

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, JANUARY 14, 1920

Number 1895

Public Reference Library
Library St

My Kind of Americanism

I WANT to speak for that old-fashioned but only worth-while American who takes his stars and stripes, his George Washington and Abraham Lincoln, seriously and straight, and so strengthens his Constitution and his country.

I want to speak for a return—if we can find our way back—to first and fundamental principles with new ideals.

I want to speak for those who have sane ideals for this Nation as well as for themselves and every being in its borders, but who realize that these practical ideas cannot be accomplished and that there is no true freedom save in steadfast obedience to righteous law.

I want to speak for the great unorganized, long-suffering public and its welfare—forgotten by absent and abstract statesmen, neglected even by the vote hunters. I want to speak for the great army of industrious, intelligent, inarticulate, unorganized, ununionized, unrepresented, but all-American everyday workers.

I want to speak for the "equality of opportunity" of the American Constitution—that means the open door, the "open-shop," the open and equal chance to all within its jurisdiction. I want to speak for the Government getting out and staying out of all political possession and ownership of business. Likewise, for its keeping organized business or labor or class from attempted control, dictation or domination.

I want to speak for harder work, greater efficiency, more production and reward accordingly—just as our Lord made clear in the Parable of the Talents.

I want to speak for more and all men who want to run their own private business and do by it and their employes as they would be done by. For those who realize that in their neighbor's prosperity lies their security.

I want to speak for all those of us who want to do our part of the world's work under our Constitution, and under a concert or court or league of nations that can, ought to and will be kept, morally and legally—as opposed to abstract, altruistic, idealistic, indefinite, intangible, impractical schemes that a world influenced by selfishness, cannot abide by. I speak for the good in the league of nations, as for the good in organized labor, but absolutely against arbitrary aggression, dictation and usurpation on the part of the head or sponsors of either of these or of any other organization or movement among us.

I speak for an unadulterated, one hundred per cent. Americanism of the timetried type; for an upstanding, self-respecting, clear-thinking and speaking, resolute, unflinching, hard hitting Uncle Sam standing four-square on the greatest of human documents—the American Constitution.

I speak for a National leadership that has the fear of God and the final wrath of the American people in its heart, and that will put that fear into the souls of all wrong-minded and wrong-hearted men.

Do you realize how many more sales you can make by explaining to your customers the wonderful power of—

Fleischmann's Yeast?

It is the best known skin clarifier.

THE FLEISCHMANN COMPANY

Assets \$3,099,500.00



Insurance in Force \$55,068,000.00

MERCHANTS LIFE INSURANCE COMPANY

Offices—Grand Rapids, Mich.

Has an unexcelled reputation for its

Service to Policy Holders

\$4,274,473.84

Paid Policy Holders Since Organization

CLAUDE HAMILTON
Vice-Pres.
JOHN A. McKELLAR
Vice-Pres.

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

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

SURPLUS TO POLICY HOLDERS \$477,509.40



When your customers want a pure syrup for table use, sell them

FRANKLIN GOLDEN SYRUP

because you can be sure its taste, color, and smoothness will please them, and when you do that you protect yourself.

A pure Cane Sugar Product, made by the refiners of

Franklin Package Sugars

In Four Sizes

The Franklin Sugar Refining Company

PHILADELPHIA

"A Franklin Cane Sugar for every use"

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



Judson Grocer Co.

Wholesale Distributors

of

Pure Food Products

Grand Rapids, Michigan

SNOW BOY

Washing Powder

Family Size 24s

Will Not Hurt the Hands

through the jobber—to Retail Grocers

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

10 boxes @ 5.90—2 boxes FREE, Net 4.91

5 boxes @ 5.95—1 box FREE, Net 4.95

2½ boxes @ 6.00—½ box FREE, Net 5.00

F. O. B. Buffalo: Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery.

This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

DEAL 1925

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

GRAND RAPIDS
PUBLIC LIBRARY

MICHIGAN TRADESMAN

Thirty-Seventh Year

GRAND RAPIDS, WEDNESDAY, JANUARY 14, 1920

Number 1895

MICHIGAN TRADESMAN

(Unlike any other paper.)
Each Issue Complete In Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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

Subscription Price.

Two dollars per year, if paid strictly
in advance.

Three dollars per year, if not paid in
advance.

Canadian subscriptions, \$3.04 per year,
payable invariably in advance.

Sample copies 5 cents each.

Extra copies of current issues, 5 cents;

issues a month or more old, 10 cents;

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

Entered at the Postoffice of Grand
Rapids under Act of March 3, 1879.

DIFFICULT SITUATION.

Dry goods jobbers who are in the New York market this week find little to give them comfort or satisfaction. Prices are firm on an extraordinary level and agents who would like to ease conditions are helpless as the jobbers themselves. Feverish buyers are bidding for goods and making no quibble about offering every credit assurance asked for. The agents who are looking beyond the present excited state of things and who want to keep their merchandise in normal trade channels are between the mills and the market demand and are trying as best they may to stem a tide that has great elements of mercantile danger in it for themselves and for their customers.

The regular jobbers of the country have generally cut down the yardage of goods they normally carry or provide for. In a number of instances they are passing business rather than take the risks that seem to lie in normal credit concessions at this time. But after they have exercised every restriction short of refusing goods, they find themselves confronted with urgent demands from customers they must supply and of whose integrity they have no question. Neither high taxes, nor high prices seem to chill the buying fever in many channels and the jobber is being forced against his better judgment to purchase stocks in order that he may go on keeping store. When he must buy he finds that new customers have been taking goods for many purposes other than jobbing, and that many looms are not running on the goods he needs.

It is true beyond any question that many selling agents representing large mills making standard merchandise have endeavored persistently in the past three months to defeat the rise in prices in their own lines. This is seen in the recent bleached goods advances, where new prices are 10 per cent. higher than the previous figures named. Feeling that constantly advancing prices will bring nearer a contraction of purchases at the retail counters,

discerning merchants have held back until their goods have become out of all proper ratio to current values. The advances now being made are forced from below, but with eager buyers leading the way. Even the abnormal shortening of credits, placing goods at value, and restricting the amount of goods a buyer may have, do not suffice to check the demand or make buyers desist from their bidding.

The abundance of money in consuming channels continues to cause retailers to marvel. The sales of this month in many large stores have been as large in volume as when values were 60 or 70 per cent. lower and some of the largest stores find themselves running short of the merchandise they advertised, believing they had enough at current prices to oversupply their trade. There have been several instances of houses being forced to buy at top prices to supply customers who relied upon advertising offerings, and who were disappointed. In more than one case retailers have bought goods from jobbers and re-sold them below the jobbers' prices in order to maintain the integrity of their selling.

By formally admitting defeat, the leaders of the steel strike have simply recognized a state of facts that has existed since the second fortnight of the strike. The steel workers were not defeated, as their leaders now claim, by the "press, the courts, the Federal troops, State police and many public officials." The strike was defeated largely by the incapacity of the venal and unscrupulous leaders who should have been deported because they are not Americans and are doing all they can to destroy the liberties of a free country. One of the strikers' demands—the abolition of the twelve-hour day in the mills—has behind it probably the mass of public opinion. Another demand—the right of the workers to organize—has much sympathy behind it, and in any case would not in itself have arrayed public opinion against the strikers. But whether the leaders would not or could not bring these two demands to the forefront, they allowed misty phrases like "control of industry" to be injected into the fight and their cause was lost. The initial mistake was in the selection of the leaders. With their present assertion that there will now be set on foot a campaign of education and reorganization there can be no quarrel. Their own education has unmistakably been furthered by the experience—and the other side has in all probability also learned something about the methods of red-handed murderers who claim to be exponents of both trades unionism and the I. W. W.

GIVE US BOTH SIDES.

Reports from Washington to the effect that the Henry ford campaign expenditures are to be looked into by an investigating committee of the United States Senate will receive the hearty approval of every honest man in the country. Unlike the clandestine investigation of Senator Newberry's campaign expenditures, conducted along strictly partisan lines, which destroys the effectiveness in the estimation of fair-minded men, the ford probe is to be conducted by a committee composed of both democrats and republicans and the sessions are to be open to the public, instead of resorting to the infamous grand jury system. Judge Sessions holds that less than \$4,000 can be legitimately expended in behalf of a candidate for the United States Senate, yet one of Henry ford's printing bills alone is reported to have been in excess of \$100,000. The Tradesman has nothing but the utmost contempt for a one-sided investigation by Government officials with Government funds to smirch the reputation of one man and protect the reputation of another because he happens to be a pet of the administration. Fair play is the only thing which will ever get any man or any party very far in this day and age of the world. The attempt to build up one man on the ruins of another has never succeeded and never will, because it stamps every man who resorts to such methods as shallow, treacherous and undependable.

AS TO WOOL AND WOOLENS.

Judging from the indications at the Government wool auctions in Boston during the week, it is a question whether or not there is to be a quick drop in prices of the article. It is beginning to be impressed on a lot of people that there is an amazing quantity of wool in the world, and that it is rapidly becoming available. The mills, too, appear to be pretty well supplied and are not inclined to push up prices. During the present year the British Government will try and get rid of its vast supplies. In a few months it will stop taking over the Australian clips, but, despite this, it will have nearly 4,000,000 bales to dispose of. This means about a billion and a quarter pounds. The contention has been made that the demand is for fabrics made of the finer wools only, but it is doubtful if a fair chance has been given to the other kinds. However this may be, there promises to be no lack even of the finer wools, a great deal of which will be offered at the British Government sales that are to begin this month and to be continued thereafter. So far as the goods market is concerned, things are quiescent. Cutters

up are awaiting the announcements for the next heavyweight season, which ought to be forthcoming in a few days, though the fine serges and worsteds may not be shown until next month. Dress goods offerings will probably be shown this week, while the jobbers are in New York. For all kinds of fabrics the talk is for still higher prices. In this, the wish is father to the hope.

For the past week or ten days Liverpool seems to have set the pace for cotton quotations. At first the rises appear to have been confined to the British Exchange, although they later affected the trading here. All in all, quotations were well kept up. But actual sales in the growing districts were not surprisingly large. For export, England and Japan are the best customers. Stories prevail as to the supposedly large part Germany is yet to play in this respect, but nothing tangible comes of them. Even in normal times that country was not a large purchaser of American cotton for use, although a lot of exports were credited to it. On Friday the Census Bureau issued its report of ginning up to Jan. 1. This showed a total of 10,017,089 bales ginned, as compared with 10,773,863 and 10,434,852 on Jan. 1, 1919, and Jan. 1, 1918, respectively. The figure does not show the recent estimate of the Agricultural Department to be optimistic. The goods market shows signs of wildness. Printcloths and other gray goods have been changing hands at new high record prices. Denims of ordinary quality have been fetching 45 cents a yard. Gingham keeps on getting higher in price, and a similar state of affairs appears for practically all kinds of cotton fabrics. Quite a number of mills are sold as far ahead as they care to go on a variety of constructions, and printers are finding it hard to catch up with business. The situation in knit goods remains unchanged. When the jobbers come here this week they may be able to start some new business, if the makers are willing. Just now they claim to be sold far enough ahead to satisfy them.

The death of Alfred W. Newark, of Cadillac, is a distinct loss to the business public of Michigan. As a retail grocer in Cadillac nearly forty years ago, as a lumberman in the Upper Peninsula and as a manufacturer and banker at Cadillac for the past dozen years, he discharged the duties of his various positions with credit to himself and with satisfaction to his associates. Mr. Newark was so thoroughly dependable that he came to be highly regarded by all who came within the scope of his acquaintance.

THE LAND OF OPPORTUNITY.

Warm Welcome Given Foreigners Has Been Abused.

Grandville, Jan. 13—During the Civil War almost the only friend we had in Europe was Russia. There was for many years a bond of sympathy between the United States and the country of the Muscovite. Our enmity then was toward England and France, each of which set out to help untie the American Union in the interest of the Southern confederacy and African slavery.

Immigration from the land of the Muscovite flowed through the gates on our seaboard and every Russian was received with open arms by the great Western Republic. Our boundless love for all foreigners seemed to go out unfettered by a single restraint.

America was proclaimed to be the land of opportunity and men from across the sea, flowing from despotic intolerance, found here a home under the protection of the American flag. America's gates were wide open—too wide, in fact, for the good of the Republic founded by Washington and perpetuated by Lincoln. Our trust in these simple sons of the monarchical governments of the old world was, it seems later, misplaced. In taking into our bosom the scum of nations beyond the brine, we hovered a band of men who plotted to destroy the government that acted the good Samaritan in their behalf.

Coming here poor, downtrodden and homeless, we gave these immigrants every opportunity accorded to our native sons and many of them prospered beyond their wildest expectations. These peoples of other lands ought to have felt grateful for the refuge given them and their kind by America. Late developments lead up to the unpleasant fact that many of these oppressed foreigners have plotted the overthrow of the Govern-

ment that has been a good father to them and their families. Such ingratitude is seldom met with outside the bottomless pit.

America may well be thankful that these revelations of red villainy have come in time for the right-minded citizens to take this villainous serpent of disloyalty and treason by the throat and strangle the life out of it for good and all.

It is a sad awakening to learn that these Russian refugees from the land of despotic rule have plotted the overthrow of the freest government on earth and the one approaching the nearest to an ideal form of self government the world has seen to date. These wild-eyed Russian reds, who have been treated as worthy sons of the Republic, are now turning and doing their utmost to rend the hand that has fed them. It is the wickedest outburst of treachery and vindictiveness ever recorded in the history of the world.

The men who have plotted this mad thing fully deserve to dangle at the end of a rope knotted by the freemen they seek to destroy. Simple deportation is a very mild dose of medicine to administer for such a case of ultra treason to our form of government.

That we of America have been more than generous in our treatment of these foreign immigrants goes without saying. This has been the one land that has extended the right hand of fellowship and made it the home of the homeless all over the earth. That the Russian exiles to America are making the most woeful mistake of their lives need not be stated. The friendship, bound together by the Civil War times, has been ruthlessly severed, and by the hand of the Russian. He has alone himself to blame that to-day the name Russian is anathema in the land of the free and the home of the brave.

It will require a long time—generations mayhap—to bring America and

Russia again into fellowship as they were at the time of the War for the Union. The melting pot of the world has taken a tumble to itself and refuses to longer harbor anarchists and socialistic outlaws from whatever source they come. The sifting the wheat from the chaff goes bravely on and it behooves American organizations of whatever form to clean their skirts as rapidly as possible from all connection with these red outlaws who seek the overthrow of our government.

It is well for America to keep aloof from entangling alliances of whatsoever nature with across the sea nations. It behooves labor unions and other organizations of true blue Americans to cease all connection with men who work in the dark, plotting treason and rebellion against properly constituted authorities in this country of ours.

This deep-seated plot to raze American institutions is carried on mostly by ungrateful Russian refugees from the land of the Czar. From Romanoff oppression to liberty-loving America come these men with murder in their hearts toward all that makes life worth living. Such swine should be banished forever from the light that shines for all decent, law-abiding citizens in the United States. From this time forward no Bolsheviks from the land of the Muscovite should be permitted to land on our shores.

While looking to the eradication of this foreign slime we must not forget that even the most loyal Americans have some skirt-cleaning to do at home. It is said that there were seventy-eight persons lynched in the United States last year. Seventy-two of them were negroes and nine of them former soldiers. Mob judgment was executed in varying forms of barbarity, shooting, hanging and burning alive accounting for most of these murders. In this we are basely

imitating Soviet Russia. If more than one person a week were slain without trial in England or France, a practice which we Americans condone as bad habit would in those countries be regarded as anarchy.

There is no denying that the beam in our eye is grievously large. It seems to me that the murder of nine fellow veterans ought to rouse the American Legion to an investigation with a view to seeking justice hereafter, in place of cold-blooded murder, in giving reign to a mean prejudice.

Old Timer.

Thirty-two spools of No. 40 cotton thread, each 150 yards, are required to make one pound (exclusive of spool). One pound of such thread now costs \$2.56. Before the war the same quantity cost the housewife \$1.20. Beside the increased cost of the raw cotton, higher wages and other increases in expenses, one-third more spools are paid for by the consumer; one-third more spool timber wasted than as though the original 200 yard spool had been continued and the retail priced raised. The raise to six, to eight and to ten cents came anyway, and purchasers came to know there were various quantities of thread on spools and so were keen to select or demand the larger quantity, if obtainable. The attempt to keep thread at 5 cents only resulted in waste of time and material.

Any one who "belongs" to a political party is a slave. The hope of the Nation is in those who vote for good, capable officers, also men who seek the good of the people, rather than party domination of their own selfish ends.

This is Important Only If You Are Interested in Extraordinary Service

The growth of the Worden stores has been extraordinary—but not surprising.

Our business is founded on a few simple ideas—in fact, so simple that they are a great many times overlooked by the merchants who are interested only in quick commercial success.

We have never been interested in quick success one-half as much as we have been interested in a permanent success.

In other words, we have not been as interested in sales as we have been in customers. That is why our salesmen are not only employed to sell groceries, but to offer helpful suggestions when necessary—a broad statement, but just as true as it is broad.

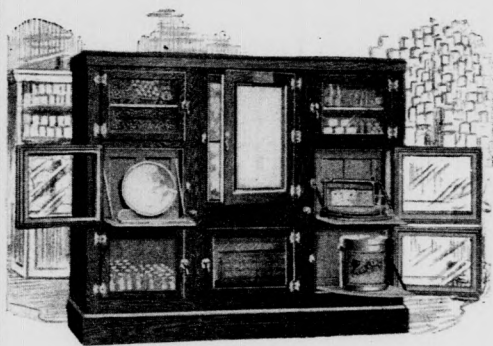
And the service that goes with every sale is as unusual as the merchandise itself. It is a service in the customer's interest first—and in the interest of Worden ultimately, of course—but our profit must result, if at all, from the continued satisfaction and patronage of the merchants of Michigan.

Worden's has long been the first choice of those who seek quality solely—while many buy of us because of economy alone.

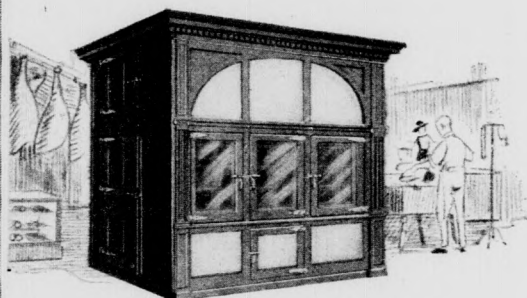
WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO—LANSING

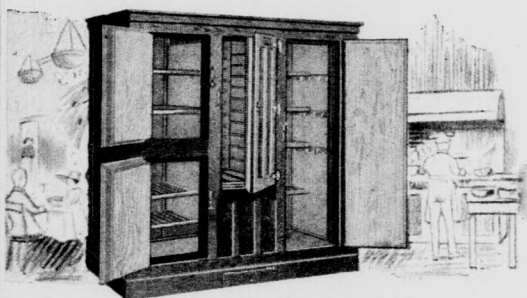
THE PROMPT SHIPPERS



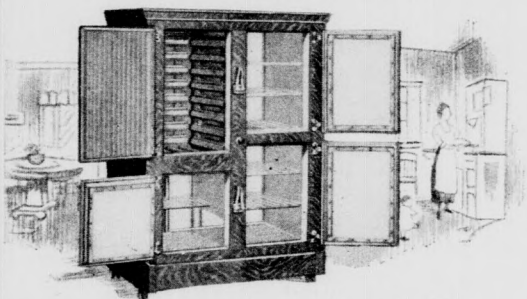
FOR GROCERS



FOR MEAT MARKETS



FOR HOTELS, CLUBS
RESTAURANTS, HOSPITALS,
INSTITUTIONS, ETC.



FOR RESIDENCES



FOR FLORISTS

McCRAY

REFRIGERATORS FOR ALL PURPOSES

McCRAY builds refrigerators for all kinds of business. Thousands of stores, markets, clubs, restaurants, hotels, hospitals, institutions, homes and florist shops depend on McCrays for efficient, economical refrigerator service.

For Grocery Stores—the McCray means more profits due to the saving of food products. Spoilage is one of the biggest losses the grocer has to meet and the McCray stops all such wastage.

For Meat Markets—every successful market is absolutely dependent on refrigerator equipment—it means success or failure. The McCray Cooler will perfectly preserve your meats.

Remember—Thirty years of continuous development have resulted in the perfected McCray System—by which fresh, cold air is kept in constant circulation through the storage chambers. Only in McCray are you certain to obtain years and years of satisfactory refrigerator service. Our position of leadership is a tribute to McCray quality.

Our Payment Plan enables any Grocer or Butcher to secure a refrigerator or cooler and pay for it while in use. Increase your profits by saving food—make this saving pay for a refrigerator or cooler.

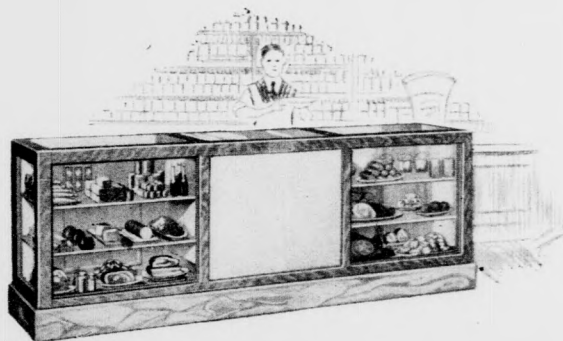
Send for Catalog—Let us send you a catalog that describes a great variety of designs—one to suit every requirement: No. 71 for Grocers and Delicatessens; No. 63 for Meat Markets and General Stores; No. 95 for Residences; No. 52 for Hotels and Restaurants.

McCRAY REFRIGERATOR CO.

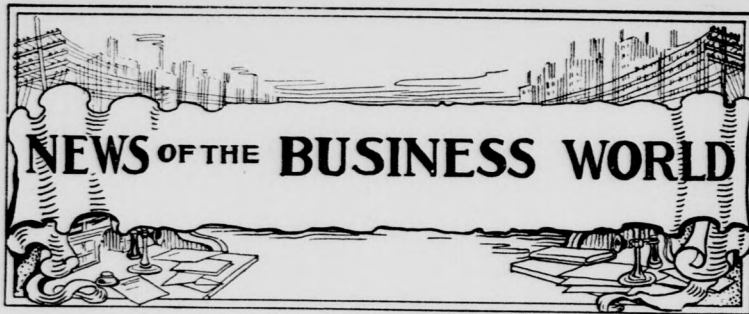
3044 Lake Street

Kendallville, Indiana

Salesrooms in all Principal Cities



FOR DELICATESSEN STORES



Movement of Merchants.

Wayland—C. A. Burger has engaged in the shoe and grocery business.

Hastings—Carey Edmunds succeeds Edmund Bros. in the grocery business.

Shepherd—Potter Bros. succeed George W. Potter in the grocery business.

Albion—The Farmers Elevator Co. has increased its capitalization from \$40,000 to \$60,000.

Albion—Ward Pettibone succeeds William Bemer in the garage and automobile supply business.

Muskegon—The Hanna Auto Paint Shop has been opened at 124 East Clay street, by Bert Hanna.

Sheridan—Fire destroyed the store building and stock of general merchandise of the J. G. Cutler Co.

Davison—The Farmers State Bank has been incorporated with an authorized capital stock of \$40,000.

