

# MICHIGAN TRADESMAN

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Thirty-Eighth Year

GRAND RAPIDS, WEDNESDAY, JUNE 1, 1921

Number 1967

## A Morning Thought

Let me to-day do something that shall take  
A little sadness from the world's vast store,  
And may I be so favored as to make  
Of joy's too scanty sum a little more.

Let me not hurt by any selfish deed  
Or thoughtless word, the heart of foe or friend;  
Nor would I pass, unseeing, worthy need,  
Or sin by silence when I should defend.

However meager be my worldly wealth,  
Let me give something that shall aid my kind,  
A word of courage, or a thought of health,  
Dropped as I pass for troubled hearts to find.

Let me to-night look back across the span  
'Twixt dawn and dark, and to my conscience say—  
Because of some good act to beast or man—  
"The world is better that I lived to-day."

Ella Wheeler Wilcox.

## Everybody Eats Yeast

The life-giving vitamine in Yeast keeps healthy people fit, and builds strength in the under-par.

What are you doing to link up your cash register with this new demand for

### Fleischmann's Yeast

Get in on the Big Push for Yeast and increase your profits.

Have your customers place a standing order.

## When You Need Sugar

call or write us for prices. We are in direct connection with the largest refiners in the country and can quote the

**LOWEST MARKET PRICES**

**On Fine Eastern Cane or Beet**

in car or less-than-car lots.

We are making special prices on canned fruits, candies, cigars, coffee and canned meats.

Bell Main 5041

PHONES

Citizens 65448

**LEWELLYN and COMPANY.**  
WHOLESALE GROCERS  
GRAND RAPIDS MICHIGAN.



## "Our Fruit and Vegetable Business Has Doubled"

R. O. Harris Grocery Company,  
Mobile, Alabama

"Your fixture is surely working wonders. I am selling four times the amount of grape fruit I previously sold."

Walter S. Birge,  
Clinton, N. Y.

If you look on the Dayton Display Fixture as an expense you are making a big mistake. It is an investment that will pay big dividends.

Don't take our word for it. Ask us to send you the testimony of high class grocerymen all over the country. Read what they say.

Practically all of them will tell you this is the most profitable investment they ever made.

Very often it doubles the volume of fruit and vegetables sold. It moves the stock quicker, speeds up turnover, and so increases profit without requiring a bigger stock. You do a big fruit and vegetable business in less space than you can now handle a small one. The clerks work faster. And your store looks much more attractive. It helps advertise your store and your other departments. Write now for literature giving a complete description, prices, and the experiences of other grocers. Easy payments.

**The Dayton Display Fixture Co.**  
DAYTON, OHIO

*Dayton*  
*Display Fixture*



## "Loose" Sugar Means Losing Sugar

Careful tests have proven that a Grocer cannot fill 173 two pound bags out of a 352 pound barrel of sugar. The loss runs anywhere from one to five pounds.

Franklin Package Sugars not only save that loss; but the cost of labor, bags and twine.

**The Franklin Sugar Refining Company**  
PHILADELPHIA

"A Franklin Cane Sugar for every use"

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



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## MICHIGAN TRADESMAN

(Unlike any other paper.)  
Frank, Free and Fearless for the Good  
That We Can Do.  
Each Issue Complete in Itself.

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

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E. A. STOWE, Editor.

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Rapids under Act of March 3, 1879.

### WHAT MANY WOMEN KNOW.

In the case of Madame Curie we find another striking example of the destructive effects of a concrete truth when brought to bear upon popular legend. More than one superstition is dissipated by the career of this outstanding figure in the annals of science. First, of course, the legend concerning woman's intellectual powers, woman's limitations outside of the home and woman's proper sphere in general. Generalization concerning the psychology of woman has been, from the beginning of history, the favorite indoor sport among those of the other sex.

Preponderance of emotionalism over intellectuality among women is a commonplace. Yet there is the simple fact that in proportion to the number of women who have engaged in the emotional arts as against the intellectual sciences, women have done fully as well in the latter. The arts have been more or less open to women at all times. Science is a new field for them. But it is a question whether in literature or art women occupy as high a place relatively as that won by Madame Curie in physics and by Sonia Kovalevsky in mathematics. Incidentally, in the case of these two famous women, that minor tradition of a fixed race psychology goes by the board. Madame Curie, a native of Poland, and Madame Kovalevsky, a native of Russia, were of that Slav race whose temperament we still insist in appraising in terms of pure emotion. And this in spite of the facts that the emotional Slav has produced the greatest of realistic literatures and that, considering the comparatively recent history of Russian civilization, the Russians within the last half century have been making notable contributions to science. It is equally unsafe to generalize about the emotionalism of a race that has produced a Metchnikoff and a Mendeleef and to emphasize the intellectual limitations of a sex that has produced a Madame Curie.

In the field of scientific research

women are to-day rendering their full proportion of service as compared with other activities of women. They are busy in the laboratories, the observatories, and the seminars. Indeed, if one cared to go in for this perilous business of generalization, one might point out that, of the two qualities which are generally accepted as essential to scientific achievement, namely, imagination and a gift for patient drudgery, women possess a full measure.

More than twenty years ago Fabian Franklin in his notable essay *On the Intellectual Powers of Women* brought to bear a cool mathematical analysis upon the popular legend of women's limitations. It was enough for him to call the roll of the really outstanding figures in history and to compare these with the opportunities which men and women respectively had enjoyed to disprove the historic legend. Given freedom and opportunity, and the intellectual progress of women, like the intellectual progress of races, will rise above any preconceived limitations.

### THE GENERAL SITUATION.

As the spring season progresses, evidences of improvement in general conditions become more apparent, although this is not the case in all industries. In the great basic industry of agriculture the showing is much above the average for this period of the year. The grains are in especially good shape and the vegetable and fruit prospects are very promising, despite the recent cold spells. Cotton, too, is under way after a series of drawbacks due to untoward weather. A noteworthy thing about all the farming is that labor is cheap and abundant, and this forecasts the ability to sell products at a profit at lower levels. A soft spot occurs in the mining and metals lines, owing to the absence of demand and the unsettlement of the labor situation. In transportation, matters are disturbed because of the wage controversy, and it is still a question how the decision to reduce rates of pay will be taken. For that matter, there are few, if any, lines of work in which lowering of wages is not contemplated where this has not been already done. This is one of the factors that must be reckoned with in general business because it goes to the fundamental question of the purchasing power of a large portion of the population. It is accountable for a great deal of the hesitancy shown in the buying in the primary markets and it will take some time to determine how much will be the restriction of purchases by the general public. Meanwhile, the policy of cautious buying will continue, with the result of preventing any raising of prices, even in lines where deflation has been most marked.

### DR. ELIOT ON MANNERS.

In William Dean Howells's "The Landlord at Lion's Head" one of the principal scenes is a fashionable dance in Boston. Champagne is served, the young men drink, and at least one has to be taken home in his carriage. President-Emeritus Eliot recently told the Harvard Dames that one evidence of a recent deterioration in manners is the fact that intoxicated men are seen at dances and that matrons continue to invite those who so disgrace themselves. Yet Howells's scene was founded on his knowledge of Boston in the seventies and eighties, and is not described as if it were startlingly unusual.

Dr. Eliot is shocked because men smoke when driving or walking with ladies, a breach of manners unheard of in his youth. But assuredly if there is any "coarsening" in this, it is offset by the complete disappearance of tobacco chewing, in the old days by no means unknown to some of America's better social circles. New York's social observance of New Year's, when men made a series of calls and frequently imbibed until they had to be rescued by friends, is gone forever. Drinking in business hours was common in other days. The fashionable New York society satirized in "Potiphar Papers" was not without its evident faults.

Dr. Eliot's opinion deserves a deferential hearing, and one of his indictments has been forcibly put forward by others. This is his condemnation of the frankness with which young people discuss subjects once forbidden. It might be rejoined that the early Victorians went to an opposite extreme; that it is no more wholesome for women to speak of birth control than it was for women of 1840 to be shocked when some one mentioned the limbs of a tree. But this is not a real answer. The answer is to be sought in the broad average of National life. Taking all ranks and groups of the American people, their manners are unquestionably better than in the days when we were half a pioneer people and our cities were too much as Mrs. Trollope and Dickens depicted them.

### WHEN CLOCKS FALL OUT.

Taking the Nation as a whole, the embattled farmer has won against daylight saving. In the Middle West and South the issue is almost dead. Those who hoped Congress would decree daylight saving for the Eastern time belt had little acquaintance with the Congressional mind. Even along the upper Atlantic, where urban population is heaviest, the reform is having a hard battle for life. New York, New Jersey and Pennsylvania allow local option. In New Jersey only fourteen cities are listed as having officially

adopted the new time, although a considerable zone was automatically compelled to follow New York City. In Pennsylvania, Philadelphia holds to standard time and Pittsburgh is in a muddle. Legislators of New Hampshire and Connecticut have forbidden daylight saving schedules. Massachusetts dared to pass a daylight saving law, but a number of Western townships refuse to abide by it.

It is evident that the advocates of general retention of daylight saving underrated the force of rural opposition. This opposition did not spring from unthinking conservatism. The farmer could not persuade Nature to dry up her dews on the new schedule. He could not argue his cows into giving their best milk at what to the honest cow seemed mid-afternoon. His wife, who arose at an unearthly hour anyway to get the produce to market, rebelled against a further curtailment of sleep. The farmer argued that the necessities of his work deserved more consideration than the convenience and recreation of the city man, even when recreation meant better health. Quarrels like that in Pittsburgh raise the question whether city populations were so emphatic and undivided in their espousal of daylight saving as they were represented.

### GET THE MEN HIGHER UP.

One of the chief industries in Germany of late has been the production of alibis. The men who did the things that outraged the civilized conscience in the war are now anxious to keep mum and lie hidden. They are eager to let the dead past lie buried. When they perpetrated the cruelties upon their prisoners they laughed at any threat of punishment in days to come. The tribunal that now sits upon their deeds has taken a long time to assemble. It is true that time has cooled passion and made a truer perspective possible. It is also true that the period that has elapsed has enabled many culprits to evade a proper penalty.

It will be no great satisfaction to any one to have a few underlings put in jail, while the men higher up are at large and at leisure to compile their apologetic memoirs. The prospect is that whatever punishment is meted out will go no further than to settle a few inconspicuous grudges; it will not satisfy the long and heavy-laden account of all humanity against German militarism and the inherent brutality of the German people.

You find a good deal of fault with certain habits of customers. Are you careful to avoid those habits in your own buying?

The clerk who will lie to customers has a right to be suspected of lying to the boss.

### Farewell To Food and Drug Department.

The Michigan Food and Drug Department, originally created twenty-seven years ago as the Dairy and Food Department, goes out of existence July 1 next. All the powers and duties of the department on that day will pass to the newly created Department of Agriculture except those relating to the enforcement of the prohibition laws.

The State's first pure food law was enacted in 1895, two years after the Dairy and Food Department was created by legislative act as the Food and Drug Department. C. E. Storrs, of Muskegon, appointed in 1893, was the first dairy and food commissioner. He served two years but owing to his ignorance of the duties devolving upon him and the limited appropriation—\$20,000 for the biennial period—he was unable to accomplish much in the way of reducing adulterations in food products, or in prosecuting food adulterators, who in those days were exceedingly numerous.

With the enactment of the pure food law in 1895, and the appointment by Gov. Pingree of Elliott O. Grosvenor, of Monroe, as commissioner, began the real work of the department. Succeeding Mr. Grosvenor, who served four years and laid the ground work for future usefulness, the successive commissioners have been: Wilber B. Snow, of Kalamazoo, who served two years; Alfred W. Smith, of Adrian, two years; Arthur C. Bird, of Lansing, five years and five months, until his death in 1910; Colon C. Lillie, of Coopersville, who was the deputy under Commissioner Bird, filling his unexpired term of seven months; Gilman U. Dame, of Northport, two years; James W. Helme, of Adrian, four years, and Fred L. Woodworth, of Caseville, who on July 1 will have been commissioner four years and a half.

At each successive session of the Legislature since 1895 amendments were made to the act creating the department and new duties added, making it necessary from time to time to increase the force of employes in its offices, laboratories and in the field. During Gov. Warner's administration the duties and activities of the department were vastly broadened and enlarged along dairy lines. In 1909 the Department was vested with the inspection of drugs and proprietary medicines. Four years later the state weights and measures law was enacted, the dairy and food commissioner being given the duty of enforcing the law. All the dairy and food inspectors were made inspectors and sealers of weights and measures. This law added largely to the work of the department along lines of large importance to the people.

In 1917 the Legislature imposed on the department the enforcement of the state prohibition laws. The obstacles encountered and the exciting and often humorous happenings incidental to prohibition enforcement during the first four and a half years would make a most readable book. Commissioner Woodworth, person-

ally directed the enforcement of the dry law, and what is a source of personal satisfaction to him is that since the law went into effect not a single one of his enforcing agents lost his life or was seriously injured. The appropriations for the department have increased from \$20,000 for the biennial period beginning July 1, 1893, to \$494,300 for the biennial period ending July 1, 1921.

### Gabby Gleanings From Grand Rapids.

Grand Rapids, May 31—Frank S. Verbeck, who made the Tavern, at Pentwater, famous for its hospitality from one end of the Pike to the other, has reluctantly severed his connection with the Tavern and taken the management of Cedar Lodge, on Glen Lake. His postoffice address is Maple City. It goes without saying that Cedar Lodge will now boom as it has never boomed before.

H. W. Spindler, President of the Michigan Hardware Co., accompanied by his two sons, motored up to Traverse City Sunday, returning home Monday. They went up the Mackinaw Trail and returned via the Pike.

J. G. Booth has taken the management of the King Hotel, at Reed City, and will conduct it on the American plan at \$3 per day. The dining room will be opened for guests to-day. Mr. Booth has renovated the hotel completely, putting on much new paint and paper, which have added greatly to the attractiveness of the interior. Mr. Booth has been engaged in the hotel and restaurant business all his life, having acted as landlord of the Russell House, East Jordan, for the past two and one-half years.

"Uncle Louie" Winternitz writes local friends that he will land in Grand Rapids June 8 and remain here until July 1, when he goes to Charlevoix for the summer. He was confined to a hospital at St. Augustine for two months or so during the early spring and says he is glad to be able to again breathe the air uncharged with hospital odors. Card sharps and golf devotees look forward to his semi-annual visits to Grand Rapids with unalloyed pleasure.

Col. Wm. V. Jacobs, the well-known Michigan railway promoter, has been installed as postmaster at his home town, Glencoe, Ill. He celebrated the event by issuing a very suggestive circular appeal to his constituents, calling their attention to the fact that during the kaiser's war Glencoe went over the top on all measures to help the Government win the war and hasten the downfall of the kaiser.

The Grand Rapids Trust Co. has sold two more of the stocks exploited by the Universal Stores Corporation—those at Bremen, and La Paz, Ind. The former was purchased by Theo. P. Ponader, the original owner of the stock. The latter was acquired by T. B. Boyd. From present indications the Trust Co. will be able to realize about \$50,000 from the sale of the stocks owned by the defunct corporation, which will just about meet the mercantile obligations of the company. The notes secured from farmers living in the vicinity of Plainwell, amounting to \$3,500, still remain unpaid and the solicitor who obtained the subscriptions from the farmers is clamoring for his 30 per cent. commission, which amounts to \$1,050. He has been in the city several times during the past month. He is wearing crape over the failure of the Universal swindle. He says he could secure enough subscriptions anywhere in a week to finance a general store. All he has to do is to inflame the farmers with false statements regarding the profits made by retail merchants and the rest is easy. He says he can easily make \$1,200 per week by talking co-operation and inveigling the farmers to sign notes for stock in an alleged corporation, even

though the company may have been bankrupt when he secured the signatures to the notes. Such a man ought to be tarred and feathered; but having learned how gullible the farmers are, he will probably be engaged in some other swindling scheme soon.

Mr. and Mrs. A. E. Motley, of Windsor Terrace avenue, returned home last Friday from a four months' trip to Japan, China and Manila. They visited their son-in-law and daughter, Mr. and Mrs. Vaughn Bryant, in Japan.

The J. C. Finer Co., of Grand Rapids, dealing in women's clothing, has filed articles of incorporation at Lansing. Capitalization is \$60,000 and incorporators include Lester H. Wiel, Jacob H. Friedman and Jacob L. Lewis, New York.

Mills & Healey, dealing in dry goods and other merchandise, Grand Rapids have filed articles of incorporation at Lansing. Capitalization is \$25,000 and incorporators include Charles A. Mills, Julia F. Mills and Henry W. Healey.

Conversation is a fine art. Everybody ought to cultivate it. Your only method of selling yourself to an employer is by talking to him convincingly—for a few minutes. After that it is your work that counts. But your brain is so constructed that it is impossible to talk and listen at the same time. And inasmuch as all impressions must be received through the ears and eyes, it is better to give them more work than you give to your tongue. You will never learn until you learn to listen. Almost anybody can teach you something useful if you will listen to him intelligently. Naturally you would learn a great deal more in listening to Mme. Curie than you would to a camp cook. Yet the camp cook, if you will let him talk in his own fashion, could doubtless teach you something well worth knowing. Cultivate the ablest people you can, and listen to them when they talk. You may feel that your views are important; but, what is more important still, for you, is to listen to their views. Do your share of the talking when there is an opportunity, but do it briefly. It is a fine thing to talk well, if you don't talk too much. Many able men are great talkers, but they got the information which makes them interesting talkers by doing a great deal of listening earlier in their lives. When you listen, listen with both your ears, and with your mind intent on the messages that they convey to it. Think about what you hear. If you get new ideas, follow them up with reading and investigation. Don't take everything you hear for gospel, but if it sounds important investigate it. In that way you will get new ideas, and exercise your mind. And only a mind that is in constant exercise is ever in condition to produce when the time for production is at hand.

