonds. This was followed by several visits from Stanton who tried to induce plaintiff to purchase them. He had explained the irrigation projects upon which the bonds were issued, had praised their value and endeavored to convince plaintiff that he knew whereof he spoke, as members of his firm had been out to Denver and personally inspected the proposition. All this did not appear to satisfy plaintiff, he wanted something more, he wanted a letter from defendant itself that the bonds were as represented. In order to consummate the sale defendant yielded to his demand and wrote the letter in which

Our Foreign Trade

department
already has
demonstrated
its value to



Established 1853

Western Michigan Business Men

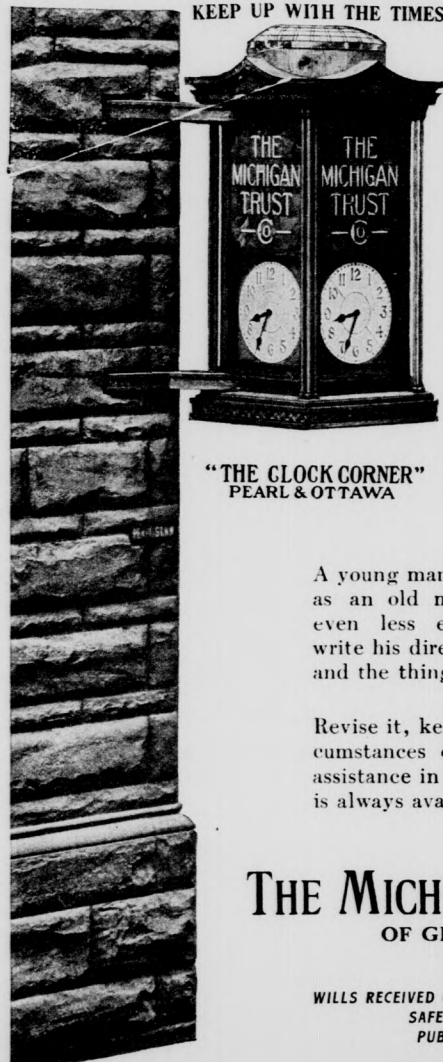
It would pay you to know how well we are prepared to serve Western Michigan Importers or Exporters—present or prospective—thru our Foreign Trade Department.

THE OLD NATIONAL BANK

MONROE AT PEARL



GRAND RAPIDS



KEEP UP WITH THE TIMES

Time is slipping.
I must get about it!

"THE CLOCK CORNER"
PEARL & OTTAWA

A young man's will is as important as an old man's. His widow is even less experienced. He can write his directions into a brief will and the thing is done.

Revise it, keep it up to date as circumstances change. Confidential assistance in this important matter is always available at the office of

THE MICHIGAN TRUST CO.

OF GRAND RAPIDS

WILLS RECEIVED ON DEPOSIT WITHOUT CHARGE.
SAFE DEPOSIT VAULTS.
PUBLIC ACCOUNTING.

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

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

Resources

10 Million Dollars

3 1/2 Per Cent

Paid on Certificates of Deposit

The Home for Savings

the significant words "know" and "absolutely good" were underscored. Considering these circumstances, together with the fact the irrigation projects at that time were new to the public, that plaintiff knew nothing about them and so advised defendant, and further advised defendant, when he purchased them, that by reason of his lack of knowledge he relied upon the representations so made to him, it can not be said, as a matter of law, that the representations were mere expressions of opinion. We are persuaded that they are open to the inference that something more than mere expressions of opinion was intended. The question whether they were intended as expressions of opinion or statements of fact was properly submitted to the jury. (35 Cyc. 481).

2. But counsel say there was no competent proof that Child, who wrote the letter of August 4th, had authority to warrant the value of the bonds. The Trial Court held, as a matter of law, that defendant had the power to warrant the value of bonds which is disposed of, but left it to the jury to say whether Child was authorized by defendant to do so. It appeared from the testimony that he was a director, secretary and vice-president of the company, in charge of the buying and selling of bonds. Testimony was received showing similar dealings with other persons. We think there was sufficient testimony to submit to the jury on the question of his authority to make the warranty, but if this question be a doubtful one, we think it can be said, as a matter of law, that the company ratified the act of Child. Plaintiff said to Stanton, "I will not buy unless the company writes me a letter signed by the defendant. This shows conclusively that the ultimatum of plaintiff was delivered to defendant and upon this letter defendant got plaintiff's money, and retained it after being advised of the circumstances under which it was received.

3. On the question of damages the Court instructed the jury, in substance, that if they found the bonds were worthless in 1909, the measure of damages would be the amount plaintiff paid for the bonds, with interest to the date of the trial. They were further instructed that if they found there was some intrinsic value in the bonds in 1909 they should ascertain what the real value was, and the difference between that sum and what plaintiff paid for them, plus the interest, would be the proper measure of damages. Defendant claims that this was error because there was no evidence that the bonds were worthless in 1909. There was considerable testimony bearing on the value of the bonds in 1901, and there was some to the effect that they were worthless at that time. In view of this there was no error in submitting the case upon that theory. The instruction on the measure of damages finds support in Maxsted vs. Fowler, (94 Mich. 106).

4. Counsel argue that plaintiff, in purchasing the bonds, did not rely on the representations of defendant. This contention is supported by certain letters of plaintiff addressed to Trowbridge and Niver, in which he stated he relied on them in purchasing the bonds. This was in conflict with his testimony on the trial that he relied on the representations of defendant. After the admission of the letters plaintiff explained why he wrote them. It was the province of the jury which, if either, of these statements was true.

Kelley vs. Freedman, 56 Mich. 321.

Watson vs. Watson, 58 Mich. 507.
 People vs. Hansen, 183 Mich. 565.
 Parnell vs. Pungs, 190 Mich. 638.
 5. Serious complaint is made because the Trial Court admitted evidence of after events, namely: What steps were taken by the bond holders to protect their interests. Reports issued by the receiver and the bond holders committees were received. Some of this testimony was important as throwing light on the value of the bonds in 1909, but much of it had no relevancy to the issue. While we think there was much testimony admitted on matters foreign to the issue, we are not persuaded that such irrelevant testimony was prejudicial to defendant. We have examined and considered the remaining questions, but find no merit in them. The judgment of the Trial Court is affirmed.

[The late Justice Ostrander took no part in this decision.]

Confession.

Written for the Tradesman.

I'm just a down and out
 A shifty, shaky bum,
 A worthless knock-about
 The cause I s'pose is rum.

I'm just a common thief
 An all round crooked crook
 I'm firm in the belief
 All that I have I took.

I'm just a lazy shirk
 Dodge everything I can
 I know I hate to work
 As bad as any man.

I'm just a fearful liar
 And have been since my youth
 Burned fingers fear the fire
 And so do I the truth.

How grand this world would be
 Almost like heaven I guess
 If men could only see
 That they should here confess.

Charles A. Heath.

It's easy to convince spinsters that kissing is unhealthy.



JOIN THE
**GRAND RAPIDS
 SAVINGS BANK
 FAMILY!**
 33,000
 Satisfied
 Customers
 know that we
 specialize in
*accommodation
 and service.*

THE BANK WHERE YOU FEEL AT HOME



WE WILL APPRECIATE YOUR ACCOUNT
 TRY US!

**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**

"Why Make a Will?"

One of the highest courts of the land has answered this question in a terse and simple fashion. It does it in these words:

- To provide for dependents;
- To safeguard the helpless;
- To reward the deserving;
- To punish the disobedient.

Make your Will today and name the **GRAND RAPIDS TRUST COMPANY** as Executor and Trustee. A consultation with our Officers is invited.

GRAND RAPIDS TRUST COMPANY

OTTAWA AT FOUNTAIN BOTH PHONES 4391

Fourth National Bank

United States Depository



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
 Savings Deposits
 Compounded Semi-Annually

3½

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

THE INSURANCE AGENT.

Danger in Depending Too Much on Him.

A veteran insurance man said to me the other day: "You could do the business men of the country a great service by telling them something about the danger of depending too much on an insurance agent. The authority of all insurance agents is sharply limited. Some agents, for instance, general agents, can do more than a mere soliciting agent, and bind the company, but the authority of every agent is limited somewhere, and if they make some promise or some agreement which goes beyond the limit, it is void and the company is not bound. The man who has relied on such a promise or agreement may lose all his insurance."

As a matter of fact, while he was speaking some illustrations occurred to me which had occurred under my own observation.

My experience is that the average business man relies almost entirely upon his insurance broker or agent to keep him covered and safe. This is a very risky business, and thousands of dollars have been lost through it. If the agent is not a general agent of the company he cannot bind the company, and even if he is a general agent, he cannot always bind the company. With insurance the only safe thing to do is to depend on nobody, but keep after a given situation until you know that the company has knowledge of it and has passed upon it.

Must File Proof of Law.

For instance, in one case which I know of, a man carried fire insurance on his store and its contents. A fire occurred at a busy season. He went to his local insurance agent, through whom he had placed the risk, and said, "See here, this thing is upsetting my business at the biggest season of the year. Can't you fix it up so that I can go ahead and repair?" The agent accommodating like most local agents, went around, sized up the building and said: "Go ahead and make a contract with the builder; it'll be all right." The owner therefore went ahead and placed his contract for repairs and reconstruction, spending considerable more money than he would have had he expected it would come from his own pocket.

Later when he sent the bills to the company it repudiated them and refused to pay on the ground that he had filed no proofs of loss, as required by the policy, and that agreement made by the agent was not binding on the company. Furthermore, the company said it intended to contest the claim on the ground that the merchant had persistently kept more gasoline on the premises than he had any right to do under the policy, and there was reason to believe that the gasoline was at least partly responsible for the fire.

The Merchant Lost.

The court ruled that the company's position was sound; that the agent had no right to bind the company with such a promise as he had made, and that the company had a valid defense to the claim under the gasoline clause.

The merchant of course lost his insurance through double carelessness—

Cement Has a Future

Everyone recognizes the fact that we must look to cement for the future building material. Even now with building operations below normal and the good roads boom ahead of us, there is a great shortage of this essential material. The field is large and the

Petoskey Portland Cement Company

is entering it at just the right time.

Not only, however, to the growing demand for cement do we prophesy success for this Company, but our advantages are many, a few of which follow:

MANAGEMENT

Officers should be the first consideration in any company and the men who are at the head of this company do not know how to fail.

PROPERTY

The Company owns 377 acres of the finest limestone in the State of Michigan and 23 acres of excellent shale. Reliable authorities have declared this rock to be of exceptional quality.

ADAPTABILITY OF RAW MATERIALS

Our limestone and shale have been used by other companies in the manufacture of cement for a number of years and the cement made from them is considered as good as any, if not the best.

MARKET

That the Petoskey Portland Cement Company will have a market for its cement is unquestioned, as it has access to two railroads and will have water transportation as

THE COMPANY'S DOCK IS UNDER CONSTRUCTION.

This will enable the company to bring in coal and ship out their products at a much less cost and also give them access to all the Great Lake ports.

STOCKHOLDERS TO PARTICIPATE IN TWO BUSINESSES.

In addition to the manufacture of cement, the company has its present crushed stone business which it has been operating at a profit for over 10 years and it is being increased. A big new Crusher is being constructed and when same is completed, the company will be able to get out 1,000,000 tons of crushed stone per year. Based on past operations and not on paper calculations this should enable the Petoskey Portland Cement Company to make 20% a year profit on its entire capitalization after the new crusher and dock are completed. This alone would make the stock of this company a good investment.

AMOUNT OF PROFITS TO BE REASONABLY EXPECTED.

It has been shown above that this company will have two businesses—the crushed stone business which can earn 20% (based on experience) and the cement business is assured of a good profit as companies that have bought their raw materials and shipped same to their plants have paid surprisingly large dividends. With a saving to our company of hundreds of thousands of dollars a year on account of their unusual location and with a profitable crushed stone business in addition, it can be seen that stockholders have a reason to look forward to very good returns.

Let us send you particulars in regard to this investment.

F. A. SAWALL COMPANY, Inc.

405-6-7 Murray Bldg.

Grand Rapids, Michigan

F. A. Sawall Co. Inc.,
405-6-7 Murray Bldg.,
Grand Rapids, Mich.

Gentlemen: Without any obligation on my part, please send me complete information concerning the Petoskey Portland Cement Co.

Name

Address

The Michigan Securities Commission does not recommend the purchase of any security and its approval must not be construed as an endorsement of the value.

first, by keeping too much gasoline without the company's consent, and, second, by taking the agent's word for something that did not bind the company.

I remember another case involving the right of an insurance agent to absolve the holder of a policy from filing proofs of loss. In this case there was a fire and the local agent, who had placed the risk, went around and satisfied himself that the fire had occurred, also as to what the loss was.

The insured thought—and the agent told him so, too—that it would be superfluous to file proofs of loss, since the company had had notice and its representative had actually been there. So he filed none within the time. The company later refused to pay on that ground and pointed to a clause in its policy that "no officer or representative of this company shall under any circumstances have power to waive any provision of this policy and any attempt so to do shall be null and void, and not binding on this company." Here, too, the company won.

Could Have Prevented Loss.

In a third case a local manufacturer had gotten his fire insurance through a local agent. The policy expired and manufacturer thought the renewal rate too high. He protested and dickered, the building being meanwhile uncovered. Finally he went to the agent's office and agreed to pay the asked rate. The agent said: "All right, I'll put it through right away and send you a bill for the premium in the usual way." The agent was suddenly called out of town that day and did not put it through. Before he got back a fire almost gutted the manufacturer's plant. He thought himself safe until he came to look into it. The company refused to pay on the ground that there was no insurance on the plant at the time it

burned. The manufacturer claimed that the arrangement between himself and the agent constituted a contract of insurance, and the only reason he did not pay his premium then was that for years the agent had renewed his policies and sent him a bill for premiums afterward. The court said that the company didn't make this arrangement and didn't agree to it, therefore it wasn't bound. The cold fact was that it had no policy on the plant at the time it burned and had not been paid for any.

The loss here was so heavy that it crippled the manufacturer for years. He could easily have prevented it.

Local Agent Only Solicits.

There is a great difference between the authority of a general agent of an insurance company and that of an ordinary soliciting or local agent. General agents are authorized to accept risks and issue policies by filling out blank instruments which are placed in their hands for that purpose. They can also renew policies already issued, and when they do all this they bind the company. But the ordinary local or soliciting agent merely has authority to solicit insurance and submit applications to the company, or to a general agent. He cannot bind the company by any attempted acts or contracts in its behalf, not relating to the taking of applications.

The great difficulty you as the insured are in, is that you are bound to know pretty much what the agent's authority is. Lots of things will get by only so long as there isn't any fire. (Copyright, 1919, by Elton J. Buckley.)

Was It a Mistake?

In a shop window not a thousand miles from Independence Square is this sign:

"Automobile Excessories."

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

INSURANCE AT COST

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

No membership fee charges.

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

**MICHIGAN SHOE DEALERS MUTUAL
FIRE INSURANCE COMPANY**

FREMONT, MICH.

One of the Strongest Companies in the State

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

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.



No Other Day Like Thanksgiving Day.

Written for the Tradesman.

Thanksgiving day this year ought to have something of the significance it had three centuries ago, when the Pilgrims first instituted the festival at Plymouth. It is nearly sixty years since, at the close of the Civil War, we had so vast material for gratitude as we have this year. Last November we hardly could believe that the world war really was over; the armistice was scarcely a fortnight old; our boys were still on the battle lines in France; when Thanksgiving Day came the empty chairs at the firesides still were empty, and even those whose fathers, sons and sweethearts had been unmentioned in the casualty lists were anxious. The world is still very much upset, the future full of uncertainty—but still we have great reasons for thanksgiving.

To most of us the day has come to mean eating. Nearly all of the newspaper articles that you see on the subject have to do with the price of turkeys, dinners for the poor; the decorations in the store windows are made up of pumpkins, cornstalks and fruit, and so on. The only variation is in the excitement over the football games. Very few attach importance to the original meaning of the day, and those are viewed by the rest of us as solemn, old wet-blankets and spoil-sports.