St. Clair—The State Savings Bank has been incorporated with an authorized capital stock of \$50,000.

Alba—B. E. Jones has sold his garage and stock of automobile supplies and accessories to Waldin Larson.

Battle Creek—The Hamlyn Drug Co., 205 Marshall street, has been incorporated with an authorized capital stock of \$10,000.

Stanton—A new bank is being organized here by the Ealy interests. The capital stock is said to have been nearly all subscribed.

Muskegon—James A. Smith & Son have engaged in the wall paper, paints, paper supplies, etc., business at 15 South First street.

Bancroft—The Bancroft Elevator Co. is installing a complete fifty barrel flour mill which it will have in operation about Jan. 20.

Owosso—W. G. Duffield has sold his stock of bazaar goods to Olin Fishbeck, who will continue under the style of the Star Bargain House.

St. Johns—D. C. Thomas, wholesale and retail baker, has sold his stock to J. E. McBride, formerly engaged in the baking business at Lansing.

Lansing—The Bannasch Barber's Supplies Co. has engaged in business at 104 West Washtenaw street, covering central Michigan for its first territory.

Allegan—J. S. Bartlett, of Kalamazoo, owner of the Oliver feed barns, and his son, B. F. Bartlett, are preparing to start a feed-mill in the building occupied by George Odell. They will do general custom grinding and handle all sorts of feed at wholesale and retail.

Detroit—The Service Coal Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and \$6,000 paid in in cash.

Three Rivers—B. E. Smith, shoe dealer, has admitted to partnership, his son Donald and the business will be continued under the style of B. E. Smith & Son.

Monroe—Conrad Schrauder has retired from Schrauder & Co., wholesale and retail meat dealers, having sold his interest in the business to his son Edward.

Lansing—The South Lansing Hardware Co. has been incorporated with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in property.

Detroit—The Ferry Motor Sales Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and \$4,000 paid in in cash.

Detroit—The Reynolds Truck Sales Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and \$2,000 paid in in cash.

Carson City—William L. Wright has sold a half interest in his stock of bazaar goods to George I. Cliffe and the business will be conducted under the style of Wright & Cliffe.

Owosso—Olin Fishbeck has sold his interest in the clothing stock of DeYoung & Fishbeck, to his partner, Mr. DeYoung, who will continue the business under his own name.

Big Rapids—John Knorr has sold his interest in the drug stock of Milner & Knorr to his partner, Charles H. Milner, who will continue the business under his own name.

Jonesville—Earl W. Randall, recently of Tekonsha, has purchased an interest in the stock of the Jonesville Milling Co. and will assume the management of the business Jan 15.

Rockford—H. E. Earle has sold his drug stock to H. B. Hessler and Eugene Deyo, who have formed a co-partnership and will continue the business under the style of Hessler & Deyo.

Rockford—George A. Porter, who has conducted a grocery store here for the past seven years, has sold his stock to Charles F. Sears, who will consolidate it with his stock of dry goods.

Osseo—Fred L. Fuller, druggist, was recently arrested charged with selling drugs without being a registered pharmacist or being a regular druggist. Complaint was made by H. H. Hoofman of the State Food and Drug Department. Mr. Fuller paid a fine of \$10 and \$6.50 costs.

Detroit—The Wilco Co. has been organized to deal in automobiles, trucks, accessories, etc., with an authorized capital stock of \$15,000, all of which has been subscribed and \$2,000 paid in in cash.

Flint—The S. & F. Auto Sales Co. has been incorporated to deal in automobiles, trucks and accessories, with an authorized capital stock of \$25,000, of which \$15,100 has been subscribed and paid in in cash.

Detroit—Callender, Schult & Co. has been organized to deal in tools, castings, machine parts, etc., with an authorized capital stock of \$10,000, all of which has been subscribed and \$4,900 paid in in cash.

Detroit—The Modern Display Equipment Co. has been incorporated with an authorized capital stock of \$4,000, of which amount \$2,010 has been subscribed and paid in, \$63 in cash and \$1,947 in property.

Howell—The G. A. Pierce Co. has been organized to conduct a dry goods and clothing business, with an authorized capital stock of \$20,000, of which amount \$15,000 has been subscribed and paid in in cash.

Kalamazoo—The Harry C. Spence, Inc., has been organized to deal in soda fountains, supplies and accessories, with an authorized capital stock of \$5,000, all of which has been subscribed and \$1,500 paid in in cash.

Detroit—S. G. Gulian & Co. has been incorporated to deal in rugs, draperies and art goods, with an authorized capital stock of \$100,000, all of which has been subscribed, \$25,000 paid in in cash and \$10,000 in property.

Detroit—The Libott-Thomas, Inc., has been organized to deal in general hardware and electrical supplies of all kinds with an authorized capital stock of \$20,000, of which amount \$17,000 has been subscribed and \$8,500 paid in in cash.

Detroit—Solomon Silberstein has merged his dry goods and shoe business into a stock company under the style of Silberstein & Yolles, with an authorized capital stock of \$10,000, all of which has been subscribed and \$6,000 paid in in cash.

Bay City—The Meisel-Williams Co. has been incorporated to deal in hardware, mill and factory supplies, with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed, \$22,000 paid in in cash and \$10,000 in property.

Detroit—The Auto Manufacturers Service Co. has been incorporated to deal in automobile parts, materials and accessories, with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$2,500 paid in in cash.

Cadillac—The Cadillac CoOperative Association has been organized to conduct a wholesale and retail grocery and meat business, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in cash.

Ypsilanti—Edward A. Mellencamp, who has owned an interest in the clothing stock of C. S. Wortley & Co. for several years, has purchased the entire holdings of the company and will continue the business under the style of the C. S. Wortley Co.

Lansing—Harry E. Saier has merged his nursery, seeds and grain business into a stock company under the style of the Harry E. Saier Co., with an authorized capital stock of \$50,000, all of which has been subscribed, \$100 paid in cash and \$25,000 in property.

Monroe—After sixteen years of active service in the meat packing industry in this city, Conrad Schrauder has retired from the Schrauder Meat & Packing Co., in which he has been interested since 1903. Edward Schrauder, a son, has taken his father's place.

Allegan—Frank Marty has sold his interest in the Marty & Wise grocery and stock to Sidney Wise and Frank Switzenberg who will continue the business. Mr. Marty will confine his business activities to the Grand Rapids Wholesale Grocery Co., of which he is President.

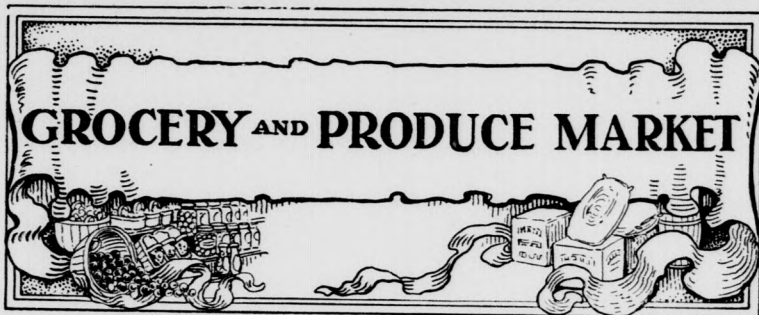
Grand Ledge—Charles W. Shane, ex-soldier, has purchased an interest in the pioneer jewelry business of his uncle, D. D. Shane, where he has been employed for ten years, entering his uncle's employe when a school boy. His parents, Mr. and Mrs. W. W. Shane, are well-known grocers here.

Benton Harbor—Directors of the American National Bank have purchased the Hotel Benton block, 150 by 100 feet, and will remodel it into a modern banking building. Recommendations have also been made that the capital and surplus of the Bank be increased to \$250,000 and that a trust department organized.

Allegan—Harry Fouch, druggist, succumbed to the sickness from which he had been suffering several weeks. He had been affected with mastoid abscesses and up to last week it was thought his condition was very much improved. Monday he spent much of the time in his store and in the evening his head began to pain him. Before morning he became unconscious. Dr. Ferris Smith, of Grand Rapids, was summoned to consult with Dr. E. D. Osmun. As the result of the consultation, the patient was immediately taken to Blodgett hospital, Grand Rapids, where he was operated upon. The surgeons entertained little hope for his recovery, as pus had saturated the brain and worked its way into the spinal column, causing meningitis later. He rallied from the operation and for a short time Thursday morning recognized Mrs. Fouch and his brother Perle who had accompanied him and who remained with him to the end.

Stockbridge—The Field Manufacturing Co. has been organized to manufacture and sell at wholesale and retail, brooms, brushes and sweepers, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$2,900 paid in in cash.

Detroit—The G. A. Ingram Co. has been organized to manufacture and deal in drugs, chemicals, hospital and physicians supplies, with an authorized capital stock of \$20,000, \$10,000 of which has been subscribed and paid in in cash.



The Grocery Market.

Sugar—We are reaping the reward of official indifference and ignorance. A few months ago the President of Cuba offered the American Government all of the 1919 crop of Cuban raw sugar at 6½c. No reply whatever was received by the sender of this courteous communication, so competition from other nations was invited, in consequence of which the refiners of this country are now paying 13c for Cuban raws. This means a price of about 15c to the jobber, exclusive of freight from the seaboard, which is approximately ½c (.446 to be exact). Sugar in carlots will thus cost the Grand Rapids jobber about 15½c. The jobber ought to be permitted to charge 17c, but the District Attorney will probably fix the wholesale price at about 16½c and the retail price at about 18c. Michigan beet sugar factories have nearly all completed their run for the season and most of them have sold their entire output. In all the history of governmental interference and non-interference the record of sugar is the sorriest page in the book of indifference and incompetence.

Tea—The year's tea business has not yet opened to a larger volume. Some business is being done every day apparently, for the better grades mostly, but prices show no change at all. All holders appear to be very strong in their ideas and there seems to be every indication of higher prices rather than lower.

Coffee—The demand for coffee is exceedingly quiet, but Rios have advanced about 1c a pound during the week. All holders, however, are not sticking close to the advance. The undertone seems fairly strong on all grades of Rio and Santos. Santos shows no change for the week. Milds remain about unchanged. The general demand for coffee is moderate.

Canned Fruits—The market in all lines is rather stagnant, as there is very little doing in an export way and the domestic outlet has not opened up as yet. It is a rather nominal market and a firm offer for any considerable block might lead to better prices. The better grades of California peaches are held at fall opening prices, plus carrying charges, but are slow in movement. Some varieties such as clings can be had down to 5 per cent. under the opening. Apricots are at the same range, as they are not in as firm a position as a whole. A firm offer might even beat this figure. Pears are quiet at 5 per cent. over the opening, with some Bartletts held at 10 per cent. over. Apples are moving in in a small way.

Legitimate buyers have loaded up with all the stocks they want and there is not any speculative buying to mention.

Canned Vegetables—Tomatoes are dull but hardly weak as was the case a short time ago. Packers are not inclined to seek a market at any discount, as they believe there will be an actual need for all of their reserves before the new pack is in the market. Corn is about the same as during the past week. Spot business is light, but there is every prospect of a better demand before long. Peas have not come out of their dull spell, any more than tomatoes or corn, but like them the outlook is more favorable. A more active spot market would create more attention in the 1920 pack. Saurkraut is the firmest of the minor vegetables, as the short pack and steady movement have left but light reserves in the hands of packers. Asparagus is moving in a fair way, particularly of the better grades.

Canned Fish—A hopeful sign is to be noted in the increased enquiry for salmon shown by the local trade. For some time the spot market has been dull, but this was seasonal and about to be replaced by a more active market if the present interest develops into actual business. There has been very little doing in a domestic way for some time, although buyers are now asking for options or bids more freely than during the holiday period. Some distributors are entirely out. California sardines of all grades are in a light supply on spot and the movement is steady. Olive oil grades are in restricted supply. There are heavier stocks of Norwegian sardines than have been on spot for some time, because of the heavier importations during December. As the Norwegian supply has been materially reduced there is no disposition to shade prices on spot goods. Tuna fish holds the same firm position shown for the past few weeks. White meat is in small supply in second hands.

Dried Fruits—Raisins are the cause of the most comment, although the volume of business under way is surpassed by prunes. Raisins can hardly be secured in any quarter, as the distributors who are usually sellers at this season are more inclined to buy than sell, but they are unable to do so as there is so little of any grade available. Seeded show a stronger demand than seedless, probably due to the call for this grade for wine making purposes. Bakers who have made a specialty of raisin bread are turning out more than they did a year ago but are handicapped in their

production by the present shortage. Stocks from the Coast are reported to have been practically all shipped, so that if the present buying drive continues it looks as if the crop would be entirely cleaned up before the summer sets in. Usually raisins are moving from the Coast until mid-summer. The resale market is almost bare of stocks and it is more a question of variety and the need of the buyer than it is of the price, but the market is generally quoted at 3@5c over the opening on the various grades. Prunes are quiet, but there is some little current business from exporters in the small sizes. The market is firm, even though there is not much trading going on at present. Inland cities are looking for all sizes, while the Coast has been buying unshipped stock where it was on the market. Large sizes are the center of interest and are in the strongest position. The shortage of California stocks has given Oregon prunes a firmer undertone and packers are holding at firm figures. Apricots have come in for only a moderate amount of attention as there is no particular interest in the market at the moment. Buyers will be back for more stocks in the near future and, with a bare market here and in the West, the outlook is for a continued firm market. Peaches are due to come out of their present coma before the end of the month. There is no disposition to force this variety on the trade as reserves are subnormal and ought to easily clear with the expected heavier demand, which ought to develop before long. Watchful waiting explains the present market. Pears show parallel conditions. Apples are being taken in a fair way by domestic buyers but there is no real activity, and none is expected until the end of the month. The light stocks in State packers' hands gives them confidence in the future of the market.

Rice—Jobbers having for the most part completed the making of annual inventories are making arrangements to fill gaps in stocks thereby disclosed. None of them has any reserve of rice and there is being shown a desire to get in early to secure needed supplies. Very little stock is to be had on the spot, however, notwithstanding recent liberal arrivals, prior sales having absorbed the bulk of these receipts. The tone of the market is strong and the trend of prices is upward, following the course of primary markets.

Nuts—The entire line is weak and quiet. Buyers are disposed to think that lower prices are inevitable to effect a clearance, and they are only in the market in a very small way. There is a surplus of almonds of all grades except Nonpareil's with the line, save for this grade, dull and weak. There is little sale for foreign walnuts, while California stocks are being undersold by some of the outsiders who have acquired stocks and who are willing to cut their prices below that of the Association. California budded, on account of its attractive quality, is doing better than the other grades. Brazil nuts have shown almost no enquiry in over a week, the

market being weak. Dealers are anxious to clean out their stocks before the new goods arrive toward the end of the month. Pecans have been on the down grade for some time, but the market has not reached the point where buyers are interested. Filberts are in buyers' favor and quiet.

Cheese—The market is steady, with quotations ranging the same as the quotations of a week ago. The fresh arrivals are very light and show defective qualities. There is a fair demand for cheese at this writing, with an adequate supply.

Provisions—The market on lard is slightly firmer, due to heavier purchases within the last few days. The prices are about 1c per pound higher than they were a week ago and there is a light supply. We do not look for any material change in lard in the immediate future. The market on lard substitute is slightly firmer, due to an increase in the demand and a slight decrease in the supply. The market on smoked meats is steady and unchanged, with quotations about the same as last week. There is a fairly active demand and a moderate supply. The market on barreled pork is steady, with an adequate supply to meet the present demand. The market on dried beef is slightly easier, with quotations about 1 cent to 2 cents under last week's quotations. There is a good demand and a moderate supply.

Syrup and Molasses—Glucose is in light supply and heavy demand. Prices are unchanged and firm. Sugar is in light supply, prices steady to firm. Molasses very scarce and very firm.

Beans and Peas—There has been no special change in beans and peas during the week. Marrows are still steady at unchanged prices, as are pea beans, at the advance noted last week. California limas rule at the same prices as for several months; demand fair. Green and Scotch peas unchanged and quiet.

Salt Fish—The demand for mackerel is light, but holders are expecting an improvement almost any day. Prices show no change for the week, but are perhaps a shade easier. This year holders are expecting the Lenten demand to do great things for the mackerel market. If it does, it will be the first time in many years that it has amounted to much. Codfish about unchanged; demand fair. Salmon shows no particular change in price, but the demand has been rather better during the week.

A J. Stratton has engaged in the grocery business at 109 Gold avenue. The stock was furnished by the National Grocer Co. The same store was occupied by the father of the present merchant, the late James A. Stratton, for twenty-five years and one month. The son has a worthy example in the most excellent father.

J. A. Howden succeeds Andre & Joling in the grocery business at 1007 Wealthy street.

Grand Haven—The Grand Haven Baking Co. will install a new rotary oven.

Late News From the Saginaw Valley.

Saginaw, Jan. 13—Twelve men, good and true, bubbling over with U. C. Tism, hand bags and paraphernalia, journeyed to Owosso with 1,000 reasons why you should trade at home and helped put through five men who were seeking what every true commercial man should seek—affiliation with inner circles of America's greatest order of traveling men—the United Commercial Travelers of America. We were met at the depot by automobiles and co-workers were waiting to receive us, after which we were escorted to W. E. (Bill) Lovett's cafe and banqueted to the king's taste on chicken. Conductor Oren Leidlein, of Saginaw, kept a keen eye on our boys and nothing serious happened, although Mr. Leidlein was somewhat embarrassed for having to call Geo. Pitts down in his attempt to monopolize the gravy bowl. A near fight was stamped out by the Saginaw heavyweight, Ed. Knoop, when Dan MacArthur was playing the roll of a cigar keptomaniac. Dan doesn't smoke, but we understand he is trying to collect sufficient cigars with which to treat the boys next Saturday night, at which time we hold our regular meeting. It is to go on record as MacArthur night and, naturally, it is up to him to treat the crowd.

After the banquet we were escorted to the lodge rooms, where the usual preparations were made to welcome our new brothers and, from all appearances, the welcome they received will remain in their minds for a long time.

The meeting was called to order by Mr. Reynolds and in regular form was turned over to the Saginaw officers, who marched to their respective stations and proceeded with their work. The ritualistic work was put on in wonderful style. Senior Counselor MacArthur was at his best. Conductor Leidlein never faltered. The Ray of Hope was delivered by Junior Counselor Bert Rutherford and he held his audience spellbound. His delivery of this wonderful lecture was probably the best that he has ever given and surely it reached its intended mark. Junior Counselor H. D. Ranney occupied the P. S. C. station in his usually easy manner.

After the initiation was finished, a short business meeting was held, at which time a keeper of the parchments was elected to fill a vacancy. A. J. Cook, one of the newly elected candidates, was chosen for the position and, inasmuch as the great grand installing officer, Mark S. Brown, was present at the meeting, Mr. Cook was installed the same night he was elected. After the ceremonial and the presentation of the degree was given, the work of the evening was resumed. Mr. Cook responded and spoke briefly, assuring the boys that he would be on hand at every meeting and perform his duties in as near a masterly style as possible. This is the first time in Owosso Council's history that a new member has ever been elected to this responsible office. We wish him good luck and a pleasant year.

The following Grand officers were on hand to witness the work: Grand Counselor C. C. Starkweather, of Detroit; Grand Junior Counselor Herbert D. Ranney, of Saginaw; Grand Organizer Lou Burch, of Detroit; Past Grand Counselor M. S. Brown, of Saginaw. The last hour or so of the evening was transformed into what seemed to the listeners to be an oratorical contest, for never to the writer's knowledge was there so great an attack made upon the English vocabulary as was exemplified by the speakers. Mr. Starkweather gave us some mighty helpful hints as to what part we ought to take in this great period of reconstruction. He warned the U. C. T.'s to be ever on the watch for I. W. W.'s and their co-workers, the reds. Be real Americans, you

men, and report to the Federal officers any act of disloyalty that may come under your observance. You owe it to your country, your fellowmen and yourself. He paid special tribute to Saginaw Council for the wonderful progress it has made the past year. He predicted that Saginaw would soon be the biggest council in the State if they continued at their present rate of speed in their membership drive. True to his calling as an organizer, Lou Burch spoke on the merits of fraternalism. Forget the insurance part of the order, practice and preach good fellowship and you will get out of the Council a thousand times what you pay into it. An interesting lecture was given by Grand Junior Counselor Ranney. His topic for the occasion was Poor Fish. His talk was very pleasing and made a big hit. The next speaker called on was the star of the evening, who put the finishing touches onto the ending of a perfect day. Mark Brown as an orator has Bryan backed off the map. Webster would have blushed with shame had he heard him juggle the English language on this occasion and Geo. Phoenix was made to look like an amateur when it came to his fearless denunciation of the things that were liable to loom up as obstructions to the welfare of the organization. His descriptive talk given on the Beautiful Town of Lincoln was easily the feature of the evening. However, at this point I believe Mark Brown owes our State organizer an apology for infringement.

MacIntosh, P. S. C., of Owosso, acted as toastmaster for the occasion and, as usual, handled the affair in his usually tactful manner. A public debate is being planned between Czar Brown, of Saginaw and A. J. Cook, of Owosso, the same to take place in the near future in Saginaw on the subject. The Commercialization of our paper industry. Who is the Profiteer? Watch for future announcements.

The following Saginawians attended the Owosso meeting: H. D. Ranney, M. S. Brown, H. L. Rutherford, Oren Leidlein, John Denhans, Geo. Pitts, Archie Dorman, Ed. Knoop, Harry Zirwes, Harry "Push" Tracy and yours truly.

Several of the boys, so I am informed, sat up nearly all night with Mark Brown at the Widemuth Hotel. Don't believe he was nearly as sick as some of the boys who left his room late Sunday morning.

A few of the boys felt sorry for the chambermaids and didn't go to bed at all. They sat up until train time and then beat it for Saginaw. Most of them bought return tickets at Saginaw, so they had no trouble getting home.

Oren Leidlein, for the past six years a member of the sales force of Lee & Cady, at Saginaw, resigned recently and accepted a position with the Garber-Buick Co., at Saginaw. He is in the office a part of the time and on the road part of the time, representing the parts department of the above company. Oren has a host of friends in and around Saginaw who, while glad to see him better himself, are sorry to lose him as a regular business as well as social guest among the grocers.

Boys, let us make MacArthur night the night of nights. Be on hand at the Elk Temple Saturday at 7:30 p. m. sharp. Big class for initiation.

L. M. Steward.

The Fibre Grand Co. has been organized to manufacture and sell Fibre cards, braids, etc., with an authorized capital stock of \$26,000, all of which has been subscribed and paid in in cash.

The bookkeeper who carries "forward" his footings must needs begin his accounts in the back of the book.

Announcing the New House

of

Daniel T. Patton & Company

(Successors to Otto Weber & Co.)

Wholesalers of

MEN'S WEAR

We Invite Your Consideration

It is the plan of the Company to develop for this territory a strictly high grade

Men's Furnishing Goods House

The Incorporators Are { Daniel T. Patton, Claude E. Long, G. John Maurits } You know
W. L. Patton, Glenn E. Finch, Wm. I. Burdick } us,
Glenn E. Ranney } Don't you?

DANIEL T. PATTON & CO.

59-63 Market Ave., N. W.

Grand Rapids, Michigan

WATCH US GROW

THIN WASH GOODS

Just a Reminder

That Plain and Printed Voiles will be in great demand this spring.