### Proceedings of the Local Bankruptcy Court.

Grand Rapids, May 28—On this day the adjourned final meeting in the matter of Jay B. Symes, Bankrupt No. 1839, was held. The trustee was present in person. No creditors were present. The meeting was adjourned to June 3, pending the efforts of the trustee to dispose of a motorcycle which is an asset of this estate and for which no bid has heretofore been received. The time of the meeting is 9 a. m.

May 28—This being the day fixed for the special meeting of creditors and order to show cause on the offer of sale of assets in the matter of Alexander Krause, Bankrupt No. 1946, the following proceedings were had: The bankrupt was present in person. The trustee was present in person and also represented by Matt N. Connine, attorney. Creditors were represented by Matt N. Connine. An order to show cause on the sale of assets having been made and served on all creditors in this matter, the offer of Sam L. Hirsch of \$3,500 for all the stock in trade and fixtures of this estate, and many other and further offers having been received, the highest of which was the offer of Eli Nimz & Co., of Chicago, Ill., in the sum of \$4,300, to whom the property was struck off and the order confirming the sale made. The accounts receivable of the estate were offered for sale on the bid of Steve Benedict of Muskegon, in the sum of \$150. Further bids were received and Mr. Benedict was forced to pay \$225 for the same to secure them. An order confirming same has been made. A petition of the Grand Rapids Dry Goods Co. to reclaim certain property sold to the bankrupt was filed and the same set to be heard. Several claims were proved and allowed. A first dividend of 10 per cent was declared and ordered paid. The trustee's report of exempted property was filed, showing that he had stipulated to receive his exemptions pro rata in cash in lieu of specific property exemptions. The special meeting of creditors was then adjourned without date.

## One Billion Dollars

**D**URING the fiscal year ended June 30, 1920 additional taxes aggregating \$376,977,657.49 were assessed against tax payers who had filed incorrect or incomplete returns. And it is estimated that the year 1921 will result in the assessment of \$1,000,000,000 in extra taxes.

These additional assessments often represent only the point of view of the field auditor and may be based on incomplete facts submitted. If all the facts are correctly submitted with the proper tax interpretation, additional tax assessments may be stayed.

### SEIDMAN & SEIDMAN

Accountants & Tax Consultants

Grand Rapids Savings Bank Bldg.

GRAND RAPIDS

New York Washington Rockford  
Chicago Newark Jamestown

## WE OFFER FOR SALE

### United States and Foreign Government Bonds

Present market conditions make possible exceptionally high yields in all Government Bonds. Write us for recommendations.

### HOWE, SNOW, CORRIGAN & BERTLES

401-6 Grand Rapids Savings Bank Bldg., Grand Rapids, Mich.

### Plenty of Sugar at Low Prices.

"Why We Do Not Believe in High Sugar Prices" is the title circular sent out to the sugar trade by the Federal Sugar Refining Co. which is creating a great deal of interest in the sugar-consuming industries. It gives facts and figures to prove that there will be more than enough sugar in this country during 1921 and that if the laws of supply and demand are allowed to operate, prices should be low.

This welcome news is proved by a close study by the Federal Co. of sugar operations for the first four months of the year. This shows that on the basis of estimated available supplies and normal consumption, there should be a surplus of over 1,000,000 tons at the end of this year.

There were available for home consumption during the first four months of 1921 a total of 1,669,600 tons, as compared with 1,455,500 tons in the corresponding period last year. If sugar were really being consumed at this rate, the total consumption in 1921 would total 5,008,800 tons. But the actual consumption in 1920 was 4,084,672 tons—and for this year it is estimated at not over 4,000,000 tons. This would leave a surplus of over a million tons at the beginning of 1922.

In Cuban shipping ports, the latest reports to the Federal Co. show, there was in the middle of May a stock of 1,270,102 tons, the highest on record. Over a million tons more, it is estimated by sugar experts, will be received at the ports. Unsold domestic beet sugars amount to 400,000 tons and refiners' and importers' stocks of raw sugar total 270,000 tons. Porto Rico and Hawaii will have available for the balance of the year 630,000 tons. Some sugars will come from the Philippines and other countries. And in October the new domestic crops will be pressing on the market.

Another reason operating against the maintenance of high prices is the declining power of the Cuban Sugar Finance Commission, the body which has attempted arbitrarily to set the prices for Cuban sugar in this country. The attempt has apparently failed and now the Cuban planters themselves are asking for its abolition because stocks of sugar are piling up at the ports and the planters cannot wait for their money. The city government of Cienfuegos has sent a committee to protest personally to the President of the Republic. The planters and the city officials declare that the activities of the Commission have caused considerable damage to their District, the inhabitants of which depend entirely on the sugar industry for their livelihood. This protest committee will not only call on the President, but will also lay its case before the Senate and Congress of the Island.

The hands of the clock move fast enough when you forget about them by getting interested in your work.

Men are willing to divide when there is more than enough to go around.

# The Markets of the World Filter Through Our Door

*"Oh, East is East and West is West,  
And never the twain shall meet—"*

So sang Kipling in his immortal Ballad of East and West. He sang of the people and of the customs, rather than of the products of the Orient and of the Occident. For verily the four corners of the earth do meet and become intermingled in the complete and comprehensive stocks maintained in the three stores of the Worden Grocer Company.

Literally do the markets of the world pour their wares through our doors. The list of the earth's market-places from which comes raw ingredients, and much of the merchandise sold by us, includes almost every known land.

The products of foreign lands filter through our doors to the merchants of Michigan. In buying power and distribution we function as one of America's best known and most efficiently systematized wholesale grocery houses.

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**WORDEN GROCER COMPANY**

Grand Rapids—Kalamazoo—Lansing

**The Prompt Shippers**

**Movement of Merchants.**

Detroit—The Auto City Oil Co. has increased its capital stock from \$10,000 to \$40,000.

Detroit—Alger Smith & Co., lumber, has decreased its capital stock from \$500,000 to \$359,125.

Oakley—Thomas Sawyer has reopened the Clifford Hotel, which he closed early last fall owing to his ill health.

Bannister—E. J. Schlarf has sold his grocery stock to Chester Morrison recently of Lansing, who will continue the business.

Wheeler—Fire destroyed the meat stock and store building of Oster Bros., entailing a total loss, no insurance being carried.

Lansing—Henry Morris, druggist, Michigan and Grand avenues, is remodeling and enlarging his drug store, installing new drug counters, etc.

Lansing—The Shoe Market has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$6,500 paid in in cash.

Caro—Frank A. Ellis has sold his stock of bazaar goods to H. O. Dibble, recently of Lansing, who has taken possession and is greatly enlarging the stock.

Detroit—The Federal Grocery Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,000 paid in in cash.

Lansing—William Cady, of the Cady Smoke Shop, is remodeling his store building at the corner of Franklin avenue and Center street and will add soft drinks to his stock.

Howell—Wesley J. Witty assumed the management of the C. A. Parshall & Co. mill, which was purchased nearly a year ago by the Livingston County Co-Operative Association.

Lansing—W. L. Blunk has purchased the grocery and meat stock of R. G. Eckert and will continue the business at the same location, at the corner of Shiawassee and Larch streets.

Grand Rapids—The Foote & MacFarlane Lumber Co. has been incorporated with an authorized capital stock of \$30,000, of which amount \$20,000 has been subscribed and \$2,000 paid in in cash.

Manistee—Gus Pirsig, whose store building and general stock two miles North of this city were recently destroyed by fire, has purchased the store building at 309 First avenue and will shortly re-engage in the grocery business at that location. The building is 20 x 70 feet, two stories and basement. Mr. Pirsig was in trade eighteen years at his old location.

Detroit—Cook & Willoughby, Inc., has been incorporated to deal in automobile snubbers, horns, lamps, etc., with an authorized capital stock of \$5,000, \$3,000 of which has been subscribed and paid in in cash.

Detroit—The Continental Refrigerator Co. has been incorporated to deal in and install refrigeration machinery, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Richmond—L. K. McIntyre, traveling salesman for Burnham, Stoepel & Co., who was badly injured about

two months ago, when his car was ditched by a local driver, is recovering from a cracked spine. He will sue for damages.

Grand Rapids—Mills & Healey have merged their dry goods and other merchandise business into a stock company under the same style, with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property.

Utica—The Utica Co-Operative Oil & Gas Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed, \$9,000 paid in in cash and \$4,500 in property. The company will also deal in automobile supplies and accessories.

Detroit—Louis Dueweke has merged his grocery business into a stock company under the style of the Louis Dueweke Sons, with an authorized capital stock of \$50,000, of which amount \$30,000 has been subscribed, \$433.97 paid in in cash and \$29,566.03 in property.

Detroit—Harry L. Stevens & Co. has been organized to deal in men's hats, clothing, shoes and other wearing apparel, with an authorized capital stock of \$15,000 common and \$5,000 preferred, of which amount \$10,000 has been subscribed and \$9,000 paid in in cash.

Scottville—L. F. Leonard, local grocer, has the sympathy of the trade in the death of his wife, which occurred at the hospital at Ludington last Thursday. Deceased was operated on for gall stones. Funeral services were held here Friday. Burial took place at Paris Saturday. Mr. and Mrs. Leonard had been married twenty-six years, the ceremony having taken place when he was engaged in the grocery business at Farwell.

**Manufacturing Matters.**

Detroit—The Detroit Stamping Co. has increased its capital stock from \$50,000 to \$150,000.

Saginaw—The Saginaw Cigar Co. has decreased its capital stock from \$25,000 to \$12,476.25.

Traverse City—The Johnson-Randall Co., manufacturer of refrigerators, has increased its capital stock from \$50,000 to \$100,000.

Detroit—The Superior Brass Works has been incorporated for the manufacture and fabrication of metal castings and finished metal parts.

Detroit—The Fox-Roud Tailoring Co. has been incorporated with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in cash.

Lansing—Shubel's Children's Bootery has been incorporated with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in cash.

Detroit—The Clayton & Lambert Manufacturing Co., manufacturer of auto sheet metal parts, etc., has increased its capital stock from \$1,000,000 to \$1,500,000.

Lawrence—The Lawrence Canning Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property. The business office of the company will be at Bangor.

Monroe—The River Raisin Paper Co. has brought suit against the Escanaba Manufacturing Co., Escanaba, for \$50,000 for goods claimed to have been delivered the defendant at its own request, but never paid for.

Lansing—C. F. Mohrhardt & Sons have equipped their building at 119 East Franklin avenue for a sausage, bologna and case meats factory. The company will conduct a wholesale meat business at this location, also.

Detroit—The Gabel Creamery has merged its business into a stock company under the style of the Gabel Creamery Co. with an authorized capital stock of \$100,000, all of which has been subscribed and paid in, \$5,000 in cash and \$95,000 in property.

Detroit—Tanghe Bros. has been incorporated to manufacture brick and deal in all kinds of stone, brick, etc., with an authorized capital stock of \$13,500 common and \$11,500 preferred, of which amount \$12,500 has been subscribed, \$2,036.86 paid in in cash and \$9,963.14 in property.

Jackson—Ralph D. Chapel has merged his electrical contracting and supplies business into a stock company under the style of the Chapel Electric Co. with an authorized capital stock of \$20,000, of which amount \$14,000 has been subscribed and paid in, \$6,277.87 in cash and \$7,722.13 in property.

**Review of the Produce Market.**

Apples—Sales are confined mostly to Coast fruit. Roman Beauties bring \$6@6.50 per box.

Asparagus—Home grown, \$1.25 per doz. bunches; Illinois, \$2.50 per crate of 2 doz. bunches.

Bananas—8¼c per lb.  
Beets—New from Illinois, \$2 per hamper.

Butter—The market is 1c higher than a week ago on creamery, but dairy grades are lower and demoralized. Purchases are being made at country points as low as 15c. Local jobbers hold extra creamery at 28c and firsts at 26c. Prints 31c per lb. Jobbers pay 12c for packing stock, but the market is weak.

Cabbage—New from Mississippi, \$5 per crate.

Carrots—New from Illinois, \$2.25 per hamper.

Cauliflower—Florida, \$3 per crate.  
Celery—Florida, \$9@9.25 per crate of 4, 5 and 6 stalks; Jumbo bunches, \$1.50; Large Jumbo, \$1.75.

Cocoanuts—\$1.10 per doz. or \$9 per ack of 100.

Cucumbers—\$2 per doz. for Indiana or Illinois hot house; \$2.25 per doz. or home grown hot house.

Eggs—The market is unchanged in price from a week ago. Local dealers now pay 18c, f. o. b. shipping point.

Grape Fruit—Fancy Florida stock is now sold on the following basis:

36	-----	\$5.25
46	-----	6.50
54	-----	6.75
64	-----	7.25
70	-----	7.25
80	-----	7.25
96	-----	7.25

Green Onions—Evergreen or Silver Skin, 20c per doz.

Green Peas—\$4.50 per hamper for Florida.

Lemons—The advent of cooler weather has checked the upward tendency, but if we should have another hot spell between now and July 4 the price would probably go wild again. To-day's market is as follows:

300 size, per box ----- \$9.50  
270 size, per box ----- 9.50  
240 size, per box ----- 9.50

Lettuce—15c per lb. for leaf; Iceberg \$5.50 per crate.

Onions—Texas Bermudas, \$3 per crate for Crystal Wax and \$2.50 per crate for yellow.

Oranges—Fancy California Valencias now sell as follows:

126	-----	\$6.25
150	-----	6.25
176	-----	6.25
216	-----	6.25
252	-----	6.00
288	-----	6.00
324	-----	5.50

Parsley—60c per doz. bunches.

Peaches—White stock from Georgia is now in market, commanding \$3@3.25 per bu.

Peppers—Green from Florida, 65c per small basket.

Pieplant—\$1.50 per 40 lb. box.

Pineapples—Cuban are now in market, selling as follows:

24s	-----	\$6.50
30s	-----	5.50
36s	-----	5.25
42s	-----	4.50

Plants—Best quality command the following:

Cabbage	-----	\$1.00
Tomato	-----	1.00
Pepper	-----	1.25
Astor	-----	1.25
Geranium	-----	2.75

Potatoes—Home grown, 30@40c per bu. The market is weak. Purchases being made in Grand Traverse markets, with water outlet to Chicago, as low as 30c per 100 lbs. Texas Triumphs command \$4 per 100 lbs. White Cobblers from Virginia fetch \$6 per bbl.

Radishes—20c per doz. for home grown.

Spinach—\$1.10 per bu. for home grown.

Strawberries—But for the advent of cooler weather the local crop would soon have been cut very short. Home grown is now in full command of the market, ranging from \$2.50@\$3 for the 16 quart crate to \$5@5.50 for 24 quart crates.

Sweet Potatoes—Illinois kiln dried commands \$3 per 50 lb. hamper.

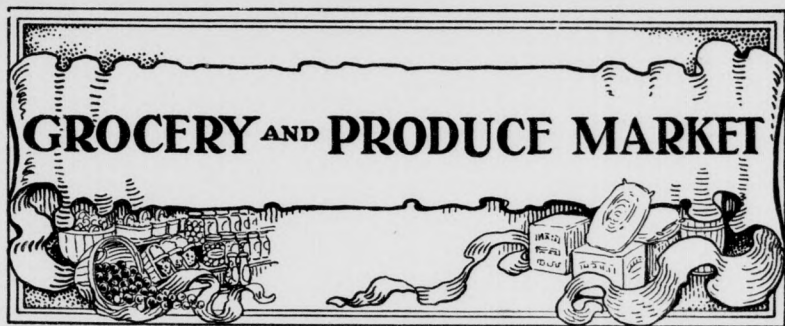
Tomatoes—Florida, \$1.40 per 6 lb. basket; home grown hot house, \$2.50 per 8 lb. basket.

Wax Beans—\$5 per hamper for Florida.

Water Melons—75@90c for Florida grown.

You will not have to worry about some other stores being more popular than yours if you make yours the most up-to-date in town in stock, equipment and methods.

If you think your job is not as big as you ought to have, see how you can make it bigger by studying its chances.



### Essential Features of the Grocery Staples.

Retail food prices showed a decline of 2.7 per cent. in April, as compared with the price level of food commodities to the average family in March, according to estimates announced May 17 by the Department of Labor. From April 15 last year to April 15 this year it was estimated the percentage decrease in all articles of food combined was 28 per cent.

From March 15 to April 15, this year, 31 of the 43 articles on which monthly prices are secured decreased as follows:

Eggs, 18 per cent.  
Flour and potatoes, 8 per cent.  
Prunes, 7 per cent.  
Nutmargarine, lard, crisco and rice, 6 per cent.  
Butter, 5 per cent.  
Cheese, cornmeal and navy beans, 4 per cent.  
Corn flakes and canned tomatoes, 3 per cent.  
Plate beef, fresh milk, bread, rolled oats, canned corn and bananas, 2 per cent.

Canned salmon, oleomargarine, baked beans, canned peas, tea, coffee and raisins, 1 per cent.

The price of chuck roast, hens, cream of wheat and macaroni decreased less than five-tenths of 1 per cent.

Ten articles increased as follows:

Cabbage, 21 per cent.  
Bacon, 6 per cent.  
Pork chops, 5 per cent.  
Onions, 3 per cent.  
Sirloin steak, round steak and oranges, 2 per cent.

Rib roast, ham and lamb, 1 per cent.  
Prices remained unchanged for evaporated milk and sugar.

April showed a further decline in the general level of wholesale prices, according to information gathered in representative markets by the Department. The bureau's weighted index number, which gives to each commodity an influence equal to its importance in the country's markets, dropped from 162 in March to 154 in April, a fall of approximately 5 per cent. The April figure is nearly 42 per cent. below that of April, 1920, and nearly 43½ per cent. below the high peak of last May.

Farm products again showed large price decreases, the decline from March to April being 8 per cent.

Tariff figures, although the law had not yet been signed, affected prices of certain goods at once which are imported and also produced in this country. Notably imported peanuts advanced a half cent and navy beans a half cent, rice a half cent.