Probably nothing that we can say here will much affect the public mind on this subject or lead many to think of anything besides the sports and the dinner; but right here I want to point to the opportunity we have to make the day something different from what it has been in the individual home as such.

It is worth while to recall the origin of Thanksgiving Day. In order to do it one must realize that the Pilgrims, when they landed at Plymouth in the winter of 1620, found themselves indeed upon a "stern and rock-bound" coast. All the food in the world, so far as they were concerned was what they had brought with them in their tiny ship. You can buy anything now on that Massachusetts shore, from a hair-ribbon to a pie. Then there was nothing but rock and sand and primeval forest, and it was bitter winter, with months of it ahead.

So when, in the following year, after unspeakable hardship and toil, those who had survived that first dreadful experience were able to make things grow in that hitherto untilled soil and gathered something in the way of harvest against the next ensuing winter, what wonder is it that

they instituted a Day of General Thanksgiving?

The idea spread—or sprang up spontaneously in other colonies of the New World; Massachusetts Bay Colony had its first observance in 1630 and frequently during the ensuing fifty years repeated it until in 1680 it was firmly established and has continued without break to this day. Connecticut began the custom in 1639; since 1647 it has been continuous with but one omission in 1675. The Dutch in New Netherlands had Thanksgiving Day in 1644 and repeated the occasion frequently thereafter. In many other states the day has been observed with increasing regularity since very early times. In 1864 President Lincoln appointed the fourth Thursday in November for the purpose of a National Thanksgiving Day; from that time it has been taken for granted as an annual festival of the Nation as such. I am speaking of it now as an annual festival of the individual home as such.

In order to make this day a reality in the individual home—and without that it is a pretty dull and meaningless thing—the homemaker must put her mind on the subject and plan definitely for it. The Thanksgiving dinner, the best within reach of the family purse, must be a means to an end, a part of a general and purposeful plan. You have no time to lose.

First of all, the occasion ought to be one of family reunion, either actual or in spirit. In the older times, when families were widely scattered, with trackless forests between, mails infrequent and expensive, this was exceedingly difficult; now with all the means of travel and communication accessible, it is quite possible for families to get together, or at least to have on hand at dinner time a sheaf of letters, telegrams, or perhaps even a long distance telephone message. I know there are families, and I pity them deeply, where the family relations are such as to make this impossible—homes which seem places to go away from rather than centers of interest and affection. But these are exceptions. Abiding in every normal heart is love of home, and I tell you, homemaker, that even if your family is of the scattered sort, there isn't a member of it who will not bless you for a word of love and remembrance and affection at Thanksgiving. Who knows what such a message might do to restore the old bond?

The children will join with glee in the plan to write to every absent member of the circle, and to get in return some word of response to be

read at the dinner table on Thanksgiving Day. They will join, too, with childish enthusiasm in all your efforts to deck the house and make the occasion not only a memorable one, but the beginning of an annual custom in the family, and to carry it on in after years in homes of their own.

However successful you make the celebration, it will miss its best feature unless you make a point of emphasizing the meaning of it; unless you infuse it with a definite sense of appreciation of the blessings that have crowned the year for the home as such. It is well that each should think of what the year has brought to him; it is better that on this day there should be realization of what it has brought to all. Poor indeed is that home, and black must have been its year, in which there are not many things to be thought of at such a time.

Do all you can, then, to make your family, and especially the young members of it, realize definitely the meaning of the day; let them join in the preparation with a full understanding of what it is all about; get them to express in words their own appreciation of what it is to be thankful and to give thought to others whose privileges have been less. Above all things do not allow Thanksgiving to be to them merely an occasion for a big dinner, a school holiday, a thoughtless day of fun.

With the possible exception of Christmas, there is no day in all the year that is so peculiarly the home day as Thanksgiving. Do not lose the opportunity. It requires thought and planning to get the full benefit of such an occasion, but it is worth while, and if you put your mind to it you will reap the reward in a more closely knit family circle and a more intense love of the home out of which you all go to do your work in the world.

Prudence Bradish.

[Copyrighted, 1919.]

Secret That Spells Sacrifice and Sentiment.

They had grown old together, just he and she.

"How was business to-day?" she asked, as he stood washing his hands at the sink.

"Pretty good," the old man answered—"pretty good to-day; but somehow that little store will never be the same without you. I'm sorry

you're not strong and well like you used to be. I miss you very much."

There was a faint flush of a younger color in the old woman's face—for wives live for the finer sentiment in life, and years only increase the interest.

For years he and she had kept a little store in the middle of the block on Center street. Then she was taken sick and sent to the hospital, and could come to the store no more.

One day, she started to visit him at the old store; but it was a long, tedious, hard walk. On the sidewalk, not far from the old store, he stood, with a tray fastened to his shoulders, on which was a collection of collar buttons, braids and papers of pins.

He had sold the store to pay the hospital bills. An Italian occupied it as a fruit stand.

It was a long—a much longer—walk back for the old wife.

When he arrived, she, in her usual cheerful manner, said: "How was business to-day, William?"

"Business is pickin' up, Jane," was his optimistic reply.

That night they both harbored a secret from each other—the brand of a secret that spells sacrifice and deeper sentiment.

Who Belongs to the Unions?

Said a man the other day who has had an intimate association with workingmen in many capacities for more than twenty-five years:

"I have learned that there are only three classes of workmen who belong to unions. The first is the business agent, who does it for the money he can make out of it. The second is the man with some outside interest to serve, who gets paid for knowing what is going on inside; and the third is the fellow who belongs because he was forced to or who just joins without knowing whether it is getting him anywhere or not—the man the business agent calls the 'boob.'

"That is the situation and it will continue to be the same way no matter whether the unions are controlled by reactionary or radical elements. In my judgment, the best opportunities for workmen are to be found in open shop factories, where all get a square deal."

A girl isn't a poem merely because she is averse to a poet.

Blue Buckle Overalls Union Made



"Strong-for-Work"

Dealers are urged in a good-business way to investigate the BLUE BUCKLE work-garments; to examine them with the utmost care and to compare them with any overalls they ever sold, or wore themselves.

We carry them in stock for immediate shipment.

BROWN & SEHLER CO.

Wholesale Distributors

GRAND RAPIDS

MICHIGAN

November 22, 1919

THE SATURDAY EVENING POST

Blue Buckle Overalls Union Made

REGULAR man-job-overalls—that's what you'll call Blue Buckles! You never wore a work-rig that struck you right in so many ways as do Blue Buckles!

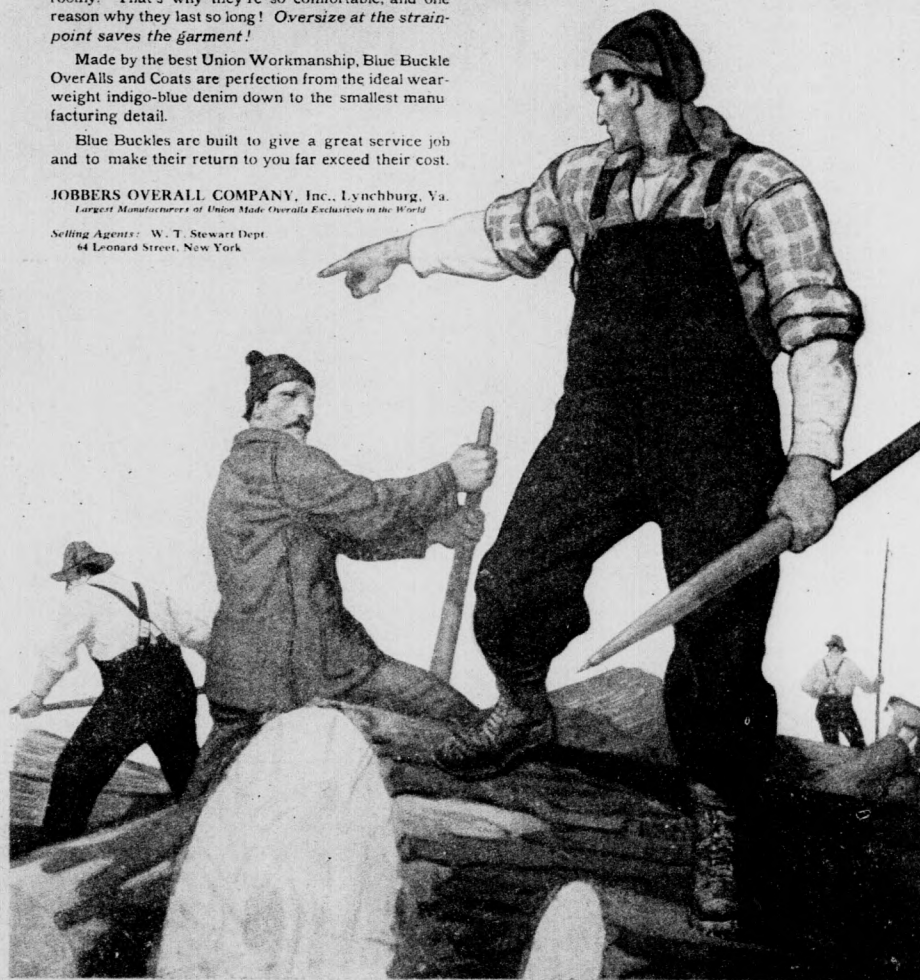
Blue Buckles, first of all, are cut generously big and roomy. That's why they're so comfortable, and one reason why they last so long! *Oversize at the strain-point saves the garment!*

Made by the best Union Workmanship, Blue Buckle Overalls and Coats are perfection from the ideal wear-weight indigo-blue denim down to the smallest manufacturing detail.

Blue Buckles are built to give a great service job and to make their return to you far exceed their cost.

JOBBERS OVERALL COMPANY, Inc., Lynchburg, Va.
Largest Manufacturers of Union Made Overalls Exclusively in the World

Selling Agents: W. T. Stewart Dept.
64 Leonard Street, New York



Another of our powerful, two-fisted advertisements which sell overalls. It appears in the Saturday Evening Post of Nov. 22d.

“Strong for Work”



Largest manufacturers of overalls in the world

Blue Buckle Overalls and Coats are sold only through the jobbing trade—the most economical, practical and satisfactory method of distribution for both retailer and manufacturer. Samples, prices and other information are now available in practically every jobbing house in America. We request that you write your jobber. Should he not carry Blue Buckles he can order them for you.

BLUE BUCKLES give such enduring work-service, such work-comfort, that they have shown buyers there is a difference in overalls. Blue Buckle wear is *guaranteed* by the burly, indigo-blue denim and the painstaking workmanship. It's no wonder they are the *biggest-selling* as well as the *fastest-selling* work-rig in America!

Once a man buys Blue Buckles he stays “sold”. The reinforced back band, the real brass fittings that won't rust; plenty of roomy pockets sewed on to stay; suspenders that don't slip; these are just a few of the reasons why Blue Buckles give a worker all he ever demanded of overalls.

Blue Buckles would sell on their quality *alone* but we are pushing up Blue Buckle sales with a

quarter of million dollars advertising campaign—the most powerful sales effort ever put back of any line of overalls and coats. It is in full stride, right now, all over the nation. Powerful color pages in the Saturday Evening Post; straight-from-the-shoulder advertisements in the Brotherhood Magazines—farm papers and retail trade papers. All this is linked up with a heavy bill-posting campaign plastered over 1500 live cities and towns!

Blue Buckles are such out-and-out value for the money that they not only assure you steady profits and quick turnovers but they build a confidence in your store that means bigger sales all down the line. They score heavy both on your cash register and your “good will” sheet.

The sooner you “get set” with Blue Buckles the better. Write to your jobber for complete information.

Jobbers OverAll Company, Inc., Lynchburg, Va. New York Office, 63 Leonard Street
WM. T. STEWART, Representative

Blue Buckle Overalls Union Made

DESTROYING THE CLERKS.

Sinister Designs of Union Leaders on Merchants.

Having failed to unionize the steel workers of the country and compelled to make a humiliating surrender in the coal strike, Boss Gompers announces that his next field of activity will be among the retail clerks of the country, "with a view to bringing the profiteering merchants of the United States to their knees," as he expresses it. Gompers has already made a start in this direction, having only recently authorized a strike of the drug clerks of New York City. The demands of the strikers include recognition of the union, a closed shop, an eight-hour day, a forty-eight hour week, minimum wages ranging from \$50 a week for licensed pharmacists to \$12 for apprentices, double pay for overtime and the arbitration of future differences.

In many instances these unions yet remain as independent and local organizations, but a consistent effort is being made by the American Federation of Labor to bring them within its folds.

In nearly every case the formation of a new union has caused friction between merchants and their employes, or rather, has developed already differing opinion between employes and retailers, over various phases, of conducting business, into actual friction, for in every instance the impulse toward organization on the part of the clerks appears to have come from outside sources—from men who foment trouble because it gives them a chance to levy blackmail. Shorter hours, in many cases, with arbitrary disregard for the heaviest shopping hours of the week, and higher pay in general constitute the aims of the new organizations.

Strikes have occurred in many sections of the country, notably in the cities of Rhode Island, but so far these have been entirely local in scope. Chicago is being rapidly unionized.

It is on the Rhode Island situation, however, that the attention of leading retailers is centering. There the battle is in full swing, with varying claims of success from both employers and employes, following the vigorous opposition of the merchants to the formation of a union, and the union's answer in finally ordering a walkout.

The defiance of the Providence merchants was clean cut.

"Our kind of business does not lend itself to the union idea. We will not permit any one outside of our business to interfere in its management."

In these two sentences, fourteen of the largest retail stores of Providence recently made plain their attitude on the union question. They were made in a statement signed by these firms as the result of a campaign started here several months ago to organize the retail clerks of the city.

With retail clerks' unions successfully being formed throughout New England, Providence merchants are the first as far as is known to take a deliberately antagonistic stand to-

ward unionism in dry goods and department stores.

This is their statement in full to their employes:

Your employers wish to call attention to the following on the subject of labor unions;

We do not say that you shall not join a union or any other organization. Any decision of that nature is entirely your personal affair.

Everybody labors for his or her living, or ought to, but a very small percentage of those who labor are members of labor unions.

To-day a small element is trying to get control, and this minority, particularly those who are not of equal capacity with their fellows, is pushing in the wrong direction.

Our kind of business does not lend itself to the union idea.

If this element should prevail it would be detrimental to you as well as to us, because you are able at any time to advance if you have the desire, the application and the ability, while a union wage is usually a minimum wage and the good and the bad would receive about the same pay. If any of you feel that you cannot succeed by yourself and are willing to be a drag on your fellow workers then you might agree that all receive the same pay, but the experienced are more capable and worth more.

Before paying money for membership in any organization, be sure you are really going to get something from it, and not merely support some one else, because while we do not combat labor unions as such, we will not negotiate with the retail union, because it would lead to the closing of our stores against nonunion labor, and most of the retail clerks are not members of unions and have no desire to be.

None of the undersigned merchants will permit any one outside of their business to interfere in its management.

If any of you, because of orders from outside the business, should fail to report for work some day, you will be considered as having resigned and your positions will not be reopened to you. That sort of trouble has never succeeded in business of this nature elsewhere and will not succeed here in Providence.

Any arrangement as to salary, hours of work, store conditions, etc., must be made to the store management by yourselves. No one else will be received or listened to. We mean to and will treat you fairly, so do not let any one frighten you into joining any organization that you do not wish to join.

In San Francisco the drug clerks are waging a campaign to force the closing of drug stores at 6 p. m. daily. The fight there, in which the medical needs of the public seem to have received little consideration, grows out of the agreement between retail merchants in other lines and the clerks' unions to close at that hour daily. The clerks claim that the drug stores have increased their stocks to sell goods after this hour which formerly were sold by other merchants. That agreement will expire at the end of this year and there is an obvious movement on the part of the clerks to split druggists and other merchants into opposing camps over the issue—with the public in the usual role of "innocent bystander."

The organization of a new union among Syracuse clerks is reported.

In Muskogee, Okla., merchants have refused to sign an agreement with another newly formed clerks' union, with the result that union labor

generally is threatening a boycott against merchants who refuse to sign, the issue hanging on the solidarity which the merchants are able to maintain.