We have a splendid stock of these goods ready for early delivery.

Quality Merchandise—Right Prices—Prompt Service

Paul Steketee & Sons

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Shoes

that meet the demands of fashion.

Shoes

that best serve the man who works.

HIRTH-KRAUSE
SHOES

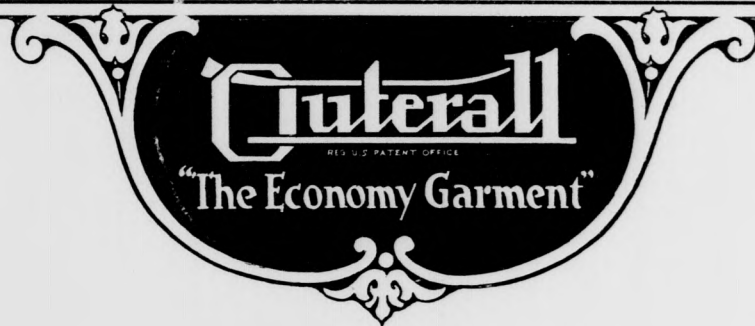
Tanners and Shoe Manufacturers

Fieglers

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

AMERICA'S PLAY GARMENT



04

Save Clothes—Save Washing—Save Mending

Outerall juvenile one-piece play suits are mothers' best friends. Neat, attractive and long wearing. Many styles, popular prices, sizes 2 to 16 years. Made of tough khakis and indigos. Trim collars, many pockets, red and white piping. Send for folder of new 1920 line now ready.

MICHIGAN MOTOR GARMENT CO.

Greenville, Michigan

BRANCH OFFICES:

405 Lexington Ave., New York; 615 Locust St., Des Moines, Ia.; 1016 Medinah Bldg., Chicago, Ill.;
222 Marion Building, Cleveland, Ohio; 147 Dwight St., Springfield, Mass.; 45 N. Third St., Phila-
delphia; 3425 Ashland Ave., Indianapolis, Ind.; Milwaukee, Wis.

The longest wearing Play Suit on the Market.

HIGHER PLANE SOUGHT.

The ease with which high prices are being obtained in the underwear trade is furnishing considerable food for thought and from the mass of uncertainties that now exist some factors of the trade are trying to draw out a definite programme for the future.

In the first place it is felt that underwear from the beginning has been too cheap. This goes back many years and does not apply only to recent times. It is pointed out that mills in many cases were not able to obtain a sufficient return on their money to enable them to turn out a decent line of merchandise. The jobber and the retailer bought purely on the price basis with little if any attention to the quality, providing it looked fairly well worth the price.

Even the consumer bought on the price basis with little if any regard for value or worth. It is pointed out that in the vast majority of cases the consumer was not in a position to distinguish between two garments but it is also added that the retailer even if he were able to guide the purchaser aright always did it from his point of view and generally with the larger profit in mind, rather than the better quality and wearing ability.

Selling agents and mill men contend that they have been forced to manufacture to meet a price and that this is impossible to do and at the same time make an article that will give real service. It is pointed out that often the addition of 50c or \$1 to the cost at first hand will really add a great deal more than 50c and \$1 worth of value.

It is believed that this condition has materially affected the underwear trade with the result that trash was produced in greater volume than was the case with real merchandise. There is a definite trend noticeable now in the trade that hopes to put underwear, and all knit goods for that matter, on a higher plane not only for the immediate present but for all time. The day of ten cent vests and similar articles which gave much service for the money but which were nevertheless cheap in every way is believed to have passed for once and for all.

Indeed, mills hope to be able to make good merchandise and obtain a sufficient profit from the making to make it attractive to do that. On the other hand it is argued that the consumer will be much better served because he will, by paying a little more, obtain a great deal more wearing ability.

SEDATENESS AND MATURITY.

Less than twenty years ago the disorder and turbulence now prevailing in Mexico were rife throughout all South America. The frequency of the South American revolutions had become an old and hackneyed joke. Most of the republics were at sword points with one another, and it was a common thing for two of them temporarily to get together and jump upon a third. All this has changed; with maturity the nations of South America are acquiring sense and stability. Those who of late have

traveled in Chili, Argentina, Brazil and Uruguay have been struck by the progress that has been made and the security that now replaces the old disorder. They are grappling with industrial problems with ability and large-mindedness, they are developing in a way that makes for peace and comfort. There is no reason to doubt that Mexico is susceptible of similar improvement once those at the head of her Government are men of capacity and power.

Is the selection of San Francisco for the Democratic Convention a recognition of the part played by California in 1916? Or are those spiteful Republicans correct who declare that the Democrats had no hope of nominating a winning ticket and therefore looked around for the city in which they could have the best time during the ordeal of picking a loser? If Mr. Bryan's feeling about the influence of the women's vote in 1916 is shared by members of the Democratic National Committee, that may have had something to do with the matter, even though the election figures, so far as they can be analyzed, give no basis for the Bryan hypothesis that the men voted differently from the women. The correspondents agree that San Francisco outbid other cities for the honor of entertaining the convention by planking down a check for a round \$100,000. In going to San Francisco, however, the Democrats are merely continuing a tendency they have long shown. The "farthest West" convention that the Republicans have ever held was at Minneapolis in 1888, but the Democrats, having gone to Kansas City in 1900, in 1908 ventured as far as Denver. From there to the Coast is but a step.

At a time when the hope of the world lies in work, this country alone has numbered as many strikers as it sent soldiers to the World War, although the community beggared itself in raising wages until they were squandered in indulgence, while necessities soared out of the reach of those whom that sort of prosperity did not reach. We are now in peace, and there are many men who think they are asserting a right of their class in striking against work by other men. That is not humanizing industry nor the working of a democracy worthy of the sort of Americans who seek only a free field and no favor. It is only public affairs which are in the moral and economic doldrums. Private affairs are in wholesome and even improving condition. There is encouragement for the faint-hearted in the counsel of the Federal Reserve Bank that the economic world is overcoming all obstacles. As Governor Harding said last week, the condition of foreign trade shows that business is proceeding, although he did not know just how. The condition of the exchanges, which ought to block exports, is not doing so, and "first consideration will be given to the industrial and commercial requirements of the country." The economic world does move, regardless of statutes or theories, and the Federal Reserve is leading the way.

LINENS ARE QUIETER.

Linens in wholesale and importing circles were reported quiet at the close of last week. Judging from advice from the other side, this condition is welcome because of the sold up position of producers. Buying on the part of American interests continued active through the closing weeks of 1919 though some lines were withdrawn and few manufacturers would bind themselves to any definite time of delivery.

Jobbers hear favorable reports from retail circles regarding the progress of the white sales now in process as usual at this time of the year. They say, however, that it is still too early to make any specific statement as to their results. The trade is interested in knowing whether the high or the lower priced goods show any advantage one over the other, as an indication of the effect the continued rise in the primary market is likely to have.

Importers agree, however, that some retail offerings are real bargains, believe that if the public saw the future of the primary market as they see it, consumers would not let the present opportunity slip.

The large arrivals of linens during the last five or six weeks have been rushed into distribution and readily absorbed. The raw material situation abroad is still without apparent solution and marked limitations appear to be set on manufacturing for the next twelve months.

Mr. Hoover's statement regarding the needs of Europe, and our own country's proper share in meeting them, should be read in the light of the circumstances which occasioned his remarks. Sir George Paish, who was once connected with the British Treasury as a special adviser but who is so connected no longer, had expressed some ideas of his own as to what would be Europe's immediate requirement of outside credit. The amount named was quite beyond the bounds of reason, and it is this extravagant estimate to which Mr. Hoover refers in declaring his emphatic disagreement. That a very large amount in the way of credits needs to be extended against merchandise now bought from us by the recent belligerent countries, Mr. Hoover does not dispute; indeed, he could not do so, in the face of perfectly well-known facts. He does, however, vigorously combat, as the Secretary of the Treasury did in his recent annual report, the proposal that our Government shall again become a lender for such purposes, and he emphasizes his belief that, while the providing of food for Europe is a peremptory duty, the Government can largely solve that question by selling to those countries on credit, rather than for cash, part of the large supply of flour which it has already acquired in connection with its regulation of the wheat trade.

After reading Roosevelt's estimate of the author of Martin Chuzzlewit one can better understand what it means to "give a man the Dickens."

General Conditions in Wheat and Flour.

Written for the Tradesman.

There was a decrease in our visible supply of wheat last week of 4,402,000 bushels. The Canadian visible decrease was 2,929,000 bushels, which indicates a good movement of wheat.

The head of the United States Grain Corporation, however, in his circular to the holders of licenses in the United States, gives warning of the hazards which may confront the handlers of wheat and flour after the withdrawal of the Government next June.

He particularly refers to the larger carry-over in the Northwest than last year and says that by continued replacements from the Southwest and the Pacific Coast, and because Eastern Millers will probably draw their smaller requirements of strong wheat from Canada and the Argentine, the Northwest Mills can grind an amount fully equal to last year's large production.

Mr. Barnes' statement on the whole is rather bearish. However, he has left unsaid many things which are bound to have a bullish effect on both wheat and flour. He said nothing, for instance, of the requirements of Central Europe. The American Congress has been asked by Treasurer Glass for \$150,000,000, with which to buy foodstuffs for the Armenians, Polish and Austrians. Nearly 15,000,000 are on the verge of starvation and without doubt a tremendous quantity of foodstuffs, principally bread stuffs, will be required to meet this situation.

Of course, the Grain Corporation is trying to create a bearish sentiment, and reduce the cost of foodstuffs as much as possible, which is a very worthy effort and it is to be hoped that values will be held to at least the present basis. Prices are certainly high enough.

There is no gainsaying, however, that last year's crop of wheat was very much under earlier estimates and in the face of an exceptionally heavy demand it is difficult to see how it is going to be possible to pound values down very much.

Of course, the growing crop of winter wheat and the amount of acreage of spring wheat, sown in the spring, and the outturn of it, or at least, the estimated outturn, is going to be a factor when the Grain Corporation relinquishes control of grain and flour altogether the first of June, 1920.

If we should be so unfortunate as to have poor crop prospects for the 1920 harvest, very likely the values will advance, rather than decline as soon as the Grain Corporation relinquishes control. On the other hand, with big crop prospects, and they are possible, and in fact, probable, a decline may be expected, although, cheap wheat and cheap flour, we believe, are out of the question for another year or two.

Mr. Barnes' advice to buy conservatively and not speculate is very sound and should be followed irrespective of crop prospects.

Lloyd E. Smith.

Quality is Always Maintained

OUR rigid policy of using only the best leathers and employing only expert shoemakers has kept, and will continue to keep, the quality of *Honorbilt Shoes* at the high mark. The style, fit, comfort and reserve wear *insure maximum satisfaction.*



Such high standards of manufacture offer protection and profits to the dealer carrying the *Honorbilt* line. It will pay you to investigate our proposition. It obligates you in no way. *Prepare now for a year of bigger business.*

Send for our catalog showing the Honorbilt quality line for men, women and children.

F. Mayer Boot & Shoe Co.
MILWAUKEE, WIS.

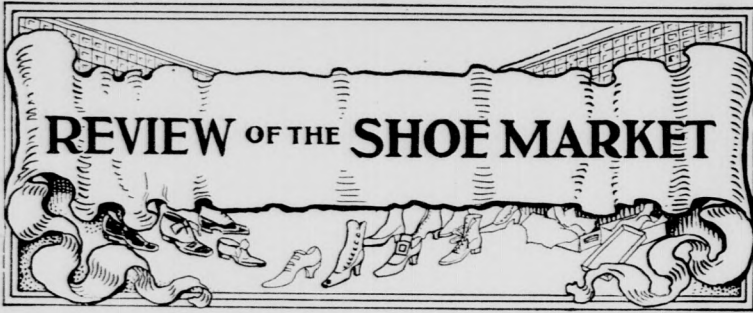


No. 48—Glazed Dongola Martha Washington Lace, 8 inch High Cut, Plain Narrow Recede Toe, 2 inch Louis Leather Heel, Turn Sole, A-D, 2½-8.
No. 49—Brown, Same as No. 48.



No. 716—Vici Kid Blucher, Tip, Medium Recede Toe, ¾ inch wide Square Heel, Single Sole, Welt, C-E, 5-11.





Michigan Retail Shoe Dealers' Association.

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

Style Vs Nature in Women's Shoes.
 Written for the Tradesman.

There is more than an academic interest in this subject which bobs up from time to time. It is really worthy of serious thought by everybody in the trade, from lastmaker and resigner down to the newest and rawest clerk in the little specialty boot shop around the corner.

Probably the writer wouldn't have thought about spilling any reflections on the subject at this time, however, had he not happened to notice, in the current number of the Ladies' Home Journal, a splendid article by Charlotte C. West, M. D., entitled, "High Heels."

It is an eminently sane, well written, finely illustrated article; and constitutes one of the most drastic arraignments of high heels and narrow pointed toes I have ever seen.

The writer takes the subject very seriously, as is apparent from this statement in her opening paragraph: "The exaggeratedly high heels now being worn by young girls and all women within the ages of sixteen to forty-five is, of a truth, a matter for serious concern to those having the health of this and the future generation at heart."

Pretty Feet and Ankles.

Dr. West, being herself a woman, understands perfectly the pardonably natural feminine fondness for a pretty foot and ankle. "A trim foot and a neat ankle are still feminine attributes on which a woman may pride herself, and justly so; but they need not and should not be secured at the expense of healthy functioning pelvic organs, a beautiful straight back and other features that are thrown out of plumb by high heels."

And along with this statement are some X Ray pictures showing plainly how the extremely high-heeled shoe throws the weight of the woman's body forward so that the greater part of the strain falls on the weak bones of the toes. And there are figures showing both the normal and the abnormal relation of the plumb line to the ball of the foot.

The writer of this extremely clever and illuminating article calls attention to the well-known fact that women's feet are now larger than they used to be, and attributes this physiological change to the "greater freedom of outdoor life indulged in by women of to-day, necessitating more comfortable footwear. The feet of our girls and

young women who go in for this sort of thing—and most of them do at one time or another—thus become accustomed to the greater ease and comfort and health of tennis shoes, golf shoes, sport shoes, walking shoes, or some other type of loose-fitting, substantially-built shoes for outdoor wear. And, as a result, the feminine foot has developed along with her body; it has become larger.

There is nothing alarming in this statement; and nothing to be regretted.

But the low-heeled sport shoe and other types of substantial footwear for out-of-door use, will not, of course, suffice for dress purposes. For then milady's foot must be modishly clad. Therefore long, narrow toes and excessive heels; for these are the modes that have become accredited.

There is almost a note of bitterness in Dr. West's statement of this matter. She says: "The bootmaker caters to female vanity, not to female health. He 'gets over' the increased size or length of the feet by building long, narrow shoes of ridiculous widths—A, double A, triple A, and now even quadruple A, with heels two inches and a half to three inches in height, and scarcely one inch in diameter at the greater concavity. This is the shoe foisted upon the female public to delude them into the belief that their feet are aristocratically slender, high-arched and smart. It matters not what the general physique—in which the foot of course shares—may be; the boot, to be fashionable, to be modish, must be narrow and high-heeled."

Both Freedom of Movement and Health.

According to Dr. West both freedom of movement and the health of women are jeopardized by extreme styles of footwear.

It stands to reason that, to maintain one's balance in a pair of high-heeled shoes, must require some conscious muscular effort on the part of the wearer. The thing actually done by this conscious muscular effort is to thrust forward the sacrum or lower spine; but this "anterior displacement causes a train of distressing symptoms." They need not here be enumerated, for this is not a medical treatise.

The woman clad in high-heeled, narrow-toed shoes naturally cannot walk with a free, swinging gait, she goes tripping along with short, carefully-placed steps. She has to walk carefully to maintain her equilibrium and keep from tripping up.

The principal quarrel with extreme types of footwear for women is based upon the fact that they rob the heel

The H. B. Hard Pan (Standard Screw) Service Shoe is a really wonderful work shoe. Your customers know what it is. They and their friends have been wearing it for years. Solid leather—honestly made. It's a combination that can't be beat anywhere.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

**Coming by Express
 This Week**

Now is when you need them

Will be on the floor this week Friday



**WHITE ROCK
 WAVERLEYS**

Men's 6-11 \$1.38
 Boys' 2½-6 1.23
 Youths' 11-2 1.08

Hood Rubber Products Co., Inc.

Succ. Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

and ball of the foot of the greater part of their function in the support of the body. The human foot is virtually a tripod, in that the weight of the body is supported by the heel, the ball, and the outer portion of the foot. This is demonstrated by a study of the imprint of the human foot these are the points where the foot touches the floor or the ground. There is no imprint under the arch where the greatest strain naturally falls. And this allows for the wonderful flexibility of the human foot.

But, as Dr. West rightly maintains, the female boot—especially if it is built with an excessively high heel and a very narrow toe—throws the weight principally on the toes. And this keeps them from functioning as they should.

What the Toes do in Walking.

Perhaps the reader has not stopped to consider just what the toes do in walking. Personally I confess that I had not until I read this quotation from an eminent medical authority. Dr. West cites it in the article to which I have referred.

"The small toes have two joints, while the great toe has only one. The great toe is most important of all, and is the strongest and the largest. When we raise the foot from the ground to bring it forward, we raise the heel and let the weight fall on the great toe. To execute this movement, the great toe must be placed in the shoe in such a position that it can stretch itself out directly forward, for in its normal condition it is found on the prolongation of the longitudinal axis of the first (metatarsus) toe joint."

Naturally, therefore, toes that are too narrow and too pointed interfere more or less seriously with this essential functioning of the great toe.

Retail shoe dealers are interested in this matter, but perhaps not as immediately so as the last makers and designers and shoe manufacturers. Of course style is queen, and women are going to demand stylish modes in footwear; but it would be ever so much better for everybody—manufacturers and dealers as well, and more especially for customers of our stores—if really sensible, correctly-built styles of footwear could be popularized and worn. Cid McKay.

Why the Rule of Love Should Prevail.

Ann Arbor, Jan. 13—Parents and relatives of the young man who has left the farm and gone to make his way in the world are wont to tell with pride that "he has obtained a responsible position" with some mercantile firm, manufacturing establishment, railroad or the like. It is now beginning to be seen by people in all walks of life that the man who conducts a farm, whether owner, lessee or hired manager, occupies a more responsible position than many of whom their relatives fondly boast, and one requiring far greater ability.

He who fails to secure the largest production or the finest quality in farm crops or live stock is in part a failure. This may be a fault or it may be a misfortune. The son to whom has fallen the paternal acres may labor under handicaps which are not the lot of one who goes forth with only his bare hands and an ambition to buy a good farm of his own in due time. If the brothers and

sisters who have gone into other vocations must be paid an equal share as the remaining son, the latter may be destined to a lifelong burden of interest and payments. There is some justice in the English system which passes on the entire title to the homestead to the eldest son.

Go through the farming districts and you may note the farm buildings which lack paint, the dilapidated fences and other tokens of lack of care, and you may safely say that most of those farms are occupied by tenants whose only interest is to get the most money for a few years and then seek a more productive farm, or else such farms are in the hands of the son who can not or cares not to keep it in the best possible condition.

Few, indeed, realize that the "ownership" of a farm is a God-given stewardship which entails a responsibility far greater than the ownership or control of many other business enterprises which are eagerly sought by ambitious young men. It is claimed that but a small proportion of agricultural college graduates become active farmers. The reasons are obvious, few young farmers or their fathers have capital to carry on farming according to the methods taught at the agricultural schools, even if the father were willing to adopt the improved methods. Rather than discard much that he accepts as progressive farming and toil on for years to accumulate necessary funds, the young graduate accepts a good salary as farm manager, dairyman or some special line in which he has perfected himself and defers or relinquishes his intention to become a farm owner. Right here becomes in the responsibility of the general public for whose ultimate benefit the farm is operated. And so the farmer's problems are also the problems of the state. Antagonism between city and farm is detrimental to both, just as with capital and labor. Individual greed or selfishness never can furnish all the necessary elements of success. Never were people so dependent upon one another as in these times. Only the rule of love can obtain—comprising fair play, honesty and com-mising fair play, honesty and co-operation.

The time may not be far distant when every occupant of farm land will be held accountable to the state for its use and maintenance. If so, then will the state be equally obligated to provide necessary farm laborers whenever farm operators are unable to obtain them. Some method of supplying helpers who can always be depended upon must of necessity be adopted.

When one thinks about a "responsible position," think of the farmer. E. E. Whitney.

**OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS**

The Tisch-Hine Co.

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

**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



More of Our Big
"January Specials"






3565—Misses Choc
Cordo Lace
McKay . . . \$3.75

2565—Growing Girls
Choc Cordo Lace
McKay . . . \$4.40

3566—Misses Choc
Cordo Lace
Broad Toe
McKay . . . \$3.75

3965—Child's Choc
Cordo Lace
Broad Toe
McKay . . . \$3.45



RINDGE, KALMBACH, LOGIE CO.
Grand Rapids, Michigan

**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



Leave it to the People.

Report has it that Congress will soon get together on the League of Nations covenant.

Very good! That's what ought to be done, the sooner the better. Altogether too much time has been given to this question. To be sure, it is one of the most important that ever came before an American Congress, and no decision should be rendered lightly. Those who cannot see the good of binding this Nation in a league with European countries feel that procrastination is better than haste in deciding such a momentous question, one that Washington saw might come up in the future and to which he gave considerable attention in his farewell address.

The world moves in devious ways its wonders to perform. We have made remarkable strides in the last few decades, but not one of them has been in detriment to the wellbeing of the country. Is it not fair to assume that in deciding this question of an European alliance (for this league covenant amounts to that), we are treading on delicate ground? Congress is called upon to decide for the Nation a question which makes for the weal or woe of all our people for generations to come. The question is of such tremendous moment that it does seem that a thorough sifting of consequences ought to be made.

The American Nation stands at the parting of the ways. There is one road we all know leads on to safety and complete National prosperity. The other road may lead to the good of our country and it may lead to a future fraught with endless difficulties which will keep the National government in hot water continually. We know absolutely that the sure and safe road is the one the United States has trod during the years leading down the ages from 1776 to the present time. Shall we continue in this road, one of absolute safety and honor, or is it worth our while taking up new, untried experiments which may lead to good for us all, and agrandizement for the Nation, or lead to a directly contrary outcome in which our boys shall form a part of the world's armies to do service beyond the seas and have a hand in every squabble between the nations of continental Europe?

Which shall it be, assured safety for our country, with honor, or a doubtful and dangerous policy of experimenting with an unknown quantity, that, in the words of one great American, we may make the world safe for democracy?

It seems as though making the United States safe for democracy is in every way worthy of our striving and that the Eastern world may well look after her

own lands, leaving the Western hemisphere to be cared for by the inhabitants thereof. It is well that we approach this question of leaguering the United States with Europe with our eyes open and a firm determination to do that which is best for our own country. If this be better secured by binding ourselves in a league with Europe, well and good. At any rate one thing is as certain as that the sun rises in the East, and that is the responsibility of the American people in the matter, which concerns us every one, to the last son and daughter.

Congress is responsible to the people. If Congress goes ahead and makes this treaty with foreign countries and the whole thing proves a mess and a blunder, we have tied our hands and must abide the mistake. Even though it lead the United States through seas of blood, the expenditure of immense treasure to keep our contract.