Sugar—The New York refiners are holding granulated at 6.30@6.60c. Michigan refiners are again in the market on the basis of 6.40c, New York basis. Grand Rapids jobbers are selling cane sugar at 7¼c and Michigan sugar at 7.05c. The demand for sugar is very moderate, considering the fact that we are working into the fruit season and that the fruit prospects appear to improve as the season advances.

Tea—A canvass of the local tea trade indicates that there has been, and is now, a fair business for practically all kinds of teas and members of the trade expressed the opinion that the pressure of liquidation, which has been hanging over the market for a long while, has mostly been eliminated.

Canned Fruits—Representatives of packers state that 1921 pineapple is being taken well at the opening prices. There is a rather good demand for California standard and extra standard peaches on spot and some business is reported for shipment from the Coast at \$2 f. o. b. Gallon apples are stronger and getting more attention.

Canned Vegetables—Although it is the usual thing to receive at this time of the year dolorous reports from the various vegetable canning centers respecting crop prospects, and also predictions of an unprecedentedly small pack, there would appear to be much more reason for them this season than ever before, perhaps. This all-pervading question of finances hits the canner particularly hard, as, lacking the usual advance contracts for deliveries out of his prospective pack, the means of obtaining advances from his bank are seriously diminished. On top of this is the attitude of the farmer in refusing to contract acreage except at a price which by the canner is considered prohibitive in view of the unwillingness of buyers to pay even prevailing spot market values for 1921 product, which, if made the basis of trading in the latter, would, it is asserted, yield the packer a loss. To all this is added the unseasonable weather at the periods of seeding and germination of crops for which acreage had been engaged, threatening to make a heavy cut in the yield per acre. While futures are neglected there is a steady and, according to some accounts, growing demand for spot goods, notably tomatoes and standard corn and to some extent for peas. Orders are not only more numerous, brokers say, but are for larger quantities, more carload lots changing hands than for some time past. This activity imparts steadiness to

the market, but it is noticeable that there is strong resistance on the part of buyers to any attempt in selling quarters to raise prices and insistence in the seeking of concessions from quotations as made.

Canned Fish—No special features have developed, trade being slow and prices without quotable change.

Dried Fruits—Local jobbers are buying prunes as well as apricots and peaches more freely and in somewhat larger quantities than such buyers have been inclined to take on heretofore, preference being given to the larger sizes of prunes, but there is no really big business in sight, the money question here governing also in a major degree. The present movement is in spot stock, little or no f. o. b. business being reported. Supplies here are being steadily absorbed and holders are firm in their views. Of the cargoes due from the Coast this week it is estimated that a considerable percentage has been sold to arrive, and it is interesting the trade as to what will be the effect of the coming of the balance on the market. Leading brokers are of the opinion that, in the present restricted state of spot supplies, if demand continues at the present rate local market values are not likely to be affected materially, if at all.

Rice—The general tone is firm, although it is possible to pick up a small lot here and there at a shade under the market. There is some enquiry for screenings, but there is very little of this grade to be had, as stocks have been about cleared and there will be nothing more to come on the market until milling is resumed. Prices are advancing on foreign rice afloat. Two cargoes will be due within a week but all of this rice has been sold. Reports from the Far East indicate the probability of further advances.

Pickles—There has been little doing in this line and prices remain as previously quoted.

Macaroni—Trade is regulated entirely by current needs of consumption and there is consequently no extensive movement. The market, however, has a steady tone.

Starch—The situation is unchanged, the demand being moderate and prices as heretofore quoted.

Sugar Syrups—There is very little demand and prices are nominal.

Olive Oil—The imminence of the emergency tariff has kept the market active, buyers being anxious to secure supplies before prices are affected by the increased duty.

Olives—Demand has been rather light and no special features have developed in this market.

### As George Would Say.

Written for the Tradesman.

Once upon a time there was a bookstore where you could get a good book on any subject that was sufficiently elucidated for the average nut to understand. All the highbrows would congregate here, instead of getting a haircut, and explain things that they knew little about to those that knew less. They would purchase vol-

umes of Dickens and Shakespeare that matched their library wall paper and give the Laura Jean Libbeys the go by as they did not match their esthetic taste. Dora Thorne collected all the dust, while you had to be able to talk about Lalla Rooke and Locke on the Conduct of Understanding to be some pumpkins. The bookstore was recognized by all the high moguls as an asset to the city and you could always find everybody there who was too poor to join the Shuberts.

But the department stores started to selling all the books that had a quick turnover and left the shelf warmers for the ethical book store. After about all the different stores in town had a nice stock of books they began to see that even a six best seller can get on the P. M. list. They also began to realize that what was fat selling for one store would make slim pickings for about thirty stores. So the signs began to have "marked down from" and "was so much." The keeper of the bookstore didn't see any particular use for keeping his store open for the dead stock and sold out and went to California for his health.

Affairs got so in the city that about the only place to go for the long hairs was the corner barber shop and about all the bookstore in town was the department store where they had a fine collection of Joe Miller's joke books and the Works of Elinor Glinn. Then they began to wonder where the store was that they could buy a Chase's family receipt book or a Peal's Popular Educator. And the former proprietor came back and started selling spark plugs for "59c was 75c." When one of the Board of Education wanted an atlas, he had to send to Montgomery & Searback and have it come with his groceries and then it didn't have the map of Toule, according to Article Ten.

Then people began to wake up. They found that they had killed-off a necessary part of their civic development in order to save nine cents on a copy of Rex Beach. And as they looked about they found that there would be about as much left of the stores where service and accomodation could be expected as there was sociability in a glass of near beer. They began to realize that a store could not live on remnants of trade after the major part was spent with the Barkin Tea Co., that a dry goods store could not exist on the sale of two papers of pins a week after the silk dress was purchased from Silk-Worm Specialty Company of New York, Paris, Tokio and Chicago; that a drug store would'nt stay open until 10 o'clock at night for a single sale of ten cents worth of castor oil. Then they found out that the druggist got a little crabby about getting up in the middle of the night to sell a bottle of croup medicine at a cut price to a customer who bought all her toilet goods on the main drag. And did they change their ways? Say, gentle reader, this is a tragedy not a comedy. They kept up the old pace and killed the whole town off.

Moral: Encourage your customers to patronize their neighborhood stores.

Louis V. Middleton.

### Some Salient Features of Some Michigan Hotels.

Luncheon at Hotel Shelby, Shelby: Everything clean and as inviting as the limitations of the building permit. Food well cooked and appetizing. Table service excellent. Dominant spirit of the painstaking landlord and his courteous wife find a counterpart in every branch of the institution.

Dinner (called supper) at Stearns Hotel, Ludington: One dollar per plate—about double what it ought to be for food provided and service furnished. Iced tea and coffee served in tumblers containing little more than a swallow. Neither cookery nor service up to date. Apparently no head to the establishment. For many years the hotel management has been vested in young men of little experience in hotel service. Considering the building and the location of Ludington on the Pike, the Stearns Hotel could be made a gold mine to the owners if a competent manager were installed and given authority to run a real hotel and not a boy play affair.

Lodging and breakfast at Hotel Chippewa, Manistee: I have received many complaints about this house in the past and have given place to some of them in the columns of the Tradesman. The landlord thinks I am unfriendly to him. On the contrary, I am the best friend he has in the world, because I tell him of his faults. I repeat what I have said before—he is not adapted to be a landlord, because he is too big hearted and too generous. He wants to please everybody, but he does not "run" his help, but permits them to run him. The night I was his guest the weather was warm and I naturally wanted a bath. 'Spouse I could get any hot water to pull up the temperature of the water supply from Manistee Lake? Not by a jugful. Fireman probably off duty. The same laxness was evident in several other directions. Cook sent out sausage only half cooked. Sent it back with request that it be cooked through. Came back burned to a crisp. August Field wants things right with all his heart, but he will never have them that way until he gets some iron in his blood, buys a meat axe and gives his help to understand that things are going to be done his way (which is the right way), instead of being done slipshod, as is now too often the case. The last time I made remarks about the Chippewa Hotel the local stockholders raised a row. Some of them called on me personally and left my office in hearty agreement with me. Others discontinued their subscriptions and wrote me angry letters. I still have a few subscribers in Manistee who can, if they wish, seize upon this well-meant criticism as an opportunity to dissolve their relations with the Tradesman. They may think they are doing August Field a favor by taking such action, but they are not. They are simply depriving themselves of the opportunity of reading a paper which tells the truth, whether it is pleasant to read or not.

Two days and nights at the Park Place, Traverse City: A remarkable

example of how a consummate genius can make a ramshackle old building one of the most homey places in the United States. Will Holden has the happy faculty of making his guests forget that they are risking their lives every night in sleeping in a wooden building which is a reflection on the progressive spirit of Traverse City people and the shortsightedness of the owner. He does this by giving his guests good beds, clean sheets immaculate housekeeping, good food, excellent cooking, unexcelled service and—what means much to the public—a more restful atmosphere than is to be obtained at any other hotel in Michigan. How he does it is more than I can understand. He is not a glad hand enthusiast. He seldom converses with any guest more than five minutes at a time. He is just as likely as not to give you the wrong directions when you ask the way to Cadillac. He is not in evidence, as some landlords are, at the most unexpected times, but he has a way of bringing things around quietly and effectively without appearing to do it himself, which is the charm of the man and the chief characteristic of the Park Place. Take Will Holden away from the Park Place and it would soon degenerate from a first-class to a third-class hotel. Put Will Holden in charge of the Livingston Hotel (Grand Rapids) and he would be quite likely to score a dismal failure. Park Place and Will Holden are inseparable. They have been together for forty years and that association will probably continue until the old structure goes up in smoke some of these days.

Luncheon at the McKinnon House, Cadillac: Good food, well served. Prices not unreasonable. If I had not visited the men's toilet before I sat down to luncheon, I would have enjoyed my meal immensely. How any man who makes any claim to being a landlord can tolerate such conditions under the nose of himself and his guests is more than I can understand.

E. A. Stowe.

### Items From the Cloverland of Michi-

Sault Ste. Marie May 31—Kritselis Bros., proprietors of one of the finest ice cream parlors in the Soo, have enlarged their soda fountain in order to handle their increasing trade. The Alpha of Sweets, as it is known, is a credit to its enterprising proprietors.

The grand opening of the Northern Hotel at St. Ignace took place Monday, May 23. Many people from the Soo attended, as well as a large number of traveling men and "tripped the light fantastic." Automobiles were lined up on every corner for blocks around. This long-looked-for hotel is a big asset to St. Ignace and the joy of the traveling men who have been patiently awaiting it. It will be conducted by Messrs. Welch & Hemm, who assure the public they will not be disappointed in the service expected. Chas. Holbrook, representing Grinnell Bros., stated that most of the travelers stayed until the lights went out and didn't get home until morning. With the good roads from the Soo to St. Ignace, the new hotel will enjoy a large patronage from here.

A deal was closed at Manistique last week when C. Ludlow bought out C. H. Sweeney's interest in the Central pharmacy. Mr. Ludlow, who has been in charge of the business since the firm bought out H. J. Neville last

year, is now sole owner and will conduct the business along the same lines as before under the same name.

Good business men neither doze nor bull-doze.

E. H. Mead, Vice-president of the First National Bank of Sault Ste. Marie, accompanied by his wife, has returned from a four month's European tour. He gives a very interesting description of the shell-torn fields of France. While the trip was an enjoyable one, they were glad to get back to the good old Soo, where they expect to remain during the summer.

The many friends of Nick McPhee, the popular manager of the Murray Hill Hotel, are sorry to learn that he has tendered his resignation to accept a better proposition in one of the leading hotels in Minneapolis. Mr. McPhee leaves with the best wishes of the traveling fraternity and his numerous friends who wish him every success. A. E. Marriott, who will succeed Mr. McPhee, has been manager of the Park Hotel here for many years and needs no introduction to the general public, as he is well and favorably known. He will be pleased to meet the old boys again, as well as the new ones. Robert Craig, the well-known chef, will remain at the Murray Hill.

The Chippewa meat market, on Ann street, has been entirely remodeled. With a new tile floor with red and blue border, which was laid on cement, it is one of the finest markets in that neighborhood and the proprietors, H. A. Williams and Bert Bye have reason to feel proud of it.

The many Soo friends of Clyde W. Hecox, editor of the St. Ignace Enterprise, will be pleased to know that he has been named as City Assessor of St. Ignace, to succeed Fred Johnson, who recently resigned. This will give him an opportunity to accomplish much for the people of his home town.

"The man who doesn't recognize the world's greatness or his own littleness is likely to be a cynic."

The Soo Times Publishing Co. has installed a new model 14 linotype, which is the only one of its kind in the city. The machine does all of the typesetting for the paper and makes the Times independent of any other print shop. The editor, Loring B. Chittenden, has put much pep into the Times since taking over this position and is giving the competitive paper a few ideas.

The many friends of C. S. Beadle will be grieved to learn of his death, which occurred Sunday morning. Mr. Beadle has been residing in Detroit for the past few years and was visiting here at the time of his death. He was a well-known real estate man and spent most of his days in the Soo. Mr. Beadle was attending to business late last week, but was stricken with an attack of the heart.

The Commercial Club, at Brimley, enjoyed its first big time last Friday. Many Soo speakers were in attendance. Refreshments were served and from present indications there will be doings at Brimley in the near future. We are advised to watch them grow.

It is not until we put them to the test that we can distinguish between our friends and our acquaintances.

William G. Tapert.

Boost the smaller towns—every time you help them you help yourself. Boost your preacher and he will preach you a better sermon; boost your school teacher and he will make you a better teacher; boost your clerks and they will sell more goods; boost your newspapers and they will be better newspapers; boost your officers and juries and they will give your county better service; boost your wife and she will cook you a better meal.

## Four Stores For Sale At Bargain Prices

In our capacity as receiver, acting under the United States Court, we herewith offer for sale four stores of the chain formerly conducted by the Universal Stores Corporation, located as follows:

**Burr Oak**—Inventory about \$6,000. Stock consisting of groceries, dry goods and shoes. Sales Feb. 1, 1919, to Dec. 1, 1920, about \$88,000.

**Leslie**—Inventory about \$13,000. Groceries, dry goods, men's furnishings and shoes. Sales Feb. 1, 1919, to Dec. 1, 1920, \$75,000.

**Cassopolis**—Inventory about \$12,000. Groceries and hardware. Fine stock and great possibilities. Sales Feb. 1, 1919, to Dec. 1, 1920, about \$119,000.

**Adrian**—Inventory about \$12,000. Groceries, meats and hardware. Exceptional opportunity. Sales Feb. 1, 1919, to Dec. 1, 1920, about \$147,000.

These stores must be sold and you can step right into a going business.

**GRAND RAPIDS TRUST CO., Receiver,  
Grand Rapids, Mich.**



### Thrilling Incident of the Old Lumbering Days.

Grandville, May 31—In an early day mail facilities were not the best in the Michigan woods. One settler got his mail at Muskegon, which was twenty miles away. He had a small son, David, who sometimes made the trip on the back of Old Doll, a fleet mare.

It was a long lonesome road, part of the distance through a thick pine woods, the remainder being oak openings—an almost treeless sand plain on which very little vegetation flourished, and now and then a patch of wild strawberries. David liked nothing better than a ride on the back of his favorite mare even this long distance. The lad loved horses—in fact, all animals—and so when school was not in session he was frequently seen on the back of Old Doll, speeding down the forest roads like a bird on the wing.

The early pioneers depended largely for their mail on chance travelers who passed up and down the river. Sometimes, however, these were few and far between, and as Nancy Lovel could not possibly get along without her delightful Godey's Lady's Book monthly, her Deacon and Peterson's Saturday Evening Post once a week, she consented to let the 8 year old David make the Muskegon trip at least once a fortnight.

It seemed a long way for a boy of 8 to ride, yet David never demurred. He was never so happy as when astride the back of a fleet horse, such as Old Doll was known to be.

One day, near noon of a December day, little David came to his mother with a request that he might make the trip to Muskegon after the mail.

"Why, my boy," she said, "it is so late, you couldn't possibly make the trip and get home again before night." When, however, the lad assured her that he would like to remain over night with a cousin, Mrs. Lovel, she agreed that the boy might go if father consented.

With a whoop of delight David ran to his father, who was even as interested in his Greeley's New York Tribune as was his wife in the family magazine and paper. The father consented, and about two hours after noon the boy dashed from the stable on the back of Old Doll. He hailed the mother and Esther, the hired girl, who stood in the open door watching him, with a ringing shout, a twirl of his cap, then boy and horse disappeared around the corner of the barn in a cloud of scattered snow.

"Bless the boy!" exclaimed the proud mother. "I'd trust him anywhere. Why, David has a sight more sense and reliability than some men."

It was a little lonely that night around the sitting room stove as the family sat and strove to pass the time without seeming to miss David. Most times the boy made the trip to and from Muskegon in one day. Now that he was to be absent over night a sense of loneliness fell that it was hard to dissipate. Mrs. Lovel soon put her two younger children to bed, tucked them snugly in with their "Now I lay me down to sleep," and, with a kiss, left them to themselves. Nobody imagined anything better in the illuminating line than a pair of candles in brass sticks. Mr. Lovel sat reading one of the old Tribunes. He had felt much interest in the Kansas troubles and re-read Greeley's editorial on the same. To-morrow David would fetch the semi-weekly Tribune filled with good things, also that part devoted to the proceedings of Congress which had but lately assembled.

The lumberman's wife strove to content herself with again looking over the latest Paris fashions which, in high colors, adorned the front pages of the Lady's Book.

"I am so glad David will stop over night," suddenly spoke Mrs. Lovel, looking at her husband over her mag-

azine. "What if he were out in the woods at this time of night?" It so happened that her David was in the woods at this very moment, speeding homeward with the fleetness of a frightened deer.