In Chicago, too, the activities of



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

WM. D. BATT
FURS

Hides, Wool and Tallow

28-30 Louis St.
GRAND RAPIDS, MICHIGAN

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.

To Dealers Only

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

Wholesale Dry Goods &
General Merchandise

Vassar
SWEATERS

You have probably noticed the advertising of Vassar Sweaters this fall.

It has appeared in the Michigan Farmer and 24 leading daily papers of the state.

For the fall of 1920 we are planning to extend our efforts in this direction, greatly increasing the amount of space used.

The dealer who carries the Vassar line has this advertising to aid him in introducing Vassar Sweaters to his public.

Write us or call when in Detroit
and learn our plans for 1920.

Victor-Vassar Knitting Mills
48-50 Jefferson Avenue, Detroit, Michigan

clerks' unions have been causing considerable concern to merchants. The latest movement reported is an invasion of the shoe trade with the formation of a new branch of their union. According to union leaders their organization already has succeeded in imposing signed agreements on clothing, furnishing and hat retailers.

The moment a man joins a union he ceases to be a free agent and becomes a puppet in the hands of unscrupulous organizers, walking delegates, strike managers and business agents—all one and the same thing. The oath he is required to take on joining the union automatically makes him a liar and a thief. He ceases to have any respect for himself or any regard for his word. His written agreements become mere scraps of paper. He immediately develops into a shirker, so that his services are of little value to his employer. Instead of being a help to his employer, he becomes a source of worry and an object of detestation. The union button is a silent warning of his worthlessness and unreliability. The possession of a union card is a tacit acknowledgement of his inability to hold his job by merit.

What is the duty of the merchant when confronted with this menace? It is as plain as the nose on a man's face. He should call his employes together and tell them plainly that unionism and business are incompatible and do not mix; that unionism destroys everything worth striving for and everything worth having in this world; that the man who joins a union automatically becomes an outcast and an Ishmaelite, unworthy of confidence and incapable of earning an honest living; that if any clerk, in the light of this knowledge, wishes to array himself on the side of disorder, unrest and radicalism, he has that privilege, but that he cannot remain in his present position, nor will he be able to secure employment in any store where the owner is a self-respecting gentleman who knows what unionism stands for and the iniquities and abuses which accompany its introduction into any business; that any clerk who listens to the siren voice of unscrupulous organizers and signs an application for membership in the clerk's union does it with the full knowledge that he is starting on the straight and narrow road to hell as fast as his legs will permit him to navigate.

The merchant who permits a single union man to gain a foothold in his establishment is as foolish as the packer who permits a single rotten apple to remain in the barrel. It is a matter of only a few days when the entire barrel is infected and becomes a mass of rotteness.

We have come to the parting of ways in this country. On one side is freedom of action, good feeling and prosperity. On the other side is unionism, which means constant bickering and bitterness, slavery for the employe and unprofitable conditions for the employer.

There is no middle ground.

On which side, Mr. Merchant, do

you propose to array yourself when the crisis confronts you?

It is up to you.

Having scotched the serpent of trades unionism, which is utterly destructive to all peace and harmony in business or special relations—because trades unionism thrives only on discord, dissention and bitterness—it is in order for the merchant to say to his clerks something like this: My profits for the past three years have been approximately \$9,000—an average of \$3,000 per year. I believe we can increase these margins to \$5,000 per year by extra effort on the part of both of us. I propose to make you this proposition: We will all dig in the best we know and at the end of the year all we make in excess of \$3,000, I will split with you 50-50. If there is \$2,000 to divide, I will take half and you boys will divide the other half among yourselves in proportion to the salaries you receive.

The foregoing suggestions are not, in any sense, a cure-all—the ultimate solution only can come when the great mass of men see that there is something better in life than materialism, and when a spirit of love dominates men generally in their relations one with another—but are made because of the belief that after the refining process of discussion they would be found: To be evolutionary, not revolutionary; to be constructive, not destructive; to create efficiency by doing away with that greatest of all wastes—the waste of human energy—because workers would become their own pace makers under the spur of self-interest, thereby increasing both production and profits; to educate the workers as to their economic possibilities and responsibilities; to lead to a better understanding between man and man and, consequently, a greater respect and sympathy one for another; to put a premium on sobriety, industry and superior equipment. Labor would take on a new dignity; labor leaders who have shown ability in the past to organize labor along criminal lines would be relegated to obscurity; no man could help himself without helping all, nor could anyone hurt the business in which he was engaged without also injuring himself financially. It would be industrial democracy in its best sense, bearing the same relation to industrial life that the republican form of government does to government in general; the arts not only would be saved, but advanced; the purchasing power of the agriculturists would be increased, as well as that of the general public, which would prove a beneficent economic influence in the world; property rights would be safeguarded, for there would be no retaliatory measures against capital; human rights would be advanced; men would broaden under the system; it would do away with strikes and lock-outs, because men will not strike or lock-out against their own interests; it would be intensely practical and easily practicable, and furthermore—founded in the principle of love instead of hatred of one's fellow man—would point unerringly to the "eternal star of human hope."

Holiday Suggestions

Business in general bigger than ever, merchandise scarce, deliveries slow, so why wait until the last few days to try and get all your necessities. Order from this list NOW.

NOTION DEPARTMENT

DOLLS

- No. 1-B—Character Doll, unbreakable head, 12 inches long, jointed limbs, dressed. Per dozen\$ 4.00
- No. 155—Fully jointed doll, with hair, dressed, 14 inches, each in box. Per dozen 18.00
- No. 161—Baby Doll, unbreakable head, dressed, 14 inch. Per dozen ... 24.00

PERFUMES

- No. 44—Asst. odors, packed one dozen to box. Per dozen75
- Per gross 8.50
- No. 4—Asst. odors. One dozen in easel back box. Dozen80
- Per gross 9.00
- No. 32—Individual Boxes, large size bottles. Per dozen 2.00
- No. X564—Jergens Best asst. odors, individual boxes, odd shaped bottles. Per dozen 2.75
- No. X565—Jergens graceful, hexagon shaped bottles, picture top, individual boxes. Per dozen 3.00
- No. 30—Spencer's toilet waters, large size bottles, individual boxes. Per dozen 4.00
- No. 25—Spencer's Perfume, best asst. odors, odd shaped bottles. Per dozen 4.00

HANDKERCHIEFS

- No. 405—Gent's Hemstitched, plain white, 10 dozen to box. Per dozen .75
- No. 328—Gent's Hemstitched, colored border handkerchiefs, good quality. Per dozen 1.10
- No. 2261—Gent's good quality initials half dozen to box. Per dozen .. 1.25
- No. 928—Ladies' Silk Crepe Handkerchiefs in solid colors, colored edges or colored embroideries, one dozen in box. Per dozen .. 2.25
- No. 112—Ladies' Silk Initial Handkerchiefs, packed 10 dozen to box, assorted best initials, a good buy. Per carton 6.25
- No. K18—Children's Fancy Handkerchiefs, packed two in picture top boxes, very special value. Per dozen boxes95
- No. 1500—Ladies' Linen, 1-4-inch hem good quality. Per dozen .. 2.00

TIES

- No. 102—Men's Ties, flowing end, each tie in box. Per dozen ... 1.50
 - No. 850—Men's Ties, each one in box. Per dozen 8.50
 - No. 443—Men's Ties, each one in box. Per dozen 13.50
 - No. 450—Men's Ties, one dozen to box. Per dozen 4.75
 - No. 462—Men's Ties, half dozen to box. Per dozen 5.50
 - No. 437—Men's Ties, half dozen to box. Per dozen 8.50
- All ties good selling patterns in figures and striped combinations.

MUFFLERS AND SCARFS

- No. 7002—Knit Muffler for Gents, black, white and gray, half dozen to the box. Per dozen 4.50
 - No. 7023—Gent's Knit in black, white and gray, each scarf in box. Per dozen 6.50
- Other numbers in silk and knit, each scarf packed in separate box, very desirable for Xmas gifts—\$8.50, \$9.00, \$10.50, \$12.00, \$18.00 and up to \$27.00 per dozen. We guarantee to save you at least 20 per cent. on any gent's scarfs ordered from us.
- No. —Ladies' Silk Scarfs, plain colors or with fancy figures, all best selling shades at \$3.50, \$4.50, \$6.50 \$9.00 per dozen.
 - No. LM—Bradley Mufflers in black, white and gray, each muffler in box, not all sizes, but a big assortment, all worth \$4.25 a dozen, while they last, per dozen 1.95

BELTS

- No. 416—Men's Belts, good quality leather, silver buckles, detachable, sizes 30 to 40. Per dozen 7.50

RIBBONS

- Pat. No. 36—Jacquard ribbon, assortment of 36 pieces, numbers 1, 1½ and 2. White, pink and blue, 3 yard pieces. Per cabinet 5.00
- Pat. No. 514—In 120 width warp print, good patterns. Per bolt 3.50
- Pat. No. 600—In 150 width warp print excellent value. Per bolt 3.75
- Pat. No. 568—Moire with satin stripe No. 150, best selling shades. Per bolt 4.00

PURSES

- No. 3035—Child's velvet bag, assorted colors, very good for Xmas. Per dozen 4.50
- No. 6708—Ladies' solid leather, strap back purse, assorted colors, half dozen box. Per dozen 10.50
- No. 1641—Gent's Wallet, a good number. Per dozen 2.00

WATCHES

- Size 12—Gent's nickel watches, good time-keepers, guaranteed one year, half dozen to box. Per dozen 19.80
- Waldemar Chains, assorted, one dozen on velvet display card. Per dozen 5.50
- Waldemar Knives, one dozen assorted patterns on display card. Per dozen 5.50

PLAYING CARDS

- No. 831—Gold edge, fine quality playing cards, twelve packs in carton. Per dozen 4.50
- Also cheaper numbers at \$2.50 and \$3.05

MERCERIZED TABLE SETS

- No. 100—One 72 x 72 finest quality cloth and six napkins, hemmed, ready for use, packed each set to the box. Per set 5.50
- No. 100—72 x 90 same make up and packing. Per set 6.50

TOWELS

- No. 701—Blue Turkish Towels, good and heavy 18 x 35, one dozen to package. Per dozen 3.25
- No. 365—Extra large 22 x 42 pink and blue striped turkish towels, hemmed, but an excellent quality. Per dozen 9.00
- No. 703—Bleached Turkish Towel, 18 x 36, end stripes of blue. Per dozen 4.12

APRONS

- No. 108—Ladies' Fancy Aprons, with lace and embroidered edges, good assortment of patterns. Per dozen 3.00
- No. 206—Ladies' Fancy Aprons, nicely assorted. Per dozen 4.50
- No. 97—Indigo Blue, Scout Percale Aprons, trimmed with white bias, side or center button, belted all way around, while they last per dozen 14.95
- Cootie Games, that big seller. Per dozen 1.90

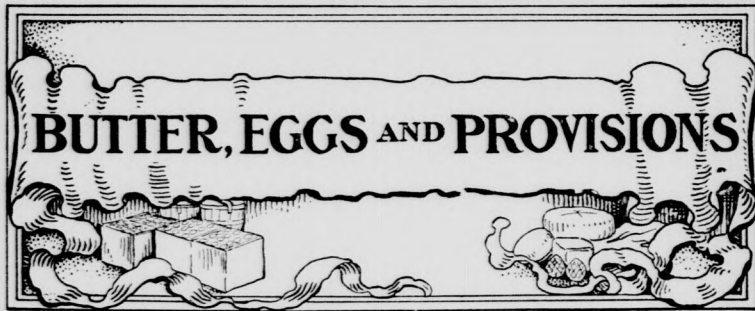
HOSIERY AND GLOVE DEPARTMENT

- No. 786—Ladies' Black Silk Hose, 18 inch boot with a mock seam, 3 pairs to the box. Per dozen 18.00
- No. 786C—Same as above in Cordovan. Per dozen 18.00
- No. 250B—Men's Fine Black Mercerized Socks, ½ dozen to the box. Per dozen 4.50
- No. 257—Same as above in Cordovan. Per dozen 4.50
- No. 640—Misses' Black and White, full mercerized fine lisle hose, size 5½ to 9½, ½ dozen to box. Per dozen 4.45
- On size 5½ raise 10 cents.
- No. 900W—Ladies' White Chamoisette dress gloves, very fine quality, sizes 6½ to 8. Per dozen .. 6.75
- No. 901G—Ladies' Gray Chamoisette dress gloves, very fine quality, sizes 6½ to 8. Per dozen 6.75

BLANKETS

- 36 x 50 Woolnap, white with blue or pink border, bound double, good value 2.00
- 60 x 76 Tan cotton blankets 2.12½

Paul Steketee & Sons
Wholesale Dry Goods
GRAND RAPIDS, MICHIGAN



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.

Use of Motor Truck in Egg Transportation.

The question of what the future will bring forth in the use of the motor truck as an instrumentality of egg transportation would serve at any time as an interesting subject for speculation, but there are several new influences at work just now which make the problem especially significant.

As our readers know, some headway has been made not only in the use of motor trucks for city drayage involving egg transfers but likewise in the employment of this class of vehicles for long-distance haulage, notably the conveyance of eggs from producing districts to consuming and storage centers. The query that now presents itself to the trade is whether motor truck utilization will progress along the lines thus far followed or whether, in view of the revelations as to costs of upkeep and operation, a new tack must be taken.

Three or four new factors in our National affairs have bearing upon this proposition, and, incidentally upon the whole responsibility of egg transportation. First and foremost of these is the railroad situation with which congress is now grappling in an effort to bring order out of chaos before the rail lines are turned back to their private owners. It is confidently predicted that further increases in freight rates will be necessary. Certainly this will be the case if additional advances in wages be granted to organized trainmen and if the cost of coal to consumers is sharply advanced as a result of concessions to labor in the mines. Higher railroad tariffs must unmistakably jolt the heretofore accepted routine of egg transportation. Meanwhile we find the railroad interests clamoring in some instances to be relieved of the responsibility for the operation of the so-called "short lines," or at least of building any additional short lines—the very class of routes where the competition of motor transport enters in.

A second turn of affairs that, in a manner not anticipated in the trade, is bringing to the fore this whole question of egg transportation is found in projects to hedge about cold-storage operations by additional National legislation. Any reader of The Egg Reporter who has followed closely the hearings of tradesmen before the agricultural committee of the U. S. house of representatives, as a prelude to the framing of cold-storage legislation, must have noted how often the question of drayage or transportation was injected into the discussion of rates or charges.

Yet another angle of current activities which unmistakably registers contact with this question of the future usefulness of motor trucks as servitors of egg shippers is found in the new aspect of highway construction and maintenance throughout the United States. With many states "matching" the appropriations made by congress, and with the Government turning over to the several states for road-making purposes the surplus motor equipment relinquished by the U. S. army, the long-projected plan for co-operative road work seems to be going ahead in earnest. The outcome will be to provide, in every state in the union, an increased mileage in highly improved highways that will be at the service of egg shippers for motor transport, if they see fit to use them.

Coincident, however, with this far-flung state and National team work for better roads Uncle Sam is moving to bring about certain restrictions upon truck traffic in the interest of road preservation. The U. S. Bureau of Public Roads at Washington is in the midst of a series of elaborate scientific tests, using specially designed apparatus, to determine the effect of truck impact of with varying weights and speeds upon various standard types of road surface. In consequence of these tests, which will be completed next year, we shall probably behold the construction of roads

more logically adapted to truck traffic, but on the other hand, we shall doubtless see the placing of some limitations upon truck sizes and loads.

Egg shippers will presumably be sympathetic to any movement that tends to keep the roads in the best condition for traffic, even if it be at the price of certain restrictions upon loads and speeds. However, the big promise that these governmental tests hold for egg men consists in a prospect that the federal investigation will point the path to ways and means of enabling eggs to "ride easier," that is, with less risk of breakage. The Government experts who have entered upon this intimate study of motor truck behavior have made some astonishing discoveries with respect to the effect of springs and of tires in influence upon the pounding force of a truck in service. It seems certain that the morals pointed by the tests will result in changes of spring construction and distribution and in the use of the large-sized pneumatic tires that have lately been advocated as substitutes for solid tires, and this revision of the arrangements for disposing of the sprung and unsprung weight of trucks may mean much to shippers of the most fragile of commodities.