If this country goes into the field of European politics; if we clasp hand with Britain, France, Italy and others to maintain the peace of the world, such a program ought to be carried into effect only after the electorate of this Republic so decide. The only fair way is to submit the question—the most momentous ever presented to America—to the voters at an election called for this especial purpose.

After a few weeks given to a fair and square discussion of the desirability of breaking down the safeguards recommended by Washington, the American people will be able to decide for themselves and their posterity what their attitude is in the matter.

Abraham Lincoln had absolute trust in the people, which is why he is to-day recognized as the greatest exemplar of American manhood the country ever produced. Had the Emancipation Proclamation been issued a twelve-month earlier it would have proved a boomer-

Kent State Bank

Main Office Ottawa Ave.
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000
Surplus and Profits - \$750,000

Resources

11½ Million Dollars

3½ Per Cent

Paid on Certificates of Deposit

Do Your Banking by Mail

The Home for Savings



THE BOND DEPARTMENT
of this bank offers only such bonds as are suitable for the bank's own investment purposes.

Investors purchasing bonds from The Old National Bank, secure the benefit of the broad experience and trained judgment which naturally accrue to a bank established for over sixty years.

THE OLD NATIONAL BANK

Monroe at Pearl

Grand Rapids

The
Public Accounting Department
of

THE MICHIGAN TRUST COMPANY

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

Installs General and Cost Account-
ing Systems.

Makes Audits and Investigations for
any purpose desired.

Room 211

Michigan Trust Company Building

Citz. 4271

Bell M. 408

Grand Rapids, Michigan

ang and likely destroyed the Union. Some of the greatest patriots in the North urged upon Lincoln the necessity and righteousness of freeing the slaves a full year before he placed his pen to the document that made his name famous throughout the world. The President was too wise. He knew the people, whose will he proposed to carry out, would not approve. As fast as his people moved, Lincoln led. To-day it is the voice of the American people who should solve the question of a European alliance for the future.

Leave it to the people. That is the only fair and honest way. Nor should it be deferred until next summer, when it would be thrust in the heat of a presidential campaign. This question of a league of nations is an absolutely non-partisan one and should be decided on its merits, regardless of any other questions.

A prohibition party, pledged to the abolition of the liquor traffic, existed for many years. Its efforts were absolutely nil until the question came up on its own merits, as a non-partisan measure, when it went through to a glorious victory. The people did it. Any measure to be worth while must have the people behind it. If we ally ourselves as a Nation with the effete monarchies of Europe, let it be done by order of the American people and not by the behest of a Congress not elected to decide such a question.

Let this league be rejected as a finality by Congress now, otherwise send it out for the voters of the United States to pass upon. This might well be done at the spring elections in the various states, when it would be passed upon in a non-partisan manner, leaving the fall for the threshing out of other issues on which the two great parties of the country honestly differ.

If we are to become meddlers in foreign politics; if we are to match our Yankee cuteness with the astute Briton and wily Frenchman, let this be done only with the advice and consent of the whole American people and not by a few representatives in Washington.

Death of a Remarkably Courageous Financier.

Of Lord Cunliffe, who was governor of the Bank of England during the outbreak and the first four years of the European war, and whose death was announced by cable, it will be said that his official career, like that of many other English merchants and financiers who held that office in a great financial crisis, was distinguished not so much by exhibition of peculiar financial genius as by practical common sense and quick decision. The situation which confronted the bank and the London financial organism, during August, 1914, was such as it had never before had to face. The paramount and immediate task was to avert the general insolvency, which appeared to be threatened by the sudden cutting off of hundreds of millions sterling in the foreign credits on which the English financial community depended to meet its home liabilities.

What the bank of England did, with extraordinary courage and on the basis of a rapid survey of the crisis, was to offer to take over on its own account the "approved bills of exchange" on which international banking houses were liable on transactions prior to England's declaration of war. The aggregate amount outstanding was subsequently estimated by the Exchequer as high as £500,000,000, and a Treasury guarantee was necessary to sustain even the Bank of England under the enormous load. But the thing was done; there were no great bankruptcies in London; even the "moratorium" was abandoned before the end of 1914, and in due course, in the face of war and war loans, the great bulk of the loans thus assumed by the bank were paid off by the bankers. It is this remarkable achievement which will stand by itself in the history of Lord Cunliffe and the Bank, as it will in economic history.

Many a man thinks he is revealing a profound secret when he tells a woman he loves her.

Why Make a Will?

One of the highest courts in the land has answered this question in the following simple fashion:

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

Every man or woman possessed of property, whether little or much, should make a will. Verbal instructions, tacit understandings, and "last minutes" mean troubles. Name this Company as your Executor.

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.

OTTAWA AT FOUNTAIN BOTH PHONES 4391

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPAU SQUARE

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

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

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

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED

Fourth National Bank

United States Depository



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually

3 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus
\$580,000

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

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

Bankers Look for Credit Contradiction.

As a result of the warnings concerning the money situation which were conveyed to bankers Tuesday at the financial conference in Washington, local bankers yesterday expressed the opinion with some positiveness that an era of tight money and probably high rates had arrived. It was pointed out that although the call rate both yesterday and the day before continued on a very moderate level, this was due to the fact that Stock Exchange operators had taken fright and ceased to make demands for funds. There was a greater disposition on the part of most institutions to lend on time and a decreased disposition to lend on call. Some institutions which have had modest markets entirely withdrew their funds because of their belief that an era of contraction was in sight and they might have greater difficulty in drawing out a little later than at the present time. Other institutions, and among them very influential bankers, declared their intention of settling fully with the Federal Reserve Bank within the near future.

The reported action of the Federal Reserve Bank in raising its buying rate, although denied, was regarded as pointing to prospects of further development of the rate-raising policy which has been characteristic of recent weeks. Special interest was expressed in the statement reported from Governor Harding to the effect that "it is going to be necessary perhaps to raise rates beyond their pres-

ent level.* * * You should all bear in mind that a further rate increase is a contingency which must be reckoned with." That such further rate increases would be necessary has been predicted by bankers who have been close to the situation for some time past, and Governor Harding's statement was taken as simply confirming an interpretation of conditions which had been regarded by them as unquestionable. Comment yesterday was largely concerned with the extent to which rediscount rates would have to be advanced, there being some opinion to the effect that an early increase up to a level corresponding to that of the Bank of England, which is now 6 per cent., would be necessary. A few observers are inclined to predict the necessity of an even greater increase, placing the rate high enough to effectively curb the demand for loans and cut down discounts. No definite confirmation of the policy to be expected could be had, it being the opinion of some bankers that the policy was still in the process of development.

There was a very marked reduction of advances in the stock market yesterday, coinciding with a much lessened demand for accommodation due to a severe falling off in the volume of business which cut transfers on the exchange to between 700,000 and 800,000 shares. In this connection the statement of Governor Harding that "non-essential loans should be discouraged and the rediscount facilities of the Federal Reserve banks ought not to be used for the sake of profits"

BOND SERVICE

An intimate knowledge of bonds and investments has been acquired by HOWE, SNOW, CORRIGAN & BERTLES through the many years of experience in the selection and distribution of securities. Out of this experience has been developed a comprehensive Bond Service which has proven of value to both large and small bond buyers. Briefly outlined, this service comprises:

SELECTION OF BONDS—Bonds from a broadly diversified list, which have been purchased for our own account after thorough investigation, are offered to investors.

COLLECTION OF COUPONS—All interest coupons on bonds are collected without charge.

OWNERSHIP CERTIFICATES—In the collection of interest on corporation bonds, assistance is afforded in preparing ownership certificates.

LIBERTY BONDS—The large volume of Liberty Loan Bonds and Notes handled daily makes possible prices that are advantageous to both investors in and those who wish to sell these issues.

DATA AND STATISTICS—An extensive department of statistics is maintained for our own guidance in the purchase of bonds. The information on file is available for investors.

INCOME TAX SCHEDULES—Our income tax department has complete records of government requirements, and affords expert assistance in the preparation of individual income tax schedules. As soon as you receive your blank from the Income Tax Department, bring it in so we can assist in properly filling it out.

CURRENT OFFERINGS—Howe, Snow, Corrigan and Bertles issues almost every week a brief description and analysis of a particularly attractive current investment offering, on which descriptive literature is sent to a limited list of banks and active investors. At your request we shall be glad to put your name upon our mailing list to receive this.

The present market is especially favorable for investors, high-class bonds selling upon a very satisfactory income basis. Inquiries are particularly invited in person or by mail, from those who have money for investment and are not familiar with bonds. Courteous and confidential service is assured.

HOWE, SNOW, CORRIGAN & BERTLES
INVESTMENT BANKERS

Grand Rapids Savings Bank Bldg. Grand Rapids, Mich.

Petoskey Portland Cement Company

Petoskey, Michigan

Authorized Capital \$1,500,000

No Bonds. No Preferred Stock. No Water.

The Future of the Petoskey Portland Cement Company

In addition to securing Mr. J. B. Johns as General Manager and Vice-President and one of the Directors of the Petoskey Portland Cement Company, the Company has secured as its local Superintendent Mr. E. C. Switzer, of Stroh, Ind. Mr. Switzer will be with the Petoskey Portland Company within a week or so. He was formerly with the LeHigh Portland Cement Company, and then became Superintendent of the Wabash Portland Cement Company, from which concern he goes as Superintendent to the Petoskey Portland Cement Company. With Mr. Johns and Mr. Switzer, two very successful experienced cement men, at the head of this Company, there can be no question as to the future bright prospects for the Petoskey Portland Cement Company.

The Company is now practically financed, and within a very short time there will be no more of the Company's treasury stock for sale. Therefore, those who desire to purchase a holding in this Company which has very bright prospects for the future, should send for details and inform themselves of the exact status of the Company.

Certainly the Petoskey Portland Cement Company could not enter the cement field at a more opportune time, because of the great shortage of cement, in spite of the fact that the large road-building contracts calling for millions of dollars worth of cement have only just begun, in addition to the other enormous building projects that call for large amounts of cement.

The Company's crushed stone business alone should earn a substantial dividend for the stockholders as soon as its dock is completed and the Company can ship by water to all the Great Lakes Cities.

In considering this stock as an investment, bear in mind that the Company has an unlimited supply of raw materials, excellent shipping facilities both by rail and water, and that it will operate two businesses—both crushed stone and cement—in the profits from both of which the stockholders will participate. The strong business management and very competent men at the head of the manufacture of cement must also be taken into consideration in judging the possibilities of this Company.

Investigate this at once, as it will soon be too late.

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

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

Name

Address

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

was regarded as indicative of an intent to apply the policy predicted in many quarters of "rationing" or further discrimination against Stock Exchange advances. Bankers who were willing to comment on this aspect of the matter were inclined to the view that period in which voluntary co-operation on the part of the banks for the purpose of curtailing loans of this kind would be successful had passed by and that control could be obtained only through direct action on the part of Reserve banks in reducing the volume of discounts allowed to member banks in all cases where it appeared funds were being put out on Stock Exchange loans beyond perhaps a very moderate or minimum amount.

So completely had the general question of discount rates and money conditions generally superceded the discussion of rates on deposits that comparatively little interest was expressed in the question of rates to be allowed on out of town deposits. So far as could be learned, the sentiment of the best banking authorities supported the resolutions announced as having been passed at the conference on Jan. 6 and favored the adoption of a general agreement designed to prevent the competitive raising of rates through the action of banks competing against one another against deposits. It is predicted that the outcome of the forthcoming Chicago conference will be to bring about a still further curtailment in interest rates if not a complete separation between them and the ninety-day discount charge at Federal Reserve banks upon which they have been based during the past few months.

Enemies of Peace.

How can we expect peace—

When there are men and women in the world and they fall in love?

When motor car tires are made of rubber and there is glass in the road?

When telephone operators refuse to talk English?

When congress insists upon sending us garden seeds that will not come up.

When strike-on-the-box matches refuse to strike.

When the kids leave tin trains of cars for the old man to stumble over?

When the women are all trying to win 10-cent bridge prizes?

When the butcher weighs his hand in with the steak?

When married couples will insist upon picking the wallpaper together?

When everybody has relatives?

Creed for the Farmer.

Breathes there a man with soul so dead who never to himself hath said: "I'll till more land to make more bread to save the cost of overhead. I'll plough my fields for early corn; the squash shall ramble o'er my lawn; I'll fill my driveways full of corn and plenty shall my board adorn. We'll raise things that we love so well; the onion with its vigorous smell; the currant with its lovely jell; the bean that loveth so to swell; the cuke whose eager pains we quell;

the squash which spreads like umbrella; potatoes that perhaps we'll sell—and while about it, we may's well raise everything excepting h—ll."

A New Year's resolution is an admission of failure. To fail is to sin; and to sin is to fail. Failure indicates attempt. Not to attempt is worse than to fail—worse than sin. To impute sin is not a strong condemnation. Good sinners are abundant—even lovable sinners; the weak of humanity are termed sinners; the strong are righteous or wicked. Transgressors, disobedient, disloyal, defiant of law, antagonistic to good, intentionally injurious, premeditated wrong, purposely evil, deliberately wicked—these terms apply to a different class than sinners. An annual period of self-examination, confession and resolve is hopeful. Every day as well as New Year's day should be a new beginning, a new start in the right direction, a renewal of the warfare which must continue until victory is assured.

**PREPARE for WINTER
Don't Get Cold Feet**



An Extension Telephone at the Head of the Stairs will save many unnecessary steps.

The call in the night may be *the important one.*

An extension telephone costs but a few cents a day!

Call Contract Dept. 4416.

CITIZENS TELEPHONE COMPANY

GRAND RAPIDS SAFE CO.

Agent for the Celebrated YORK MANGANESE BANK SAFE
Taking an insurance rate of 50c per \$1,000 per year. What is your rate?
Particulars mailed. Safe experts.

TRADESMAN BUILDING

GRAND RAPIDS, MICHIGAN



Confidence

Through the fabric of all industry and commerce you will find it woven—CONFIDENCE. Where it abides—there is happiness, comfort, security. When it is absent—there is sorrow, discouragement, anxiety. Integrity is its foundation. Experience its cornerstone. Ability its edifice. As a creed we have chosen it—CONFIDENCE—as business men we have built for it—so that we may serve with all three of its requisites, all investors, large and small.

FREDERICK R. FENTON, President

For 25 years an investment banker and lately Federal Reserve Director of Sales for the Liberty Loan in the State of Michigan.

CLAUD H. CORRIGAN, Vice-President

Founder of one of the first investment houses in Western Michigan—late District Organizer for Liberty Loan in the State of Michigan, under supervision of Federal Reserve Bank.

RUSSELL J. BOYLE, Sec.-Treasurer

Investment Banker and late District Organizer for the Liberty Loan in the State of Michigan, working under the direct supervision of the Federal Reserve Bank.

FENTON CORRIGAN & BOYLE

Underwriters and Distributors of
BONDS EXCLUSIVELY

Michigan Trust Building
GRAND RAPIDS, MICH.

Bell Phone—Main 5139
Citizens Phone—7117

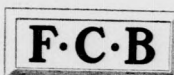
Offices:
Grand Rapids, Detroit, Chicago

CLAUD H. CORRIGAN, Vice-President

United Fuel & Supply Co.
First Mortgage 6% Serial Gold Bonds

Secured by a direct (closed) first mortgage on all real estate improvements and equipment of the Company appraised at over \$4,000,000. Total bond issue only \$1,500,000. Company actively engaged in building supply and fuel business in Detroit over 50 years. Bonds tax exempt in Michigan.

Price 100 and interest, yielding 6%.
Denominations \$100, \$500 and \$1000. 1934-37 maturities. Ask for circular.





WOMAN'S WORLD

Make Your Boy Brave Instead of a Coward.

Written for the Tradesman.

"Stop ridiculing your child!" I heard a noted psychologist say to a mother whose conversation with her little boy he had overheard. "You are not making him brave; you are making him a coward."

It was apropos of a discussion we had been having about moral cowardice, and this mother's remark to her child fitted admirably into the conversation.

It was not physical cowardice that we had been talking about, but the moral—or immoral—kind; silence, secretiveness, deceitfulness through fear. It had begun with this woman's plaintive remark:

"My children, both boys and girls, are so secretive; they never confide in me anything about their personal affairs."

So the psychologist, a very wise, practical, common-sense man, went on to talk about the disastrous effects of ridicule upon a little child.

"It is very common," he said, "and very mischievous. I know a father who has made it a deliberate practice to make fun of his children. He says it toughens them. Well, I don't know but it does—toughen them toward him. The time will come when he will have to help them out of troubles that might have been forestalled if he had the sense to gain their confidence now. Or very likely they won't come to him at all."

"I remember very well the first time I noticed what he was about; one of his boys tried to tell him about a 'peach of a girl' in whom he had become interested. It was a fine chance for that father to anchor his son's confidence in him. Instead of that he made fun of him and of the girl. Nobody need tell me that that boy never again will approach his father with any confidence worth the having. That father will be the last to know when his boy finds the girl he really wants."

"It is a terribly mistake to ridicule a child. It makes him afraid to open out, injures his self-respect and takes away a certain native confidence in the safety of the world. However much he must put up with the sneers of his fellows outside he ought never to meet them in his own home."

Can you look back into your own childhood and see yourself concealing your thoughts and plans and ambitions from your parents? What made you do it? Once you had done a wrong or mischievous thing or had an accident, did you 'fess up freely or were you afraid—so afraid that you lied about

it, and then got punished both for the mischief or the accident and for the lie? Queer, isn't it, that "fear of corporal punishment" is one of the standard answers to the question of the cause of cowardice? But there is an equal fear, even if harder to define—the fear of ridicule. I am not sure but it is a more deep-lying and more powerful cause of the silent cowardice that is so much harder to detect and to remedy.

Whatever, else you do, do not drive your child away from you. If you indulge in the vice of corporal punishment—usually an expression of your own anger and lack of self-control—he cannot very well run away from you; there is nowhere for him to go. But if you beat him with cruel and sneering words, heartless ridicule, especially when he brings you confidences about things precious to him, he can take his soul away from you and hide it where you never can find it again. He can shut it away from you, and once you have lost contact with his soul by building up between a wall of fear, it is very hard for you ever to get through that wall. He never will be sure of you.

"Threats" is another word that comes in the answers about the causes of cowardice.

Threatening—especially if you don't do what you threaten—undermines your authority. The child is very likely to do what you forbid, but all your threat accomplishes is to lead him to conceal it from you.

I have in mind certain pretty big boys, pretty fine boys they seem, who are at college now. They are cowards, made so by their parents, who whipped and threatened and ridiculed them and made them shrink within themselves.

I remember being present once when one of these boys came to his father with a scheme about which he was very enthusiastic. It was no great matter; a very little quiet conversation would have shown him that the plan was not practicable. But—

"How perfectly absurd! Ridiculous!" cried the father, and despite the fact that the boy had told it to him as a confidence that man shouted the whole story to every one within earshot, distorting it so as to produce shrieks of laughter from all who heard.

The lad was greatly humiliated and crestfallen, and I know very well that a link—possibly the last link—between him and his father was broken that hour. I doubt if it could be restored.

How much better to have met the boy halfway, sympathized with him and suggested something better, more practical, to fulfil, perhaps another time he sneaks off and does the thing without

Lily White

"The Flour the Best Cooks Use"

Retains all the natural, delicious flavor of the wheat berry, which in turn is imparted to the bread baked from it.

Making LILY WHITE FLOUR is more than just grinding up the wheat; it is more than merely taking out the bran and middlings. In fact, making LILY WHITE FLOUR is the work of an expert. The wheat used is the very choicest obtainable, which is cleaned four times, scoured three times and actually washed before going onto the rolls for the first break.

Every atom of undesirable material and dirt is eliminated from LILY WHITE FLOUR, and the natural flavor of the grain is retained, making it possible to produce such delicious bread.

Your money back if you do not like it *better*.

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.

RED CROWN

Retail Trade Builders



BIG SELLERS



ACME PACKING COMPANY

Chicago, U. S. A.

24---APPETIZING VARIETIES---24

consulting anybody. What else can he do—his father, upon whom he had a right to depend, has gone back on him!

Nearly always, cowardice and self-repression, secretiveness in all its pitiful forms are rooted in the experiences of childhood. Unintelligent punishment, threats and ridicule are about the most prolific causes of it.

Prudence Bradish.

[Copyrighted, 1919.]

First Annual Meeting of Detroit Retailers.

The first annual meeting of the Retail Merchants Bureau of the Detroit Board of Commerce, given last week at the Board Auditorium was attended by about 400 retailers.

J. E. Wilson, President of the Bureau, and proprietor of the Wilson Shoe Stores, acted as chairman of the meeting which followed the banquet and entertainment. He expressed great satisfaction at the attendance, the interest and enthusiasm of the retailers of Detroit, and urged that a greater effort than ever be made at once to increase the permanent membership list of the Bureau.

"It is a great pleasure to stand here to-night before the most representative retailers of our great city, because I believe it is the first time in the history of Detroit that so many retailers have ever gathered together for the purpose of knowing each other better, and to co-operate in solving the many problems that are daily confronting each one of us," he said.

After a brief review of the year's work, Mr. Wilson introduced Dr. M.

S. Rice, pastor of the Woodward avenue Methodist Church, who assumed the duties of toastmaster. A. A. Templeton, President of the Board of Commerce congratulated the retailers upon their splendid showing during the first year of their organization.

Lew Hahn, Secretary of the National Retail Dry Goods Association, New York, spoke forcefully on the problems of the retailer and the necessity of greater co-operation. He deprecated the fact that after the retailers had given unsparingly of their time and money to the government towards winning the war, the government should then turn upon the retailers of the country and have the people believe they were profiteers. He said that the retailers were in an unfortunate position, the high prices of the manufacturers and the wholesalers were passed to the retailer and that he in turn had to break the news to the public.

Mr. Hahn spoke to the retailers of the vital importance of having organizations through which they could speak to the Congress of the United States as well as to the people of the country. He predicted that the day would come when there would be one gigantic, big national retailers' organization, all co-operating together for one common cause, with each line or branch grouped into a divisional organization to take care of its specific trade problems.

Congressman James W. Fordney, of Saginaw, and chairman of the Ways and Means Committee of the House

of Representatives, touched on a number of different topics, explaining to the retailers why the various luxury and merchandise taxes were necessary. He said that the high cost of living could not be legislated to lower levels—that the law of supply and demand only could bring that about.

"The world must take into account that for four years thirty million men had been producing nothing but destruction," he declared. He emphasized the necessity of a return to a high protective tariff, and said he expected to introduce a bill into Congress to prohibit the selling of any goods in the United States by foreign manufacturers at less than the price asked in the country exporting them. This bill would empower the government to send a representative to any part of the world to examine the books of the companies exporting goods to America. Refusal to give this information to the American representatives would bar such goods from American ports.

The shoe retailers of Detroit are meeting every second Wednesday noon for luncheon at the Board of Commerce and following the luncheon a business session is held.

Let Us Have Faith.

Faith is a sublime attribute of the race. It is our faith that cements us together and spurs us on. No one ever accomplished anything worth while without faith.

Faith, and faith alone, carried the caravel of Columbus across the sea. But for faith Washington would have

surrendered at Valley Forge. Faith sustained Lincoln during the dark hours of the Civil War. Faith carried the pioneers across the Alleghenies and the Rockies to discover the ever retreating west, and faith made the waste places bloom and the valleys yield to their weak hands and strong hearts.