Cousin George, whom he had thought to meet and have a visit with, was out of town, so, some time after dark, the boy slipped out to the stable, saddled Old Doll and started on the return trip, not letting his uncle or aunt know of his intentions. That ride across the lonely openings under the winter moon was one long remembered by the boy mail carrier.

Mrs. Lovel sat up late that night ironing and was duly startled when a great clatter of horsehoofs met her ear. She ran to and opened the door as her son David dashed across the clearing into the yard.

"Here's your mail, mother," and the boy tossed a bundle of papers at the feet of Mrs. Lovel. He then rode to the barn, stabled and fed Old Doll, then hastened to the kitchen, where he found both father and mother awaiting his coming. "I came 'cause I didn't find George at home," he explained. "Whew! but I never knew Old Doll to go so fast before. We had a big race, Pa, and I was glad Doll was a good racer."

"Why in such a hurry, David?" queried the father. "Were you afraid of the dark?"

"Afraid nothing. It was when I went down this afternoon that Old Doll did her swiftest running. I saw something in the woods this side Chidester creek that might be real funny, only Old Doll didn't think that way. She snorted and flirited her tail and jest run like a deer. I could hardly keep in the saddle, and all because of a lot of dogs, although I know they wa'n't Indian dogs."

Mr. Lovel made further enquiries and learned that his son had seen ten large animals drawn up beside the road on his afternoon ride, and it was because of these that the horse ran so rapidly.

"They didn't bark as you could hear," continued David, "but they showed their teeth, and then 'twas that Old Doll skipped down the road as if she'd got a mess of sand burrs under her tail. I never knew her to run so fast and I almost lost my hat. And to think she should be so scared of a pack of dogs. Don't you think she was foolish, pa?"

"Not foolish, my son, if they were ferocious dogs."

"They were all about of a size, ten of them, for I counted them just before Old Doll switched her tail and started to run. Queer colored dogs too."

"What color, David?"

"Kind of a yellow, brown, gray. Not a color at all, and their chops were full of teeth, all shiny like glass."

"Were you frightened, David?" asked the father, filled with a deep suspicion of the truth.

"Not much. What was there to be afraid of? Dogs couldn't hurt a fellow when he was on Old Doll. It was real fun. I never rode so fast before, not even when I put Old Doll down to her best licks when I was racing Jack Stevens and his horse Rattler last spring. Pshaw, I think Doll is getting foolish in her old age."

"Did the dogs follow you?"

"For a ways they did—that is, until we got out of the thick woods onto the openings. They quit right after that, so the fun was over for the rest of the day. I looked for the dogs when I came back but didn't see one. Old Doll didn't forget, though, and she run again when we got into the woods. That is how I got home so quick. I told Uncle Caleb about it and he seemed to think it was queer that Indian dogs would act up like that."

"David, listen to me," said the father solemnly, taking his son by the hand and leading him to his mother. "Those were not dogs you saw, my

boy. They were gray timber wolves! Mother, I reckon we won't send our son after the mail again very soon, not at any rate while this pack of wolves infest this region. Our David owes his life to Old Doll, bless the old girl!"

Both parents were thrilled, yet gratified that David's adventure had turned out no worse. It was to shudder and drape her boy's face with grateful tears as she tucked him in bed that December night.

Ten years later, when her son fell fighting for the Union, Mrs. Lovel remembered this night, and was led to conclude that the human wolf is sometimes even more to be dreaded than the wild animal of that name inhabiting the woods of early Michigan.

Old Timer.

### Oil As Domestic Fuel Will Be Regulated.

At the June meeting of the National Fire Protection Association in San Francisco the Committee on inflammable liquids, of which Edward A. Barrier of the Associated Factory Mutual Fire Insurance Companies, Boston, Mass., is chairman, is to pre-

sent for final adoption regulations governing domestic use of oil as fuel. These regulations for the storage and use of fuel oil and for the construction and installation of oil burning equipments for domestic use have been the subject of much discussion, and as now presented are believed suitable for adoption.

Regulations for the design and construction of concrete fuel oil storage tanks are also to be submitted this year but not for final adoption owing to certain technical differences with the American Concrete Institute which were not discovered in time for suitable reconciliation before preparation of the report.

This committee purposes during the coming year to revise the present regulations for the installation of containers for hazardous liquids. This is necessary since they do not harmonize at some points with the regulations for fuel oil burning equipments adopted last year. It is also possible that other changes in the subject-matter may appear desirable.



When you recommend

## OROMO *the* COFFEE

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you win a constant coffee customer.

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Continuous advertising, backed by genuine goodness, is putting OROMO foremost.

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G. E. Bursley & Co.  
Ft. Wayne, Ind.



### WELL WORTH READING.

The testimony of Harrison Parker in the bankruptcy suit now pending against him in the United States Court will prove to be interesting reading, because it shows how indifferent a man can be to personal obligations in excess of one million dollars, while at the same time he poses as a Moses to people of small means by affording them the opportunity to "invest" their meager savings in his common law trust, which has no standing under the laws of Michigan and many other states.

Instead of issuing stock certificates to their subscribers, they hand them regularly printed stock certificates stating that they represent "beneficial interests" in a common law trust, but the owners are not entitled to any title in the trust estate whatsoever or the right to call for a partition or division of the same or for an accounting. The trust continues until February 20, 1940. During that time the three Trustees, Harrison Parker, N. A. Hawkenson, and John Coe, or their successors, chosen by themselves, have the exclusive power to fix the compensation for themselves and their employees. These trustees are not required to give any bond for the performance of their duties or accounting to the owners of the "beneficial interests."

In the words of one able investigator, the Co-operative Society of America is an unincorporated association and such rights and privileges as are commonly accorded to holders of stock in a regularly organized and conducted corporation have been shut out and denied to the holders of certificates of "beneficial interests." The holder is only entitled to such benefits as the said Trustees may from time to time elect.

### COTTONS TEND UPWARD.

Despite occasional reverses, the general trend of cotton quotations is still upward. This is an evidence of faith in the future rather than of judgment based on immediate conditions. For the time being, the facts are simple and everywhere understood. Exports for the present cotton year are small and the amount consumed in domestic mills is also much below what was expected. The carry-over of cotton for the world promises to be somewhere in the neighborhood of 10,500,000 bales, considerable of which, however, is low grade material. As against these data appears the fact that, unless something unforeseen occurs, the crop of this year will be only about two-thirds of a normal one. This estimate may prove to be wrong, but it seems to be the one on which many calculations are being based. As regards the outlets for cotton, it may safely be taken for granted that exports will increase greatly as soon as the British coal miners get through with their tantrums, which is likely to occur almost any day, and more political and economic stability is shown on the European continent, which cannot be delayed. Domestic consumption should also increase after the middle of the year. Mean-

while, the prices of gray goods are following closely the quotations on cotton, which were at their lowest two months ago. Other fabrics have moved in accordance with different factors. Thus, an oversupply of denims has forced prices down while a vigorous demand for certain kinds of bleached fabrics has led to advances. The call for gingham continues, while sales of wash fabrics have been halted by unseasonable weather. In underwear for spring belated buyers are still putting in hurry calls, while that for fall is moving slowly except in case where prices have been made right. Hosiery shows signs of improvement.

### WHY SPOIL JOY OF LIVING?

Efficiency is a great thing in business, as it is in everything else. But the methods for achieving it are apt to bump up with a jolt when they run counter to human nature. An instance in point came up the other day when the Secretary of the Engineering Council Committee on Elimination of Waste in Industry ventured on some remarks on the needless-to-him-expense in articles to wear caused by the frequent style changes. He referred to shoes, millinery and garments and showed how much cheaper articles could be made if there were standardization. Even the change of a lapel, he showed, cost many thousands of dollars. Quick shifts in women's attire were also responsible for an almost incalculable amount of waste. As a parallel case, he cited the difference in cost between locomotives of standard make and those built according to particular specifications. This view seems right and plausible to the engineering mind, but it does not appeal to any one else. There is no doubt that, if persons would consent to wear things of exactly the same pattern and would, furthermore, make no change in styles from year to year, they could save much money, and the manufacturers could make the garments cheaper. But this would check production amazingly, throw many out of employment, kill the whole business of designing and reduce the outward appearance of the members of a community to the uniformity of the inmates of a state prison. The joy of living, furthermore, would be gone for most women if they were to see all of their sex dressed exactly as they were from head to foot. Between standard dressing and artistic costuming there is all the difference between a chromo and an individual painting. Each has its place, but neither can take the place of the other.

### WEIGHT AND CONSCIENCE.

Fat men need no longer go hungry for affection. The surety companies love them. Men who resort to exclamation marks when the razor slips or the back collar-button deserts its post of duty may be hard on the nerves of the household, but they bring joy to bank auditors. Fat men and loud swearers pay their bills much more promptly than lean and close-lipped men, and run away much

less frequently with the employer's bank roll. For this we have the authority of the chief expert of the National Surety Company of New York.

It is good to have the statisticians give final judgment on a point which the literary students of human nature have left in doubt. If Tartuffe was underfed, Chadband exuded hypocrisy out of a mass of embonpoint. If Uriah Heep had the slimmness demanded by clothes styles with a difference, Pecksniff filled out his raiment admirably. Falstaff, on the whole, would have made a poor risk for the post of bank teller, although it is highly possible that his pilferings would have been confined to comparatively small sums—enough to pay for the day's sack and venison.

One doubt occurs. If the fat man's rectitude is due to contentment with a capon-lined world, what are the chances of getting a fat man to swear? This is perhaps the reason why 100 per cent. honesty is unattainable. That ideal can only be realized in a world inhabited by men over 180 who cuss out the waiter.

### WILL HIT THE CONSUMER.

Little interest has been shown in business circles over the passage of the Emergency Tariff bill. It is recognized as a political emergency measure which is not likely to affect prices in the near future. Every one knows that the prospects for this year's crops of grain will be a more potent factor than any duty on imports. As for wool, the only thing that prevents a complete slump in prices is the withholding from market of the large available stocks. In the dairy products there is a chance that prices may be advanced, and this is also the case as regards meats. To the extent that they are, the result will be to hurt general mercantile business. Most of the other provisions of the bill are of doubtful consequence. Putting a duty on apples, for instance, is a joke. Again, the limited period within which the temporary tariff will be operative robs it of any advantage to the special interests it was ostensibly intended to benefit. The real apprehension felt about the measure is that its provisions may be re-enacted in the permanent tariff bill now under consideration. If this should prove to be the case, flour made of American wheat will cost less abroad than here, meats will be dearer and so will clothing. For foreign outlets will have to be provided for the surpluses of farms, and the prices abroad will be fixed in the foreign markets over which no American tariff act has any control. Legislation here may raise prices in this country, but can have no effect in other countries, and so, as before the war, Mark Lane will determine grain prices for Europe and Liverpool those of cotton. Only the American consumer will be hit.

### WOOLS AND WOOLENS.

Auction sales of wool in Sydney, Australia, during last week showed fairly active bidding and quite well-maintained prices, even without the aid of bidders from this country. In anticipation of the enactment of the Emergency Tariff bill, dealers and others here obtained their supplies

earlier in the year. One reason for the firmness of prices at the Australian sales was, doubtless, the fact that the offerings were quite limited, holders well knowing that any attempt to market large quantities would result in a decided break in prices. It was for the same reason that the War Department, after several postponements, cut in half the quantity offered at auction in Boston the other day. The 3,000,000 pounds put up were taken mostly by carpet manufacturers. Interest now centers on the possible effect on the enactment of the Emergency Tariff Act on prices for domestic wool. The holders, in general, seem to believe the measures will help them, but circumstances do not appear to support this view. The growers are urging higher duties to be put in the permanent Tariff bill than were in the Payne-Aldrich act. In the goods market, duplicate orders for fall are being put in from time to time with not much prospect, it is declared, of having them filled. The mills are quite active filling the orders heretofore placed and may have no opportunity of doing more until the time arrives for the lightweight openings. Those turning out dress goods are especially well occupied. A better outlook for the local cutters up is seen because of the virtual settlement of the labor troubles on the basis of lower production costs.

### THE POSTAL SERVICE.

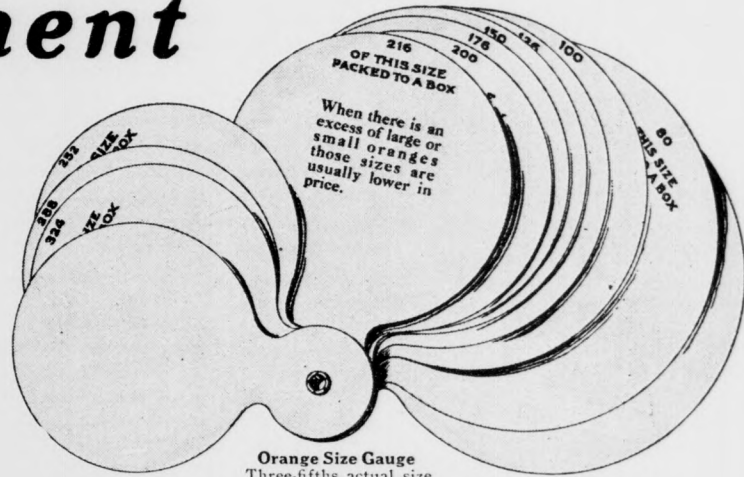
President Harding acts with courage in ordering that first, second and third class post offices shall be filled in each locality from three highest eligibles passing a civil service examination. The pressure upon him to throw off all restrictions upon these 12,900 offices, the richest booty in sight of the victorious Republicans, has been tremendous. Inevitably he will be accused of insincerity because he has permitted the appointments to be made from the three highest men. But this provision runs through all civil service legislation. The fourth class post offices have been in the classified service for years, and appointments to them are made from the three topmost eligibles. Congress should pass legislation placing these post offices permanently under the civil service, so that there will be no danger that some partisan President will again restore them to the spoils system. President Harding recommends such legislation. Senator Poin-dexter introduced a bill for that end four years ago, the failure of which prompted Wilson's order. When such legislation passes, appointments will be on just the same basis as under President Harding's order.

Postmaster General Hays has explicitly promised that postmasterships will be regarded strictly as business positions, and filled with the best men without regard for politics. The country expects that promise to be kept. If it is there will be no real difference between the appointments under Mr. Harding's order and those under Mr. Wilson's order. Even if the Republican is only by a shade second best, the Democrat who is best will get the place. President Harding and Mr. Hays must make this policy clear to the politicians.

# Your Judgment

Mr. Grocer—and this handy gauge  
go well together

## When you buy Your Oranges and Lemons



Orange Size Gauge  
Three-fifths actual size  
Actual size of each "count" is shown in gauge, with brief description of use for which best adapted. Lemon Size Gauge is similar.

**T**HERE'S a wise way to buy oranges and lemons, and yet it's a simple way: "Always shop for odd sizes."

Smaller or larger sizes of lemons and oranges are likely to go at bargain prices when there's an excess in the market.

And they're as eatable and juicy as the "popular" or medium sizes for which you pay a premium. So why not look for the "odd sizes"?

We'll send you two size gauges—one for lemons, another for oranges—to help you buy for real profit. They're free. Just ask the C. F. G. E.—to-day.

This is just one way we help grocers who "ask the C. F. G. E." And there are many other ways, as well.

### How We Help You—

**F**OR instance, we send men from town to town every month to help retailers make profit-winning fruit displays in their windows. Such displays are the life of a fruit business.

Aren't you going to dress up your store with some real business-getting orange displays? Write for our free sets of Sunkist cards, "strings" and banners for your counters and windows. They have been made, after careful study, to meet your needs.

Or maybe you are thinking of advertising in local papers or neighborhood

movies. We'll gladly send you free "cuts" —for use on price-lists and letter-heads— or free Sunkist lantern-slides with your name in strong colors.

### —Ask the C. F. G. E.

**W**RITE us your problems. Maybe we can help solve them. We've an experienced retail man whose job is to give you the benefit of his thirty-six years behind the counter. His name is Paul Findlay. Hundreds of grocers welcome his brass-tacks talks.

The C. F. G. E. is a co-operative agency. Years ago it was formed by thousands of California orange and lemon growers to sell their fruit at actual cost. It has placed the orange and lemon business on a sound merchandising basis. And now a fraction of a penny per dozen is given by these growers to establish a fund for helping merchants handle these fruits at a safe profit. Wise business co-operation—nothing else.

Anybody who sells California oranges and lemons is entitled to our help. Last year more than 10,000 retailers asked for our services; and they profited. Were you one of them?

### California Fruit Growers Exchange

A Co-operative, Non-profit Organization of 10,500 Growers  
Dealer Service Department, Los Angeles, California

### California Fruit Growers Exchange

Dealer Service Department, Los Angeles, Cal.

Send me a set of your new Orange and Lemon Size Gauges; also your Dealer's list of Other Selling Helps and your Booklet on "Displays That Sell Fruit," absolutely free to me.



Name -----  
Address -----  
City ----- State -----

**Present Style Trend in Women's Shoes.**

In approaching for discussion, comment or prophecy, the subject of style from the standpoint of women's shoes, it is primarily essential to vary in this particular instance from the usual consideration of the industry as a whole, and deal with the subject from a standpoint of particular interest to the tanner. While not overly concerned with the sale of turns or welts, boots or low shoes, staples or novelties, or various changes in patterns, these elements of the style problem are a very important factor, as they influence the tanner, for better or worse, and automatically the health of his business from a viewpoint of volume and profit.

A pre-supposition of interest is the fact that the correctly attired of the gentler sex require a variety of footwear, for a variety of occasions, necessitating the plainer effects for street or walking wear, to the extreme of elaborate evening slippers. The days of careless appearing shoes are decidedly of the past, and while footwear cannot be termed the crowning glory of the gentler sex, it can and does complete the ensemble.

It is difficult to determine what creates, who originates and what completes style, and the only practical conclusion for the manufacturer is catering to the retailer is to foster or encourage with stimulating modifications a continuance of the then existing style trend, providing that existing style is of a character which works out along practical lines, and can be considered, as a style, attractive and in keeping with the existing or prospective mode of habits or gowns.