With all these revolutionary new factors operating to keep users "up in the air" as to the future of motor truck transportation, the motor trucking and express interests have had certain disillusionments that have admonished them that if trucking on regular schedule on long-distance routes is to be made profitable it must be carefully systematized or re-organized on the best economic lines. The trouble seems to have been that everything "went" during the war. With the railroads unequal to the traffic burden, and with motor trucks hailed as the proverbial friend in need, it seems that private shippers, no more than the Government, stopped to count the cost. The result was that motor truck operators did not worry their heads whether their costs were 60 or 57c per ton mile. With the signing of the armistice, however, there was ushered in a new era, and its consequences are already apparent in the number of truck routes that have been abandoned and the number of long-distance trucking enterprises that have gone into the hands of receivers.

Some of the sections of the country where regular door-to-door motor truck service has undergone its worst slump as a result of latter-day awakenings are the very districts where the heaviest egg shipments originated and where enthusiastic shippers were wont to hail the advent of regular motor truck service as a solution for many problems that had long worried them. There appears to be danger just now that the pendulum of trade sentiment in these districts will swing too far the other way and that the egg shippers whose high hopes have not been continually realized will go to the other extreme and conclude that there is nothing for them in motor transport as a permanent dependency.

A number of competent traffic spe-



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BUTTER EGGS CHEESE

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We are always in the market to BUY or SELL the above products. Always pay full market for Packing Stock Butter date of arrival.

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Wholesale Potatoes, Onions

Correspondence Solicited

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Wm. Alden Smith Building
Grand Rapids, Michigan

cialists—some of them impartial observers in the service of the United States Government—have recently been making a survey of the post-war situation with regard to the motor truck transportation of eggs, and their conclusion is that there is unquestionably a future for the motor truck as a collector as well as a carter of egg crates but that the trade must adopt a middle course in its expectations with respect to truck service. Trucks can not bring about the millennium in egg transportation—at least not for a while. The first conclusion of the experts who have been studying this transportation problem is that it were wise for trucking interests to cease bucking the railroads in territory where the rail lines are established and turn attention to the "back country," in the East as well as in the West, where no other form of speedy transportation is available.

Coming to the most practical aspect of truck operation, the business doctors who have been in consultation over this patient have reached the conclusion that truck routes should in no instance embrace more territory than can be covered in round trip in one day. This plan is in direct contrast to that which has been followed in certain egg-producing districts in New Jersey and elsewhere, the trucks there being scheduled on tri-angular routes which brought them to each leg of the journey every other day or every third day. The investigators found that whereas this plan of operation works no hardship on shippers nor results in any harm to the eggs in transit it has the effect of disproportionately and unwisely increasing the cost of truck operation with the result that rates are higher than they ought to be or else the operator can not make enough money to remain in business. It was disclosed that when a truck operator must be boarded away from home, and repairs made in an outside garage, bills mount unwarrantably, and the conclusion has been reached that for the sake of efficiency each truck should attempt no longer haul than will permit it to be back at its "base" by the close of the working day.

Discerning well-wishers of the permanency of motor truck transportation ask me to pass along to the rank and file of egg shippers one friendly admonition—namely, a hint that the shipper who really desires to have truck service at his disposal is defeating his own ends if he patronizes "wildcaters." It may be explained that "wild catting" is the term applied to the operations of freelance truck owners who intermittently cut in on the business of regular route services by offering to shave rates. On the face of the thing, an egg shipper saves money when his shipment is taken at a cut rate by a truck operator who happens to be looking for a "return load." The trouble, as disclosed in actual performance is that such rate cutting operates to persuade the route operator to abandon regular service and in consequence the shipper is deprived of the day-in-and-day-out collections that he must be able to depend upon if he is to pin faith to motor trucks.

Waldon Fawcett.

Selling Molasses as a Sugar Substitute.

The present sugar shortage is a direct result of war conditions. Sugar producers and refiners have been engaged in direct war work while the armies of the world have drawn exhaustively on the sugar reserve. Your customers will do without sugar in many ways if this is explained to them. They will eat less dessert, make fewer cakes and pies and give up home-made candy. But in putting them off in this way you are not making sales. By explaining the cause of the sugar shortage and then suggesting a substitute for sugar, the grocer will save his trade while still making the usual entries in his cash book.

The word "substitution" has come into ill repute in the trade and with the buying public because some merchants have sold inferior products as substitutes for more expensive but reliable merchandise. This practice deserves the condemnation it has received. It is necessary, however, that some product replace sugar during the present National shortage. The human body requires a certain amount of sugar in its daily ration.

There are two substitutes for sugar, saccharine and syrup. Saccharine is

not healthy, has no body and is not fit for cooking or eating. Molasses is not only a substitute for sugar in cooking and baking, but molasses is made from the same ingredients as sugar and contains more than 50 per cent. sugar. In England during the war syrup was used almost exclusively for sweetening in cooking—even for cereals and coffee. This English syrup was too thick and lacked flavor. In this country now molasses syrup particularly is recommended as a substitute for sugar. It is made from sugar cane, it is delicious to eat with rolls or muffins or cakes, and takes the place of sugar in cooking.

Probably some of your customers already know the tastiness and usefulness of molasses syrup. Suggest it as a substitute to those not acquainted. They will appreciate your thoughtfulness.

M. G. Hearsman.

The Clouded Sky.

Written for the Tradesman.

I would not have a cloudless sky
Ne'er interrupted light;
I can not feel that blessings lie
Where suns are ever bright.

I could not know of all the worth
Each day brings round to me
If ever cloudless was my earth
And there no night should be.

For blessings are the sort of thing
When seem denied are nigh
The lark would have no morn to sing
Unless a night passed by.

My blessings are to me the best
When I can clearly see
Through their removal just a test
To make them more to me.

I can not know that every cloud
Is somehow bringing good
Until it pass with showers endowed
And then it's understood.

Charles A. Heath.

Ship Your Butter

to me; I pay highest prices for good dairy.

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BARLOW BROS. Grand Rapids, Mich.

Grand Rapids Forcing Tomato

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

Reed & Cheney Company
Grand Rapids, 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

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MICHIGAN

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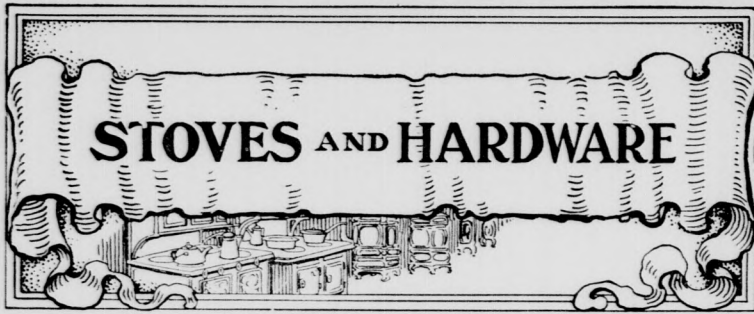
White House Coffee and Teas



"ALL OVER THE UNITED STATES"

Grocers not alive to the selling and satisfaction values of these splendid products should recall that their reputation is based upon a quantity and uniformity so unusual and desirable that people expect to be able to get them for the asking, almost anywhere—most certainly at YOUR store.

Distributed at Wholesale by
JUDSON GROCER CO.
GRAND RAPIDS, MICH.



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

How to Get Good Results From the Tinsmith.

Written for the Tradesman.

I was talking the other day to a hardware dealer who had made a substantial success of his tinsmith department. There are some hardware dealers skeptical as to this; but many find the tinsmith, even under present conditions, a money maker.

"You've got to know where you're at," said this dealer, emphatically. "Not just think you know, but actually know."

"I believe," he added, "that keeping records of the working hours of men employed in the tinsmithing department and the amount of time occupied on various jobs has been a source of difficulty with many dealers and department heads. On occasions where a dispute occurs between customer and dealer after the work is completed, regarding the amount of time involved, it is often a difficult matter to reach an amicable agreement unless records can be produced to show exactly the amount of labor and material utilized. Disputes are bound to occur now and again, and unless a customer can be shown by records that he is mistaken, he is likely to go away with an unfriendly feeling toward the dealer."

"To prevent errors we have introduced a form of time-sheet divided into the quarter-hour system. This shows the date, name of workman and helper, and other details. We find this to be the most simple and satisfactory time-sheet we have ever used, and we seldom have trouble. In using this time-sheet the full time of all the men is accounted for, and the exact time spent on each job can be looked up at a moment's notice."

"The time-sheets are sent in every night, and show the name of employe, whether workman or helper, and the date of the job. The exact time spent on each job is shown on the sheet and a space is reserved at the bottom to show the material used and any other notes that the workman may wish to make."

"When a man is starting on a job, he enters in the time space the name of the party who is having the work done, and when the work is completed it is also shown on the time-sheet, in the space representing the time that the workman finished the job."

"The time sheets of all the men are kept on separate files until the end of the week when the time is figured up and charges are made."

"We make it a point to file away all our time sheets and in the event of a dispute we can look up the time sheets on a moment's notice. A large number of people do not care to sign a contract. We make three copies of all contracts. One is given to the customer, one to the foreman, and the third is kept in the office. In doing this it does not leave much ground for dispute."

"A special price book is kept for use in the store which contains prices on smoke-pipe, eave trough and furnace pipe repairs. This is found valuable, as any of our salesmen in the store can thus attend to the wants of customers who require goods in this line."

"We keep our tin stock in closed buildings all the year round so that we have no trouble with damaged goods on account of exposure to weather."

"In our plumbing and steam-fitting department we employ nine men and use the same time sheets as in our tinsmithing department. Our methods of keeping a record of supplies and material in this department varies from the other, in fact that we have a stock-room and a special stock-keeper who devotes his whole time to this work."

"All fittings and pipe are kept in the stock-room and all goods taken out are charged by the stock-keeper against the job on which they are to be used. The name of the workman is also taken. Goods that are returned are credited by the stock-keeper and in this manner a complete record is kept of all the goods used in this department."

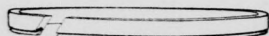
"We are fortunate in having a large work-shop on the ground floor with a high ceiling and well supplied with light. A work-shop located on the ground floor is very convenient and much time and extra labor is saved which would be lost if the men had to

Jobbers in All Kinds of BITUMINOUS COALS AND COKE

A. B. Knowlson Co.
203-207 Powers Theatre Bldg., Grand Rapids, 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.
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Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

Foster, Stevens & Co.

Wholesale Hardware



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

Grand Rapids, Mich.

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

go to and from an upstairs work-room. "Our workshop equipment includes a revolving table or workbench which we have found very convenient. This table is octagonal in shape and is fitted with eight useful hand machines: namely, wiring machine, two burring machines, two turners, circular shears, double seamer and setting down machine. This table was found very useful, for instance, in making sap pails. As many as four men may be working on this table, and the work may be passed from the hands of one workman to the other. In this way a great amount of time and extra labor may be saved.

"Attention has also been paid to the conditions of the shop in which our men have to work. We have windows on all sides of the building, and the shop is well heated for work in the winter. We find that a much greater amount of work can be done by the men when working in a shop where they are comfortable and not crowded. We do a large amount of special work for one of our large factories, and can always use our full staff of men at all seasons of the year."

Here are a few of the views of another dealer:

"I do not look for cut-price jobs. I think that there is probably more room for a salesmanship in the tinshop than in any other department of my business. When I quote a price on a job, I tell the customer exactly what he is going to get. I do not use 30-gauge iron where 26-gauge is needed. Very often I could undertake jobs at lower quotations than the ones I give, provided I used cheaper material and lighter metals, but this is against my policy.

"Another feature I watch closely is overhead costs. Also, I watch the buying end of the business.

"Preventing waste of material is another important point in connection with a profitable tinshop. Without proper supervision and instructions a large amount of material can be allowed to go to waste, and this means a serious drain on the profits.

"Waste of men's time is also a serious leak if allowed. I always try to have work ahead—that is, I endeavor to get customers to place orders and contracts well in advance in order to always have plenty of work on hand for my men. I have an arrangement with a local factory whereby I supply them with a number of articles that they use in connection with a certain line of goods they make. In spare time the men make up these special lines, and no time is lost.

"I always made it a point to go after quality business. I charge a fair price and add a legitimate profit, and I always seem to have plenty of work in hand."

It does not pay to sit still and wait for business to come to the tinshop. The dealer has to look out for business. The department is not one to be taken up lightly for the mere sake of the money it will make you. Rather, you must familiarize yourself with all its details, and know it from top to bottom just as thoroughly as you do any other department of your store.

Good work is an essential. The work that is carelessly done, with poor materials, is bound to prove a bad advertisement. The eavetroughing that leaks the first season isn't going to help you get more business, even though it may mean a repair job for some other shop.

Nor is it sufficient to merely furnish good work. Attention must be given also to the business-getting phase. You must be on the lookout for business all the time. In the dull season is the time to go after special contracts and special lines of work which will keep all your staff continuously busy and help you to hold your regular men. The securing of first class contracts for the dull season should be considered one of the most important phases of the year's work, and the man who keeps after this business intelligently and persistently will do a great deal toward putting the tinshop department on a profitable basis.

Victor Lauriston.

G.-P. SHORTHAND

Five Lessons, by our New Method, enable you to write Business Letters. Our Prepare-Your-Lesson-at-Home-Plan qualifies you for a guaranteed position. G.-P. Shorthand is used by 75% of the U. S. Official Court Reporters. Stenographers' salaries, \$20.00 to \$50.00 a week. Learn G.-P. Shorthand. We will train you at Home or College for a guaranteed Stenographic, Accounting or Secretarial Position. Address Dept. A, Twin City College, Benton Harbor, Mich.

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.

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

237-239 Pearl St. (near the bridge) Grand Rapids

Watch

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our
big

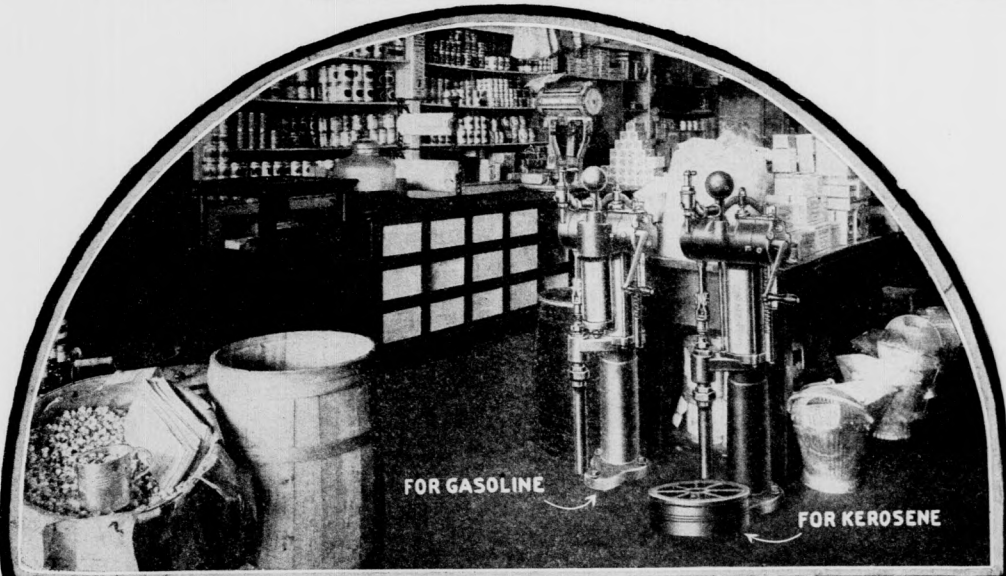
Announcement

Hirth-Krause

Shoemakers for three Generations

Shoes

Tanners and
Shoe Manufacturers



Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made, actually paid you a profit, or have the profits gone glimmering, because of overmeasure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

BOWSER
ESTABLISHED 1885

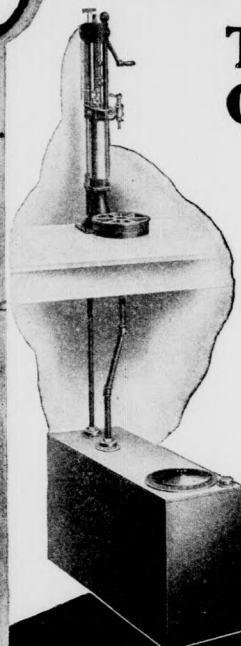
OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

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PROVING OUR CLAIMS

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CELLAR
OIL STORAGE



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

He Was Beloved By Every One.