Faith is the eternal spring from which we dip all our happiness and prosperity and accomplishment in this world below, and it is all we have to build upon for our hopes of the hereafter.

Look upward, friends, and take a chance. Set your lips and make your unwilling feet go forward. Have faith in yourself, your future, your friends, your family, your business, your town, your country and your God. Be game and gay and it will follow as the dawning the dark that you will be good and happy and loved and fortunate and able to win at least a good living from the world.

Faith was born in the first light of the morning stars; she dwells always in the wonder depths of that great To-morrow to which all of us look for the fulfillment of our heart's desire. Never doubt it, there is a light ahead and a golden chair and a sweet smile and a true hand and a thrilling song and a blessed recompense for every brave heart. Faith will unlock every door between the deepest dungeon of earth and the highest gate of Heaven.

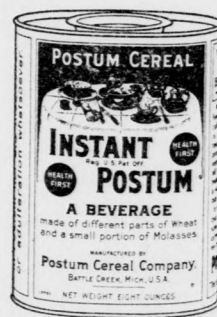
If the truth about your goods will not make them sell, something is wrong about the goods.

Besides Health Reasons that turn so many new buyers to Instant Postum

—reasons of price and convenience are turning many others to this satisfying table drink.

Our advertising never lets up

Isn't it just common sense to keep well stocked on Instant Postum to meet the certain and steady demand?



The Sale Is Guaranteed

What Retailers Must Not Do in Business Hereafter.

The National Retail Dry Goods Association is sending to its members a special bulletin, in which a list of what must not be done in business is emphasized "as indicating things which now are bad judgment and likely to hurt us all." The list of "don't's" is as follows:

1. Do not hold sensational special sales and advertise that they are at the request of the Department of Justice.
2. Do not advance prices on your lower priced lines simply because the public follows your advice (or the advice of the Department of Justice) and calls for the necessaries rather than the luxuries.
3. Do not increase your advertising beyond the amount of space you normally use in each season.
4. Do not let your salespeople talk high prices. Do not let them tell customers they had better buy now because prices are going up.
5. Do not speculate in merchandise. You can get quicker action in Wall Street. Speculative buying increases our problems and causes higher prices.
6. Do not lose sight at any time and do not let others lose sight of the fact that you as a retailer are a legitimate, honorable factor in the established and time-tested economic plan; that you must supply the things your public wants; that you are not in the business of profiteering and that you are public spirited enough to want to help solve the problem by sincere, co-operation with the Government in every good and worthwhile thing that it proposes.

Small Sweater Mfrs. Again Start in Business.

It is a noticeable fact that the sweater industry is expanding, but so far the rate of expansion has not been large and it is not believed that it will be large for another year at least. The small manufacturer who was driven out of business as a result of conditions during the war is coming back again and stores can be located almost everywhere which are small mills in themselves, containing one or two machines and a proportionate quota of workers.

Selling agents in the primary market report that there is still a large demand for sweaters of all sorts, which would seem to indicate that the expansion so far has not materially affected the situation. The fact that many of these small manufacturers sell direct to the consumer would make their entrance into business felt sooner than if they distributed their output in the regular way.

Pulled Out of Market to Strengthen It.

The knit goods situation at the close of 1918 was far different than the situation at the end of 1919 and brings to mind the strenuous efforts that were made during the early days of 1919 to stabilize the entire knit goods situation. It was said that fall lines should be opened. Buyers, however, were none too interested and mills feared a stagnant market if lines were

shown. Finally they were opened and only half-hearted interest was shown. It was a case of shopping with all buyers, and mills soon saw that such a situation if left to itself would soon degenerate into worse than a weak market.

One large knit goods manufacturer took the situation in hand and withdrew his line, with the result that buying in other quarters was materially reduced, although other lines were still available. Other mills followed suit and the withdrawing from the market of a number of lines that had been opened for fall gave to the entire situation a stronger tone than had been in evidence for weeks. Many in the trade believed that this action saved the market from what might have been a serious smash.

Tightening the Skirts Hurts Underwear Trade.

The vogue for tight skirts made the demand for underwear less for the reason that women wore less. But with the demand for less in volume came the demand for better underwear in quality and silk lingerie of all sorts showed a marked increase in demand as a result.

The silk bloomer, envelope chemise and camisole sold in larger volume last year than had ever been the case, and at the close of the year it was evident that the demand was bound to continue in 1920 just as strong, if not stronger. And price did not seem to be a factor. The fact that the silk undergarments for the most part are fairly long-wearing is felt to have contributed to the wide sale despite the price.

Best Quality of Gloves Wanted by the Ladies.

The demand for silk gloves was brisk throughout the year 1919, but it was a noticeable fact that the better grades were far and away in the lead when it came to buying. Prices were, of course, up all along the line, but instead of the consumer asking for the same quality of glove that she was in the habit of using she would pay a little more and get more in return.

Manufacturers were not troubled with a surplus of the cheaper gloves, but the better grades were in such keen demand that they were constantly oversold. And the ever increasing price of raw silk and labor helped along to make the situation ever tighter.

If it costs more to get your advertisement located where you want it in the paper, pay more. It is worth it.

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.

January Sales

In recent ads we gave you a list of **SPECIALS** for your January White or Clearance Sales. We also advised you that we have certain lines which we are closing out, which you can secure from our salesmen. Many merchants have taken advantage of these offerings and have either sent us their orders by mail, phone and through our salesmen or have come in to the House personally. If you are desirous of having such merchandise, don't forget that we have a large and varied stock, suitable for your needs, and that we would appreciate a call from you.

Futures

We were astonished one day to have one of our customers tell us that he was sorry that we did not handle "FUTURES," that our salesman had never shown any merchandise for Futures. We found this out after he left, although we thought that all of our salesmen were showing our Futures for Spring and Fall 1920. Right here we want to say that we are right on the job, with a nice line of merchandise for Spring and Fall 1920 and unless something unforeseen happens, it looks as if it will be to your great advantage to buy NOW.

If any of you have not covered your needs see our salesman at once. Let us know if you want our salesman to call on you and we will see that he shows you the complete line.

Don't forget that **EVERY WEDNESDAY** is **CITY DAY** when you will find **REAL BARGAINS** in **EVERY** department.

Grand Rapids Dry Goods Co.

Grand Rapids, Mich.

Distributors of

Nationally Known Lines of Standardized Quality Dry Goods at Prices That Will Stand Any Comparison, Intrinsic Worth Considered.

Exclusively Wholesale

No Retail Connections

SEND US YOUR ORDER NOW

Canvas Gloves

HERE IS ONE REASON WHY WE ARE KNOWN AS ONE OF THE LARGEST WHOLESALE DISTRIBUTORS OF GLOVES IN THIS PART OF THE COUNTRY.

No. 1060 Men's Standard Size Well Made Eastern Canton Flannel Glove with white knit wrist. Packed 1 dozen to the bundle. Net weight per dozen gloves guaranteed to be 20 ounces EXCLUSIVE of cardboards and twine.

Price for immediate delivery, \$1.35 per dozen. Quantities limited to not over 100 dozen to a customer.

Terms: 3 per cent., 10 days.

ONE OF THE MOST ATTRACTIVE LINES OF LEATHER, CANVAS AND JERSEY GLOVES EVER SHOWN. IT INCLUDES OVER ONE HUNDRED AND TWENTY DIFFERENT STYLES FOR IMMEDIATE OR FALL 1920 DELIVERY.

SYMONS BROS. & COMPANY, Saginaw, Mich.



Gloves and Mittens

Ask Our Salesman After January 5th

Gloves for Everybody

*Cotton Gloves, Light,
Medium, Heavy*

Leather Faced Gloves

Tick Mittens

Jerseys

In the past you have benefited by seeing our line.

Those who dealt with us remember what happened last year.

Do not buy until you have heard our story this year—there will be some new features.

SOLD BY ALL OUR HOUSES

NATIONAL GROCER COMPANY

Detroit
Cadillac

Grand Rapids
Port Huron

Saginaw
Escanaba

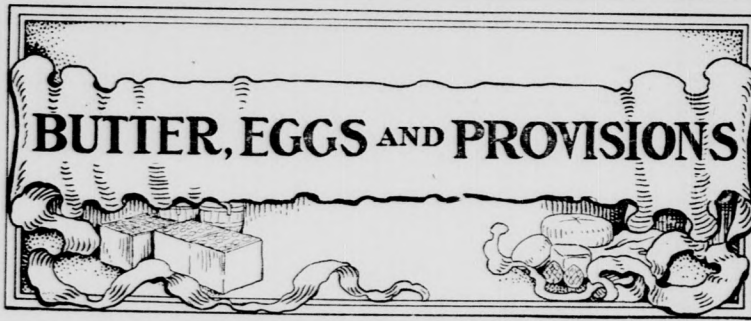
Bay City
Sault St. Marie

Jackson
Lansing

Traverse City
Decatur, Ill.

South Bend, Ind.





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.

Standards for Cheese Adopted by Dairy Officials.

Several changes have been recommended in the cheese schedule as it appears in Circular 19 referred to. The schedule as amended and adopted by the Joint Committee on Definitions and Standards is submitted herewith for your approval. It is as follows:

Cheese.

Definitions and standards adopted by the Joint Committee on Definitions and Standards, September 6, 1919.

1. Cheese is the second product made from curd obtained from the whole, partly skimmed, or skimmed milk of cows, or from the milk of other animals, with or without added cream, by coagulating the casein with rennet, lactic acid, or other suitable enzyme or acid, and with or without further treatment of the separated curd by heat or pressure, or by means of ripening ferments, special moulds, or seasoning.

By act of Congress, approved June 6, 1896, cheese may also contain added coloring matter.

In the United States, the name "cheese," unqualified, is understood to mean Cheddar cheese, American cheese, American Cheddar cheese.

2. Whole milk cheese is cheese made from whole milk.

3. Partly skimmed milk cheese is cheese made from partly skimmed milk.

4. Skimmed milk cheese is cheese made from skimmed milk.

Whole Milk Cheeses.

5. Cheddar cheese, American cheese, American Cheddar cheese, is the cheese made by the Cheddar process, from heated and pressed curd obtained by the action of rennet on whole milk. It contains not more than thirty-nine per cent. (39%) of water, and, in the water-free substance, not less than fifty per cent. (50%) of milk fat.

6. Stirred curd cheese, sweet curd cheese, is the cheese made by a modified Cheddar process, from curd obtained by the action of rennet on whole milk. The special treatment of the curd, after the removal of the whey, yields a cheese of more open granular texture than Cheddar cheese. It contains, in the water-free substance, not less than fifty per cent. (50%) of milk fat.

7. Pineapple cheese is the cheese made by Pineapple Cheddar cheese

process, from pressed curd obtained by the action of rennet on whole milk. The curd is formed into a shape resembling a pineapple, with characteristic surface corrugations, and during the ripening period the cheese is thoroughly coated and rubbed with a suitable oil, with or without shellac. It contains, in the water-free substance, not less than fifty per cent. (50%) of milk fat.

8. Limburger cheese is the cheese made by the limburger process, from unpressed curd obtained by the action of rennet on whole milk. The curd is ripened in a damp atmosphere by special fermentation. It contains, in the water-free substance, not less than fifty per cent. (50%) of milk fat.

9. Brick cheese is the quick-ripened cheese made by the brick cheese process, from pressed curd obtained by the action of rennet on whole milk. It contains, in the water-free substance, not less than fifty per cent. (50%) of milk fat.

10. Silton cheese is the cheese made by the Silton process, from unpressed curd obtained by the action of rennet on whole milk, with or without added cream. The cheese, ripened by a special blue-green mould, has a mottled or marbled appearance in section.

11. Gouda cheese is the cheese made by the Gouda process, from heated and pressed curd obtained by the action of rennet on whole milk. The rind is colored with saffron. It contains, in the water-free substance, not less than forty-five per cent. (45%) of milk fat.

12. Neufchatel cheese is the cheese made by the Neufchatel process, from unheated curd obtained by the combined action of lactic fermentation and rennet on whole milk. The curd, drained by gravity and light pressure, is kneaded or worked into a butter-like consistence and pressed into forms

USE

"SUNSHINE" FLOUR

A perfectly blended flour of standard quality at a reasonable price.

Buckwheat Flour

Graham and Corn Meal

J. F. Eesley Milling Co.

The Sunshine Mills
 PLAINWELL, MICHIGAN

MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
 Grand Rapids, Michigan

WE BUY AND SELL

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

WRITE, WIRE OR TELEPHONE US.

Both Telephones 1217

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



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

M. J. Dark & Sons

Wholesale

Fruits and Produce

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

Grand Rapids, Michigan

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

The Yardstick That Measures Our Success

QUALITY | PRICE | SERVICE

M. Piowaty & Sons of Michigan

MAIN OFFICE, GRAND RAPIDS, MICH.

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

OUR NEAREST BRANCH WILL SERVE YOU

Kent Storage Company

Wholesale Dealers in

BUTTER | EGGS | CHEESE

PRODUCE

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

Phone, write or wire us.

GRAND RAPIDS, MICHIGAN

for immediate consumption or for ripening. It contains, in the water-free substance, not less than fifty per cent. (50%) of milk fat.

13. Cream cheese is the unripened cheese made by the Neufchatel process from whole milk enriched with cream. It contains, in the water-free substance, not less than sixty-five per cent. (65%) of milk fat.

14. Roquefort cheese is the cheese made by the Roquefort process, from unheated, unpressed curd obtained by the action of rennet on the whole milk of sheep, with or without the addition of a small proportion of the milk of goats. The curd is inoculated with a special mould (Penicillium Roqueforti) and ripens with the growth of the mould. The fully ripened cheese is friable and has a mottled or marbled appearance in section.

15. Gorgonzola cheese is the cheese made by the Gorgonzola process, from curd obtained by the action of rennet on whole milk. The cheese, ripened in a cool, moist atmosphere by the development of a blue-green mould, has a mottled or marbled appearance in section.

Whole Milk or Partly Skimmed Milk Cheese.

16. Edam cheese is the cheese made by the Edam process, from heated and pressed curd obtained by the action of rennet on whole milk, or on partly skimmed milk. It is commonly made in spherical form and coated with a suitable oil and harmless red coloring matter.

17. Emmenthaler cheese, Swiss cheese, is the cheese made by the Emmenthaler process, from heated and pressed curd obtained by the action of rennet on whole milk or on partly skimmed milk, and is ripened by special gas-producing bacteria, causing characteristic "eyes" or holes. The cheese is also known in the United States as "Schweizer." It contains in the water-free substance, not less than forty-five per cent. (45%) of milk fat.

18. Camembert cheese is the cheese made by the Camembert process, from unheated, unpressed curd obtained by the action of rennet on whole milk or on slightly skimmed milk, and is ripened by the growth of a special mould (Penicillium Camemberti) on the outer surface. It contains, in the water-free substance, not less than forty-five per cent. (45%) of milk fat.

19. Brie cheese is the cheese made by the Brie process, from unheated, unpressed curd obtained by the action of rennet on whole milk, or milk with added cream, or on slightly skimmed milk, and is ripened by the growth of a special mould on the outer surface.

20. Parmesan cheese is the cheese made by the Parmesan process, from heated and hard-pressed curd, obtained by the action of rennet on partly skimmed milk. The cheese, during the long ripening process, is coated with a suitable oil.

Skimmed Milk Cheeses.

21. Cottage cheese, Schmierkase, is the unripened cheese made from heated (or scalded) curd obtained by the action of lactic fermentation or lactic acid or rennet, or any combination of these agents, on skimmed

milk, with or without the addition of buttermilk. The drained curd is sometimes mixed with cream, salted, and sometimes otherwise seasoned.

Whey Cheeses.

22. Whey cheese (so-called) is produced by various processes from the constituents of whey. There are a number of varieties each of which bears a distinctive name, according to the nature of the process by which it has been produced, as, for example, "Ricotta," "Zieger," "Primost," "Mysost."

The Retailer's Best Friend.

I am the Lord High Potentate of all Retail Success.

My life is one continuous come and go every day throughout the year.

The dealer likes me because he knows that I will not stay too long. Frequent calls and frequent departures are just what he wants.

Some personage I must be, you say.

Yes, I am—certainly some personage.

Proud am I of the fact—because my one aim is to make profits day by day.

What care I then for the shelf-warmers, the left-overs, the odd-sizes, the back-number styles, and the nameless other merchandise that the public doesn't want. I travel not in their company—am I not the Lord High Potentate of all Retail Success?

Surely some personage, as you have said.

But the dealer who doesn't know me only has to watch his figure records and they will tell who I am.

What! You have no such records.

Sad it is, for the dealer without figures has little chance in business life.

That being the case, I must tell you them.

In business I am known as the Quick Turnover.

I am strong for rapid sales, good merchandise, ample advertising, all round business methods, and for future records every day in the year.

Indeed, I won't stand for anything else. For, as I said before, I am the Lord High Potentate of all Retail Success.

Take a careful look through your stock room now and then, and see that no items there are growing old for lack of push.

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



WE ARE HEADQUARTERS
WHOLESALE
Fruits and Vegetables
Prompt Service Right Prices
Courteous Treatment

Vinkemulder Company
GRAND RAPIDS :: MICHIGAN

Improved
"Taylor-Made"
Honey Comb Chocolate Chips



You've tried the rest
Now Buy
the Best

W. E. TAYLOR, Maker
Battle Creek, Michigan

Why Not Start the New Year Right



150 Account Roll-top Fire-proof Metzgar

LISTEN!

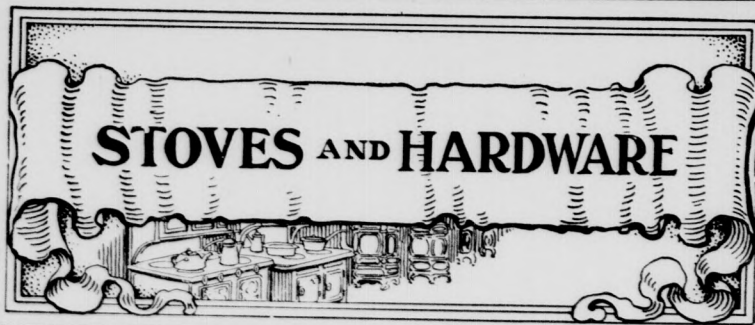
The Metzgar Account System does away with all posting and gives you just the results you need and have always wanted.

THIS IS HOW IT IS DONE

The accounts are kept in separate duplicate or triplicate books. These books fit into metal back containers. The upper ends of these metal backs are arranged with slots to hold index bristol-board name-cards (Preferably yellow and blue, alternating for the different letters of the alphabet). The names of your customers are printed on these name-cards, and alphabetically arranged in the register. The purchase is itemized directly in the customer's book (either in duplicate or triplicate) and added to the present purchase right while you enter the order, while it is fresh in your mind and fresh in your sight. The serial numbered duplicate slip goes to your customer (which slip agrees exactly both with book number and slip number with the original that is left in the book for your record) and you have given your customer an itemized bill and statement to date, and your bookkeeping is all done with one writing. We have a complete line of duplicate and triplicate salesbooks. Get our prices before putting in your next supply.

Write for catalog and full information.

Metzgar Register Co., Grand Rapids, Mich.



Catering to the Winter Sport Trade.
Written for the Tradesman.

Most hardware dealers do not profit to the extent they should from winter outdoor sports. In the old days, the "regular boy"—and girl, too—almost invariably had a hand sleigh, perhaps also one of the cutter type; a set of spring skates; often a set of hockey skates and shoes, and a hockey outfit—and other accessories too numerous to mention. Nowadays, the trend of the youngsters after school is not toward the skating rink but toward the movies.

In the business world, if you want anything, it pays to advertise. Pushful advertising is the key to business achievement. Also, boost the things that boost you. The movies mean nothing to the hardware dealer. Winter sports mean a great deal. Hence, it is right in the hardware dealer's mit to boost winter sports for all they are worth.

To begin with, advertise the stuff you have. Push your winter lines to the front. Put in some skating windows, perhaps a hockey window. Show the goods to the best advantage; and not merely that, but work in a few accessories—artificial snow contrived out of salt or cotton batting, a bit of mirror in the bottom of the window fringed around with snow and sand to look like a miniature skating rink—and so forth.

Simultaneously, use your newspaper space to boost winter outdoor sports. To run your newspaper advertising and your window display on the same subject at the same time is to increase the effectiveness of both.

Most hardware dealers have a mailing list for use in their summer sporting goods department. They have baseball enthusiasts, and football men, and hunters and other specialists all nicely assorted; and send out circular letters and other advertising literature when the time comes. But for winter lines they trust largely to window display.

Of course the winter lines figure to a considerable extent in the Christmas trade. There are, however, excellent chances of developing business after Christmas; for not all the boys and girls who wrote Santa Claus for ice skates or hockey skates or red sleds got them at Christmas time; and some of these same boys and girls have been very persuasive since then. Then, there is the trade of the young men and women to cater to; and the best of the winter is still ahead of us.

Thus, it will pay to push these lines aggressively; and to aim to so handle the trade that you will get cumulative results from season to season. That is, get people into the way of regarding your store as the headquarters for these

winter sporting goods lines.

Take, just as an instance, the youngsters and their skates. The Christmas skates scarcely ever fit. They have to be brought back and adjusted. Perhaps the boy wants an extra hole bored in his skate straps.

There are two ways in which to regard these calls for after-Christmas assistance. One is to snap at the unfortunate youngster, and not care five cents whether he stays to get things fixed or goes somewhere else. The other is to give careful attention to what he wants, get him satisfied, and tell him to come back and get fixed up next time he has trouble. If you want to build for the future, the latter way is the way to handle things.

Just so, you can make it your practice to give special and expert attention to these little items of helpful service. For some you will charge, other things you ought to do without money and without price. But the money returns involved are of far less value to you than the feeling of satisfaction you give the customer, and the appreciation he carries away of the sort of service you render. Children in particular appreciate these things, and are good advertisers for the store which pleases them.

Make "service" your watchword, in your winter sporting goods department. "If it needs fixing, we can fix it." is a good slogan to keep constantly before you. If a sled needs a new top—as a good many of them do—arrange with some carpenter or general handy man to do that sort of work for you in spare hours. Incidentally, show the boy who calls for the repairs the nice new sleds you have just got in. If something about the skate is lost or broken, have the necessary parts and facilities to make prompt repairs. This is the sort of service which will earn your store a reputation in the community and bring you both new and repeat orders as a result of word-of-mouth advertising by satisfied customers.

Outside this, you can do a lot in a

Sand Lime Brick

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

Brick is Everlasting

Grande Brick Co., Grand Rapids
So. Mich. Brick Co., Kalamazoo
Saginaw Brick Co., Saginaw
Jackson-Lansing Brick Co. Rives
Junction

Brown & Sehler Co.

"Home of Sunbeam Goods"

Manufacturers of

HARNESS, HORSE COLLARS

Jobbers in

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

GRAND RAPIDS, MICHIGAN

TOLEDO SCALES

Honest weight. No springs. For the Grocer, Butcher and Manufacturer. We have a few used scales at bargain prices. Computing scales of all kinds repaired and adjusted.

W. J. KLING.

843 Sigsbee St. Grand Rapids, Mich.

TAKING INVENTORY

Ask about our way

BARLOW BROS. Grand Rapids, Mich.