After disposing of the sole leather question which aside from heels, shanks, insoles and sundry parts is divided simply into welt and turn effects, and the turns again subdivided into slipper weights and oxford weights, and the welts into the extreme light, medium and heavy, it might be well to arrive at some sort of conclusion that will serve as a guide to tanners in their plan of preparation, selling campaign, or whatever action may be essential to success. This could be accomplished by dividing upper stocks into two classes, staples and novelties, the staples embracing grain finished calf leathers in colors and blacks, kid leathers in blacks only of a glazed and dull finish, patent stock in side leathr, and, when available, in calf and kid.

I believe the sole leather situation is a very important one in view of the sometimes quick changing of welts into turns or turns into welts where they vary from one extreme to the other, from light soles to welts, or heavy soles to turns. Then again, the welts require additional leather in the form of insoles which are not required for turns. The whole situation involves either a lesser or a greater consumption of actual material.

Novelty leathers cover kid in whites and colors, buck, side buck in white and colors, and ooze calf in white, colors and blacks.

Brown kid is, in a measure, in a class by itself, being almost a staple, but on account of price it is necessarily in the novelty or semi-novelty class.

Further items in the way of upper stock applying to the novelty and semi-novelty class are satins in blacks and colors, bullion cloths in silver and gold, and brocade effects.

The fabrics in the style problems which are liable to influence the tanning industry are of considerable moment, and in the forecast for the coming fall there is a consensus of opinion in favor of a continuation of satin, largely in black, but forming a proportion of footwear for afternoon and for street wear to such an extent as to materially reduce the consumption of leather.

Such proportion of footwear as is made from the so-termed brocades and bullion cloths will either be in the nature of extra business by comparison with the fall of 1920, or be part of the estimated proportion now involved in the satins, the satins having been considered to some extent a style answering many purposes and providing for many occasions as an item of correct dressing.

White fabrics, other than satin for evening wear, are negligible in proportion and largely confined to the spring and summer period, and by comparison with the past, should have no bearing upon the upper leather situation as of to-day.

The proportion of plain leathers such as kid in the glazed finish, and Russia in the tan, will be about as heretofore, with kid in the mat finish reducing to a considerable extent unless there should be a revival of the demand for staple black boots.

Gun metal has been quiet in the demand for practically 12 months, but there is every indication of a revival for the fall in complete shoes, and in combination with ooze leathers to give life and attractiveness to the color effect.

There is decided indication of a revival of patent stock, presumably in the side leather class, this being the only character of material available in quantities for a patent finish, although this revival of patent stock seems to some extent influenced by the advent of the old-time quality patent stock in calf leather and flesh finish, as made by Cornelius Heyl of Worms, Germany. This material is now coming into the market, and where the price as applied to the finished shoe is available will probably sell freely.

The general objection to patent stock in side leather has not been so much the item of wear as the tendency toward irregular substance as a result of economical cutting, and a tendency toward a wrinkling or pipey effect which even with extreme care seems impossible to avoid. There is always somewhat involved the element of extra cost for the manufacturer and embarrassment for the retailer through premature wear and factory damage.

Patent stock, of course, lends itself to many desirable combinations with other leathers, with fabrics, and with an endless variety of colors, and is always refined and in good taste.

Any reasonable amount of wicked weather (winter) must necessarily bring about the renewal, even if in a limited way, of staple boots, thereby increasing by 100 per cent., as far as

the boot proportion exists, consumption of upper stock, and largely influencing kid in the blacks, calf leathers in Russia and Gun Metal.

It may be of interest to note that during the past six months the shoe and leather industry has been probably anywhere from 60 to 100 per cent. more active than any other producing industry of wearing apparel. This, in a way, has its good and its bad sides. The good side is the result of the dealers generally being influenced by the non buying attitude

**The Dudley Paper Co.**

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Lansing, Mich.

**Shoe Store and Shoe Repair Supplies**

**SCHWARTZBERG & GLASER LEATHER CO.**

57-59 Division Ave. S. Grand Rapids

**Keep your stock of "Bertsch" and "H. B. Hard Pan" shoes well sized up. You are going to need many of them during the season just commencing.**

**Herold-Bertsch Shoe Co.**

Manufacturers of Serviceable Footwear

11-13-15 Commerce Ave.

GRAND RAPIDS, MICH.

**NEW PRICES—IN STOCK FOR IMMEDIATE DELIVERY**

St. No.	Description	Last	Price
475—Woman's	Glazed Colt Bal. Stitched Im. Tip	Opera	\$3.35
425—Woman's	Glazed Colt Oxf. Stitched Im. Tip	Opera	2.60
450—Woman's	Glazed Colt 1 Strap Sandal	Opera	2.35
452—Woman's	Glazed Colt 2 Strap Sandal	Opera	2.45
68—Woman's	Glazed Colt Plain Toe Bal.	Comfort	2.90
700—Woman's	Glazed Colt Stock Tip Princess	Comfort	2.40
300—Woman's	Glazed Colt Gore Front Oxford	Comfort	2.30
150—Woman's	Glazed Colt Plain Toe Oxford	Comfort	2.50
500—Woman's	Glazed Colt 1 Strap Sandal	Comfort	1.95
501—Woman's	Glazed Colt 1 Strap Sandal Rubber Heel	Comfort	2.05
25—Woman's	Glazed Colt Comfort	Comfort	1.80

**BRANDAU SHOE CO.**

Manufacturers

WOMEN'S SANDALS JULIETS and OXFORDS



**DETROIT, MICH.**

Wholesalers

MEN'S DRESS & SERVICE SHOES

of the wearing public in their refraining from purchasing. So that developments toward November and December, of 1920, showed a preponderance of empty shelves and actual need for footwear on the part of most of the retailers.

The situation has its bad side from the fact that it has brought about what I would term a failure of stabilization, or the accomplishment of old-time healthy methods of marketing; where there would be slight revision in price of leathers upward at certain times during the season as a result of activity or market conditions, raw stocks, and a similar revision downward during what has always been in pre-war times a dull period.

The present, however, has brought about this failure of stabilization, as I term it, by the dealers in their attitude of non-purchasing going entirely too far, and thereby crowding the productive period for the manufacturer into such limited space that it has brought about chaos in the way of factory conditions and deliveries. This has of necessity stiffened the market to such an extent that there seems to be, particularly applying to calf skins, a tendency towards an unwarranted advance and a fictitious value in spot merchandise.

I realize considerable exception can be taken to the question of an unwarranted advance in calkskins and I am not ignoring the fact that calkskins have varied in the raw in their value—if I remember correctly, anywhere from 13 to 21 cents; the 21c cost being influenced by the character of raw stock of the season of the year, and permitting, as I understand it, a much better sorting, or a greater proportion of top grades, materially offsetting the increased cost of the raw material.

So it would seem to me that it behooves the calkskin tanners to work out, if possible, the old basis of profit from volume rather than maximum figuring. The "quick nickel has always been considered more attractive than the slow dime," and while the volume exists, there seems always the opportunity of manipulation—creating profit and particularly balancing the element of overhead.

I want also to convey the fact that I don't mean for a minute to say costs can be ignored, or do I mean that the question of supply and demand can be ignored, but I think that the situation has got to be handled from this cost basis with a great deal of finesse, otherwise we can, in a great measure upset the good already done.

While all of this is comparatively irrelevant to the style question, at the same time it has a decided bearing upon it, as there seems to be in the minds of the retailers a monumental limit as to price obtainable for women's shoes, particularly in high grade. I will admit that the prevailing price of calkskins during the past four months has materially helped the situation in this respect. We manufacturers trust it may not be necessary to upset the attitude of the retailers.

Colored kid, particularly in the grays—this being the more active of the colors since what might be termed a "revival"—seems in prospect to be

confined to the spring and summer period, and except in the darker shades, where used in combination, not much of a prospect for fall.

With a possible revival of a demand for boots, there would naturally be a receptive influence toward novelty boots were it not for the offsetting factor of high price. So I can not with any degree of certainty forecast activity of delicate shades of gray or colored kid during the coming fall. It would seem, however, for the tanners of this class of leather that the demand for brown will more than take care of available raw stock, and this color trend permit the working of a more varied character of skins as to quality—a feature to be welcomed and fostered.

Flesh finished calf, or ooze, will probably be freely used in the novelty and semi-novelty class, and combination class during the coming fall. This, however, will be somewhat accentuated through growing demand for what might be termed fall sport effects, or low shoes of a leather heel character, with calf and kid trimmings, and of a type, except for colors, following the summer style and desirable to the wearer from the decided standpoint of comfort, coupled with attractiveness.

Combinations of ooze with kid leathers, in black and browns, and to some slight extent grays, as also with calf leathers in blacks, brown and tans will also be prevalent. The same may also be said in combination with patent stock.

While I realize that tanners are not particularly interested in actual style as it applies to patterns, style of last, height of heel, strap or plain effects, they are of necessity interested in the character of the shoe as it involves consumption of material. In this respect there would be very little variance from the same period in 1920 except as it may be influenced by the revival of boots in the event of climatic conditions. There seems little prospect of boots being otherwise involved in the style problem.

As to colors of calkskins the demand or tendency seems definite, and covering in the colors almost 75 per cent. of the medium tan shade. A reasonable proportion of the balance being the slightly darker color.

It is possible that calf leather in a brownish effect may be influenced by the considerable demand for brown in kid; and if so, bids fair to accomplish considerable volume as a result of more economical price in the finished shoe, made completely of calf, or trimmed with calf, by comparison with kid.

As to detail that may influence the question of weights, there will undoubtedly be a continuance of the present demand for staple low effects such as plain oxfords, which will include a proportion of semi-brogues, which would naturally mean boarded stock.

In the plain leathers similar items will be carried out in strap effects, in welts with leather heels, even to the extreme of ornamental patterns, and freely involving combinations of plain and novelty leathers.

Dealers are naturally receptive to the offering of new ideas within the

obtainable realm of price that will mean the sale of an extra pair or increases their volume, so that manufacturers in general are always receptive to any new offering in colors to accomplish this.

Interesting features, with their necessary retail price, will continue largely in the strap and turn-LXV heel class. Frequently innovations show a decided bearing towards light and airy effects in uppers.

Buck and side buck naturally find themselves in the category of ooze leathers, and will be used pretty much in keeping with the character of the shoe to be made, the buck itself narrowing down to a decision as to the preference over the calf, and the side buck influenced by the grade or price. There seems to be a considerable

field for all this character of ooze finished leather, as I term it, particularly in combination effects, but confined almost entirely to low shoes and in the strap class.

The above data is the result of a careful and conservative study of the situation, and influenced to a great extent by opinions from prominent retailers.   
John C. McKeon.

The sooner you stop studying your business, the sooner you will become a back number.

**TAKING INVENTORY**  
Ask about our way.  
BARLOW BROS. Grand Rapids, Mich.

No. 8736  
"SOLID COMFORT"  
\$4.75



Gun Metal Bal EEEE  
5½ to 12

A popular number reduced to a price at which you can sell it in volume.

Size up on it to-day.

**RINDGE, KALMBACH, LOGIE CO.**

10 to 22 Ionia Ave., N. W. GRAND RAPIDS, MICH.

The buying trend is toward sturdy wearing shoes at lower prices than have prevailed for several years.

The dealer who pushes MORE MILEAGE SHOES stands to profit most.

Money's worth always wins permanent customers—the life of business.

**HIRTH-KRAUSE**

Tanners—Manufacturers of the  
MORE MILEAGE SHOE

GRAND RAPIDS

MICHIGAN



### Some Glaring Defects in Our Education System.

If we make a generous allowance for exaggeration in Macauley's statement that "the chief business of government is education" there will yet remain sufficient truth to warrant the United States Chamber of Commerce in considering this important topic at its ninth annual convention, and in giving to the newly organized "bureau of education" a place in its department of civic development.

Some of us are old enough to remember the little red school houses which dotted the land, with their single room, rough benches and old sheet-iron stoves which burned wood; and even those who are of a younger generation cannot fail to be amazed at the rapid advancement which has been made from year to year in our school architecture and equipment. From Maine to California the most stately buildings to be seen, in nearly all the great cities, are dedicated to learning, and we are proud to think of an enrollment of twenty million children, seven hundred thousand teachers and an annual expenditure of more than \$800,000,000 for public education.

There are to-day in the city of Chicago some twenty high schools, each one of which costs more to maintain than did some of the old time universities. President Elliott has said that our system of public schools is "one of America's five greatest contributions to civilization."

But I have not come to praise Casar any more than to bury him, but only to point out certain rents in his robe of state which business men may help to mend.

First, then, a word concerning the teacher. President Garfield used to say that a satisfactory college for him would be an old log with Mark Hopkins at one end and James Garfield at the other. Certainly, above buildings, equipment and all things else, comes the teacher. All honor to the name and profession! And yet, two days ago, an editorial appeared in the New York Times which contained these words:

"The bureau of education at Washington recently made enquiries of former teachers now in the employ of the war risk insurance bureau. Of the 272 who replied, only nine per cent. admitted an intention to take up teaching again. Forty per cent. apparently have hopes of escaping the school rooms. They say that their decisions will depend upon conditions. Fifty-one per cent. say that they will not return. The 272 selected are all graduates from standard normal schools or the equivalent. Thirty-six per cent. have even better training.

Sixteen per cent. are college graduates and of these, two hold advanced degrees. In their present position most of them do routine clerical work which does not require more than an elementary education, and they receive \$1,320 a year."

They are allowed but thirty days' vacation and their advancement in position promises to be very slow. I have seen it estimated that something like 150,000 teachers will give up their positions at the end of this school year, leaving vacancies which will be very hard to fill. Notwithstanding all this, there are at the present time thousands of class rooms without a teacher, making necessary that doubling up of students which inevitably results in bad work.

Quite as serious as the lack of teachers is the poor preparation which many are said to possess, making it exceedingly difficult for the proper standard of class-room work to be maintained. There are several reasons for this condition which may be briefly stated as follows: First: Insufficient salary. In 1918 and 1919 the average salary for teachers in elementary grades was \$856 a year, an intermediate grades \$951, in high schools \$1,224. And yet teachers receiving these meagre salaries are expected to have had an education which extended through at least two years of normal school, and many of them are college graduates. To talk in averages hardly tells the story of this shocking disregard of the teachers' value, which is shown in many places.

The superintendent of the bureau of education has collected statistics

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showing that the salary received by teachers in rural districts falls as low as \$40, \$34 and even \$30 a month. He says, "There are hundreds, probably thousands, of rural teachers whose annual salary is less than the cost of feeding a prisoner in the county jail, and it should be remembered prisoners are not charged for lodging, heat, light, water and medical attention."

Second: Politics and favoritism are two grim specters in the path of most teachers, driving many out of their chosen field and deterring others from entering it. Merely to mention this is to call to the mind of many of us the tragic comedies enacted by boards of education in many of our large cities, or the petty favoritism of district supervisors. The business world has too long stood aside and let the teacher fight a losing battle in this field.

Third: Another cause for this lack of well trained and competent teachers is the disregard which is often shown them. Not many generations ago the teacher ranked almost as high as the minister in the regard tendered him by the community, and that attitude seemed right and proper. We all realize that there is no position in our civic life which involves greater responsibility than that held by the man or woman to whom we entrust the mental and moral training of our children during their school years. Yet, strange to say, we give greater care to the selection of our chauffeur than to the teacher in our grammar school. We pay the mechanic higher wages and are more considerate of his welfare. We may still recognize a difference in the social status of the two, but the teacher is seldom made aware of the fact by any act of courtesy on our part.

A second general defect in our educational system may be defined as the failure to give every child an equal chance.

There are many sections of our country where the school year is limited to from sixty to eighty days, whereas in the cities the average is about 190 days. These schools having the short terms are likewise the schools of underpaid and hence only partly trained teachers. There may be some man from Missouri here today who is saying "you'll have to show me." It chances that I have some statistics recently prepared by the superintendent of education of that state, and this is what he shows:

"In 1919 there were 143 schools having less than 80 days, 1037 having less than 120 days, 3967 having less than 160 days. The average salary in many counties is less than \$60, or less than one-third the monthly pay of mail carriers; 2317 of the rural teachers have had no high school education; 2580, or more than one-fourth of all the rural teachers, have had no previous experience, while 6553, or nearly two-thirds of all the rural teachers, have been in their present positions only one year."

I do not hold Missouri up for condemnation, for I know it is far above many states in its support of education, but the figures which I have at hand make an impressive story, and I believe they may be used as a fair average for a majority of our states.

Lack of funds in many of the rural districts is the chief cause of this deplorable situation, and the only way out of that difficulty lies in a readjustment of school taxation. At present the state pays in most cases only a small percentage of the total cost of schools, and the local district the remainder. Thus the rich cities and the larger towns have an abundance for educational purposes, while the rural districts suffer. Sometimes we see the greatest discrepancy existing within such narrow limits as a township; at one end the school buildings being large and well equipped, manned by a trained corps of teachers, while at the other end we find the one room school; the short term, and the underpaid and unprepared teacher.

It is from such districts, where the children have not had a fair chance, that the majority of that "24 9-10" per cent. of our drafted men were drawn who were discovered upon examination to have insufficient knowledge to become even a private soldier in the United States army. The war has shown how closely we are all knit together, and how dependent we are upon one another, so it surely follows that when a district lacks sufficient funds to give its children a well rounded education, the state should step in and make up the deficiency, and when the state is too poor to do this, in an adequate manner, the Federal government should come to its aid.