Bay City, Nov. 8—At the age of 63 years, the head of one of the most honored and useful families of Madison avenue church, was taken to the home on high October 30, 1919, and services of respect and of appreciation were conducted by the pastor at the family residence, 406 Birney avenue, on the following Saturday afternoon. The burial was at Elm Lawn. William Thomas Ballamy was born in Honesdale, Pennsylvania, September 6, 1856, and for a number of years made his home in St. Clair, Michigan, later he moved to Bay City and united with the Madison avenue Methodist church, November 4, 1883, under the pastorate of Rev. James E. Jacklin, and for thirty-six years he has been an honored and faithful member of the same. For many years he has been among the official members of the church, and never a task was taken up that was not faithfully done. Educated as he was in the school of discipline and experience, it is not strange that William T. Ballamy should have developed the virtues which achieve success. In all his business relations he was careful, faithful, and true to his word and duty. But the best side of this good man was that revealed in the sacred experience of the home and family. He was not a man who expressed himself much in the public life of the church, but in his accustomed place at the door he welcomed the people with such grace and dignity, that it was a benediction to meet him. His life, however, was better expressed in the terms of friendship and of love, and that his wife of many years and faithful children were devotedly attached to him during his sickness, is the best tribute to the goodness of his character and to the affection of his heart. To the dear ones bereft, our people extend heartfelt sympathy, and it is the prayer of the church that the comforting grace of God may work in them the miracle of Divine peace in all the experiences of life.

James Chapman, Pastor.

Tribute of Grand Council.

Jackson, Nov. 10—The Grand Council of United Commercial Travelers of Michigan has had many devoted friends, but among them all there was none more conscientious, more loyal, more interested than W. T. Ballamy, who was called from his earthly labors while serving as Past Grand Counsellor of this Jurisdiction, which he loved so well. Identified with this Grand Council for many years, there was no interest in life outside of his immediate circle which lay closer to him. Earnest and sincere in everything which he undertook, he was es-

pecially so in all that concerned the workings of the order. He gave of himself, unselfishly and untiringly, whenever the voice of duty called. Such men as he are rare, indeed. Kindly in thought, gentle in bearing and firm in conviction, he adorned every position to which he was called.

Throughout his life W. T. Ballamy exemplified the principles for which this order stands. He was an American in his loyalty to this our country. He was the true type of the progressive American. As his colleagues of the Grand Council we merely record here our appreciation of his service, a service of love. To his devoted family and to all his beloved, we extend our heartfelt sympathy. In all relations of life, as husband, as father, as friend, he was faithful and true.

Resolved—That this expression of our respect and affection for W. T. Ballamy be spread upon a separate page of our minute book, be communicated to the press, and that a copy thereof be transmitted to the family of the deceased.

C. C. Starkweather,
Grand Counsellor.
M. Heuman,
Grand Secretary.

Falling Down.

Written for the Tradesman.

If you must have it out with fate,
If bound to win the day,
If you would enter in the gate
Where victors lead the way;
If you are strong and there's no trace
Of weakness when things frown
The chances are you'll win the race
If you don't-fall-down.

If you're determined to succeed
Though failures block the way,
And giving them but little heed
Fight on as best you may;
If you "go to it" with a will
Though fate still seems to frown,
You'll stop the grinding of its mill
If you don't-fall-down.

If in it all, the battle scars
And callouses may show
There may be making 'neath the stars
The man we're glad to know,
And you may win both needed gold
And honor and renown,
And character, the wealth untold
If you don't-fall-down.

There can no failure come to you,
You'll win out every time;
There's something in the dare to do
That's in itself, sublime.
The joy of life's in doing things,
The effort wins the crown,
Yours is the song that ever rings—
If you don't-fall-down.

L. B. Mitchell.

The Happy Farmer.

One who farms for the love of it hit upon an original wedding-anniversary gift the other day. Matched pearls and Russian sables, old masters and mahogany having a history, were all of them exhausted long ago. Besides, such things savor too greatly of one's vocation—or at least the wherewithal to obtain them. And when one has an avocation, especially of never-ending cost like farming, it is nice to let one's love of it take expression at appropriate seasons and in fitting ways. The gift to his wife this 18th of October in commemoration of their marriage, was, therefore, the latest and most expensive manure spreader.

Joan Benedict.

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

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

GRAND RAPIDS
MERTENS
Rates \$1.00
With Shower \$1.50
Meals 50c
WIRE for RESERVATION
A Hotel to which a man may send his family

CODY HOTEL
GRAND RAPIDS
RATES \$1 without bath
\$1.50 up with bath
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SAVE MONEY by insuring in the
Michigan Mercantile Fire Insurance Co.
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Rebuilt Cash Register Co.

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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.

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

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SURPLUS TO POLICY HOLDERS \$477,509.40

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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

The Industrial Stock Market is Boiling and the Investment Market is Dragging on the Bottom

We own, offer and recommend, subject to prior sale and advance in price:

Grand Trunk Pacific Railway Company 3% First Mortgage Bonds

Dated July 1, 1905.

Due July 1, 1962.

Guaranteed by the Dominion of Canada.

Price 60½ and interest.

These bonds are **absolutely secure**—constituting an obligation of the Canadian Government, as well as being the **original first mortgage** on the transcontinental line of the Grand Trunk.

Annual cash income 5%.

You buy these bonds at 60½. They will be paid out at maturity at 97.3. You invest \$1,000 cash in these bonds now and you will receive 5% cash income each year—absolute safety—and at maturity there will be returned to you over \$1,600 in cash, in **addition to your 5% annual income**. These are distinctly a bargain, due to the drop in foreign exchange, and **don't forget** that during the Civil War, when the situation was reversed, thrifty English investors were buying our bonds through the medium of foreign exchange when the exchange value of the **American dollar** was 50c.

Wurzburg Dry Goods Co. 7% Cumulative Preferred Stock

Price 98½ to net over 7%.

Free from Normal Federal Income Tax and free from all State, County and School taxes to Michigan holders.

The Wurzburg business has been one of the big successes of Grand Rapids. The gross sales have increased from \$800,000 in 1915 to approximately \$2,000,000 for the current year.

Six years ago, the Company went into a new five-story building, especially constructed for and leased to them, with three acres of floor space, considered at that time, to be more than ample in size for years to come.

Now two additional floors are being erected and the Company has had to buy 36 feet of property adjoining it to protect its future growth.

The net current assets (cash, accounts receivable, and stock on hand after taking out all indebtedness) **amount to \$1,080,000** as against this Preferred Stock issue of \$400,000.

The average net earnings for the last three years amount to **almost five times the annual dividend requirements** on this issue.

The Company will retire at least \$20,000 of this Preferred each year. We anticipate that the demand for this issue will be such as to maintain a market of 99 to 100.

Local Preferred Stocks are always in strong demand and in buying this Preferred at 98½, you secure a **return of better than 7%**, a stable local investment, and an investment easy to turn.

Foreign Exchange Opportunity

If you want to speculate, why not speculate in Government obligations?

We have offered and during the past six weeks have sold \$800,000 GRAND TRUNK PACIFIC RAILWAY BONDS, the obligation of the Canadian Government. With these you can speculate **with absolute security**, the only gamble you are taking is how long you will wait for your profit. **There is no risk in your investment.**

We call your attention to the **GOVERNMENT OF FRANCE 5% INTERNAL BONDS.**

For \$104.50 you can buy a **1,000 franc bond** which will pay you 50 francs per year income and if retired at par, with French exchange returned to normal, **will pay out at \$193.00**, or a **net profit**, aside from interest, of about **80%**.

If you believe that France and the Continent of Europe will come back, you can make money by buying a 1,000 franc bond at \$104.50.

We have purchased a consignment of these French War Bonds and offer them, subject to prior sale and advance in price, at \$104.50 for each 1,000 franc bond.

Government of France, Internal 5% Victory Loan

Free from all present or future French taxation. Interest payable February 16, May 16, August 16, November 16. Interest coupons payable in francs but salable in this country when due at current rate of exchange. Denominations 1,000 francs and multiples. Annual interest (5%) 50 francs.

Price \$104.50 per 1,000 Franc Bond

(These prices fluctuate almost daily.)

Principal and interest of these bonds are a charge upon the general revenues of the French Republic.

These bonds not to be redeemed prior to the first of January, 1931.

High and low points of these bonds are as follows:

HIGH \$172 per 1,000 franc bond
LOW \$100 per 1,000 franc bond

The market in exchange has been very erratic and it has been impossible to forecast the future, however, substantial purchases of these bonds have been made for American account during the last few months and a good many people have been buying them, considering them cheap for a long pull. We will accept orders against our consignment at \$104.50, subject to prior sale and change in price.

Call or write our office for circulars on these issues.

HOWE SNOW CORRIGAN & BERTLES

INVESTMENT BANKERS

GRAND RAPIDS SAVINGS BANK BLDG. GRAND RAPIDS, MICHIGAN

The Charm of Autumn Days.

Written for the Tradesman.

Not in recent years have conditions so favored the fine maturing of autumnal charms as they have this year.

To begin with, the drought of late summer was relieved by general and abundant rains just in time to prevent the premature blanching of the leaves. So instead of curling up and drying for lack of moisture and falling from the trees before their time, they revived under the stimulus of soaking rains and balmy air.

This unexpected, but nevertheless welcome, reversal of form in the weather has enabled the leaves to mature gradually and come into an exceptional glory of color. It is not often that a journey into the great out-of-doors is attended with more solid satisfaction than at present. But for your health's sake, fare not forth until you be clad with waterproof boots, for the fields are soggy and all the little streams swollen.

The erstwhile parching thirst of the soil has been slaked. Springs, wells, and brooks that had already failed, or were threatening to fail, have now taken on a new lease of life. Every little dry-weather brook is now gurgling; while in the bottom lands of the larger streams sheaves of drift draping the bodies of the willows mark the level of the highest of the recent tides.

Notable, indeed, has been the universal greening of the earth, for the pastures were burnt up. Sear, lifeless, and barren of almost every vestige of food for cattle, the pastures were waste places. Then the long-delayed rain came. Slowly, gently, caressingly it came, and the parched earth drank it up greedily as it fell. Rain followed rain—and, for the most part, they were steady, unremitting, thorough-going rains—and the earth became saturated—one might almost say, satiated—with moisture.

But long before the ground had taken in its full quota of this most acceptable rainfall, the brown fields were metamorphosed into the softest and richest of verdure. As if by the magical wand of some fairy, the new, tender, green shoots of the grass came forth. Bathed in dew when not drenched with the rain of night, warmed by the balmy air, and quickened wondrously betimes by glimpses of the sun by day, the grass has

grown and flourished. It is now a luxuriant tapestry over which one may now walk when he fares forth for a day in the open.

And what a wonderful place now is the woodland! Such a miracle of colors—such contrastings, such blendings, such edgings, such brushings of the vivid on the less pronounced surfaces; and all so soft and lustrous, so mellow and fortifying!

The birds and the little fur-bearing creatures of the meadows and the woodlands must be happy indeed—provided they are yet able to find dry places for the soles of their feet. And contented must be the cattle which now have food a-plenty. Blue are the skies (at such times as they be not overcast with clouds) and balmy is the south wind. Impurities of the earth and air now seem washed away. Truly the earth is revived and the charm of a wonderful autumnal period is now at its zenith. Charles L. Garrison.

Both in Accord.

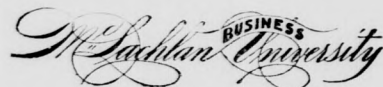
"I tell you, young man, we want brains in this business," said an employer. "I know you do; your management shows it."

Wanted--Butter

Highest prices paid

W. E. TAYLOR,

Battle Creek, Michigan



"The Quality School"

A. E. HOWELL, Manager

110-118 Pearl St. Grand Rapids, Mich.
School the year round. Catalog free.

Sand Lime Brick

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

Brick is Everlasting

Grande Brick Co., Grand Rapids
So. Mich. Brick Co., Kalamazoo
Saginaw Brick Co., Saginaw
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Papers of All Kinds

For Wrapping Purposes

Before placing your next order,
write us for prices.

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OUR MOTTO—Prompt Shipments—Quality Stock.

Lily White

"The Flour the Best Cooks Use"

As pure as the lilies of the field; possessing a wonderfully delicious flavor—thoroughly nutritious and wholesome.

LILY WHITE is more than just flour. It is the best part of the choicest wheat carefully and scientifically milled into the very best flour it is possible to produce.

Thirty-five years' experience in successful milling on a million dollar investment makes LILY WHITE "The flour the best cooks use."

Our guarantee protects you.

VALLEY CITY MILLING CO.

Grand Rapids, Mich.

Ads like these are being run regularly and continuously in the principal papers throughout Michigan. You will profit by carrying Lily White Flour in stock at all times, thereby being placed in position to supply the demand we are helping to create for Lily White Flour.

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Anywhere Match

The Most Popular
Home and Smoker's Match

American Strike-on-Box Match

Both square and round splints

Diamond Book Match

An excellent advertising medium with advertising on cover as well as on each match.

Made in America, by Americans, of American Materials, for American Users.

We pay City, County, State and Federal Taxes.

Why not patronize Home Industry?

The Diamond Match Co.

Two Narrow Escapes From Becoming a Millionaire.

Written for the Tradesman.

In 1886 I was in Vienna, Austria. Prof. Welsbach had only recently perfected the mantle which subsequently made him one of the rich men of the world and saved the gas manufacturers of the world from extinction as purveyors of gas for lighting purposes, as against the competition of electric light. Dr. Welsbach did not realize at that time how valuable his invention would be to the world. He offered to sell me the American rights to his device for \$8,000. If I had accepted his offer, I could have made myself a millionaire many times over. Unfortunately, I did not grab at the chance. The American rights were subsequently taken over by a company which gave the inventor \$100,000 cash and 10 per cent. of the stock of the exploitation company. At last accounts his share of the profits had exceeded \$5,000,000.

In 1872 I located in Northern Michigan in a town surrounded by bird's eye maple timber which had come into the possession of the G. R. & I. Railroad through its land grant by Congress. This land was turned over to the Continental Improvement Co., of Pittsburg, which constructed the line from Grand Rapids to Mackinaw City. The land was then offered at \$3 per acre by the Improvement Co. I could have purchased 1000 acres for \$3,000. I could have sold it within the next thirty years for \$1,000 per acre, thus realizing an even million dollar on the investment.

Frank Stowell.

Unfairness of Wilson Administration Toward Retailers.

Department of Justice officials in Pittsburg are engaged in an attempt to put a little "Siegel bill" of their own into operation. The bill isn't passed yet. In fact, it isn't even a bill, but just an idea.

The idea is that instead of forcing the retailer to mark the wholesale price on an article offered for sale, which would require the passage of the proposed Federal enactment, the Department of Justice officials just tag the article with the wholesale price themselves through the medium of publicity, free publicity, of course.

There are more than 2,500 retail grocers in Pittsburgh. The Department modestly disclaims any inten-

tion to publish the list of all their price schedules. Instead it publishes the lowest wholesale quotations it can find, without any attempt to publish at the same time anything in the nature of an explanation of retail expenses and lets the public draw its own conclusion upon the comparison of the published wholesale price and the price it is paying to the retailer.

The Department also allows the retailer to make the best he can out of the situation.

Olives in the Golden State.

The ancient scrap between Minerva, who gave the olive, and Apollo, who bestowed the horse upon mankind, was decided, as will be remembered, in favor of the lady—the dispute being as to which of the two gifts was the more valuable.

To understand the reason for this decision, one ought to live in the Mediterranean region, where the olive is a vital factor in the lives of the people. They could much more easily spare the equine quadruped.