Jobbers in All Kinds of BITUMINOUS COALS AND COKE

A. B. Knowlson Co.

283-287 Powers Theatre Bldg., Grand Rapids, Mich.



**Toilet
and
Bath**

Foster, Stevens & Co.

Wholesale Hardware



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

Grand Rapids, Mich.

Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

general way to encourage winter sports. Here is just an instance. For years a small city situated on a river was without a rink of any kind—except for those occasional periods of the winter when the wind blew the ice clean or there was frost without snowfall. One year a young sporting goods dealer managed to get elected to the city council. He got to work, and instituted a municipal rink. The ice was tested and watched, a section of the river swept clean and fenced in with boards, lights were strung over the rink, and a shed and seats provided where skaters could put their skates on and take them off. Throughout the season, advertisements were inserted in the local papers telling the "muny rink" was ready for use, and when the ice was dangerous. That is an established institution in the community now, costs little, is a great benefit to youngsters and many older people as well—and, incidentally, helps to sell lots of skates and to keep skating to the fore as a popular outdoor sport.

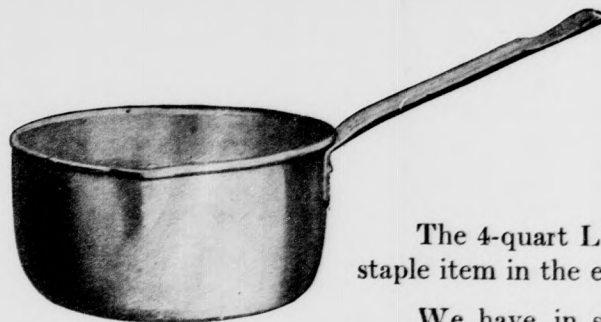
Every community doesn't possess a convenient river; but in other communities when the real, cold weather sets in the public parks or school playgrounds can be partly flooded, and provide skating accomodation. If there are any hills, nature will usually provide a fine slide for the boys and girls with their sleds. Toboggans and skis are of course a different matter, as are snow-shoes; the sale for these depends largely on the sort of winters you have. But even a brief spell of real cold weather will give impetus to the skate and sled business, provided there are proper facilities. The hardware dealer can take the lead in securing these facilities.

Hockey is always popular; but a hockey league—even a city or county league—will do a lot to stimulate individual interest in the popular sport. Get everybody talking about the league events, and you'll have a host of independent and juvenile teams playing the game in your community on every corner lot where there is sufficient ice to make a passable rink. Hence, whatever the hardware dealer can do to boost the popular sport is effort well spent.

Curling is popular with the older men. It is to the winter what lawn bowling is to the summer. I live in a community where several hundreds of the old chaps anxiously wait from the moment the first frost comes for the glad announcement that "the ice is ready"—and where a winter without curling is a winter lost out of life. Here an enclosed rink artificially flooded is preferable. The live hardware dealer will be an active figure in any movement for the organization of a local curling club.

The advantage of such activity isn't lost when the winter ends. The winter sport enthusiast invariably has his summer enthusiasms as well; and the service and satisfaction you give him in the winter will bring him back to your store when baseball is all the go and the mercury is 95 in the shade. The effect of all such effort is cumulative; and what you do to boost winter sports helps you, not merely in your winter sporting goods department, but all along the line.

Victor Lauriston.



Aluminum Sauce Pans

The 4-quart Lipped Sauce Pan is the most staple item in the entire line.

We have in stock ready for immediate shipment over two thousand of this size in 18 gauge Polished "Lifetime" Brand, and are selling them at just 25% below present factory price. Let us send you a case or two of these Pans for that January sale. Order now, and we will ship when you want them.

Price—\$12.36 per dozen.

HINKLE-LEADSTONE CO.

180 N. Wabash Ave.

CHICAGO

Originators of the "HILCO" PROFIT SHARING PLAN

The High Cost of Living

The problems of peace, as did the problems of war, involve heavy expenditures by the Telephone Company.

There is much reconstruction and even more advance construction work to do before the former position of readiness to serve is regained.

Little or no construction work for two years, a vast increase in demand for service and a vast increase in the population to be served, presents a stunning problem to the telephone management.

A dollar will not buy as much service or as much material as heretofore, which further complicates the problem.

In the circumstances the Telephone Company must adopt the policy so uniform among merchants in every line of business and sell its service at higher prices.

The higher rates are a protection to a service that is in the interest and for the convenience of every subscriber.

MICHIGAN STATE TELEPHONE COMPANY





What Constitutes the Star Salesman

In these days of intensified business, we hear a great deal about the "star" salesman, and much advice is offered by those who claim to be in this class, about the rules of the game, etc.

At the risk of incurring the enmity of some of my acquaintances, who claim to have arrived in the star class and who can show order books, as well as quote staggering figures, to prove their right to the title of "star," I am going to state what I believe is a fact, namely, that if any man gets into the so-called "star" class, more depends on the management behind the goods he is selling than upon either the goods themselves or the man's ability as a salesman. This may sound a bit revolutionary to some of the men who are students of salesmanship, but, to my mind, any man of ordinary intelligence, who is a thinker, and a worker, can become a star traveling salesman provided he has a fair line and secures the right kind of co-operation from the home office, whose ideals of business merchandising are right.

The big thing is, to have that perfect co-operation from the management behind the merchandise: a management which is out to give real service to the trade. In other words, when you get right down to analyze the reasons why certain men whom you and I know have made such splendid records in selling, we find it is the policy of the management that was really responsible for the phenomenal sales record of the man out on the "firing line." Unless the management realizes that success in business results from the rendering of real service, and is prepared to give that kind of service, then it is putting such a handicap upon its sales organization than no man can overcome it.

To quote an authority on psychology as applied to selling goods: "Any man can become a salesman provided he will follow a certain psychological program. First, he must fill his mind with confident thoughts concerning the excellence of his company. In other words, believe in the house you are working for. Second, he must believe in the goods. Third, he must insist constantly to himself that his goods are the best and his company the best and saturate his mind with facts and arguments to that effect."

The traveling man who can walk into his prospect's store, with his head up, his chest out, his personality fairly radiating success; the man

who believes thoroughly and unquestionably in the merits of his proposition; the man who makes you feel that enthusiasm which always results when the management behind the goods and the salesman are right, is the man who overcomes any and all competition and gets the signature on the dotted line. There is no doubt in the world about it.

Now, how can a man "win" out in a big way, as a traveling salesman, unless conditions are right at the home office. The reason why so many men fail in the selling proposition, is through no fault of their own, but because the management behind the men does not understand the laws of success which govern real merchandising. Personally, I would prefer just a fair line at a high price if backed by the right kind of service, at the factory, than a mighty fine line at an attractive price when the factory does not give service and there is a lack of co-operation with the sales force. A traveling man who works long enough for the wrong kind of a company, a company which does not know what service means, will lose nearly all the selling ability he may have had.

Psychology teaches us that, to be successful salesmen, we must idealize our work. Must never harbor an apologetic thought concerning the business. We must cultivate a mental attitude of faith in our own ability to succeed. This does not mean conceit, but the confidence that will enable you and me to approach a prospective customer and look him squarely in the eye, while we convince him that our goods and prices are right.

How can we keep from having apologetic thoughts, if we daily discover evidence that the home office has not the real spirit of service in its make-up? It is the team work that counts every time, and whenever you see a 100 per cent. efficient man out on the road, make up your mind that behind that man is a business house which is giving real service to the trade and real co-operation to the sales force. Real service is, after all, nothing more or less than being honest—in other words, backing up the salesman and giving the kind of goods and service that he has led the customer to expect. If more companies employing salesmen would turn the spotlight on their own business methods, and realize that if the management is right, the goods will be right, the method of merchandising will also be right. Therefore, trade will naturally be attracted to them.

The above, I know to be true, because I have witnessed its working out in a

big organization which to-day, while sharing the profits of the manufacturing plant with all the workmen, is nevertheless enabled to produce a better article for less money than under the old system, and by loyal co-operation with the sales force, is doing business with output oversold a year in advance.

George E. Mansfield.

The Retailer's Song.

I do not know, I scarcely care,
What others' griefs may be
But he who pays in cold, spot cash
Makes quite a hit with me.

Grand Rapids
MERTENS
Rates \$1.00
With Shower \$1.50
Meals 50c
The NEW
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

CAFETERIA IN CONNECTION



Don't Wear a Truss

Brooks' Appliance, the modern scientific invention, the wonderful new discovery that relieves rupture, will be sent on trial. No obnoxious springs or pads.

MR. C. E. BROOKS Brooks' Rupture Appliance

Has automatic Air Cushions. Binds and draws the broken parts together as you would a broken limb. No sa ves. No ties. Durable, cheap. Sent on trial to prove it. Protected by U. S. patents. Catalog and measure blanks mailed free. Send name and address today.

Brooks Appliance Co., 362A State St. Marshall, Mich.

OCCIDENTAL HOTEL

FIRE PROOF
CENTRALLY LOCATED
Rates \$1.00 and up

EDWARD R. SWETT, Mgr.
Muskegon :: Michigan

Bell Phone 596

Citz. Phone 61366

Lynch Brothers Sales Co.

Special Sale Experts

Expert Advertising
Expert Merchandising

209-210-211 Murray B'g.

GRAND RAPIDS, MICHIGAN



Rebuilt Cash Register Co.

(Incorporated)

122 North
Washington Ave.
Saginaw, Mich.

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

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

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.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Jan. 13—Homer Bradfield is now a full-fledged life insurance agent, representing the Equitable. He can hardly realize that he does not have to pack his gripsack Sunday night, so as to start away on the first train Monday morning. He is succeeded at the Woodhouse Co. by C. P. Chick, of Lake City, and W. H. Ingersoll, of Grand Rapids. The former takes the Northern portion of his territory and the latter the Southern portion.

A. C. Smith, President of the Smith Mercantile Co., Plainwell, spent a couple of days at Conklin this week. He is a stockholder in the Harris Mercantile Co., at the latter place.

Uncle Louie Winternitz is basking in the smiles of the handsome ladies who are making their headquarters at Miami, Florida, this winter. He will spend the latter part of the winter at St. Petersburg, returning to Grand Rapids by May 1.

F. A. Foley, the Mackinaw City merchant, is convalescent after a long illness.

John D. Martin received word Tuesday of the destruction by fire of one of his factory connections—the J. Stigleman Manufacturing Co., of Spiceland, Ind. This was one of John's best lines and he will feel the loss of it quite acutely.

The architect of this department has received a request to recommend a man as manager of a large department store handling dry goods, clothing and shoes. Any one who has in mind such a man whose services are immediately available would do well to get in touch with the writer without delay.

Gregory M. Luce, whose first business experience was as traveling salesman for the old wholesale grocery house of Hawkins & Perry (now the Worden Grocer Company) and who has made several million dollars in and around Mobile, Ala., in the timber, lumber, hotel and banking enterprises, has recently engaged in a new line of business—canning sweet potatoes, stringless beans and okra at Lucedale, Miss., under the style of the Luce Packing Co. Mr. Luce has the great good fortune to turn into gold everything he touches. He resides in Mobile, but owns thousands of acres of land in the vicinity of the city which bears his name, which is a household word in every community from New Orleans to Jacksonville.

The 1920 January season of the Grand Rapids furniture market will pass down in history as a record breaker. The total arrivals for the first ten days were 570, with a total for the season of 1381 registered buyers, against a total during January, 1918, of 1332 buyers. The official list showed up to January 10, 1342 buyers. Monday the official list showed 121 more buyers, with more to come, which brings the list above any former January season on Tuesday and Wednesday, with still late arrivals for the remainder of the week. There have not been any dark spaces, yet it has been a fact that many spaces did not show full lines and even some did not show any samples, but in all spaces the salesmen were there with the glad hand to welcome their trade and a limited amount of merchandise to offer, selling from photographs, the manufacturer taking the stand that it was much better to let the goods go to the dealer who needed them than to tie up several cars in samples in their spaces. Some exhibitors, whose leases in some of the exhibition buildings expired, renewed them and it is the general opinion that the July market will show a more complete line of samples, with approaching normal conditions by January, 1921.

Attention Bagmen! Let us make the first meeting for 1920 a good big meeting—Saturday evening Jan. 17, in

the Lindquist building at 7:30. A full report of the progress being made by the committees handling both the Bagmen Emergency Fund Association and re-organization of the Bagmen Patrol will be made at this meeting. There will be no initiatory ceremony until the February meeting, but it is earnestly requested of every member to lend his presence to the January meeting. The larger the attendance the better results can be worked out. This is your organization, boys, so come and help boost.

Review of the Produce Market.

Apples—Northern Spy, \$3@3.50; Greenings, \$2.50; Baldwins, \$2.50; Russets, \$2.50; Starks, \$2.25.

Butter—The market is steady, with receipts about normal for this time of the year. There is a good demand for very fancy creamery, which is in lighter supply than the under grades. We do not look for any increase in the receipts in the immediate future and therefore no material change in the market. Quotations are slightly lower than they were a week ago. Local dealers hold extra creamery at 63c and firsts at 60c. Prints, 3c per lb. additional. Jobbers pay 55c for No. 1 dairy in jars and 40c for packing stock.

Cabbage—\$6 per 100 lbs.

Celery—60@75c per bunch. We will soon be dependent on California stock.

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

Cranberries—Late Howes command \$10.50 per bbl. and \$5.50 per ½ bbl.

Cucumbers—Hot house, \$4 per doz.

Grapes—California Emperors, \$8.25 per keg; Spanish Malagas, \$10@12 per keg.

Eggs—The market on eggs is very firm, due to extremely light receipts caused by the severe cold weather throughout the producing sections. There is a very good demand for eggs at this time and so far as the market is concerned, it depends very largely on general weather conditions throughout the country. Local jobbers pay 67c for strictly fresh. Cold storage stocks are steady at 54c for candled firsts, 46c for seconds and 43c for checks.

Grape Fruit—\$3.75@4 per case for all sizes of Florida.

Green Onions—Shallots, \$1.20 per doz.

Lemons—California, \$5.50 for 300s and \$5 for 240s and 360s.

Lettuce—Iceberg, \$6 per crate of 3 to 4 doz. heads; hot house leaf, 25c per lb.

Onions—California Australian Brown, \$6 per 100 lb. sack; Spanish, \$3.50 per crate for either 50s or 72s; home grown, \$5.75 per 100 lb. sack.

Oranges—Navals, \$6@6.25 for fancy and \$5.25@5.75 for choice.

Potatoes—Home grown, \$2.50 per bu., with every promise of a still higher range of values in the near future. Baking from Idaho, \$4.25 per box.

Radishes—Hot house, 45c per doz. bunches.

Squash—\$2 per 100 lbs. for Hubbard.

Sweet Potatoes—\$3 per hamper for kiln dried Delawares.

Tomatoes—\$1.40 per 5 lb. basket from Florida.



The Government Offers Flour Users an Unusual Chance to Save

Back of the announcement in your local papers that the Government is offering United States Grain Corporation Standard Pure Wheat Flour for sale, is a message of importance to every conscientious flour retailer in the country.

To bring prices down to a sensible level, and to make available to the consuming public a wholesome Pure Wheat Flour, at fair prices, the Government has recently purchased over 500,000 barrels of Winter Wheat Flour, to sell through regular trade channels at prices to the consumer around \$1.60 for 24½ pound packages.

This flour is known as UNITED STATES GRAIN CORPORATION STANDARD PURE WHEAT FLOUR, and is a good flour.

It is not War Flour or Victory Flour, but is a standard flour made from this year's abundant crop of Soft Red Winter Wheat.

By selling this Government flour, you can prove conclusively to your customers that you are anxious to play your part in reducing living costs.

The Government will print the names of all dealers handling this flour in the advertisements it is running in local newspapers. This advertising will cost you nothing.

Retailers may buy United States Grain Corporation Standard Pure Wheat Flour anywhere in the United States, on the following basis:

CARLOTS—STRAIGHT OR ASSORTED SIZES.

140-pound Jutes . . . \$10.65 per bbl. Delivered
24½-pound Paper . . . 10.80 per bbl. Delivered
24½-pound Cotton . . . 11.20 per bbl. Delivered

LESS THAN CARLOTS

140-pound Jutes . . . \$11.40 per bbl. Delivered
24½-pound Paper . . . 11.55 per bbl. Delivered
24½-pound Cotton . . . 11.95 per bbl. Delivered

THE GOVERNMENT IS SELLING THIS FLOUR ONLY WHERE THERE ARE NO SIMILAR FLOURS SELLING AT SIMILAR LOW PRICES.

Ask your jobber or wholesaler to supply you today, or write direct to:

UNITED STATES GRAIN CORPORATION

FLOUR DIVISION

42 Broadway

New York

Items From the Cloverland of Michigan.

Sault Ste. Marie, Jan. 13—Fred Shaw, of the Gamble, Robinson & Shaw Co., is visiting and transacting business at Minneapolis this week.

The closed deer season seems to meet the approval of many hunters in the Upper Peninsula, as some of the Trout Lake hunters are around with petitions to sign for a closed five-year season.

Micheal Lennon, the well-known old man who brought the mail from Mackinaw to the Soo during the year 1886-87 on dog sleigh, has passed away at his home at St. Ignace. He was 75 years of age, a native of Michigan, a civil war veteran and a charter member of the Wm. M. Fenton Post of the G. A. R. at St. Ignace. Mr. Lennon came to St. Ignace about forty years ago, before the advent of any railroad, and engaged in the livery business. He was the last contractor for carrying the mail to the Soo in the winter by dog sleigh. A photograph of the start of his last trip is one of the family's treasures.

The story about the first robin seen here this year by several Sooiters was stopped this week by C. D. Empey, one of our well-known insurance men and an authority on birds, who said that the supposed robin was an evening grosbeak. There were some doubts, however, especially since Canada had gone wet the first of the year, and some of the good people are seeing things again.

Much sympathy in this section of the world was extended to the Vanderbilts, who sold their Fifth avenue mansion for \$5,000,000 on account of the high cost of maintaining the mansion. We could have saved them a considerable amount right here in the Soo, where they could buy a home at less than half the value of their former mansion and have enough left to buy coal, sugar and some meat.

There are times when economy is more foolish than extravagance.

John A. France starts in on his thirty-second year as Circuit Court stenographer. During all these years he has been in continual service. He is one of the popular and best known men in Cloverland. The Manistique Pioneer gave him a fine write up last week in appreciation of his many friends who have grown to know him as a true friend. Mr. France is a true sportsman, being a charter member of the France-Supe hunting party that has not missed a season for the past twenty-five years. He is an authority on game, fish, boating and farming as well. He has always enjoyed the best of health, and but for few of our present young athletes care to put on the gloves with him. His many friends congratulate him on his splendid record and wish him many years of good health; so that he may be able to continue his services to the people who love him so well.

All things might come to the man who waits, if starvation didn't get there first.

Al. Jacobs, the well-known traveler, now knows the sensation of being arrested. Of course, Al. is too well known to really get pinched, but when he took his old trusty six auto to the garage to get glad colors for next season, also to save buying another new car, he was too busy to put on a new license. When he stopped in one of our stores to light up, the sheriff spied the car with the old license. He immediately got in touch with Al. over the phone and a conversation something like this followed: Is this Mr. Jacobs? Well, this is the State Constabulary speaking. Notice your car still has the 1919 license. Report over to the police court immediately. So far as can be learned, the answer was "Yes," whereupon he immediately proceeded to the police station to explain the matter to his friend, the Chief of Police, who had to call on the Police

Judge for particulars, also various other city officials, but they failed to locate the complaining constabulary. Finally, Al. went to the court officer, explaining to him in his usual forceful manner that it was not his intention to beat the state out of the license fee. He offered to pay his fine like a man. The sheriff came to his rescue, however, before the excitement was over and explained that it was only a reminder to obtain a new license and we are advised that application has already been made for a new "20" license. Al. always was a lucky fellow.

New Year's greetings were received here from our old friend, N. C. Morgan, now living at Traverse City. He is still traveling and enjoying good health. He mentions that he is still keeping tab of the Soo items in the Tradesman each week and expects to make the Soo a visit some time this year. His many friends here surely will be glad to see him after such a long absence.

It is difficult to find a man who is willing to hold the ladder while you climb to success.

William G. Tapert.

Late News From the Cereal City.

Battle Creek, Jan. 13—Movies are becoming a very important part of gatherings at our local churches, being used to illustrate sermons and other events.

Over 400 quarts of pure alcohol used in the manufacture of extracts by the R. W. Snyder Co. were stolen from the factory Friday night, Jan. 9. No clue as yet to the ones who moved the goods away.

Sale of bonds to raise \$50,000, the purchase price for the old Young Men's Christian Association building, on East Main street, was started at the Friday evening meeting of the Knights of Pythias and in all probability the K. P.'s will take charge of their new home in the very near

future. The remodeling of the building will be started in a few days.

Mark Blakeslee, one of the charter members of Battle Creek Council, has left Battle Creek for California, where he will reside until spring. He joins his family at Los Angeles.

G. E. Williams, manager of the Jury-Rowe store, has returned from a week's visit to the furniture market in Grand Rapids and Chicago.

F. M. Church, of Albion, has sold his stock of groceries and fixtures to R. C. Baker & Co., who will continue the business at the same location.

Thirty automobile owners were arrested in Battle Creek on Jan. 1 for

driving their cars without a 1920 license. The fine for each offence was \$3.

Nearly \$100,000 was paid to the city treasurer Saturday for county, State and school taxes. Jack.

Salesbooks
THAT GIVE
100 PER CENT PLUS SERVICE
ALL KINDS, SIZES, COLORS, AND GRADES. ASK FOR SAMPLES AND PRICES.
THE MCCASKEY REGISTER CO.
ALLIANCE, OHIO

HacKa-Rac



Our salesmen will be on the road after January 1 with our complete line of Knit Goods. Please do not buy until you have made an inspection of our line.

PERRY GLOVE & MITTEN CO.
PERRY, MICH.

CANDY



The "DOUBLE A" Kind

Made by

People Who Know How

Our record of over fifty years of continuous growing business, not only in Michigan but all over the United States, speaks for itself.

You take no chances when you buy "Double A" Brand.

The Sign of  Good Candy

Made in Grand Rapids by

NATIONAL CANDY CO.
PUTNAM FACTORY
Grand Rapids, Michigan

Ask for a copy of our latest price list.

We are agents for **LOWNEY'S** in Western Michigan.



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

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

Catalog—to merchants

Wilmarth Show Case Company
1542 Jefferson Avenue Grand Rapids, Michigan

Made In Grand Rapids

WHOLESALE DRUG PRICE CURRENT

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

Table listing various drugs and their prices, categorized by Acids, Ammonia, Balsams, Berries, Extracts, Flowers, Gums, Insecticides, Ice Cream, Leaves, Oils, Potassium, Roots, Seeds, and Tinctures.



"The Foley Line Makes Business Fine"

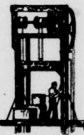
Foley's Honey and Tar, Foley Kidney Pills and Foley Cathartic Tablets

are WIDELY ADVERTISED STANDARD IN QUALITY CONSTANTLY RECURRING IN SALES AT PRICES THAT MAKE PROFITS

And with your order we send free — "the Almanac you shouldn't lack" — FOLEY'S

FOLEY & COMPANY

2835 Sheffield Ave. Chicago, Ill.



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

Boston Straight and Trans Michigan Cigars

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

Druggist's Sundries

It is a foregone conclusion that you will want to replenish your stocks of druggist's sundries for the late winter and early spring trade. In this regard we are very pleased to announce that our sample lines are at the present moment practically complete and that within the next ten days our Sundry travellers will start on their selling trips. May we ask you to reserve your orders until our representatives may have the opportunity to call on you?