Another question which may be justly raised in criticism of our educational system is the amount of return which we get on our investment. Nobody questions the advisability of spending generously for this cause. The very foundation of our Government is based upon an enlightened democracy; the future welfare of our Nation is wrapped up in our public school system. No, we are willing to spend and be spent, in this good cause, but we have a right to demand a fair return on every dollar. Let me briefly mention two or three points at which we might naturally expect to receive larger returns:

First: The short school year is wasteful. The buildings, equipment and overhead cost remain virtually the same whether the schools are used sixty, eighty or two hundred days of the year. As I have before indicated, the average school year is something less than 160 days. If children were

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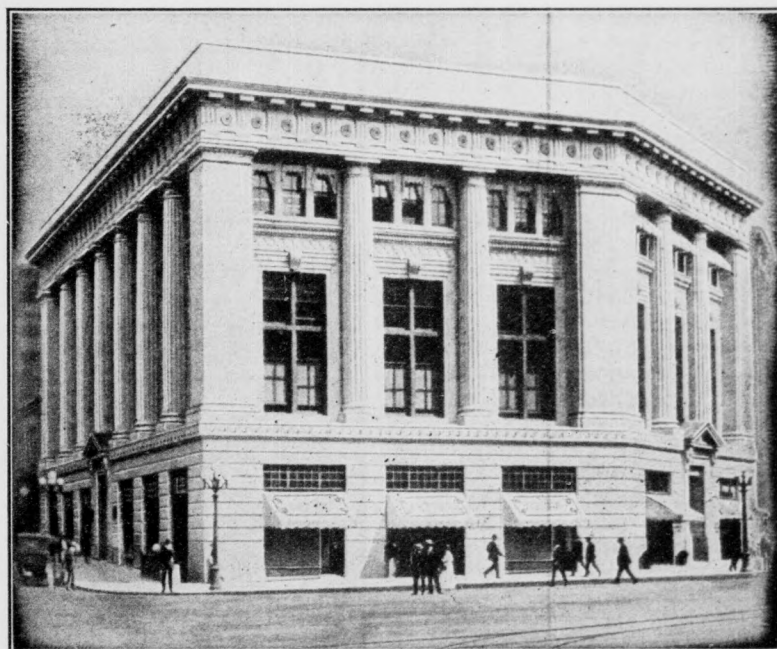
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profitably employed during their vacation there might be a money return to the Nation which would compensate for the loss involved in this unused property. For the most part, however, they are not profitably employed. To the contrary, the streets become for many during their vacation days, a school of vice. The quiet of the home life is rudely broken; the mother's nerves are strained and sometimes shattered, and everyone but the boy longs for the day when the school bell will once more sound its summons to the routine of daily study.

Second: Another line of waste is found in the overabundance of schools in many of the country districts, the proportion being frequently out of all keeping with the population. It is customary for every county district to have at least one school, and frequently more, yet in many of our states the number of pupils is too small to warrant such an expenditure, and consolidation would be a big saving and at the same time improve the quality of instruction and equipment.

To take Missouri again as an example, in 841 school districts there are less than fifteen pupils enrolled; in 2199 districts there are less than twenty-five pupils enrolled. The average attendance shows a still more startling waste of investment, for in 1012 districts the average attendance is less than ten; in 2947 it is less than fifteen, and in 6607 it is less than twenty-five. Here again Missouri is serving only as an example which could be duplicated in most of our states. In these days of the cheap ford and the auto bus there is no excuse for this waste in equipment and teaching force.

Third: There is waste in the too great laxity with which the compulsory attendance law is enforced. I have seen it stated that there are more children unaccounted for in an American city averaging 350,000 than in the entire German empire. In some of our states the census shows that only 63 3-10 per cent. of the rural children of school age are enrolled as pupils, and of this number about one-half are in average daily attendance. The percentage is somewhat better in the cities, but there is still abundant evidence that even there the compulsory education law is not properly enforced. If we take 160 days as the average school term throughout the country, the average child enrolled attends only 120 days, which means that one-fourth of the school term is wasted.

May I close with an incident drawn from personal experience, which contains a moral. I once traveled on horseback through the mountains of Eastern Kentucky and Tennessee and out through Cumberland Gap, meeting in close intimacy those people whose horizon for many generations has been limited by the mountains which surround them. My old guide told me strange stories of the mountain whites and I in turn told, what seemed to him, marvelous tales of the cities in the North. One day he turned to me and said, in his quaint mountain vernacular, "You-uns know somethings what we-uns don't and we-uns know

some things what you-uns don't, so I reckon mixing will do us good."  
Clifford W. Barnes.

#### Urges Stockholders To Oust the Present Management.

More verbal explosions have developed in the fight of the Marquette National Fire Insurance Company of Chicago, to gain control of the Columbian National Fire of Lansing. Addressing a letter to the stockholders of the Columbian National, J. E. Murphy, former secretary-treasurer of the company, makes reply to the circular letter signed by the directors of the Columbian National and distributed to the company's stockholders April 20. He explains why he severed his connection with the Columbian and urges stockholders to uphold the stockholders protective committee and oust the present management of the company.

In his statement Mr. Murphy refutes several assertions made by the directors of the company in their last circular letter. He adds: "In my judgment it will be for the best interests of the company if the present management is put out of office and I shall lend such aid as is in my power to assist the stockholders in bringing about this change.

"The management of the Columbian has been ruthless in its attitude towards anybody and everybody that dared express an opinion or pursue a course of conduct contrary to its own.

"As a stockholder who knows the present management as I do, I am frank to state that I am in full accord with the action of the stockholders' protective committee and I do not hesitate to state unqualifiedly that you will make no mistake in solidly supporting the movement now being fostered by the stockholders' protective committee."

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HARRISON PARKER ON STAND.

Full Text of His Testimony in Bankruptcy Court.

Following is a stenographic report of the testimony offered by Harrison Parker in the local bankruptcy court on May 16:

Harrison Parker, being first duly sworn, testified as follows:

Q. (By Mr. Schoenfeld). Do you recall the name of the bank you did business with at Montague? A. State Bank of Montague?

Q. Farmers State Bank? A. Farmers State Bank.

Q. You haven't any account there now? A. Not that I know of, I may, I don't know, I haven't drawn any checks.

Q. Do you owe them any money? A. Yes.

Q. How much? A. I owe them \$1,500, I think, I paid a large part of it.

Q. What was the original debt? A. I don't recall now.

Q. Approximately how much? A. I think about \$2,500, I don't recall.

Q. Was it loaned to you on open account? A. On my note.

Q. You have evidenced the debt by note? A. I think so.

Q. Put up any collateral security? A. I think there is collateral.

Q. What collateral? A. I think the Randolph Grocery & Market, I don't know, I do not remember, but I think it has gone out of business.

Q. Do they still hold the security? A. I don't know, I haven't paid attention to the account, I just paid down any time I had any money, I credited them, I think I paid it down to \$1,500.

Q. You think you owe them \$1,500? A. I think so, it may be less than that.

Q. What security do you think they now hold?

A. I don't know, I don't remember the transaction.

Q. You know they have some security? A. I have a dim recollection, I haven't paid attention to it; but as I recall the thing, the stock which they have, the company has gone out of business.

Q. And the name of that stock is Randolph Grocer and Market Company? A. I think it was.

Q. How many shares? A. I don't remember.

Q. Where was that company doing business? A. In Chicago.

Q. And you think that is the only collateral there is? A. I think it is; I don't know.

Q. Did you ever deliver any stock or beneficiary certificates in the Co-operative Society? A. I never did.

Q. What is this Fruitvale Company that was operating in Muskegon? A. Fruitvale Company, I don't know anything about it.

Q. Is it the Fruitvale Company? A. I don't know.

Q. Is there a Society of Fruitvale? A. There is a society, yes, sir.

Q. Is that operating in Muskegon county? A. It was.

Q. It is now? A. No.

Q. Was it at the time of the filing of the bankruptcy proceedings? A. Yes, it was.

Q. What relation did you bear to that? A. I was trustee of that too.

Q. What was that thing, a corporation? A. No, a common law trust.

Q. Where did that thing derive its power, from a charter? A. An agreement of trust, like the Co-operative Society of America.

Q. Where is that agreement? A. It is in record in the court house.

Q. Muskegon county? A. Muskegon.

Q. Have you a copy of that? A. I have somewhere.

Q. Mr. Schoenfeld: Have you it, Mr. Foote? A. Mr. Foote: I don't think so.

Q. It is on record, is it? A. I think so.

Q. And do you own any certificates in that? A. No.

Q. Did it issue certificates? A. It did. Just wait a second, I did own 15 certificates.

Q. What was the par value of it? A. Fifty dollars, I owned 15.

Q. Par value how much? A. Fifty dollars.

Q. There was \$750 par value? A. Yes, sir.

Q. What did you do with it? A. I exchanged that for Co-operative Society of America.

Q. Are those the same certificates that were hypothecated with this man in New York? A. Yes, sir.

Q. Is the Society of Fruitvalers still in existence? A. It is.

Q. The trust still continues? A. Still operating.

Q. Its life continues? A. I am not the trustee.

Q. You are not the trustee? A. Not any longer.

Q. When did you cease to be trustee? A. About seven months ago.

Q. Who succeeded you? A. I don't know who my successor was.

Q. But you are sure you are no longer trustee? A. I am sure.

Q. Who were the other trustees? A. Mr. Coe and Mr. Hawkeson.

Q. What is Coe's first name? A. John Coe.

Q. And Hawkeson's? A. N. A. Hawkeson.

Q. Where do they live? A. In Chicago.

Q. Are those the same persons who

are now acting as co-trustees? A. No, Mr. Coe is acting as co-trustee with me.

Q. Are there any other trustees in the Co-operative Society? A. Mr. Vigo Bird.

Q. Where does he live? A. New London, Connecticut.

Q. Is that Co-operative Society an active business trust? A. Active business trust.

Q. Is it one of the so-called Massachusetts trusts? A. Yes, sir, it is.

Q. By whom was it created? A. Created by Edith S. Parker.

Q. Your wife. A. My wife.

Q. How many certificates are now outstanding in the Co-operative Society of America? A. I don't know.

Q. About how many, approximately? A. I don't know.

Q. Have you any idea. A. Haven't any idea.

Q. What property in the state has the Co-operative Society of America? A. Well, I really don't know. It has in Muskegon there I don't know how many acres; but it has property in this State.

Q. The legal title to all its property or assets, wherever it is situated, is vested in you or Bird or Hawkeson, as trustees? A. Yes.

Q. And what is the aggregate value of its property? A. I wouldn't want to appraise it, I don't know.

Q. What is your best judgment? A. Several million dollars.

Q. And the certificates have a par value of—? A. Fifty dollars.

Q. Fifty dollars. A. Yes.

Q. And now there are certificates outstanding equivalent in amount to the value of all of its property? A. Yes.

Q. Approximately? A. Yes.

The Referee: At their par value you mean?

Mr. Schoenfeld: At their par value.

The Referee: Of course there is not a surplus in the company? A. There is a surplus in the company.

Q. But certificates are outstanding now equivalent to the par value approximately to its entire—the value of its entire assets and property? A. Yes, sir.

Q. Of those certificates you own only twenty shares? A. I own twenty.

Q. Do you know a man by the name of Henry S. Blum, and Fred C. Ehman? A. Yes, sir.

Q. Where do they live? A. Blum lives in Chicago; Ehman lives in New York.

Q. What business is he engaged in? A. Ehman is a money broker.

Q. What is his address in New York? A. I don't know.

Q. Did you know? A. No.

Q. Did he live in Chicago one time? A. Lived in Chicago.

Q. Did he ever live here in Grand Rapids? A. Not that I know of.

Q. Or Muskegon? A. Or Muskegon.

Q. What business is Mr. Blum engaged in? A. Mr. Blum is a lawyer.

Q. You put in your schedules, Mr. Parker, that Mr. Blum and Mr. Ehman owe you \$125,000. A. Yes, sir, they do.

Q. What do they owe you that for? A. Money advanced to them under an agreement.

Q. What kind of an agreement, written or oral agreement? A. Oral and written.

Q. Have you a copy of the agreement, or the original? A. The agreement, Judge Hennessy has.

Q. Who is Judge Hennessy? A. Lawyer in Chicago.

Q. Representing you? A. Yes.

Q. Elbridge Hennessy? A. Elbridge Hennessy.

Q. Did you deliver the original agreement to him? Original to him.

Q. Was that a debt created under the terms of this agreement? A. Under the terms of this agreement Ehman and I were to put up equally money necessary to finance the Workers Publishing Company and take their receivables as security. I put up \$125,000.

Q. In money? A. Money.

Q. In real money? A. Real money, checks, never got it back.

Q. When did you make that advance? A. 1910.

Q. Was that advance evidenced by any notes or contract? A. No, by checks which were made payable to Ehman and cancelled.

Q. Do you mean that you put in \$125,000 in real money? A. I did.

Q. And as evidenced by checks? A. Yes.

Q. Where are those checks? A. Those checks are in Chicago.

Q. In whose possession? A. In mine.

Q. In whose? A. Mine.

Q. Will you turn those over to the trustee? A. I will.

Q. Will you turn over that contract that you have with Blum and Ehman, or direct your lawyer to deliver that contract to the trustee? A. I will.

Q. Do they owe this \$125,000? A. They do.

Q. How do you figure they owe you that? Owe it on a breach? Was the contract breached? A. No. The agreement Ehman and I had, each would put up the amount necessary to finance the Workers Publishing Company.

The Workers Publishing Company turned their receivables over to him, I turned over \$125,000 to him. I afterwards found out that he had not put up any, practically anything, and that the receivables which had been turned over to him, he kept the money, I never had an accounting with Ehman.

Q. Have you ever had an accounting with Blum? A. No, never had.

Q. Why did you schedule Blum as a

creditor? A. Because they were partners.

Q. Each seventy-five— A. Because they were partners in the deal.

Q. Do you owe him \$75,000? A. Mr. Blum sued me afterwards for \$75,000. That suit is pending in Chicago.

Q. Is that the reason you scheduled it? A. That is the reason it is scheduled.

Q. Then do you owe that? A. I don't owe them a cent.

The Referee: In what court is that? A. I think either the Superior or Circuit Court.

Q. Who represents you in that case? A. I think Judge Hennessy is attorney of record. This happened a good many years ago.

Q. Why hasn't that case been disposed of? A. Well the last time it came to trial Mr. Blum claimed a witness was in France, some important witness was in France.

Q. During the war. A. Yes, that is the last I heard of it.

Q. Still pending? A. Still pending.

Q. You show here in your schedules, Mr. Parker, that the Fruitvale Company and National Society of Fruitvalers owe you \$245,000? A. They do.

Q. Is that debt evidenced by any writing or promissory note or contract of any kind? A. Yes.

Q. What kind of way? A. Just a writing that I was to get that salary for that work.

Q. Where is it? A. In Chicago.

Q. Who has possession of it? A. Well I think I have that now among my papers, I think I have it.

Q. Will you turn that over to the trustee? A. I will.

Q. The Fruitvale Company, that is a distinct thing isn't it from the Society? A. One is a corporation, the other is a trust.

Q. The Fruitvale Company is a Maine corporation. A. Yes, sir.

Q. Authorized to do business in Michigan? A. Yes, sir.

Q. And Illinois. A. Yes, sir.

Q. Has it any property in Michigan? A. No, sir.

Q. In this jurisdiction. A. No.

Q. Any property in Illinois? A. No, sir.

Q. Has it any property or assets anywhere? A. I couldn't answer that question.

Q. Is that the company that was adjudicated bankrupt. A. Never been adjudicated bankrupt.

Q. Are there any bankruptcy proceedings against it? A. Yes, they were dismissed.

Q. Against the Fruitvale Company. A. Yes.

Q. Isn't that the company that operated some grocery stores? A. No, sir.

Q. What did this company operate? A. Owned a large, very large tract of land over here, and owned the capital stock of the Fruitvale Grocery and Market Company.

Q. The Fruitvale Grocer and Market Company was adjudicated bankrupt? A. It was.

Q. And its affairs were liquidated in the bankruptcy court. A. Yes, sir.

Q. And the capital stock that is owned by the Fruitvale Company became of no value. A. No value at all.

Q. What became of the real estate the Fruitvale Company owned in Muskegon county? A. That went to the people who owned the mortgage.

Q. Foreclosure proceedings? A. Foreclosure proceedings.

Q. All the property lost. A. All the property.

Q. Do you know whether that foreclosure proceeding is still pending? A. Still pending.

Q. What is the value of that property? A. I should say upwards of \$100,000.

Q. What is the indebtedness? A. The indebtedness is about \$140,000, \$125,000.

Q. The indebtedness is in excess of the value of the property? A. I think so.

Q. Isn't there any equity there for your estate here? A. I don't think so.

Q. Has it any other property? A. Not that I know.

Q. Know the National Society of Fruit-

valers, does it own any real estate? A. Well, it did own it.

Q. Has it yet? A. No, it did with me own title to some real estate but it is being foreclosed by the mortgage.

Q. Is that the same property? A. Same property.

Q. Is there any equity there? A. No, no equity.

Q. You don't think this estate here can realize anything out of that \$245,000? A. I don't think so, I am not sure, but I don't think so.

Q. If you think there is a possibility of realizing anything of that \$245,000 claim there, you think it would be possible to make the collection under what assets or what property? A. Well the National Society of Fruitvalers have some lawsuit and claim in Chicago against some people they might recover on. I don't know about that.

Q. You think that would be the only source? A. The only source.

Q. From which collection could be made? A. That is my judgment.

Q. Will you furnish all information you have with respect to those things, to the trustee? A. Yes, I will.

Q. So that he will be able to reduce to money as much of that claim as possible. A. Help him whatever I can.

Q. How much insurance do you carry on your life? A. I couldn't tell you exactly.

Q. Well you schedule a policy of the Connecticut Mutual for \$75,000, A. \$7,500.

Q. Is it \$7,500? A. \$7,500, made a mistake.

Q. It is not \$75,000? A. No, \$7,500. Mr. Foote: Is it \$75,000 there?

Mr. Schoenfeld: \$75,000.

Q. Then that is a mistake?

Mr. Foote: May we amend it in that particular?

Mr. Schoenfeld: There will be no objection, Mr. Foote, as far as we are concerned.