Olive culture has already assumed great importance in our own country. In 1916 (the latest year for which figures are available) there were in California 834,938 olive trees in bearing, and 515,221 not yet old enough to yield fruit. The State's production in that year was 1,000,000 gallons of olive oil and 1,800,000 gallons of pickled olives.

The olive tree was introduced in California by Spanish priests, the first grove being planted in San Diego in 1769. From those trees is descended what is to-day the most popular variety, the so-called Mission olive.

The Hills of Michigan.

Written for the Tradesman.

Talk about your sunny France,
Rave Italian scenes so grand,
But lights to make the eyesight dance,
Are the rainbow hills of Michigan.

Sing your song of the midnight sun,
Climb the Alps to gaze around,
You're out of luck and lost the hunt
Of gems that track in Michigan.

Listen to the East or South,
And the Western gold-dust pan,
But the scene that waters in the mouth
Is the dew-blown fruit of Michigan.

Our boys to fight went oversea,
Got homing sick to a man;
Said they didn't brouse on scenery,
That could rival that of Michigan.

Jack.

Ignorant people are born critics.
Many a man's only extravagant habit is a wife.

How to Ensure Repeat Orders

When you buy package coffees and teas you should not only buy quality products from reliable houses, but products that are put out by houses that have a reputation for being progressive and for knowing how to help you to create a market for their goods. In other words, when you buy a brand of coffee and a brand of tea to use as your leaders, you should see that you buy with them the ability on the part of the importer to help you to market his products because you are in reality buying a merchandising proposition as well as goods. When you buy

LIGHTHOUSE and RED CAP Brands

you get quality products which make "first sales" easier for you and the quality of the products will assure you of repeat orders and thus build for you a permanent coffee and tea patronage that will help you to increase sales in every department of your business.

NATIONAL GROCER COMPANY

Grand Rapids
Lansing
Cadillac
Traverse City



A STOCK OF

WINGOLD FLOUR

will assure you a Quick Turn-over and a Better Profit, because of Satisfied Customers.

—ASK US!—

WORDEN GROCER COMPANY
Distributors

Grand Rapids

Kalamazoo

GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Cheese	Candles
Lemon Peel	Rolled Oats
Orange Peel	
Prunes	
Beans	

AMMONIA
Arctic Brand

12 oz. 16c, 2 doz. box	2 70
16 oz. 25c, 1 doz. box	1 75
32 oz. 40c, 1 doz. box	2 85
Moore's Household Brand	
12 oz., 2 doz. to case	2 70

AXLE GREASE

Mica, 25 lb. pail	1 60
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BAKED GOODS
Loose-Wites Brands

Krispy Crackers	18
L. W. Soda Crackers	17
L. W. Butter Crackers	17
Graham Crackers	18
Fig Sni Bar	18
L. W. Ginger Snaps	17
Honey Girl Plain	23
Honey Girl Iced	24
Coconut Taffy	27
Vanilla Wafer	35

Subject to quantity discount.

BLUING

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

BREAKFAST FOODS

Cracked Wheat, 24-2	4 60
Cream of Wheat	7 50
Pillsbury's Best Cerl	2 25
Quaker Puffed Rice	4 85
Quaker Puffed Wheat	4 30
Quaker Breakfast Biscuit	1 90
Quaker Corn Flakes	3 35
Ralston Purina	4 00
Ralston Bran	2 20
Ralston Food, large	3 60
Ralston Food, small	2 60
Saxon Wheat Food	4 80
Shred Wheat Biscuit	4 50
Triscuit, 1s	2 25

Kellogg's Brands

Toasted Corn Flakes	4 20
Toasted Corn Flakes Individual	2 00
Krumbles	4 20
Krumbles, indiv.	2 00
Biscuit	2 00
Drinket	2 60
Peanut Butter	3 65
Bran	3 60

BROOMS

Standard Parlor, 23 lb.	5 50
Fancy Parlor, 25 lb.	8 00
Ex. Fancy Parlor 25 lb.	9 50
Ex. Fey. Parlor 25 lb.	10 00

BRUSHES
Scrub

Solid Back, 8 in.	1 50
Solid Back, 11 in.	1 75
Pointed Ends	1 25

Stove

No. 1	1 10
No. 2	1 35

Shoe

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

BUTTER COLOR

Dandelion, 25c size	2 00
Perfection, per doz.	1 30

CANDLES

Paraffine, 6s	15
Paraffine, 12s	16
Wicking	40

CANNED GOODS
Apples

3 lb. Standards	@2 00
No. 10	@7 00

Blackberries

1 lb.	15
Standard No. 10	15 00

Beans—Baked

Brown Beauty No. 2	1 35
Campbell, No. 2	1 50
Fremont, No. 2	1 35
Van Camp, 1 lb.	75
Van Camp, 1/2 lb.	1 25
Van Camp, 1 lb.	1 25
Van Camp, 1/2 lb.	1 60
Van Camp, 2 lb.	1 35

Beans—Canned

Red Kidney	1 35@1 45
String	1 35@2 70
Wax	1 35@2 70
Lima	1 20@2 35
Red	95@1 25

Clam Bouillon

Burnham's 7 oz.	2 50
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Corn

Standard	1 55
Country Gentleman	1 75
Maine	2 00

Hominy

Van Camp	1 35
Jackson	1 20

Lobster

1/4 lb.	2 45
1/2 lb.	4 60

Mackerel

Mustard, 1 lb.	1 80
Mustard, 2 lb.	2 80
Soused, 1 1/2 lb.	1 60
Soused, 2 lb.	2 75

Mushrooms

Buttons, 1s, per can	1 40
Hotels, 1s per can	1 15

Plums

California, No. 3	2 40
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Pears in Syrup

Michigan	1 75
California	2 35

Peas

Marrowfat	1 75@1 90
Early June	1 65@1 90
Early June sifted	1 80@2 25

Peaches

California, No. 2 1/2	4 75
California, No. 1	2 40
Michigan No. 2	4 25
Pie, gallons	12 00

Pineapple

Grated, No. 2	4 00
Sliced No. 2 Extra	4 75

Pumpkin

Van Camp, No. 3	1 35
Van Camp, No. 10	4 60
Lake Shore, No. 3	1 35
Vesper, No. 10	3 90

Salmon

Warren's 1 lb. Tall	4 10
Warren's 1/2 lb. Flat	2 60
Warren's 1 lb. Flat	4 25
Med. Alaska	3 90
Med. Red Alaska	3 50
Pink Alaska	2 65

Sardines

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

Sauerkraut

Hackmuth, No. 3	1 40
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Shrimps

Dunbar, 1s doz.	1 85
Dunbar, 1 1/2s doz.	3 40

Strawberries

Standard, No. 2	4 25
Fancy, No. 2	4 50

Tomatoes

No. 2	1 45@1 75
No. 3	2 00@2 35
No. 10	7 00

CATSUP

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

CHEESE

Brick	37
Wisconsin Flats	35
Longhorn	37
New York	37
Michigan Full Cream	37

CHEWING GUM

Adams Black Jack	70
Beeman's Pepsin	70
Beechnut	50
Doublemint	70
Flag Spruce	70
Juicy Fruit	70
Spearmint, Wrigleys	70
Yucatan	70
Zeno	70

CHOCOLATE

Caracas	41
Walter Baker & Co.	40
Caracas	40
Walter M. Lowney Co.	43
Premium, 1/4s	43
Premium, 1/2s	43

CIGARS
Peter Dornbos Brands

Dornbos Single Bndr.	48 00
Dornbos Perfecto	42 50
Van Dam, 5c	37 50
Van Dam, 6c	42 50
Van Dam, 7c	50 00
Van Dam, 10c	70 00

National Grocer Co. Brands

Antonella Cigars, 50 foil	37 50
Antonella Cigars, 100 foil	37 50
Antonella Cigars, 25 tins	37 50
El Rajah, Diplomatics, 100s	7 00
El Rajah, corona, 50 per 100	7 75
El Rajah, Epicure, 50 per 100	74 00
El Rajah, Epicure, 25, per 100	8 30
El Rajah, Ark, 50, per 100	7 30
El Rajah, President, 50, per 100	10 00
Gdin. Monarch, 50, wood, per 100	5 60
Odin, Monarch, 25 tin	5 60
Mungo Park, 2500 lots	69 12
Mungo Park, 1000 lots	70 81
Munga Park, 500 lots	72 52
Mungo Park, less than 500	75 00
Mungo Park, 25 wood	75 00

Worden Grocer Co. Brands

Charles the 8th	70 00
Partello	47 00
Qualex	50 00
Hemeter Champion	55 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

CLOTHES LINE

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

COCOA

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, 3/4s	36
Van Houten, 1s	65
Wan-Eta	36
Webb	33
Wilbur, 1/4s	33
Wilbur, 1/2s	33

COCOANUT

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	5 30
48 4 oz. pkgs., per case	5 40

COFFEE ROASTED
Bulk

Rio	26@28
Santos	37@40
Maracabo	43
Mexican	43
Gutamala	42
Java	50
Mocha	50
Bogota	43
Peaberry	41

Package Coffee
New York Basis

Arbuckle	40 00
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McLaughlin's XXXX
McLaughlin's XXXX package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Coffee Extracts

N. Y., per 100	9 1/2
Frank's 250 packages	14 50
Hummel's 50 1 lb.	10

CONDENSED MILK

Eagle, 4 doz.	11 00
Leader, 4 doz.	8 50

EVAPORATED MILK

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	5 25
Dundee, Tall, 4 doz.	7 40
Dundee, Baby, 8 doz.	6 85
Silver Cow, Tall 4 doz.	7 75
Silver Cow Baby 6 doz.	5 40

MILK COMPOUND

Hebe, Tall, 6 doz.	5 90
Hebe, Baby, 8 doz.	5 60
Carolene, Tall, 4 doz.	5 50

CONFECTIONERY
Stick Candy Pails

Horehound	28
Standard	28
Jumbo	28

Mixed Candy
Pails

Broken	29
Cut Loaf	29
Grocers	23
Kindergarten	32
Leader	28
Novelty	29
Premio Creams	40
Royal	28
X L O	27

Specialties
Pails

Auto Kisses (baskets)	28
Bonnie Butter Bites	35
Butter Cream Corn	36
Caramel Bon Bons	34
Caramel Croquettes	32
Cocoanut Waffles	32
Coffy Toffy	33
Fudge, Walnut	34
Fudge, Walnut Choc.	35
Champion Gum Drops	27
Raspberry Gum Drops	27
Iced Orange Jellies	31
Italian Bon Bons	28
AA Licorice Drops	
5 lb. box	2 15
Lozenges, Pep.	30
Lozenges, Pink	30
Manchus	28
Manchus	30
Baskets	27
Nut Butter Puffs	32

Chocolates
Pails

Assorted Choc.	35
Champion	33
Choc. Chips, Eureka	41
Klondike Chocolates	40
Nabobs	40
Nibble Sticks, box	2 50
Nut Wafers	40
Ococo Choc. Caramels	40
Peanut Clusters	45
Quintette	35
Regina	30
Victoria Caramels	39

Pop Corn Goods

Cracker-Jack Prize	6 60
Checkers Prize	6 60

Cough Drops
Boxes

Bunte	1 30
Putnam Menthol	1 50
Smith Bros.	1 50

COOKING COMPOUNDS
Mazola

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, 1/2 doz.	20 00

COUPON BOOKS

50 Economic grade	2 25
100 Economic grade	3 75
500 Economic grade	17 00
1,000 Economic grade	30 00

Where 1,000 books are ordered at a time, specially printed front cover is furnished without charge.

CREAM OF TARTAR

6 lb. boxes	65
3 lb. boxes	66

DRIED FRUITS
Apples

Evap'd, Choice, blk	22
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Citron

10 lb. box	50
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Peel

Lemon, American	34
Orange, American	35

Raisins

Choice S'ded 1 lb. pkg.	21
Fancy S'ded, 1 lb. pkg.	22
Thompson Seedless, 1 lb. pkg.	20
Thompson Seedless, bulk	19

California Prunes

80-90 25 lb. boxes @18 1/2	
70-80 25 lb. boxes @19	
60-70 25 lb. boxes @20	
50-60 25 lb. boxes @21 1/2	
40-50 25 lb. boxes @24	
30-40 25 lb. boxes @28	

FARINACEOUS GOODS
Beans

Med. Hand Picked	9
California Limas	
Brown, Holland	8

Farina

25 1 b. packages	2 80
Bulk, per 100 lbs.	

Hominy

Pearl, 100 lb. sack	5 25
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Macaroni

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 9

HIDES AND PELTS

Hides
 Green, No. 1 30
 Green, No. 2 29
 Cured, No. 1 32
 Cured, No. 2 30
 Calfskin, green, No. 1, 65
 Calfskin, green, No. 2, 63½
 Calfskin, cured, No. 1, 70
 Calfskin, cured, No. 2, 68½
 Horse, No. 1 10 00
 Horse, No. 2 9 00

Pelts
 Old Wool 75@2 00
 Lambs 50@2 00
 Shearlings 50@1 50

Tallow
 Prime @11
 No. 1 @10
 No. 2 @9

Wool
 Unwashed, med. @50
 Unwashed, fine @45

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

HORSE RADISH
 Per doz. 95

JELLY
 Pure, per pail, 30 lb. 4 60

JELLY GLASSES
 8 oz., per doz. 40

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

MINCE MEAT
 None Such, 3 doz. case for 4 30
 Quaker, 3 doz. case for 3 25

MOLASSES
 New Orleans
 Fancy Open Kettle 74
 Choice 60
 Good 50
 Stock 28
 Half barrels 5c extra

NUTS—Whole
 Almonds, Terragona 35
 Brazils, large washed 26
 Fancy Mixed 32
 Filberts, Barcelona 32
 Peanuts, Virginia raw 16
 Peanuts, Virginia, roasted 18
 Peanuts, Spanish 25
 Walnuts California 39
 Walnuts, French

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

OLIVES
 Bulk, 2 gal. kegs, each 3 25
 Bulk, 5 gal. kegs, each 8 00
 Stuffed, 4 oz. 1 80
 Stuffed, 15 oz. 4 50
 Pitted (not stuffed), 14 oz. 3 09
 Manzanilla, 8 oz. 1 45
 Lunch, 10 oz. 2 00
 Lunch, 16 oz. 3 25
 Queen, Mammoth, 19 oz. 5 50
 Queen, Mammoth, 28 oz. 6 75
 Olive Chow, 2 doz. cs. per doz. 2 50

PETROLEUM PRODUCTS
 Iron Batters
 Perfection 15.7
 Red Crown Gasoline 22.7
 Gas Machine Gasoline 44.3
 V. M. & P. Naphtha 22.7
 Capitol Cylinder, Iron Bbls. 39.8
 Atlantic Red Engine, Iron Bbls. 22.8
 Winter Black, Iron Bbls. 13.3
 Polarine, Iron Bbls. 44.8

PICKLES
 Medium
 Barrels, 1,200 count 12 00
 Half bbls., 600 count 7 50
 5 gallon kegs 2 50
 Small
 Barrels 14 00
 Half barrels 7 50
 5 gallon kegs 2 80
 Gherkins
 Barrels 25 00
 Half barrels 13 00
 5 gallon kegs 4 50

Sweet Small
 Barrels 28 00
 5 gallon kegs 5 75
 Half barrels 15 00

PIPES
 Cob, 3 doz. in box .. 1 25

PLAYING CARDS
 No. 90 Steamboat 2 25
 No. 808, Bicycle 4 00
 Pennant 3 25

POTASH
 Babbitt's, 2 doz. 2 75

PROVISIONS
Barreled Pork
 Clear Back 50 00@52 00
 Short Cut Clear @45 00

Pig
 Clear Family 48 00

Dry Salt Meats
 S P Bellies 32 00@34 00

Lard
 Pure in tierses .. 29@29½
 Compound Lard 27@27½

Smoked Meats
 Hams, 14-16 lb. 30 @31
 Hams, 16-18 lb. 28 @29
 Hams, 18-20 lb. 27 @28