Hazeltine & Perkins Drug Co. Grand Rapids, Michigan

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
Baskets Canned Shrimps Cocoanut Molasses	Barley

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



25 lb. pails, per doz. 18 80

BAKED GOODS

Loose-Wiles Brands

Krispy Crackers	18
L. W. Soda Crackers	16
L. W. Butter Crackers	18
Graham Crackers	18
Fig Sni Bar	25
L. W. Ginger Snaps	18
Honey Girl Plain	25
Honey Girl Iced	26
Cocoanut Taffy	28
Vanilla Wafer	40
Subject to quantity discount.	

BLUING

Jennings' Condensed Pearl

Small, 3 doz. box	2 55
Large, 2 doz. box	2 70

BREAKFAST FOODS

Cracked Wheat, 24-2	4 60
Cream of Wheat	9 00
Grape-Nuts	3 80
Pillsbury's Best Cer'l	2 90
Quaker Puffed Rice	5 60
Quaker Puffed Wheat	4 30
Quaker Bkfst Biscuit	1 90
Quaker Corn Flakes	3 35
Ralston Purina	4 00
Ralston Branzen	2 20
Ralston Food, large	3 60
Ralston Food, small	2 60
Saxon Wheat Food	4 80
Shred Wheat Biscuit	4 50
Triscuit, 18	2 25

Kellogg's Brands

Toasted Corn Flakes	4 20
Toasted Corn Flakes Individual	2 00
Krumbles	4 20
Krumbles, Individual	2 00
Biscuit	2 00
Drinket	2 60
Peanut Butter	3 65
No. 1412, doz.	1 80
Bran	3 60

BROOMS

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

BRUSHES

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	3 90

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

3 lb. Standards

No. 10	7 25
--------	------

Beans—Baked

Brown Beauty, No. 2	1 35
Campbell, No. 2	1 50
Fremont, No. 2	1 35
Van Camp, 1/2 lb.	75
Van Camp, 1 lb.	1 25
Van Camp, 1 1/2 lb.	1 60
Van Camp, 2 lb.	1 80

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
--	------

Corn

Standard	1 55
Country Gentleman	1 75
Maine	2 00

Hominy

Van Camp	1 35
Jackson	1 30

Lobster

1/2 lb.	2 45
1/4 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
--	------

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 45
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
Red Alaska	3 90
Med. Red Alaska	3 60
Pink Alaska	2 65

Sardines

Domestic, 1/2 s	5 50@7 50
Domestic, 3/4 s	7 00@8 00
Domestic, 1 s	7 00@8 00
California Soused	2 25
California Mustard	2 25
California Tomato	2 25

Sauerkraut

Hackmuth, No. 3	1 45
-----------------	------

Shrimps

Dunbar, 1s doz.	1 90
Dunbar, 1 1/2s doz.	3 75

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 80
Snider's 16 oz.	2 90
Royal Red, 10 oz.	1 35
Nedrow, 10 1/2 oz.	1 40
Nedrow, gal. glass jar	11 50

CHEESE

Brick	36
Wisconsin Flats	36
Longhorn	37
New York	37
Michigan Full Cream	36

CHEWING GUM

Adams Black Jack	70
Beeman's Pepsin	70
Beechnut	80
Doublemint	70
Flag Spruce	70
Juicy Fruit	70
Spearmint, Wrigleys	70
Yucatan	70
Zeno	65

CHOCOLATE

Walter Baker & Co.

Caracas	42
Premium, 1/4s or 1/2s	47

Walter M. Lowney Co.

Premium, 1/4s	44
Premium, 1/2s	44

CIGARS

National Grocer Co. Brands

Antonella Cigars, 50 foil	37 50
Antonella Cigars, 100 foil	37 50
Antonella Cigars, 25 tins	37 50

El Rajah, Diplomatics, 100s

	7 00
--	------

El Rajah, corona, 50 per 100

	7 75
--	------

El Rajah, Epicure, 50 per 100

	74 00
--	-------

El Rajah, Epicure, 25, per 100

	8 30
--	------

El Rajah, Ark, 50, per 100

	7 30
--	------

El Rajah, President, 50, per 100

	10 00
--	-------

Gdn. Monarch, 50, wood, per 100

	5 60
--	------

Odin, Monarch, 25 tin

	5 60
--	------

Mungo Park, 2500 lots

	69 12
--	-------

Mungo Park, 1000 lots

	70 81
--	-------

Mungo Park, 500 lots

	72 52
--	-------

Mungo Park, less than 500

	75 00
--	-------

Mungo Park, 25 wood

	75 00
--	-------

Worden Grocer Co. Brands

Harvester (Shade Grown)

Record Breaker, 50s foil	75 00
Delmonico 50s	75 00
Panatella, 50s	75 00
Epicure, 50s	95 00
Favorita Extra, 50s	95 00
Presidents, 50s	112 50

(La Azora Broadleaf Cigar)

Washington, 50s	75 00
Panatella Foil, 50s	75 00
Perfecto Grande, 50s	95 00
Opera, 50s	50 00
Sanchez & Haya Clear Havana Cigars. Made in Tampa, Florida	
Rothchilds, 50s	75 00
B. Panatella, 50s	75 00
Diplomat, 50s	96 00
Bishops, 50s	115 00
Reina Fina, 50s Tins	115 00
Queens, 50s	135 00
Perfectionados, 25s	150 00

Ignacia Haya

Made in Tampa, Florida.

Extra Fancy Clear Havana Delicados, 50s	115 00
Primeros, 50s	135 00

Rosenthal Bros.

R. B. Cigar (wrapped in tissue) 50s	60 00
-------------------------------------	-------

Imported Sumatra wrapper

Manilla Cigars

From Philippine Islands

Lioba, 100s	37 50
-------------	-------

Other Brands

Charles the Eighth (Domestic), 50s	70 00
B. L. 50s	52 00

Hemmeter Champions, 50s

	56 00
--	-------

Court Royal, 50s

	57 00
--	-------

Court Royal, 25s tins

	57 00
--	-------

Qualex, 50s

	50 00
--	-------

Knickerbocker, 50s

	54 00
--	-------

Stogies

Tip Top, 50s tins, 2 for 5	19 50
----------------------------	-------

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, 1/4s	47
Lowney, 5 lb. cans	44
Van Houten, 1/4s	12
Van Houten, 1/2s	18
Van Houten, 1/4s	36
Van Houten, 1s	65
Wan-Eta	36
Webb	33
Wilbur, 1/4s	33
Wilbur, 1/2s	33

COCOA

5 lb. case Dunham

	46
--	----

1/4s, 5 lb. case

	45
--	----

1/4s & 1/2s, 15 lb. case

	45
--	----

6 and 12c pkg. in pails

	4 75
--	------

Bulk, pails

	38
--	----

Bulk, barrels

	35
--	----

48 2 oz. pkgs., per case

	4 00
--	------

48 4 oz. pkgs., per case

	7 50
--	------

COCOA

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

COCONUT

1/4s, 5 lb. case	46
1/4s, 5 lb. case	45
1/4s & 1/2s, 15 lb. case	45

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	38 50
----------	-------

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, 3 doz.	7 00
Pet, Tall	7 50
Pet, Baby	5 25
Van Camp, Tall	7 25
Van Camp, Baby	6 25
Dundee, Tall, 4 doz.	7 40
Dundee, Baby, 8 doz.	6 55
Silver Cow, Tall 4 doz.	7 50
Silver Cow Baby 6 doz.	5 25

MILK COMPOUND

Hebe, Tall, 6 doz.	5 90
Hebe, Baby, 3 doz.	5 60
Caroline, Tall, 4 doz.	5 65

CONFECTIONERY

Stick Candy Pails

Horehound	28
Standard	28

Cases

Jumbo	29
-------	----

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

Chocolates Pails

Assorted Choc.	35
Champion	33
Choc. Chips, Eureka	41
Klondike Chocolates	40
Nabobs	40
Nibble Sticks, box	2 50
Nut Wafers	40
Ocero Choc. Caramels	40
Peanut Clusters	45
Quintette	25
Regina	30
Victoria Caramels	39

Pop Corn Goods

Cracker-Jack Prize	7 00
Checkers Prize	7 00

Cough Drops

Boxes

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, 1/4 doz.	22 00

COUPON BOOKS

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

CREAM OF TARTAR

6 lb. boxes	65
3 lb. boxes	66

DRIED FRUITS

Apples

Evap'd, Choice, blk.	22
----------------------	----

Apricots

Evaporated, Choice	38
Evaporated, Fancy	44

Citron

10 lb. box	60
------------	----

Currants

Packages, 12 oz.	20
Boxes, Bulk, per lb.	26

Peaches

Evap. Choice, Unpeeled	24
Evap. Fancy, Unpeeled	26
Evap. Choice, Peeled	27
Evap. Fancy, Peeled	29

Peel

Table with columns: Pelts, Old Wool, Lambs, Shearings, Tallow, Prime No. 1, No. 2, Wool, Unwashed, fine.

PETROLEUM PRODUCTS: Iron Barrels, Perfection, Red Crown Gasoline, Gas Machine Gasoline, V. M. & P. Naphtha, Capitol Cylinder, Iron Bbls., Atlantic Red Engine, Iron Bbls., Winter Black, Iron Bbls., Polarine, Iron Bbls.

Table with columns: Tripe, Kits, 15 lbs., 40 lbs., 80 lbs., Casings, Hogs, per lb., Beef, round set, Beef, middles, set, Sheep, a skein, Uncolored Oleomargarine, Solid Dairy, Country Rolls.

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.

Seasoning: Chill Powder, 15c 1 35, Celery Salt, 3 oz. 95, Sage, 2 oz. 90, Onion Salt 1 35, Garlic 1 35, Penney, 3 1/2 oz. 2 25, Kitchen Bouquet 2 60, Laurel Leaves 20, Marjoram, 1 oz. 90, Savory, 1 oz. 90, Thyme, 1 oz. 90, Turmeric, 2 1/2 oz. 90.

WOODENWARE: Baskets, Bushels, wide band, wire handles 2 20, Bushels, wide band, wood handles 2 35, Market, drop handle 95, Market, single handle 1 00, Market, extra 1 35, Splint, large 8 50, Splint, medium 7 75, Splint, small 7 00.

RAW FURS: No. 1 Skunk, No. 2 Skunk, No. 3 Skunk, No. 4 Skunk, No. 4 Unkum, Muskkrats, Winter, Muskkrats, Fall, Muskkrats, Kitts, No. 1 Raccoon, Large, No. 1 Raccoon, Med., No. 1 Raccoon, Small, No. 1 Mink, Large, No. 1 Mink, Medium, No. 1 Mink, Small. Above prices on prime goods.

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.

RICE: Fancy Head 16, Blue Rose 14. ROLLED OATS: Monarch, bbls. 9 75, Rolled Avena, bbls. 10 00, Steel Cut, 100 lb. sks. 5 00, Monarch, 90 lb. sacks 5 00, Quaker, 18 Regular 2 10, Quaker, 20 Family 5 50. SALAD DRESSING: Columbia, 1/2 pints 2 25, Columbia, 1 pint 4 00, Durkee's large, 1 doz. 5 30, Durkee's med., 2 doz. 6 30, Durkee's Picnic, 2 doz. 2 90, Snider's large, 1 doz. 2 40, Snider's small, 2 doz. 1 45.

SOAP: 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, Lutz Naphtha, 100s 8 00. Proctor & Gamble Co., Lenox 6 00, Ivory, 6 doz. 8 15, Ivory, 10 doz. 13 50, 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.

STARCH: Kingsford, 40 lbs. 11 1/4, Muzzy, 48 1 lb. pkgs. 9 1/2, Powdered, barrels 7 1/2, Argo, 48 1 lb. pkgs. 4 15. Kingsford, Silver Gloss, 40 lb. 11 1/4. Argo, 48 1 lb. pkgs. 4 15, Argo, 12 3 lbs. 3 04, Argo, 8 5 lbs. 3 40, Silver Gloss, 16 3lbs. 11 1/4, Silver Gloss, 12 6lbs. 11 1/4. Muzzy, 48 1lb. packages 9 1/4, 16 3lb. packages 9 1/4, 12 6lb. packages 9 1/4, 50 lb. boxes 7 1/2.

Butter Plates: Escanaba Manufacturing Co., Standard Wire End, Per 1,000. No. 1 2 86, No. 1 1/2 3 17, No. 2 3 39, No. 1 1/2 3 99, No. 3 4 97, No. 5 6 91, No. 8-50 extra sm cart 1 21, No. 8-50 small carton 1 27, No. 8-50 med'm carton 1 32, No. 8-50 large carton 1 60, No. 4-50 jumbo carton 1 93. Churns, Barrel, 5 gal. each 2 40, Barrel, 10 gal. each 2 55, Stone, 3 gal. 3 39, Stone, 6 gal. 7 8.

HONEY: Airline, No. 10 4 00, Airline, No. 15 6 00, Airline, No. 25 9 00.

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

SALES RATIOS: Packed 60 lbs. in box, Arm and Hammer 3 25, Wyandotte, 100 3/4 3 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.

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

Egg Cases: No. 1, Star 4 00, No. 2, Star 3 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.

HORSE RADISH: Per doz. 1 00.

PLAYING CARDS: No. 90 Steamboat 2 25, No. 808, Bicycle 3 75, Pickett 3 00.

SALT: Solar Rock, 56 lb. sacks 55. Common, Granulated, Fine 2 35, Medium, Fine 2 40.

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.

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.

Tea: Japan, Medium 40@42, Choice 49@52, Fancy 60@61. Basket-Fired Med'n, Basket-Fired Choice, Basket-Fired Fancy, No. 1 Nibbs @55, Siftings, bulk @21, Siftings, 1 lb. pkgs. @23.

JELLY: Pure, per pail, 30 lb. 5 50.

POTASH: Babbitt's, 2 doz. 2 75.

SALT SODA: Granulated, bbls. 1 95, Granulated 100 lbs. cs. 2 10, Granulated, 36 2 1/2 lb. packages 2 25.

Soap Powders: Johnson's Fine, 48 3 5 75, Johnson's XXX 100 5 75, Lutz 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.

Pure Cane: Fair 2 50, Good 3 50, Choice 4 50.

Mop Sticks: Trojan spring 2 50, Eclipse patent spring 2 50, No. 1 common 2 50, No. 2, pat. brush hold 2 50, Ideal, No. 7 2 50, 20oz. cotton mop heads 4 30, 12oz. cotton mop heads 2 60.

JELLY GLASSES: 8 oz., per doz. 4 00.

PROVISIONS: Barreled Pork, Clear Back 50 00@52 00, Short Cut Clear @45 00, Pig @45 00, Clear Family 48 00.

SALT FISH: Cod, Middles 23, Tablets, 1 lb. 25, Tablets, 1/2 lb. 1 75, Wood boxes 19.

Gunpowder: Moyune, Medium 35@40, Moyune, Choice 40@45, Young Hyson, Choice 35@40, Fancy 50@60.

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

Traps: Mouse, wood, 4 holes 60, Mouse, wood, 5 holes 70, Mouse, tin, 5 holes 65, Rat, wood 80, Rat, spring 80, Mouse, spring 20.

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, 1/2 Gallons, per doz. 5 25, Gallons, per doz. 10 00.

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 19 1/2 @20, Picnic Boiled Hams 35 @40, Boiled Hams 42 @44, Minced Hams 22 @23, Bacon 31 @43.

Holland Herring: Standards, bbls. 19 50, Y. M., bbls. 22 50, Standards, kegs 1 20, Y. M., kegs 1 50.

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.

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

MOLASSES: New Orleans, Fancy Open Kettle 85, Choice 68, Good 56, Stock 28, Half barrels 5c extra.

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

Herring: K K K K, Norway 20 00, 8 lb. pails 1 40, Cut Lunch 1 25, Boned, 10 lb. boxes 2 29.

Whole Spices: Allspice, Jamaica @18, Cloves, Zanzibar @30, Cassia, Canton @30, Cassia, 5c pkg. doz. @40, Ginger, African @15, Ginger, Cochon @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 @22.

TEA: Young Hyson, Choice 35@40, Fancy 50@60.

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

Mince Meat: None Such, 3 doz. case for 5 60, Quaker, 3 doz. case for 3 25.

Canned Meats: Red-Crown Brand, Corned Beef, 24 1s 3 90, Roast Beef, 24 1s 3 90, Veal Loaf, 48 1/2s, 5 1/2 oz. 1 65, Veal Loaf, 24 1/2s, 7 oz. 2 60, Vienna Style Sausage, 48 1/2s 1 40, Sausage Meat, 24 1s 3 35, Potted Meat, 48 1/4s 52 1/2, Potted Meat, 48 1/2s 90, Hamburger Steak and Onions, 48 1/2s 1 75, Corned Beef Hash, 48 1/2s 1 75, Cooked Lunch Tongue, 48 1/2s 4 00, Cooked Ox 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, 2 1/2 oz. 2 05, Sliced Beef, 5 oz. 3 60, Sliced Beef, 3 1/2 oz. 2 70, Sliced Beef, 7 oz. 4 55.

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

SODA: Bi Carb. Kegs 4.

WINE: White Wine, 40 grain 20, White Wine, 80 grain 27, White Wine, 100 grain 29.

WRAPPING PAPER: Fibre, Manila, white 6 1/2, No. 1 Fibre 8, Butchers Manila 7 1/2, Kraft 12, Wax Butter, short c't 25, Parchm't Butter, rolls 25.

MINCE MEAT: None Such, 3 doz. case for 5 60, Quaker, 3 doz. case for 3 25.

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

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.

Pure Ground In Bulk: Allspice, Jamaica @18, Cloves, Zanzibar @30, Cassia, Canton @30, Cassia, 5c pkg. doz. @40, Ginger, African @15, Ginger, Cochon @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 @22.

WINE: White Wine, 40 grain 20, White Wine, 80 grain 27, White Wine, 100 grain 29.

WRAPPING PAPER: Fibre, Manila, white 6 1/2, No. 1 Fibre 8, Butchers Manila 7 1/2, Kraft 12, Wax Butter, short c't 25, Parchm't Butter, rolls 25.

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, 1/2 Gallons, per doz. 5 25, Gallons, per doz. 10 00.

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

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.

Pure Ground In Bulk: Allspice, Jamaica @18, Cloves, Zanzibar @30, Cassia, Canton @30, Cassia, 5c pkg. doz. @40, Ginger, African @15, Ginger, Cochon @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 @22.

WINE: White Wine, 40 grain 20, White Wine, 80 grain 27, White Wine, 100 grain 29.

WRAPPING PAPER: Fibre, Manila, white 6 1/2, No. 1 Fibre 8, Butchers Manila 7 1/2, Kraft 12, Wax Butter, short c't 25, Parchm't Butter, rolls 25.

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, 1/2 Gallons, per doz. 5 25, Gallons, per doz. 10 00.

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

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.

Pure Ground In Bulk: Allspice, Jamaica @18, Cloves, Zanzibar @30, Cassia, Canton @30, Cassia, 5c pkg. doz. @40, Ginger, African @15, Ginger, Cochon @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 @22.

WINE: White Wine, 40 grain 20, White Wine, 80 grain 27, White Wine, 100 grain 29.

WRAPPING PAPER: Fibre, Manila, white 6 1/2, No. 1 Fibre 8, Butchers Manila 7 1/2, Kraft 12, Wax Butter, short c't 25, Parchm't Butter, rolls 25.

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, 1/2 Gallons, per doz. 5 25, Gallons, per doz. 10 00.

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

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.

Pure Ground In Bulk: Allspice, Jamaica @18, Cloves, Zanzibar @30, Cassia, Canton @30, Cassia, 5c pkg. doz. @40, Ginger, African @15, Ginger, Cochon @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 @22.

WINE: White Wine, 40 grain 20, White Wine, 80 grain 27, White Wine, 100 grain 29.

WRAPPING PAPER: Fibre, Manila, white 6 1/2, No. 1 Fibre 8, Butchers Manila 7 1/2, Kraft 12, Wax Butter, short c't 25, Parchm't Butter, rolls 25.

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, 1/2 Gallons, per doz. 5 25, Gallons, per doz. 10 00.

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

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.

Pure Ground In Bulk: Allspice, Jamaica @18, Cloves, Zanzibar @30, Cassia, Canton @30, Cassia, 5c pkg. doz. @40, Ginger, African @15, Ginger, Cochon @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 @22.

WINE: White Wine, 40 grain 20, White Wine, 80 grain 27, White Wine, 100 grain 29.

WRAPPING PAPER: Fibre, Manila, white 6 1/2, No. 1 Fibre 8, Butchers Manila 7 1/2, Kraft 12, Wax Butter, short c't 25, Parchm't Butter, rolls 25.

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, 1/2 Gallons, per doz. 5 25, Gallons, per doz. 10 00.

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

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.

Pure Ground In Bulk: Allspice, Jamaica @18, Cloves, Zanzibar @30, Cassia, Canton @30, Cassia, 5c pkg. doz. @40, Ginger, African @15, Ginger, Cochon @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 @22.

WINE: White Wine, 40 grain 20, White Wine, 80 grain 27, White Wine, 100 grain 29.

WRAPPING PAPER: Fibre, Manila, white 6 1/2, No. 1 Fibre 8, Butchers Manila 7 1/2, Kraft 12, Wax Butter, short c't 25, Parchm't Butter, rolls 25.

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, 1/2 Gallons, per doz. 5 25, Gallons, per doz. 10 00.

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

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.

Pure Ground In Bulk: Allspice, Jamaica @18, Cloves, Zanzibar @30, Cassia, Canton @30, Cassia, 5c pkg. doz. @40, Ginger, African @15, Ginger, Cochon @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 @22.

WINE: White Wine, 40 grain 20, White Wine, 80 grain 27, White Wine, 100 grain 29.

WRAPPING PAPER: Fibre, Manila, white 6 1/2, No. 1 Fibre 8, Butchers Manila 7 1/2, Kraft 12, Wax Butter, short c't 25, Parchm't Butter, rolls 25.

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, 1/2 Gallons, per doz. 5 25, Gallons, per doz. 10 00.

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

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.

Pure Ground In Bulk: Allspice, Jamaica @18, Cloves, Zanzibar @30, Cassia, Canton @30, Cassia, 5c pkg. doz. @40, Ginger, African @15, Ginger, Cochon @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 @22.

WINE: White Wine, 40 grain 20, White Wine, 80 grain 27, White Wine, 100 grain 29.

WRAPPING PAPER: Fibre, Manila, white 6 1/2, No. 1 Fibre 8, Butchers Manila 7 1/2, Kraft 12, Wax Butter, short c't 25, Parchm't Butter, rolls 25.

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, 1/2 Gallons, per doz. 5 25, Gallons, per doz. 10 00.

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

Mackerel: Mess, 100 lbs. 25 00, Mess, 50 lbs. 13 2

Russian Reds and Union Men One and the Same.