Q. It is \$7,500? A. Seventy-five hundred.

Q. And was it seventy-five hundred at the time these schedules were prepared? A. Yes, sir.

Q. And seventy-five hundred at the time of the bankruptcy proceedings. A. Yes, sir.

Q. Now you have scheduled a policy in the Mutual Life Insurance Company for \$12,000. A. Yes, sir.

Q. And another in the John Hancock Life Insurance Company for \$100,000. A. Yes.

Q. One in the Massachusetts Mutual Life for \$100,000. A. I think those both lapsed for non-payment.

Q. You mean the last two one hundred thousand policies? A. Yes, sir.

Q. Were there any cash surrender values? A. No, I don't think there is.

Q. Where are the policies? A. I don't know, my wife has them, she took them.

Q. Mr. Parker, where are they? A. The policies are in Chicago, my wife has that.

Q. In whose possession? A. My wife's.

Q. You have access to them? A. Yes, I have access.

Q. Will you let me see those policies? A. Yes, sir.

Q. You will do that? A. I will give you those when I go back to Chicago.

Q. Will you let the trustee have access to them? A. Yes, I will.

Mr. Corwin: Just a moment; they should be sent in here, and an order made on them.

Mr. Schoenfeld: That is what I propose to do.

Mr. Corwin: You nor anybody else can do anything with those policies; if you should die you cannot assign them or do anything else as long as there is a record in bankruptcy, unless there is an order either releasing or determining there is no value.

Q. You will see that that is done so I have them and so I can investigate the value of the estate. A. Yes; my wife took out the policies.

Q. Mr. Parker, your wife nor anyone else can realize on those policies until the court determines whether this estate is interested in those policies or has any interest. How about this other mutual

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life policy for \$12,000, how old is that contract? I don't know, a couple of years.

Q. Did you borrow any money on those? A. Yes, full borrowing value.

Q. And where is the policy? A. I think the policy is with the security, with the company.

Q. With the company? A. Yes?

Q. And the \$7,500 policy? A. The same.

Q. Did you borrow any money on that? A. I borrowed up to the limit on that.

Q. And that policy is in possession of the company? A. I think so. I am not sure about that.

The Referee: Excuse me for interrupting, but just here one minute, have you receipts or papers remaining in your possession by which you can give us the numbers on those various policies? A. I can give you all that.

The Referee: Give us that please.

A. Yes.

Q. And furnish me or the trustee with all that information. A. With all the information.

Q. So that we can ascertain the precise value of the two policies that are in the possession of the insurance company. A. Yes.

Q. By which you say you borrowed money. And the other two policies you say— A. I will say that everything, give to you everything we have.

Q. Now you scheduled two thousand shares of stock in the United States Land & Irrigation Company, having a par value of one hundred per share, \$200,000, what is that company? A. That is the company that operated the Tribune Land Show.

Q. Is that company still in existence? A. Yes, it is.

Q. Is it a corporation? A. Corporation.

Q. Where was it organized? A. In Illinois.

Q. And is that stock worth \$200,000? A. Well I don't know. There is a controversy between Harry R. Gibbons, William Gibbons and myself. There was a controversy on Harry R. Gibbons, I think his death wiped it all out.

Q. Have you these 2,000 shares now? A. I have.

Q. Will you turn those over to the trustee? A. Yes.

Q. Are they worth anything now. A. I think so.

Q. What do you think they are worth? A. I wouldn't know.

Q. Is this a corporation, does it own property, real estate? A. I wouldn't know about that.

Q. Who would know? A. The officers in Chicago.

Q. They have maintained an office in Chicago. A. Yes.

Q. Have you had a financial statement of the company recently? A. Not recently.

Q. Did you ever have one? A. Yes.

Q. When? A. About three years ago.

Q. Have you had any information recently with respect to the financial status of the company? A. No.

Q. What do you think this company owns? A. I don't know.

Q. Do you know what its whole capital is? A. Two hundred thousand.

Q. You own the entire capital stock? A. Yes, we bought it under a certain agreement from Harry Gibbons. He died the other day in Chicago.

Q. Who were associated in that? A. William M. Gibbons, Harry Gibbons and myself.

Q. Harry Gibbons is dead? A. Died last week.

Q. He was county treasurer. A. Yes, sir.

Q. And William R.? A. William M., a cousin.

Q. And are you one of the directors? A. I was one of the directors.

Q. Are you still? A. No, sir.

Q. Are you an officer of the company? A. No, sir.

Q. Who is President of the company? A. Mr. William M. Gibbons.

Q. He don't own any stock in the company? A. No; owns one share.

Q. And you own all the balance of the stock? A. I own all the balance of the stock.

Q. And the company maintains an office? A. Yes, sir.

Q. And do you know what property or assets the company is possessed of? A. No, I do not.

Q. Where are those certificates of stock. A. They are in Chicago.

Q. In your possession? A. Yes, in Chicago.

Q. You will turn those over? A. Turn them over.

Q. Have you any other life insurance policies that are not surrendered? A. No, I have not.

Q. Have you a savings account in your name or in the name of any person? A. No, I have not.

Q. For your use and benefit. A. No.

Q. Has your wife any money belonging to you? A. No, she has not.

Q. Your children. A. No, sir.

Q. What are the ages of your children, the oldest child? A. 18, 14 and 9.

Q. Is the oldest child a girl or a boy? A. Girl.

Q. Has she any property in her name belonging to you? A. No, she has not.

Q. She attends school? A. Yes, sir.

Q. What school? A. The Latin School in Chicago.

Q. You have no safety deposit box? A. I have no safety deposit box.

Q. Did you ever have one? A. Yes.

Q. When? A. Let me see, I had one in 1909, '10, '11, '12.

Q. Where? A. In the Merchants Trust Company, Chicago.

Q. You still have control of that box? A. No, sir.

Q. Or contents of it. A. No, sir.

Q. Gave it up? A. Gave it up.

Q. Does your wife maintain a box? A. That is up to her, I don't know whether she does.

Q. Do you know? A. She does.

Q. Have you any securities in that box belonging to you? A. No, sir.

Q. Where is that box? A. In the Metropolitan Safety Deposit Co., I am not sure of the name, I couldn't give you the name. I know where it is, I don't know the name of the company.

Q. You scheduled here in your schedules, Mr. Parker, all the property and assets of every character that you are interested in, or that you own? A. I have.

Q. You haven't concealed, nor is there undisclosed a single thing that you are interested in? A. Nothing.

Q. And you scheduled here all your indebtedness, have you? A. No.

Q. Is there any other indebtedness? A. There are just a few little things I have not scheduled. I didn't schedule the bank at Montague.

Q. Why not? A. Well, I don't know why I didn't.

Q. Was it overlooked? A. Yes, and no. I don't know why I didn't.

Q. Did you have any transactions with the bank at Montague other than those which you testified about here? A. No, I told you all about it, all I remember about it.

Q. Did it hold any security other than the Randolph Grocer and Market Company? A. Not that I know of. It may, but I don't think so.

Q. And you say that company is out of business? A. The company is out of business.

Q. Did it become a bankrupt? A. No, liquidated.

Q. It liquidated its business and its stock is of no value? A. No value.

Q. No value to this estate? A. No, no value to this estate.

Q. Well, do I understand, Mr. Parker, you intended to include that claim here, that it was overlooked? A. I don't want to do that unless I have to.

Q. Is there any other claim? A. No, wait a minute, I think I am endorser on some Sweet paper, amounting to \$220 odd dollars up in Montague, I didn't want to put that in. Those are the only two.

Q. Why didn't you schedule that debt? A. Because when my family were buying up there our personal accounts got mixed up with my business account, I only scheduled the business accounts; that is all I scheduled.

Q. Well, you feel that is an obligation your wife will take care of? A. I felt that belonged to her the same as the bank at Montague, Orenberger.

Q. How much is that debt? A. I don't know. My wife owes that more than myself.

Q. Do they hold any securities or any property or collateral of any kind? A. No.

Q. Did you ever have any business with the Whitehall bank? A. Yes.

Q. What is the name of that? A. State Bank of Whitehall, Michigan.

Q. Still have an account there? A. I don't think there is any account. I haven't drawn a check.

Q. You did have an account there? A. Yes, I haven't drawn a check for two years.

Q. Do you owe the bank any money? A. I don't think so, the State Bank of Whitehall, No, I don't think I do.

Q. Did you ever owe any money to the bank? A. Yes.

Q. Did you put up collateral? A. I don't think so.

Q. But you don't think you owe them. A. I don't think I owe them a penny, I don't think so.

Q. You know the L. P. Covell Co.? A. Yes, I owe them.

Q. Do you owe them some money now? A. I scheduled them.

Q. They are scheduled? A. Yes, sir.

Q. How much do you owe them? A. Four thousand dollars.

Q. Do they hold any security? A. No, they do not.

Q. You still owe them four thousand dollars? A. Still owe them four thousand dollars.

Q. Pay them any money recently? A. Not recently, no.

Q. Pay any bank recently? A. No, sir.

Mr. Schoenfeld: That is all I care to ask at this time.

Q. (By Mr. Broek). What was the first Fruitvale Company that was organized, using that name? A. The first Fruitvale Company was the Fruitvale Land Development Company.

Q. What year? A. 1909.

Q. Now I will ask you another question. Where did you get this \$125,000 which you put up with these Messrs. Ehman and Blum? A. I borrowed it from my wife.

Q. It had no connection with the first Fruitvale Company? A. No.

Q. Did you put any money into the first Fruitvale Company? A. I never put any money into it.

Q. Did you put any, invest any money in any of the Fruitvale Companies? A. The first Fruitvale company was organized by Harry R. Gibbons, William Gib-



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bons and my wife, they each put two thousand dollars apiece in cash.

Q. Did you have any money invested in any of the Fruitvale Companies? A. Yes.

Q. When? A. I had—I invested in the National Society of Fruitvalers in 1917—I never had any investment until 1917.

Q. How much did you have in that concern? A. As I remember about \$750.

Q. During your connection with these various Fruitvale Companies either as trustee or agent for them, did you ever endorse any of their paper? A. I endorsed all their paper.

Q. But you had no interest in them? A. No, sir.

Q. And had practically no property? A. No, sir.

Q. You take the Montague paper? A. Montague paper, yes.

Q. Did you see an item in there a short time ago to the effect that you had purchased a dock there in White Lake for the Goodrich steamers to land at? A. You don't believe everything you see in the newspapers do you?

Q. I am asking if you ever saw that? A. I never saw it.

Q. What is the fact with regard to that; have you bought any dock? A. No, sir.

Q. Has the Fruitvale Company? A. I don't know whether it has or not.

Q. Are you at present engaged in building a warehouse at Montague? A. No, sir.

Q. Or is the Fruitvale Company? A. No, sir.

Q. Now the first, that Maine corporation, was licensed to do business here you say? A. Yes.

Q. And the other Fruitvale concerns were common law trusts? A. The first Fruitvale concern was a Massachusetts corporation.

Q. The first one? A. Yes.

Q. And the next one Maine? A. Maine.

Q. And two or three following were common law trusts?

Mr. Schoenfeld: Fruitvale Grocer and Market was an Illinois corporation. A. Yes, it was Illinois.

Q. But at least two of them were common law trusts? A. Were common law trusts.

Q. Were you ever required to file a statement as a corporation here in this State. A. I think so.

Q. Did you file such statement? A. I think if we did we filed it.

Q. You are required to file them? A. With the Secretary of the State, not of the common law trust, but the corporation.

Q. I am asking about the common law trust. A. No, sir.

Q. Never did? A. No, sir.

Q. Did you sell any of the certificates yourself? A. Never.

Q. Have the trust? A. No, sir.

Mr. Broek: I think that is all.

By Mr. Hilding:

Q. When did you receive this commission on this advertising deal spoken of? (Referring to conference held before stenographer was called). A. I wouldn't know when. I would say some time about a year ago, maybe later in the year. I didn't receive it in cash either.

I received it in merchandise, owed them money and they capitalized my indebtedness and gave me merchandise for that service.

Q. How much merchandise did you get? A. As I recall the amount it is about two hundred dollars, groceries and things I had. The balance was a mortgage which I owed them, and I did them a service and they paid me.

Q. I think you should give the name of that concern.

Mr. Foote: I object to it for the sake of Mr. Parker.

The Referee: He may answer.

A. Great Western Securities Corporation.

Q. Are they at Chicago? A. Chicago.

Q. What business are they in. A. Dealing in securities.

Q. You had another deal whereby you obtained some income during the past year. A. A man named Singer borrowed some money from me in New York City in 1918. He borrowed fifteen hundred dollars. He was a Russian, and I thought—he went back to Russia, and I thought the thing was no good, and I took it off of my 1919 income tax. Last year he sent me a check for it, so I included it in my income tax as an income.

Q. Spent all of that money. A. Spent the money, yes.

Q. Spend any of it within the last four months? A. No, sir.

Q. When did you establish your residence in Michigan? A. About, I should say, about six years ago.

Q. Did you move your family from Chicago here? A. We lived up here, I established my legal residence over here about six years ago.

Q. Where at? A. Up at Fruitvale.

Q. Is that at Whitehall? A. Just outside of Montague about six miles.

Q. Built a house there? A. We built a house.

Q. Your wife live with you there? A. Yes, sir.

Q. Your family? A. Yes, sir.

Q. Do you vote in Michigan? A. No, I never voted in Michigan; I haven't voted in the last five or six years.

Q. What is it you have papers and such things as that in Chicago? A. Why, I am in between, I have been in between, I have been working both places for four or five years.

Q. Did you have any place of resi-

dence in Chicago? A. Furnished apartments while I am there, or hotel.

Q. How much of the time did you spend in Michigan? A. I spent about half I should say, going back to Chicago every week and coming over here every week.

Q. Where was your family residing at the time you filed this petition in bankruptcy. A. I never filed a petition.

Q. Oh, it was an involuntary petition. When was it filed? A. We were living in Montague, my family were living up there about that time.

Q. They are not living there now? A. Well, I am occupying a furnished room in Chicago and my wife is away. We have our house there.

Q. You have your house here? A. We have our house up there in Michigan; we are not occupying it now, but I am living temporarily in a furnished room in Chicago. I haven't any house in Chicago.

Q. Your family is not living with you? A. What?

Q. You are not living with your family?

Mr. Foote: You are questioning the jurisdiction of this Court here, are you?

A. My wife is not living with me, do you want that?

Mr. Foote: That is what he asked.

Mr. Hilding: I am trying to find out where your residence is? A. I am living at 220 East Walton Place, occupying furnished place there.

Q. Now the fact of the matter is you haven't lived or had a residence at Montague for the past couple years. A. That isn't true.

Q. You rented your house there. A. We have rented it for some time during the summer; we never rented it, no, never have.

Q. Didn't live in it? A. Yes, we have.

Q. How often have you been there during the past two years? A. I couldn't say; I couldn't answer that.

Q. How much of the last two years have you spent in Chicago? A. Off and on, been in both places; majority, I should say, the majority of the last two years I have been in Chicago.

Q. Well, majority, about how much? A. I wouldn't know.

Mr. Foote: Allow me to ask the question, are your questions for the purpose of objecting to the jurisdiction of this proceeding here on the ground he lives in Chicago?

Mr. Schoenfeld: This Court has jurisdiction. I filed this petition because I had some experience in Chicago with Mr. Parker in the United States District Court, and I am satisfied that this is the Court that had jurisdiction, and he is here, and this court has jurisdiction over it.

The Referee: There has been an adjudication, there is no use questioning it.

Mr. Foote: I object to this line of questions then, because it is of no moment, I take it.

The Referee: I think there is no occasion to take up the time on that unless there is something in connection with it you want to bring out.

Mr. Hilding: I have had answers to all I care to ask.

The Referee: Anything further?

Mr. Schoenfeld: No, except on behalf of Mr. Blum, I would like to ask this meeting be held open so that if Mr. Blum desires an opportunity to further examine Mr. Parker he may have a chance to do so.

The Referee: We will adjourn the matter for something like thirty days.

Mr. Schoenfeld: I would suggest to the Court that adjournment is taken it be a sine die adjournment, and then if Mr. Blum files a claim—he may never file a claim—I want to be present if there is any examination, because I am interested and represent the large majority of the claims. I have some more claims that I haven't filed, that I will file when the time comes; but I would suggest a sine die adjournment at the time. If he ever files the claim, and any of the creditors want another examination here, then I want to be present. And, of course, they can have the examination by simply asking for it, and your Honor will set it.

Mr. Foote: I would agree with that, your Honor, because Mr. Parker is in Chicago a good deal of the time, most of the time; I think the suggestion a good one, to adjourn without date.

The Referee: I think the suggestion a good one, to adjourn without day. We would not require the bankrupt to come back unless there is a further examination. I want to ask Mr. Parker a few questions to get it on the record here.

Q. (By the Referee). This Society that you mentioned, of which you are trustee, is the Co-operative Society of America? A. Yes.

Q. Did you ever have any interest or any connection with a company called the Co-operators of America? A. Co-operators of America, yes; known as the Co-operative Society. The organization is the Co-operative of America, known as the Co-operative Society of America; that is the legal description.

Q. The same thing. A. Co-operators of America is the organization known as the Co-operative Society of America.

Q. In other words, an abbreviation of their name. A. Yes.

Q. There is no other distinct Society? A. No.

Q. No other Society of similar name hold other property? A. No, sir.

Q. Were you ever in any way interested with the Peoples Life Insurance?

A. That is owned by the Co-operative Society of America.

Q. That is a subsidiary Company of the Co-operative Society of America? A. Yes, sir.

Q. And where does that company operate? A. Chicago and all Middle Western States.

Q. Whatever that company owns or holds is held by the Co-operative Society of America? A. Yes, sir, owned by the certificate holders.

Q. Were you ever in any way or are you at the present time interested in a concern called the Rochdale Manufacturing Company? A. That is owned by the Co-operative Society of America.