Ham, dried beef sets 41 @42
 California Hams 19½@20
 P'nic Boiled Hams 35 @40
 Boiled Hams 42 @44
 Minc'd Hams 22 @23
 Bacon 31 @48

Sausages
 Bologna 18
 Liver 12
 Frankfurt 15
 Pork 14@15
 Veal 11
 Tongue 11
 Headcheese 14

Beef
 Boneless 30 00@35 00
 Rump, new 40 00@42 00

Pig's Feet
 ¼ bbls. 1 75
 ½ bbls., 35 lbs. 3 40
 ¾ bbls. 11 50
 1 bbl. 19 00

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

Casings
 Hogs, per lb. @65
 Beef, round set 19@20
 Beef, middles, set 50@60
 Sheep, a skin 1 75@2 00

Uncolored Oleomargarine
 Solid Dairy 28@29
 Country Rolls 30@31

Canned Meats
 Red Crown Brand
 Corned Beef, 24 1s .. 4 25
 Roast Beef, 24 1s .. 4 25
 Veal Loaf, 48 ½s, 5½ oz. 1 65
 Veal Loaf, 24½s, 7 oz. 2 60
 Vienna Style Sausage, 48½s 1 40
 Sausage Meat, 24 1s 3 35
 Potted Meat, 48½s 92½
 Hamburger Steak and Onions, 48 ½s 1 75
 Corned Beef Hash, 48 ½s 1 75
 Cooked Lunch Tongue, 48 ½s 4 50
 Cooked Cx Tongues, 12 2s 22 50
 Chili Con Carne, 48 1s 1 80
 Pork and Beans, 48 1s 1 80
 Sliced Bacon, medium 4 00
 Sliced Bacon, large 6 25
 Sliced Beef, 2½ oz. 2 05
 Sliced Beef, 5 oz. 3 60
 Sliced Beef, 3½ oz. 2 70
 Sliced Beef, 7 oz. 4 55

Mince Meat
 Condensed No. 1 car. 1 40
 Condensed Bakers brck 19
 Wet, 30 lb. kanakins 20½
 Wet, 50 lb. kanakins 20½
 W t, 150 lb. kanakins 20½
 Wet, 300 lb. barrels 20
 Wet, 500 lb. tierces .. 19½

RICE
 Fancy Head 16
 Broken 9

ROLLED OATS
 Monarch, bbls. 9 50
 Rolled Avena, bbls. .. 10 25
 Steel Cut, 100 lb. sks. 5 00
 Monarch, 90 lb. sacks 4 60
 Quaker, 18 Regular .. 2 10
 Quaker, 20 Family .. 5 50

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

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

SAL SODA
 Granulated, bbls. 1 95
 Granulated 100 lbs. cs. 2 10
 Granulated, 36 2¼ lb. packages 2 25

SALT
 Solar Rock
 56 lb. sacks 55

Common
 Granulated, Fine 2 20
 Medium, Fine 2 25

SALT FISH
 Cod
 Middles 23
 Tablets, 1 lb. 25
 Tablets, ½ lb. 1 75
 Wood boxes 19

Holland Herring
 Standards, bbls. 22 50
 Y. M. bbls. 25 00
 Standards, kegs 1 40
 Y. M. kegs 1 50

Herring
 K K K K, Norway .. 20 00
 8 lb. pails 1 40
 Cut Lard 1 25
 Boned, 10 lb. boxes .. 29

Trout
 No. 1, 100 lbs. 12
 No. 1, 40 lbs.
 No. 1, 10 lbs.
 No. 1, 3 lbs.

Mackerel
 Mess, 100 lbs. 25 00
 Mess, 50 lbs. 13 25
 Mess, 10 lbs. 2 95
 Mess, 8 lbs. 2 30
 No. 1, 100 lbs. 24 00
 No. 1, 50 lbs. 12 75
 No. 1, 10 lbs. 2 80

Lake Herring
 ½ bbl., 100 lbs. 7 50

SEEDS
 Anise 45
 Canary, Smyrna 20
 Canary, Smyrna 16
 Cardomon, Malabar 1 20
 Celery 65
 Hemp, Russian 12½
 Mixed Bird 13½
 Mustard, white 40
 Poppy 65
 Rape 16

SHOE BLACKING
 Handy Box, large 3 dz. 3 50
 Handy Box, small 1 25
 Bixby's Royal Polish 1 20
 Miller's Crown Polish 90

SNUFF
 Swedish Rapee 10c 8 for 64
 Swedish Rapee, 1 lb. gls 60
 Norkoping, 10c, 8 for 64
 Norkoping, 1 lb. glass 60
 Copenhagen, 10c, 8 for 64
 Copenhagen, 1 lb. glass 60

SOAP
 James S. Kirk & Company
 American Family, 100 7 85
 Jap Rose, 50 cakes .. 4 85
 Kirk's White Flake .. 7 00

Lautz Bros. & Co.
 Acme, 100 cakes 6 75
 Big Master, 100 blocks 8 00
 Climax, 100s 6 00
 Climax, 120s 5 25
 Queen White, 80 cakes 6 00
 Oak Leaf, 100 cakes 6 75
 Queen Anne, 100 cakes 6 75
 Lautz Naphtha, 100s 8 00

Proctor & Gamble Co.
 Lenox 6 00
 Ivory, 6 oz. 8 00
 Ivory, 10 oz. 13 35
 Star 7 85

Swift & Company
 Classic, 100 bars, 8 oz. 7 50
 Swift's Pride, 100 8 oz. 6 00
 Quick Naptha 6 50
 White Laundry, 100 8 oz. 5 90
 Wool, 24 bars, 6 oz. 1 70
 Wool, 100 bars, 6 oz. 7 00
 Wool, 100 bars, 10 oz. 11 00

Tradesman Company
 Black Hawk, one box 4 50
 Black Hawk, five bxs 4 25
 Black Hawk, ten bxs 4 00
 Box contains 72 cakes. It is a most remarkable dirt and grease remover, without injury to the skin.

Scouring Powders
 Sapollo, gross lots 9 50
 Sapollo, half gro. lots 4 85
 Sapollo, single boxes 2 40
 Sapollo, hand 2 40
 Queen Anne, 60 cans 3 60
 Snow Maid, 60 cans .. 3 60

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

Soap Powders
 Johnson's Fine, 48 2 5 75
 Johnson's XXX 100 .. 5 75
 Lautz Naphtha, 60s .. 3 60
 Nine O'Clock 4 25
 Oak Leaf, 100 pkgs. 6 50
 Old Dutch Cleanser 4 00
 Queen Anne, 60 pkgs. 3 60
 Rub-No-More 5 50
 Sunbrite, 100 cans .. 4 50
 Sunbrite, 50 cans 2 30

SODA
 Bi Carb. Kegs 4

SPICES
Whole Spices
 Allspice, Jamaica @18
 Cloves, Zanzibar @50
 Cassia, Canton @30
 Cassia, 5c pkg. doz. @40
 Ginger, African @15
 Ginger, Cochin @20
 Mace, Penang @75
 Mixed, No. 1 @17
 Mixed, No. 2 @16
 Mixed, 5c pkgs. doz. @45
 Nutmegs, 70-8 @50
 Nutmegs, 105-110 @45
 Pepper, Black @30
 Pepper, White @40
 Pepper, Cayenne @22
 Paprika, Hungarian .. @60

Pure Ground in Bulk
 Allspice, Jamaica @18
 Cloves, Zanzibar @60
 Cassia, Canton @40
 Ginger, African @28
 Mustard @38
 Mace, Penang @85
 Nutmegs @36
 Pepper, Black @34
 Pepper, White @52
 Pepper, Cayenne @29
 Paprika, Hungarian .. @60

Seasoning
 Chili Powder, 15c 1 35
 Celery Salt, 3 oz. 95
 Sage, 2 oz. 90
 Onion Salt 1 35
 Garlic 1 35
 Penalty, 3½ oz. 2 25
 Kitchen Bouquet 2 60
 Laurel Leaves 20
 Marjoram, 1 oz. 90
 Savory, 1 oz. 90
 Thyme, 1 oz. 90
 Turmeric, 2½ oz. 90

STARCH
 Corn
 Kingsford, 40 lbs. 11½
 Muzzy, 48 1 lb. pkgs. 9½
 Powdered, barrels 7½
 Argo, 48 1 lb. pkgs. .. 4 15

Kingsford
 Silver Gloss, 40 lb. .. 11½

Gloss
 Argo, 48 1 lb. pkgs. .. 4 15
 Argo, 12 3 lbs. 3 04
 Argo, 8 5 lbs. 3 40
 Silver Gloss, 16 3lbs. 11¼
 Silver Gloss, 12 6lbs. 11¼

Muzzy
 48 lb. packages 9½
 16 3lb. packages 9½
 12 6lb. packages 9½
 50 lb. boxes 7½

SYRUPS
 Corn
 Barrels 75
 Half Barrels 81
 Blue Karo, No. 1½, 2 doz. 3 40
 Blue Karo, No. 2 2 dz. 4 05
 Blue Karo, No. 2½, 2 doz. 4 95
 Blue Karo, No. 5 1 dz. 4 90
 Blue Karo, No. 10, ½ doz. 4 65
 Red Karo, No. 1½, 2 doz. 3 65
 Red Karo, No. 2, 2 dz. 4 60
 Red Karo, No. 2½, 2 doz. 5 25
 Red Karo, No. 5, 2 dz 5 10
 Red Karo, No. 10, ½ doz. 4 85

Pure Cane
 Fair
 Good
 Choice
 Lea & Perrin, large .. 5 75
 Lea & Perrin, small .. 3 25
 Pepper 1 25
 Royal Mint 1 50
 Tobasco 3 00
 England's Pride 1 25
 A-1, large 5 00
 A-1, small 2 90
 Capers 1 80

TEA
 Japan
 Medium 40@42
 Choice 49@52
 Fancy 60@61

TABLE SAUCES
 Lea & Perrin, large .. 5 75
 Lea & Perrin, small .. 3 25
 Pepper 1 25
 Royal Mint 1 50
 Tobasco 3 00
 England's Pride 1 25
 A-1, large 5 00
 A-1, small 2 90
 Capers 1 80

TOOTH PICKS
 Escanaba Manufacturing Co.
 No. 48, Emco 1 75
 No. 100, Emco 3 25
 No. 50-2500 Emco 3 25
 No. 100-2500, Emco .. 6 25

TRAPS
 Mouse, wood, 4 holes .. 60
 Mouse, wood, 6 holes .. 70
 Mouse, tin, 5 holes 65
 Rat, wood 80
 Rat, spring 80
 Mouse, spring 20

TUBS
 No. 1 Fibre 42 00
 No. 2 Fibre 38 00
 No. 3 Fibre 33 00
 Large Galvanized 13 25
 Medium Galvanized 11 25
 Small Galvanized 10 25

WASHBOARDS
 Banner Globe 4 75
 Brass, Single 6 50
 Glass, Single 6 00
 Double Peerless 7 00
 Single Peerless 6 50
 Northern Queen 5 75
 Universal 6 25

Oolong
 Formosa, Medium .. 40@45
 Formosa, Choice .. 45@50
 Formosa, Fancy .. 55@75

English Breakfast
 Congou, Medium 40@45
 Congou, Choice 45@50
 Congou, Fancy 50@60
 Congou, Ex. Fancy 60@80

Ceylon
 Pekoe, Medium 40@45
 Dr. Pekoe, Choice .. 45@48
 Flowery O. P. Fancy 55@60

TWINE
 Cotton, 3 ply cone 65
 Cotton, 3 ply balls 65
 Hemp, 6 ply 35

VINEGAR
 Cider, Benton Harbor .. 35
 White Wine, 40 grain 20
 White Wine, 80 grain 27
 White Wine, 100 grain 29
 Oakland Vinegar & Pickle Co.'s Brands.
 Oakland Apple Cider .. 40
 Blue Ribbon Corn 28
 Oakland White Pickling 20
 Packages no charge.

WICKING
 No. 0, per gross 70
 No. 1, per gross 80
 No. 2, per gross 1 20
 No. 3, per gross 1 90

WOODENWARE
Baskets
 Bushels, wide band, wire handles 2 10
 Bushels, wide band, wood handles 2 25
 Market, drop handle .. 85
 Market, single handle 90
 Market, extra 1 35
 Splint, large 8 25
 Splint, medium 7 25
 Splint, small 6 75

Butter Plates
 Escanaba Manufacturing Co.
 Standard Wire End
 Per 1,000
 No. ¼ 2 69
 No. ½ 2 88
 No. 1 3 08
 No. 2 3 63
 No. 3 4 52
 No. 5 6 28
 No. 8-50 extra sm cart 1 19
 No. 8-50 small carton 1 15
 No. 8-50 m d m carton 1 20
 No. 8-50 large carton 1 45
 No. 8-50 extra lg cart 1 75
 No. 4-50 jumbo carton 1 20

Churns
 Barrel, 5 gal., each .. 2 40
 Barrel, 10 gal. each .. 2 55
 Stone, 3 gal. 39
 Stone, 6 gal. 78

Clothes Pins.
 Escanaba Manufacturing Co.
 5 gross bulk 1 90
 No. 60-24, Wrapped .. 4 50
 No. 30-24, Wrapped .. 2 30
 No. 25-60, Wrapped .. 4 50

Egg Cases
 No. 1, Star 4 00
 No. 2, Star 8 00
 12 oz. size 4 50
 9 oz. size 4 25
 6 oz. size 3 90

Faucets
 Cork lined, 3 in. 70
 Cork lined, 9 in. 90
 Cork lined, 10 in. 90

Mop Sticks
 Trojan spring 2 00
 Eclipse patent spring 2 00
 No. 1 common 2 00
 No. 2, pat. brush hold 2 00
 Ideal, No. 7 4 00
 20oz. cotton mop heads 3 30
 12oz. cotton mop heads 2 60

Pails
 10 qt. Galvanized 3 75
 12 qt. Galvanized 4 00
 14 qt. Galvanized 4 50
 Fibre 8 00

Toothpicks
 Escanaba Manufacturing Co.
 No. 48, Emco 1 75
 No. 100, Emco 3 25
 No. 50-2500 Emco 3 25
 No. 100-2500, Emco .. 6 25

TRAPS
 Mouse, wood, 4 holes .. 60
 Mouse, wood, 6 holes .. 70
 Mouse, tin, 5 holes 65
 Rat, wood 80
 Rat, spring 80
 Mouse, spring 20

TUBS
 No. 1 Fibre 42 00
 No. 2 Fibre 38 00
 No. 3 Fibre 33 00
 Large Galvanized 13 25
 Medium Galvanized 11 25
 Small Galvanized 10 25

WASHBOARDS
 Banner Globe 4 75
 Brass, Single 6 50
 Glass, Single 6 00
 Double Peerless 7 00
 Single Peerless 6 50
 Northern Queen 5 75
 Universal 6 25

Window Cleaners
 12 in. 1 65
 14 in. 1 85
 16 in. 2 30

Wood Bowls
 13 in. Butter 3 00
 15 in. Butter 7 00
 17 in. Butter 11 00
 19 in. Butter 12 00

WRAPPING PAPER
 Fibre, Manila, white 6
 No. 1 Fibre 8
 Butchers Manila 7
 Kraft 10
 Wax Butter, short c'nt 25
 Parchmt' Butter, rolls 25

YEAST CAKE
 Magic, 3 doz. 1 15
 Sunlight, 3 doz. 1 00
 Sunlight, 1½ doz. 50
 Yeast Foam, 3 doz. .. 1 15
 Yeast Foam, 1½ doz. 58

YEAST-COMPRESSED
 Fleischman, per doz. .. 24

Cotton Supplies and Fabrics.