Grandville, Jan. 13—If labor unions are so patriotic, why do they express sympathy with anarchistic reds when the strong arm of Uncle Sam lays hold of them in an effort to squelch this infamous propaganda against the stability of the Government?

The arrest of so many of this foreign scum which comes here to live briefly under the Stars and Stripes until they can work out plans for the destruction of the Republic seems to have the same effect in some quarters of our country as the waving of a red rag in the eyes of an angry bull. Surely no American with the spirit of democracy at heart will stand for a moment in defense of these foreign scoundrels who are fit only to adorn a gibbet and who are doing all that in them lies to undermine and destroy the free American government itself.

Organized labor which finds excuse for these anarchists must not feel sore if the American people take them at their own estimation and regard them with a degree of suspicion.

When labor unions combine to excuse and aid convicted murderers to escape punishment due their crimes, is it not time for the lay American to encrust his sympathy for down-trodden labor with a slight veneer of common sense? The Mooney incident convicts all union labor organizations with sympathy for lawlessness and the more recent resolutions of the Chicago federation of labor in denouncing the Government's activity in rounding up the reds of that city, goes to prove that labor organizations as a whole are all I. W. W. criminals under another name. Said resolution called upon the Government to discontinue the raids. Isn't that the acme of impudence as well as a display of venom against the Government that may need investigating?

One of the unions, through a delegate, informed the meeting that his organization had taken steps to weed out from its membership all workers who are members of the American Legion, which of course, is some more display of patriotism on the part of these over zealous advocates of letting traitors to the United States severely alone.

"The American Legion members are tools of the capitalist system," declared the delegate, his remarks being greeted with applause.

Where, then, must we look for genuine Americanism if we are to bar out from respectable company our boys who wore the khaki and did valiant battle for American institutions from Argonne to and beyond the Rhine? Societies, union labor and others, which put up the bars against the American Legion are not patriotic organizations and are unfit to exist under the aegis of the Stars and Stripes.

Is it supposable that the Chicago federation of labor would have inveighed against the United States rounding up the reds unless members of the red army were also adherents to the labor union or unions? This being true, where does it place the protestants save in the column of open and secret defiers of our form of government, therefore enemies of the Republic, fit subjects for deportation.

In making war on the enemies of this Republic our Government is opening new veins of information leading into unexpected quarters, and the most arrant protestations of loyalty on the part of those now raising their voices to save the anarchists from proper punishment will not hereafter, as in the past, deceive the American people into accepting honeyed words from those organized laborites who are in truth enemies of our form of government.

Our Government has made a good

start in ousting the reds and should leave no stone unturned to get at the bottom facts; in fact, thoroughly routing the last anarchist and anarchist sympathiser in the land, sending him beyond the brine where he properly belongs and where, let us trust, he may meet his just deserts from members of his own kind.

It is to be hoped that the United States will soon be purged of all these radical socialists and that the strong arm of Uncle Sam will not hesitate to snatch the plotting enemies of free America wherever found and place them beyond the pale of our institutions for good and all. Dig deep and harrow well by cleaning out every traitorous nest, to the end that we of America may feel secure in the liberties bequeathed to us by Washington and Lincoln and made doubly sacred by the blood of our boys in khaki in lands beyond the sea.

Old Timer.

Little Things.

He rang in a little sooner
Than the fellows in his shop;
And he stayed a little longer
When the whistle ordered "stop."
He worked a little harder
And he talked a little less;
He seemed but little hurried
And he showed but little stress,
For every little movement
His efficiency expressed.
Thus his envelope grew just
A little thicker than the rest.
He saved a little money
In a hundred little ways;
He banked a little extra
When he got a little raise.
A little "working model"
Took his little "leisure" time;
He wrought each little part of it
With patience most sublime.
Now it's very little wonder
That he murmurs with a smile,
As he clips his little coupons:
"Are the little things worth while?"

You may succeed when others do not believe in you, when everybody else denounces you, but never when you do not believe in yourself.

FINANCIAL STATEMENT OF

Michigan Shoe Dealers' Mutual Fire Insurance Co.

Fremont, Mich.

AMOUNT AT RISK.

1912	\$ 141,350.00
1913	350,150.00
1914	401,450.00
1915	926,150.00
1916	1,353,925.00
1917	1,671,900.00
1918	2,211,775.00
1919	3,599,575.00

INCOME.

	Board Rate	Dividends
1912	\$ 2,232.78	\$ 744.26
1913	4,985.04	1,424.30
1914	5,316.22	1,518.90
1915	13,561.40	3,874.58
1916	19,621.40	5,606.11
1917	23,266.16	6,647.47
1918	38,122.25	10,519.98
1919	63,375.88	17,276.46
	\$170,611.13	\$47,612.15

LOSSES PAID.

1912	None.
1913	None.
1914	\$ 2,381.48—45%
1915	3,201.82—24%
1916	9,049.61—46%
1917	11,193.54—48%
1918	8,137.59—21%
1919	13,903.88—22%

Average Loss Ratio \$47,867.92—28%

Savings to Policy Holders since organization\$47,612.15
 Losses Paid to Policy Holders since organization 47,867.92
 Total Assets December 31, 1918.. 12,110.81

INCOME FOR 1919.

Gross Premiums on Direct Bus.	\$57,588.21
Gross Premiums on Re-Insur.	\$8,726.56
Deduct Coms. to Re-Ins. Co.'s	2,938.89
	5,787.67
Total premium income	\$ 63,375.88
Received from Re-Ins. Co.'s for losses	5,583.26
Interest on Liberty Bonds	566.72
Premiums returned	46.53
Discount on Bonds	139.75
	\$81,823.02

DISBURSEMENTS.

Losses	\$13,903.88
Adjustment expense	77.14
Commissions to Agents	2,598.84
Commissions to Sec'y	6,799.26
Directors Fees & Exp.	108.90
Postage, Print. & Adv.	1,167.40
Mich. In. Bu. for rates	493.00
Furniture and Fixtures	138.70
Incidentals	125.13
Re-Insurance	15,187.18
Return Premiums	426.24
Div. to Policy Holders	17,276.46
	58,340.13
Balance on Hand	\$23,482.89

ASSETS.

Cash in Office & Bank	\$ 6,426.10
Certificates of Deposit	3,006.79
Liberty Bonds	14,050.00
Total Ledger Assets	\$23,482.89

LIABILITIES.

Re-Insurance Reserve on Insurance Carried Net	\$12,271.79
Surplus Over All Liabilities	11,211.10
	\$23,482.89
Amount of insurance in force Dec. 31, 1918	\$2,211,775.00
Written or Renewed in 1919	3,847,175.00
Total	\$6,058,950.00
Expirations and Cancellations	2,459,375.00
Insurance in force Jan. 1, 1920	\$3,599,575.00
Re-Insured with other co.'s	1,743,400.00
Amount of insur. carried net	\$1,856,175.00
Assets January 1, 1920	23,482.89
Surplus January 1, 1920	11,211.10
Assets per \$1,000 of insurance carried net	12.65
Surplus per \$1,000 of insurance carried net	6.04
Ratio of Losses to Premiums, 22%.	
Ratio of Expense to Premiums, 18%.	

Bristol Insurance Agency

"The Agency of Personal Service"

Inspectors and State Agents for Mutual Companies

Savings to Our Policy Holders

On Tornado Insurance 40%
 General Mercantile and Shoe Stores 30%
 Drug Stores, Fire and Liability, 36% to 40%
 Hardware and Implement Stores, and Dwellings 50%
 Garages, Blacksmiths, Harness and Furniture Stores 40%

All Companies licensed to do business in Michigan. It will pay you to investigate our proposition. Write us for particulars.

C. N. BRISTOL, Manager
 FREMONT.

A. T. MONSON, Secretary
 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

The Grand Rapids Merchants Mutual Fire Insurance Co.

STRICTLY MUTUAL

Operated for benefit of members only.

Endorsed by The Michigan Retail Dry Goods Association.

Issues policies in amounts up to \$15,000.

Backed by several million dollar companies.

Offices: 319-320 Houseman Bldg. Grand Rapids, Michigan

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

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



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

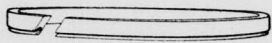
BUSINESS WANTS DEPARTMENT

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.

IF YOU HAVE AN OIL PUMPING MOTOR INSTALL

**McQUAY-NORRIS
Superoyl
RINGS**

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



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

COLEMAN (Brand)

Terpeneless
LEMON

and Pure High Grade
VANILLA EXTRACTS

Made only by
FOOTE & JENKS
Jackson, Mich.

For Sale—Good clean stock of hardware, paints, harness, implements and wire fence; with store and storage buildings. Stock invoices \$14,000. Would lease buildings. Good location in village of 600. Would take eighty acres in part exchange. Address No. 639, care Michigan Tradesman. 639

For Sale—If taken at once, dry goods, ready-to-wear and millinery stock and fixtures. Invoice about \$8,000. Located in best little growing city in Michigan. Will transfer lease worth \$1,000 free to purchaser at \$6,000. Last year's business \$35,000. Write or wire, George A. Vliet, St. Louis, Michigan. 636

If you want to sell or exchange your business, no matter where located, write me. John J. Black, 130th St., Chippewa Falls, Wisconsin. 598

For Sale—Hobert electric motor with peanut butter grinder, new, only used one day. Single phase motor, alternating current, 60 cycle, 110 or 220 volts. Can be used as a coffee grinder or with any Hobert attachment. Going cheap. Write Jung Baking Company, Wascana, Minnesota. 643

For Sale—Grocery and general merchandise stock, building and fixtures and living rooms up-stairs. Will take about \$4,500 to handle. Located on Kalamazoo-South Haven railroad. This will bear investigation. Call or write John Kunkel, Berlamont, Michigan. 644

ATTENTION MERCHANTS—When in need of duplicating books, coupon books, or counter pads, drop us a card. We can supply either blank or printed. Prices on application. Tradesman Company, Grand Rapids. 645

WANTED—Experienced manager, with best references, for a 50 room resort hotel on Little Traverse Bay. Address A. L. Deuel, Harbor Springs, Mich. 646

FIRST CLASS OPENING FOR HARDWARE in town of 1,200 in Southern Michigan. Excellent farming community. Address No. 647, Michigan Tradesman. 647

Wanted—A machine foreman for furniture plant manufacturing dressers and chiffoniers. Plant located in the West. Address No. 649, care Michigan Tradesman. 649

Get My Tanks—Make big money developing films; cost 1/2c per roll; particulars free. Gillett, Boscobel, Wisconsin. 637

BANISH THE RATS—Order a can of Rat and Mouse Embalmers and get rid of the pests in one night. Price \$3. Tradesman Company, Grand Rapids Michigan. 648

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw Michigan. 757

For Sale—An established general merchandise store located in the heart of a farming and lumbering district in Northern Michigan. Write to Box 97, Johannesburg, Michigan. 592

If you are thinking of going in business, selling out or making an exchange, place an advertisement in our business chances columns, as it will bring you in touch with the man for whom you are looking—THE BUSINESS MAN.

For Rent—Brick dry goods store completely furnished adjoining men's clothing store. Only four stores in fast growing city of twelve thousand surrounded by rich farms. If your location is not the best, why not move here? A. J. Wilhelm, Traverse City, Michigan. 599

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

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

Barrets' St. Vitus Dance or Chorea remedy; excellent antidote to above disease; in use over ninety years. William M. Olliffe, wholesaler and retailer, 6 Bowery, New York. 632

Wanted—Second-hand safes Will pay spot cash for any safe, if in reasonably good condition. Grand Rapids Safe Co., Grand Rapids. 641

BIG INVESTMENT OPPORTUNITY: BEST BUSINESS BLOCK IN BEST LOCATION IN BEST GROWING CITY IN CENTRAL MICHIGAN: LISTEN: Three story and basement; three fronts and one at rear; solid brick and stone construction; best corner in city; rentals \$7,000. Block worth easily \$100,000; can be bought this month for \$55,000. Cut and information furnished by return mail. W. J. Cooper, Mount Pleasant, Michigan. 641

RESTAURANT: Good opening in town of 1,200. No competition. Address No. 648, Michigan Tradesman. 648

For Sale—Store building with fixtures at Dunningville, Mich. Two-story, cement block construction. Splendid opening for business. Address Miss Spaman, 425 Prospect Avenue, Grand Rapids, Michigan. 650

Drug Store For Sale—Good store located in country town surrounded by fine farming district. Dr. Hess line and Seneca Camera agency. Also, gasoline filling station. \$3,000 or inventory. Will sell or rent building. Address No. 651, care Michigan Tradesman. 651

Wanted—Formulas for making roof- cement, paints and boiler paint, or sales agency for good line like above. C. E. Weston, Post Office Box 311, Ponca City, Oklahoma. 652

Wanted—Paint salesman wants to handle good line of paints on commission. C. E. Weston, Post Office Box 311, Ponca City, Oklahoma. 653

For Sale—My stock of dry goods. Will invoice about \$25,000. Annual sales \$75,000. Established twelve years. Moderate rent. Good opportunity to launch into a good paying business. For particulars, address T. Bergey, 212 South Mechanic Street, Jackson, Michigan. 654

For Sale—Fixtures, consisting of safe, cash register, stove, typewriter, two desks, clothing racks, show cases, account file, shoe ladder, hat case, chairs, etc. Mrs. E. B. Flinn, Springport, Michigan. 645

For Sale—Grocery store. Well established business. Good fixtures. Well located. Selling reason, ill health. Address No. 655, care Tradesman. 655

WANTED—Second hand set of drug store wall fixtures in good condition. Address W. A. Gardner, Elmira, Michigan. 656

Good opening for bakery in thriving town of 1,500 population. Address No. 657, care Tradesman. 657

For Sale—Grist mill in thriving town. Good surrounding country. A snap for somebody. Address No. 658, care Tradesman. 658

For Sale—Old established grocery and dry goods business, doing \$80,000 business. Located in thriving town in heart of fruit belt of Michigan. Will sell or lease building. Clean stock. No stickers. Good reason for selling. An opportunity. Talk business. Address No. 659, care Tradesman. 659

For Sale—Small stock gent's furnishings, also complete fixtures. Exceptional bargain. Address Peoples Bank, Boyne City, Michigan. 660

For Sale—A clean, up-to-date stock of hardware. Plumbing and heating in connection. Located in prosperous dairy section of Northern Illinois. Town of 2,500. Last years business \$38,000. Will invoice between \$8,000 to \$9,000. Up-to-date fixtures and tools. Best of location. Reasonable rent. An opportunity of a lifetime. Good reason for selling. Only cash deal considered. Address No. 661, care Michigan Tradesman. 661

ALL-IN-ONE SYSTEM revolutionizes bookkeeping. One book to handle. Sample sheets \$1. In binder for three months \$5. Rebate on order. John Capehart, Russellville, Kentucky. 662

Drug Store For Sale—In good farming district in Western Michigan. Town of 1,000. Stock and fixtures inventory \$3,500. Will accept \$2,000 cash and balance on contract if desired. Address No. 663, care Michigan Tradesman. 663

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

Bel-Car-Mo



The delicious Peanut Butter that has earned a place in progressive stores.

The immaculate sanitary process by which this healthful food is created and the fact that its quality is guaranteed makes it a pleasure for the merchant to conscientiously urge his customers to buy it in quantities.

Order from your Jobber

MATCHES

All Types and Sizes to Suit Every Requirement

**American Safety Strike
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.

**WM. D. BATT
FURS**

Hides, Wool and Tallow

28-30 Louis St.
GRAND RAPIDS, MICHIGAN

Status of the Various Hardware Staples.

Axes—The market is very active the demand being exceptionally good in the timbered sections of the country. Production is below normal and prices are very firm as quoted.

Firearms—Prices on Remington firearms have gone up 10 per cent., effective Jan. 1, on all models. These goods will continue to be marketed through the regular jobbing channels. Other advances in firearms are expected, but no changes in ammunition prices are looked for at this time.

Game Traps—There never was a better demand for game traps than at the present time. The high prices paid for furs, and their popularity, has induced many to enter the trapping industry this winter. There are some trap shortages noticeable and the market is said to be very firm.

Garden Hose—Jobbers report a very good volume of garden hose business for spring delivery at prices approximately the same as those which now prevail. There is almost no possibility of lower prices, and in view of existing shipping conditions jobbers are advising their customers to get their hose orders in early.

Glass—With every indication of a heavy building season this year, the window glass situation is giving dealers and jobbers some concern. The manufacturers are sold up for some time to come, and stocks in all parts of the country are light. There is hardly a local distributor who has anything approximating a stock of window glass, and the shortage is very marked on the more common sizes. While no changes have as yet appeared on the local market, it is not unlikely that advances will appear in the near future.

Horseshoes—As is to be expected around the first of the year, the market for horseshoes was quiet. Since then, however, sufficient business has been booked to give sellers considerable encouragement.

Ice Skates—There is a heavy demand for ice skates, although the call locally is strongly for the tubular type. The weather is ideal for skating out of doors, and the sales in the country districts are heavier than those of last year. Local jobbing stocks are badly broken. Skate prices are firm with an upward tendency.

Lanterns—There is a shortage of lanterns, due to the heavy demand during the coal strike, when light restrictions were in force. The market is said to be exceptionally strong and higher prices are more to be expected than declines.

Refrigerators—There has been an advance of 10 per cent. on several makes of refrigerators, and the jobbers declare that a shortage in this line already exists.

Rivets—There is a big demand for structural rivets, and boiler builders also figure conspicuously in the day-to-day sales by jobbers. Generally speaking, jobbers' stocks are unusually small and comparatively little fresh consignments are being received. One local concern, at least, however, is well supplied with all sizes of rivets.

Rope—The rope market is rather quiet at this time, but the undertone is apparently firm. The export demand is said to be very fair, although lighter than it was a few weeks ago.

Rules—The Lufkin Rule Co. and the Stanley Rule & Level Co. have advanced prices on their lines approximately 10 per cent.

Sand Paper—The general demand for sand paper is very good, although local retail sales are naturally light at this time. Producing costs are very high and there seems little possibility of any declines.

Sash Weights—It is practically impossible to obtain sash weights in quantity. Prices quoted to local jobbers recently are higher than those generally prevailing in retail stores. No immediate improvement is expected.

Screens and Doors—In common with the other manufacturers, the Continental Co. has issued a new detailed schedule on screens and doors, showing a general advance in prices.

Screws—The consumptive demand for wood screws appears to be on the mend. Some local interests are inclined to believe that the shortage of nails possibly may have something to do with the better demand for screws. Whatever is the fundamental cause, market conditions are most gratifying. Local jobbing stocks are in fair shape, but in a number of instances they could be better. Prices are strong all down the line.

Sleigh Bells—Manufacturers of sleigh bells have advanced their lists owing to the increased cost of raw material and labor. Jobbers likewise have revised their prices. The past season on sleigh bells was more satisfactory than those in recent years.

Tacks—While retail sales of tacks are comparatively light at this time the general volume of tack business is said to be heavy. Production is below normal and there is no possibility of any lower prices for some time.

Washers—Washers are moving slowly. The important jobbers have been well stocked for some time.

Wheelbarrows—Wheelbarrows are none too plentiful on the market, while the demand is much heavier than usual for this season. Prices recently advanced and the market is firm.

Wire Cloth and Poultry Netting—Jobbers report a good volume of or-

ders for wire cloth, the dealers evidently realizing the probability of a serious shortage in the spring. The makers are sold up as far ahead as they can reasonably hope to fill orders and are not looking for new business. Jobbers have fair stocks but are receiving no shipments from the mills. Much the same situation prevails with regard to poultry netting.

Big Plans in Prospect for Coming Convention.

Cadillac, Jan. 13—The approaching convention of the Retail Grocers and General Merchants' Association of Michigan promises to be one which will give the members new ideas of great importance to the retail merchant in the world's business.

By a peculiar system of propaganda conducted by the daily press, retailers have been paraded before the public mind as criminals who have tried to starve out the remainder of the human race when, as a matter of fact, retailers enjoy the unchallenged distinction of being the first to contribute to any charitable needs that may arise in the community and they are associating in a friendly way with the customers they meet in churches, lodges, dances, home functions and many other ways and it is hardly to be thought that they would take an undue profit in their dealing with these customers whom they delight to call friends.

The millions of dollars that have been denied the retailer in legitimate profits through his efforts to meet the public demands in setting his prices has resulted in depleting the surplus that was accumulated during the control of the Food Administration, when the public were required to buy substitutes, on which the profits were set by the Administration. This surplus must, of necessity, be replenished if the retailer is to meet the change that is sure to come when prices must tumble.

The approaching convention program is replete with talent from all parts of the country—men who are well versed in meeting and overcoming the difficulties and who will give out messages that can be applied in the individual business to the profit and advantage of those who use it.

These pages next week will contain further information on the coming meeting of the men who must take an active part in the stabilizing of business conditions, for it evidently is not by legislation that this is to be accomplished, so it must be done by those who have suffered during the period of attempted legislative control.

J. M. Bothwell, Sec'y.

New Hand on the Helm at Bay City.

Bay City, Jan. 13—No doubt you have begun to think that we had forgotten you entirely, but far be it

from such at this present day and age.

I presume that you know that Bay Council has suffered the loss and sad bereavement of one of her most noted and prominent members—Mr. W. T. Ballamy, who was interested, heart and soul, in the upbuilding and welfare of the United Commercial Travelers of America; but every member has pledged his word that he will not let the good work fall and through this kind of co-operation, we are going to endeavor to give all that is in us. We start the New Year with a prosperous outlook for the upbuilding of social work. I personally assure you that this noted and worthy paper will be the upbuilding and renewal of old acquaintances of Bay Council.

We started the ball rolling Saturday, Jan. 10, with a special meeting and an entertainment that I do not think any of the boys will forget, especially the lecture given by W. H. Tholmson on Salesmanship; also a talk on all kinds of experiences while overseas, given by H. O. Bancroft, followed by an interesting talk by Wm. H. Collins on Capital and Labor.

The meeting finally ended with something unusual for Bay Council—the pleasure of witnessing a five round boxing match, the first of the season, between the O'Tool brothers, Bay City's future bantams.

Bay Council's future plans are going to give me a much better opportunity to give your noted paper the proper attention it deserves.

Being newly appointed correspondent, as I said before, I will endeavor in the future to give the readers of your valued journal the best that is in me, with the kind co-operation of my fellow travelers.

As a cub reporter, I ask your kind indulgence until such time as I may become more familiar with the journalistic phrases of newspaperdom.

H. H. Smith.

Detroit—The C-So-Eze Co. has been organized to manufacture and sell electrical stampings, etc., with an authorized capital stock of \$5,000, all of which has been subscribed and \$2,400 paid in in cash.

Detroit—The Interstate Paint & Varnish Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Marquette—The bakery formerly known as Cameron's Bakery, 521 North Third street, has been sold to the Marquette Baking Co.

Alpena—The bakery owned by Charles F. Climie, was recently badly damaged by fire.



Sold by

CUMMER'S

"Humpty Dumpty"

REGISTERED U. S. PATENT OFFICE

The Best, Cheapest and Most Convenient Egg Carrier In Existence

Made in 3, 6, 9, 12, 15 and 30 Dozen Sizes






All Wholesale Grocers. If your dealers do not have them, enquire of the CUMMER MFG. CO., Cadillac, Mich., manufacturers.

1, folded flat; 2, set up closed; 3, set up open; 4, half dozen complete, ready for shipment.