After some quite sensational rocketing of cotton prices came a check during the past week. One explanation was that there had been overbuying. The great demand was for spots, which were at quite a large premium over contracts. Higher grades were most wanted, and of these there seems to be a marked scarcity. The weather conditions in the growing districts have continued to be otherwise than favorable in most instances, and this has been a further encouragement to those interested in higher prices. A concerted movement to increase prices still further came to notice during the week. It is fostered by the American Cotton Association, which proposes to have 2,000,000 bales of cotton withdrawn from market. Warehouse receipts for this amount are to be deposited in banks, and the cotton is to be withheld from sale until the association decides that prices are high enough to warrant such action. On the face of it this looks like a conspiracy for extortion. Cotton prices to-day are about five times what they were five years ago, and probably show a greater rise than any other commodity. In the face of this the proposition to increase the price more artificially looks as though those proposing it were a little afraid that prices cannot be maintained without resort to unusual methods. The plan is hardly likely to meet with more success than did the one to restrict acreage. It would be interesting to learn how much of the recent large profits in cotton inured to the benefit of growers and how much went to the speculators in the towns down South. The goods market keeps being pegged up as the price of cotton advances, to the manifest profit of the mills, which are now showing larger production. Print cloths have been selling on the basis of \$1.20 a pound, which is sufficient to indicate the margin. Bleached and printed goods are rapidly rising to a parity with those in the gray. Orders for knit goods in quantity have been received.

Wool and Woolen Goods.

No lack of interest is shown in the auction sales of wool now in progress in London. The bidding has been quite active and the prices have ruled even higher than at the previous sales, especially for the finer grades. Buyers from this country secured a quantity of the better merinos. To-morrow the auction of Government-owned wools will be resumed in Boston after a cessation for several months during which the domestic clip was marketed. The woolen mills, as appeared from the report of the Census Bureau published last Thursday, are increasingly active, and the amount of raw material they are using is larger than in prewar days. An interesting circumstance shown in the reports of the Department of Commerce is the growth in the exports of woolen manufactures. This includes shipments of blankets and men's women's, and children's wearing apparel, which have been larger by about \$15,000,000 for the first nine months of this year than in the same period in 1918. In the domestic market, the

outlook for men's clothing for Spring still continues as to the scarcity of serges and other wanted dress fabrics and of the high prices asked for such of them as can be obtained. For the next heavyweight season it is intimated that the mills will again allocate their supplies.

Peanut Milk.

The nutrition experts of the Department of Agriculture await with interest the publication of the method whereby Prof. G. W. Carver, of Tuskegee Institute, claims to have produced from peanuts a milk that is a good substitute for cow's milk.

They say that this may very well be true, inasmuch as the peanut contains all the requisite elements, including "protein" of a superior and highly digestible kind.

Milk is a "perfect food;" one could live on it for a long time. The same is at least measurably true of peanuts. Already we have peanut butter, the production of which nowadays is enormous. Why not peanut milk?

It is merely a question of finding out how to make it. Professor Carver claims to have solved the problem. He says that his peanut milk is exceedingly wholesome and can be made at a cost much less than that of cow's milk, which it closely resembles. At present he is continuing his experiments to determine the keeping and cooking qualities of his product.

Cow's milk is 88 per cent. water, 4 per cent. fat, $4\frac{1}{2}$ per cent. sugar and $3\frac{1}{2}$ per cent. protein. Professor Carver's task has been not only to make a milk from peanuts, but to reproduce as nearly as possible these proportions of the essential ingredients.

The Changing Times.

At a meeting of farmers held in this vicinity recently there were but two horse-drawn vehicles, as against nearly 200 automobiles.

If, ten years ago, any one had ventured the opinion that the farmers would almost all of them be using automobiles, he would have been thought a fit subject for the insane asylum or the home for the feeble-minded.

The change has come because the farmer has had several most prosperous years, because he has become a student of up-to-date methods, and because he has come to a realization that time is more valuable than money.

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

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

Would you rather ride in a nice smooth, easy-going automobile or in an old-fashioned horse-drawn vehicle? It wouldn't take you one minute to make your decision — would it?



150 Account Roll-top
Fire-proof Metzgar

Consider This Also

If you had an important engagement to fill, involving several hundreds of dollars—had a fifteen-mile drive before you and only a short time to make it in, you wouldn't take chances of letting the other fellow beat you out by using the slowest means of locomotion to get to the meeting place would you?

Perhaps you don't realize it but you are in a race with your competitors on every inch of the road of your business career and if you don't measure up to the situation with the most safe, accurate and rapid means of doing business you are going to let the other fellow outdistance you.

You can't do a 2 by 4 business and make money.

You must have volume.

You can't secure that volume needed only by following the lines of least resistance.

You must make it easy for your goods to be bought and delivered to your customers' homes.

But you must protect yourself against unnecessary loss in extending judicious credit, and the simple, safe way to do this is to install a Metzgar System.

Our catalog is free and gives full information.

We can also save you money on our complete line of duplicate and triplicate salesbooks.

Metzgar Register Co., Grand Rapids, Mich.

"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

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.

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.

For Sale—Little neighborhood grocery with all lines complete. Stock invoice about \$700. Reason for selling, am mechanic and want to go back to my trade. Address No. 567, care Michigan Tradesman. 567

For Sale—Stock general merchandise, shoes, rubbers, groceries and crockery, also fixtures. A good business, doing \$50,000 per year. \$20,000 buys the outfit. Store 25 x 90, can be leased at \$400 per year or bought for \$4,500. A bargain. Address No. 568, care Michigan Tradesman. 568

FOR SALE—One two-barrel Triumph dough mixer with flour sifting outfit; almost new; including two horse-power motor. \$400. Address E. Minoux, 812 H Street, N. E., Washington, D. C. 569

FOR SALE OR EXCHANGE—Hotel Stimpson, Milan, Michigan, 2-story brick, modern hotel building, hot and cold water in sleeping rooms, building heated with hot water; all furnishings go with the building; everything in good condition. \$16,500. Indebtedness \$5,500. Will exchange the equity for town, city property or land. F. M. G. Sibert, Weston, Ohio. 570

For Sale—Located on cement driveway on one of main business streets of Grand Rapids, we will sell our general stock and store building, with established trade and good will. Stock will inventory about \$5,000. Address No. 473, care Michigan Tradesman. 473

Wanted—Live salesmen, who call on the retail grocers and butchers trade throughout the State, to sell an established food product in conjunction with their other line. Only those with A-1 selling ability considered. Address Post Office Box 542, Detroit, Michigan. 571

For Sale—Meat and grocery business located in one of best cities in State. Selling reasons, going West. Stock with fixtures inventory about \$4,000. Address No. 572, care Michigan Tradesman. 572

For Sale—\$6,000 stock of hardware and fixtures at a right price. Will deliver stock to depot. Reasons for selling, poor health. Address Ed. Rohrs, Ridgeville Corners, Ohio. 573

For Sale—First-class, up-to-date meat market with sausage manufacturing in connection; first-class machinery; a new market but an old business for twenty-seven years. Reason for selling, my health is giving out. A good location in a good city. Good chance for good live parties. Terms made easy for right party. Address No. 574, care Michigan Tradesman. 574

FOR SALE—OWING TO ILL HEALTH will sell cheap for cash or on easy payments, controlling interest in a well established, successful \$45,000 woodworking and iron manufacturing plant doing good business and with excellent prospects. Well located in Western Central Ohio. Enquire of COPELAND & LAYTON, Wapakoneta, Ohio. 575

Wanted—A good man for position in our builders' hardware and contract departments. We would like to hear from one who has had experience in this line, stating age, salary expected and experience. Mohr Jones Hardware Company, Racine, Wisconsin. 576

BEST BUSINESS BLOCK; BEST LOCATION, IN MOUNT PLEASANT, best town in Central Michigan. Three story, three fronts 66 x 132 and basement; solid brick construction; corner; all well rented. Will trade for farm property; must be free and unencumbered. No trash wanted as this is a gilt edge property. Picture sent on application. W. J. Cooper, Mt. Pleasant, Michigan. 577

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

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

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw, Michigan. 767

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

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

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

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—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

Fiegler's

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

PUTNAM'S Mentholated Cough Drops



Our New Display Carton

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

LOSING SOME OF ITS FORCE.

A touch of cooler weather during the last week proved a spur to some seasonal buying at retail, and this, in turn, made its influence felt in productive circles. But there are evidences that the indiscriminate buying which was so marked for many months is losing some of its force, except by certain classes of speculators in the primary markets who are trying to force a demand at high prices, on the theory of a scarcity of merchandise which they themselves are seeking to create artificially. Retailers are beginning to show aversion to stocking up liberally at the prevailing high cost of merchandise, because this means tying up much more capital than has been customary, and, consequently, heavier borrowing to finance the deals. The inflation or expansion of credits is impressing itself more and more on business men, as it did long ago on the banking interests, and there is an urge toward contraction, in order to relieve the strain and guard against what may happen when the inevitable shrinkage in the prices of commodities takes place. Credit men are alive to the situation they are showing in the handling of accounts. Indebtedness and promptness of collections are being watched with greater care than ever before, despite the fact that failures are unusual on a rising market such as has been the case for over six months. Possibilities, no less than probabilities, are being taken into account.

STEEL STRIKE A JOKE.

It has been plain for several days that the steel strike is lost and may as well be called off. When even Fitzpatrick begins to dilate on the moral advantages of losing a strike, his followers know that he is admitting failure. Boss Gompers, who at the beginning advised against the strike, has now discovered that the Steel Corporation really desired it, and cunningly forced it upon the men. "I don't believe in strikes when the boss wants it," sagely opined the crafty head of the American Federation of Labor in a recent speech at Washington. "It is a science to know when and when not on strike." This is plainly a shrewd hit at Fitzpatrick and Foster, who ordered the steel strike in disregard of the advice of the kaiser of the union labor dupes. But behind all this by-play of the rival union leaders stands clearer than ever the fact that the steel strike was from the beginning wanton. The mass of the men had no grievances. Those who walked out for a time did so under duress from the outside unions. They went back in shoals as soon as they were assured of protection. Fitzpatrick and Foster are now keeping up the pretense of a strike only for the sake of their own prestige.

Late News From Local Bankruptcy Court.

Grand Rapids, Nov. 4.—In the matter of Suliman E. Sheehan, a final meeting held this day. First dividend of 5 per cent. was declared and ordered paid, together with administration expenses. The estate will be closed in due course, and the discharge of the bankrupt consummated.

Nov. 10.—In the matter of John W. Sarralls. Trustee appointed, George B. Kingston. Special meeting held this day made order that a first dividend of 5 per cent. be paid, together with administration expenses. Trustee's first report and account approved.

Nov. 11.—In the matter of Ernest M. Strouse, individually and as copartner of Max E. Thompson, doing business as the Battery Service Garage, were adjudicated bankrupt Oct. 31. A meeting of the creditors has been called for Nov. 15. Following is a list of creditors:

Secured Creditors.	
Chattel Loan Mortgage Co., Grand Rapids	\$250.00
F. M. Strouse, Stanton	500.00
Unsecured Creditors.	
Cummings Brothers, Flint	\$ 930.77
Cotton Lec. Co., Grand Rapids	98.78
G. R. Store Fixtures Co., Grand Rapids	26.00
G. R. Oil Company, Grand Rapids	\$11.10
G. R. News, Grand Rapids	51.80
G. R. Press, Grand Rapids	350.40
G. R. Herald, Grand Rapids	155.38
C. J. Litcher Elec. Co., Grand Rapids	8.40
Mills-Broderick Co., Grand Rapids	25.05
Tisch Auto Co., Grand Rapids	200.70
J. A. Thompson, Grand Rapids	17.50
W. D. Vandecar, Grand Rapids	13.66
F. F. Wood Motor Co., Grand Rapids	16.25
Michigan State Tel. Co., Grand Rapids	10.82
Citizens Tel. Co., Grand Rapids	17.92
Consumers Power Co., Grand Rapids	26.59
G. R. Gas Co., Grand Rapids	2.20
Rodgers & Rodgers, Grand Rapids	5.00
United Auto Ins. Co., Grand Rapids	10.31
City Trust & Savings Bank, Grand Rapids	125.68
H. Lyons, Grand Rapids	190.00
Carl L. Adams, Grand Rapids	150.00
M. H. Duntun, Grand Rapids	16.34
Firestone Tire & Rubber Co., Grand Rapids	78.75
Morris Ind. Plan Bank, Grand Rapids	200.00
Dr. Southwick, Grand Rapids	256.50
Golden Motor Sales Co., Grand Rapids	11.35
Pope & Heyboer, Grand Rapids	90.00
Universal Car & Service Co., Grand Rapids	27.00

In the matter of Vern E. Cooper, who was adjudicated bankrupt Nov. 7, with total liabilities of \$658.40, total assets of \$345.49, of which amount \$307.30 is claimed to be exempt. First meeting has been called for Nov. 22. Following is a list of the creditors:

Secured Creditors.	
Grand Rapids Loan Co., Grand Rapids	\$ 45.00
Unsecured Creditors.	
Dr. Hutchinson, Grand Rapids	\$110.00
Blodgett Mem. Hospital, Grand Rapids	58.85
Czar D. Cooper, Grand Rapids	26.60
The Menter Company, Grand Rapids	29.60
Neurthner & Schneider, Grand Rapids	32.00
Dr. Bull, Grand Rapids	12.50
Century Fuel Co., Grand Rapids	12.25
Barnes Packing Co., Grand Rapids	14.00
Mills & Haley, Grand Rapids	11.50
Wurzberg's Dry Goods Co., Grand Rapids	15.00
Morris Plan Ind. Bank, Grand Rapids	31.50
J. M. Cooper, Charlotte	95.00
A. F. Richardson & Son, Grand Rapids	90.60
Vern Beebem, Grand Rapids	60.00
Bell Tele. Co., Grand Rapids	14.00

In the matter of Paul Henderson, who was adjudicated bankrupt Nov. 10. His total liabilities are \$794.86; total assets, \$400.00, which latter are all claimed as exempt. No meeting of creditors has as yet been called. Following is a list of creditors:

Secured Creditors.	
Morris Plan Ind. Bank, Grand Rapids	\$125.00
George B. Kingston, Grand Rapids	150.00
Unsecured	
Wurzberg Co., Grand Rapids	\$ 84.00
Albee's Garage, Grand Rapids	70.00
Rader Tire Co., Grand Rapids	69.00
Michael Leeb, Grand Rapids	92.00
Henderson Auto Co., Grand Rapids	5.00
Stanley Sawosko, Grand Rapids	32.00
Martin Meyers, Grand Rapids	22.00
Bartulo Spicuzza, Grand Rapids	97.86
American Auto Co., Grand Rapids	12.00
G. R. Overland Co., Grand Rapids	30.00

In the matter of Louis Spitzig, who was adjudicated bankrupt Nov. 10. No meeting has as yet been called. Total liabilities are \$2,498; total assets, \$500; household goods, which are all claimed as exempt; \$1,650 on insurance policies. Following is a list of the creditors:

Theron Spitzig, Grand Rapids	\$ 500.00
Holland State Bank, Holland	1,800.00
Mrs. Anna Veit, Grand Rapids	165.00
Mrs. H. Ten Have, Holland	18.00
Mrs. H. B. Hartman, Sand Lake	15.00

The Amazon Refineries has been organized to manufacture and sell oils, paints, etc., with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Bottom Facts From Booming Boyne City.

Boyne City, Nov. 11.—F. D. Thompson, who has conducted a clothing store for many years closed out his business here Nov. 1. Mr. Thompson has been one of the progressive merchants and has been active in all civic matters and the city will miss his help in all public activities.

J. M. Harris has been appointed to the Board of Trustees of the Traverse City State Hospital. Mr. Harris's long experience as probate judge will give him the best possible equipment for looking after the welfare of the unfortunate.

A year ago to-day this town, along with the rest of the world, was electrified by the news of the cessation of hostilities in France. Unfortunately, we thought that peace had come at last, but we have been grievously disappointed. The swishing currents of passion, prejudice greed and graft,

hate and revenge set in motion by four years of unrighteous war, have only now begun to show signs of a return to sane conditions. Let us hope that another year may see real peace come to the people of the distraught world. Maxy.

His Source of Information.

An attorney was examining a witness and chanced to ask him about the character of the dead man who figured in the case, to which the witness replied:

"He was a man without blame, beloved and respected by all, pure in all his thoughts and—"

"How did you learn that?" demanded the judge.

"I read it on his tombstone," was the disconcerting reply.

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