Q. That is another subsidiary company, or another company? A. Owned by them.

Q. And where is their headquarters? A. Their headquarters is in Chicago.

It is a manufacturing concern. They manufacture all fixtures for their stores, manufacture their own scales, manufacture their own awnings, their own signs, they equip the stores completely.

Q. What about the Purple Trading Stamp Company? A. The Co-operative Society owns that.

Q. That is still in existence. A. Yes, sir.

Q. And the Rochdale you answered? A. The Rochdale is owned by the Co-operative Society of America.

Q. That is another subsidiary company. A. Yes, sir.

Q. The Amboy Products Company? A. The Amboy Products Company is owned by the Co-operative Society of America.

Q. Another subsidiary? A. The Co-operative Society is a great big holding company, property valued at several million dollars.

Q. And the Reco Milk Products Company? A. Reco Milk Products Company, the Co-operative Society owns that, owns 75 per cent. of its stock.

Q. And the Rochdale Building and Loan Association? A. Co-operative Society of America owns that.

Q. Where is its headquarters? A. Peoples Life Building, in Chicago.

Q. And the Rochdale Wholesale Company. A. That owns and operates 182 retail stores in Chicago, owned by the Co-operative Society of America.

Q. And the Brite Mawmin? A. Owned by the Amboy; it is a product owned by the Amboy.

Q. That is a subsidiary of a subsidiary. A. No; just a product. The Amboy manufactures forty different food products under a brand name, all their products. They put up forty different products.

Q. Then this trust of which you were trustee is a holding company really for several other companies. A. Yes, sir.

Q. Now are those companies corporations or are they in turn trusts? A. No, they are all corporations.

Q. All corporations? A. All corporations.

Q. Organized under the law of what states? A. Whatever state they are in. Reco is in Wisconsin and Amboy in Illinois; and they have their own officers and directors, separate concerns.

Q. If you will give us the organization, that is the location and place where these various corporations are organized that I have mentioned to you, so we will get it for the trustee. A. Peoples Life Insurance Company is an Illinois Corporation, whose address is 130 Wells street, Chicago; the Reco Milk Products Company, East Troy, Wisconsin; the Amboy Products Company, corner 35th and Armes, Chicago; Building and Loan Association, 130 North Wells street; the



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Q. (By Mr. Schoenfeld). Do you individually, or your wife or any member of your family own any stock in any of these subsidiary companies? A. We do not.

Q. Or any interest in them? A. We have not.

By Mr. Foote: Mr. Parker, in the schedules of your debts, I want to ask you how many of those debts were your own personal debts, or as endorser? A. No personal debts, all endorsements.

Q. That is obligations, direct obligations—A. There are none.

Q. Of the Fruitvale or other concerns in which you are interested at the time, is that what you mean? A. I put my name on every bit of paper. When the Fruitvale Company got into difficulty—

Mr. Schoenfeld: What difference does that make?

The Witness: I want a full record here. I put my name on every piece of Fruitvale paper, and my wife put her name on \$150,000 worth, and some of these creditors won't give me any chance to pay out, that is all there is to it; that is all there is to it. It is all Fruitvale obligation; there isn't a personal debt here.

Mr. Foote: Of course, legally it don't make any difference.

Mr. Schoenfeld: Don't make a particle of difference.

Q. (By the Referee). As I understand it, this Co-operative Society, after it was formed, it purchased some of the assets of the old Fruitvale Company, did they? A. Yes, they did; they did.

Q. To what extent did it purchase the assets of the old Fruitvale Company? A. That isn't quite true. They didn't purchase any assets of the Fruitvale Company. What they did was to pay off. They didn't purchase any assets, but they paid off the Fruitvale certificates. The people who put their money in the Fruitvale Co-operative Society of America took them over in their society.

Mr. Foote: And gave them their certificates. A. Yes, it did.

Q. Can you without interfering with the records of the Co-operative Society furnish the trustee with a sample certificate of stock. It may be cancelled so there is no danger of its getting out. A. Sure.

Q. And you will furnish a copy of the trust agreement? A. Trust certificate.

Mr. Schoenfeld: And all that I asked for.

The Witness: Yes.

Q. Are there by-laws for the operation of the trust separate and distinct from the articles of the trust? A. No; it is all in the written trust agreement.

Q. All contained in the trust agreement? A. Yes.

Q. This may be a little legal question, you needn't answer it if you don't want to; that is, if you can't; but by what arrangement do you put a par value on common law trust stock? A. The law will permit you to do that.

Mr. Schoenfeld: You can fix an arbitrary price? A. You can even have preferred and common if you want it.

Mr. Schoenfeld: That is provided for under the trust arrangement. A. Yes.

Mr. Schoenfeld: You stipulate in the agreement the stock shall have a par value of fifty dollars a share. A. Yes; that is a matter of agreement.

Q. I am asking you a question that probably will be disclosed by the trust agreement, maybe not, if not—A. Go ahead.

Q. Is there anything in the trust agreement what shows that these certificates that were issued each represent an equal part, or is there a surplus over after they get their par value? A. In our estate—of course, the trust agreement provides that the estate shall be divided in so many allocate parts. In our estate we have a surplus at the time, the certificate holders own the surplus, they own the surplus.

Q. (By Mr. Hilding). Why did you endorse all this paper for this concern? A. Because I felt I should.

Q. Were the originator or organizer of it. A. Yes, I thought I should.

Q. Who furnished the capital, if there was any furnished, when these different societies were originally organized? A. My wife did.

Q. Your wife? A. Yes.

Q. Did that capital amount to any considerable sum? A. Oh, I started in with the amount of about \$25,000.

Q. The rest of it then has been obtained from certificate holders. A. Yes, sir.

Q. You yourself had no means, nor never had any, except what you earned? A. That is all.

(Adjourned without date).

**Good Report From Marquette Council.**

Marquette, May 31—Marquette Council, U. C. T., has a ladies auxiliary that is doing things. It was organized only last December and from its very inception it has been a wonderful asset to the Council. Both organizations hold their meetings the same night and no effort is spared to make them very enjoyable. They are now much better attended than

before and a great deal more interesting. Usually the auxiliary treats us to a very excellent feed and the regular business session is followed either by card playing or dancing.

At the April meeting—believing that one good turn deserves another—we reversed matters and had our entertainment committee provide the lunch. At the May meeting we sat down to another elaborate banquet prepared by members of the Ladies' Auxiliary and our entertainment committee. The boys are still talking about it and common gossip has it that Brothers George Bayliss and "Heinie" Goodman had to fast for several days after. Following the banquet there was a musical program consisting of instrumental and vocal numbers. Those taking part were F. C. Bennett, Mr. and Mrs. R. N. Helms and Alex Finlay. We hope to have the pleasure of listening to them again. Mr. Goodman presided.

At the business meeting of the Council, A. J. Carlberg, Marshall-Wells' salesman, having been previously elected, was presented and duly initiated. We now have a membership close to 170, which is saying a whole lot; but we're still hard after 'em, so watch us grow.

The big topic of importance at this meeting was the recent drive made by U. P. councils to have the hotels reduce their high rates. We all feel that a reduction is in order and that there is no longer need for maintaining war prices. Our campaign has brought some results, but there is still much to be accomplished. The committee in charge of this matter for Marquette Council consists of J. B. Reany, J. C. and E. L. Stanford. They are co-operating with the other U. P. councils and we expect that some definite and satisfactory results will soon be announced. This is something in which every U. C. T. member is vitally interested and is a move that requires the co-operation of each individual member, as well as each Council, so lend a hand, brother.

Following adjournment, the remainder of the evening was spent playing cards. Altogether it was one of the most enjoyable meetings so far this year. J. J. B.

**More Trouble Ahead.**

Numerous bills, such as the Rogers "Honest Advertising" bill and the French "Truth in Fabric" bill, which were introduced in the 66th Congress and which automatically died with the expiration of that Congress on March 4, have been reinstated in the 67th Congress and referred to the appropriate committees. It is also anticipated that the Cost Marking bills, such as the Shoe Cost Marking bill by Senator McNary, will be reinstated. Up to the present time no hearings have been had nor action taken on these bills other than the reference of the bills to the different committees.

**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



**Store and Window Awnings**

made to order of white or khaki duck, plain and fancy stripes.

Auto Tents, Cots, Chairs, Etc. Send for booklet.

**CHAS. A. COYE, Inc.**  
GRAND RAPIDS, MICHIGAN



**Chocolates**

Package Goods of Paramount Quality and Artistic Design

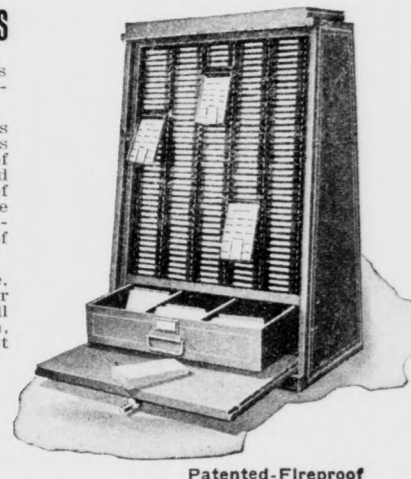
**A Necessity in Your Business**

If you are confronted with mistakes occasionally when you look up an account, WE CAN HELP YOU.

Our New Credit Register represents the greatest single advance that has ever been made in taking care of account sales, and it is so constructed as to give the greatest amount of filing space in proportion to the space occupied. No chance for error or neglect, which is the cause of 50% of the losses.

If you are interested in saving time, labor and money in handling your credit business, let us send you full information regarding our System, which is intended to serve almost every class of credit business.

**THE THOMAS-PETER CO.**  
(Dept. C)  
CANTON, OHIO



Patented-Fireproof

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.

**Graham & Morton**



**CHICAGO**

\$4.35 Plus War Tax

Sundays, Tuesdays, Thursdays

**Michigan Railway Lines**

**BOAT TRAIN** 6 p. m. Central Time 7 p. m. G. R. Time

**FREIGHT TO AND FROM CHICAGO and All Points West**

Leave Chicago: Mon., Wed., Fri., 7 p. m. Chicago Time  
Leave Holland: Sun., Tues., Thu., 8 p. m. Grand Rapids Time

**Your Citizens Phone**

Places you in touch with 250,000 Telephones in Michigan.

117,000 telephones in Detroit.

Direct Copper Metallic Long Distance Lines.



**CITIZENS TELEPHONE COMPANY**

### Relation of Turnover To Selling Costs.

Problems in turnover are discussed by B. B. Cushman, of the National Grocer Company, Detroit, in a recent letter to D. J. Buck, secretary of the Michigan Wholesale Grocers' Association. The letter in part follows:

"The object of presenting this plan to jobbers is simply to have them understand that although some commodities like sugar, for instance, where the turnover is frequent, can be handled at much less than the average percentage of cost, nevertheless, the frequent turnover of that commodity has much to do with determining the percentage of cost of doing business over the period of a year. Remember, a wholesale grocer refers to percentage of cost in connection with sales, that is to say, if a wholesale grocer's business is done at a cost of 8½ per cent., this means 8½ per cent. to sales.

"So that over a period of twelve months the handling of staples that turn over rapidly as well as the handling of commodities that move slowly, causes the wholesale grocer to incur a certain expense in dollars and cents to hire warehouse space, employes in the warehouse and in the office, delivery men and salesmen. In addition to these expenses there is an overhead which includes interest, taxes, insurance and sundry items of expense. At the end of the month the total expenditure in all of these departments is applied against the sales during the same period of time. Whatever percentage that expense bears to sales we must remember that that is the average expense made—average because of the diversified sales. One commodity may turn over twenty times a year, another one ten times and still another five times, but it is the turnover of each and every one of them that has caused the volume of business, the gross profit and the expense. Now, then, sift this down to one sale instead of a combination of sales and you may find that a particular commodity is sold by a wholesale grocer at less than the cost of doing business. A departmentalization of the wholesale grocer's merchandise and sales from month to month will produce facts on which the wholesaler can determine how many times he turns his investment in certain commodities and which turnover has been the means of establishing his percentage cost of operation.

"Some wholesale grocers are of the opinion that if they have sold something at 10 per cent. perhaps they can triple their volume if they sell that same commodity at 5 per cent. They think they are making money. Are they?

"Supposing a wholesale grocer's average cost of doing business is 8 per cent. He sells tobacco at 10 per cent. He has made 2 per cent. profit. If he makes the turnover ten times a year he makes 2 per cent. profit ten times, or a total of 20 per cent. profit on his investment.

"Let us presume that that jobber concludes to reduce his gross profit to 5 per cent. instead of 10 per cent. With the same cost of doing business (8 per cent.) it is certain that to make one sale at 5 per cent. causes the mer-

chant to lose 3 per cent., whereas when he sold it at 10 per cent. he made 2 per cent. profit. Now, if he doubles his volume on a 5 per cent. basis and turns his investment twenty times a year instead of ten times on the 10 per cent. basis, does not it seem reasonable to believe that whereas he was making money in the first instance he is losing 3 per cent. on each time he turns over the commodity at 5 per cent. profit and that if he turns it over twenty times in a year he loses three times twenty, or 60 per cent.?

"I speak of this now because, again I say, jobbers sometimes feel that if they can increase their turnover in a commodity by reducing the gross profit they will make more money. This will actually happen when the turnover is at a gross profit in excess of the cost of doing business. I concede that every time you increase your volume on a certain commodity you affect your cost of operation, but not in the degree that some men believe. Sometimes men will say to themselves something like this: 'Last year my volume amounted to \$800,000, my cost of operation was 8½ per cent. and my net return at the end of the year was 2 per cent. on sales. Now, if I can increase my volume this year to \$1,000,000 and not increase my expenses I will make that much more money.'

"There is no such thing as increased volume without increased expense, and the best evidence of that is that if this man sold \$1,000,000 one year as against \$800,000 the previous year he would find that if he did business on the same basis his expenses would bear the same percentage to sales.

"In these strenuous times wholesale grocers must be made to understand that doubling of volume through the reduction of gross profit affects cost of doing business and if any of these items are sold at a gross profit less than that which was maintained during the period when the sale of that commodity at that profit helped to determine the average per cent. of cost operation, then the change of the percentage of gross profit has its effect on the cost of doing business.

"I realize that a presentation of these principles to your members will result in much controversy, and exceptions may be taken to this viewpoint. I am only presenting them because we must make money, and in these strenuous times when the per-

You Make  
Satisfied Customers  
when you sell

**"SUNSHINE"  
FLOUR**

BLEND FOR FAMILY USE  
THE QUALITY IS STANDARD AND THE  
PRICE REASONABLE

Genuine Buckwheat Flour  
Graham and Corn Meal

J. F. Eesley Milling Co.  
The Sunshine Mills  
PLAINWELL, MICHIGAN

## For Dependable Quality

DEPEND ON

# Piowaty

## Pineapples Pineapples Red Spanish Variety The Best Pines For Canning

We strongly urge you to anticipate your requirements as the season is in full swing.

Mail, Phone or Wire us your Order.

We are Direct Receivers and our Price is Right.

M. J. DARK & SONS

Wholesale Fruits and Vegetables

Grand Rapids, Mich.

**E We Buy E We Store E We Sell  
EGGS EGGS EGGS  
WHOLESALE**

## Butter, Eggs AND Cheese

We are always in the market to buy fresh Eggs, Number One Dairy and Packing Stock Butter, Etc.

WE SELL Egg Cases and Egg Case Material.

Our Warehouse is a public institution soliciting the patronage of all. We store your products for your account and guarantee proper temperatures.

Write us for Rate Schedules or other information.

**Kent Storage Company**  
Grand Rapids, Michigan

**MILLER MICHIGAN POTATO CO.**  
Wholesale Potatoes, Onions  
Correspondence Solicited  
Frank T. Miller, Sec'y and Treas. Wm. Alden Smith Building  
Grand Rapids, Michigan

SEND US ORDERS **FIELD SEEDS**  
WILL HAVE QUICK ATTENTION  
Pleasant St. and Railroads Both Phones 1217 **Moseley Brothers, GRAND RAPIDS, MICH.**

centage of expense to sales is greatly increased because of the reduced volume and the loss of gross profit, anything we can do to make wholesale grocers realize the importance of maintaining a gross profit equal to or in excess of the average cost of doing business will be an act worth while. The campaign is one of education. I firmly believe that nobody wants to sell merchandise at a loss, and if some convincing arguments can be presented I am quite sure that we will have taken a step in the direction, that leads toward understanding of business as well as a return to net profits."

**Improved Demand For Canned Foods**

There has been a much heavier movement of canned foods into consumption since Jan. 1 than was supposed. I am writing about canned foods, not canned goods. The term "canned goods" may mean canned cogue or soap or tar or a thousand other articles that are enclosed in cans. I write about canned fruits, fish, meats and vegetables—canned foods, not canned goods.

I recently attended a meeting of stockholders of a wholesale house, which sells its stock shares to retail dealers. To my surprise the retailers who were present said that their spring sales of canned foods had been greater than for many years.

It is also known that in many lines (not in all lines) of canned foods the stocks of wholesale grocers are greatly depleted and, although nearly all of them had been co-operating with the great "buying strike" which has been on for six or more months, the inevitable result has come and they are now being forced into the market for supplies. Many shrewd buyers are therefore buying low priced canned foods, now selling in most staple lines below original cost and far below prospective cost of production, and are setting them aside for fall trade.

The wisdom of this policy is seen when it is known that canners, discouraged by the refusal of wholesale and retail grocers to contract in advance for supplies of canned foods of 1921 production, have refused to contract with growers for raw products and that the growers have therefore heavily decreased their acreage in peas, corn and tomatoes.

Dealers have been deterred from contracting for future or 1921 output of canned foods by the fact that supplies could be bought for immediate delivery lower than for future delivery.

Canners will be unable to produce as largely as usual. Bankers will not lend them money with which to operate because dealers have refused to contract with canners, insuring them an output and prompt sale.

Many hold that the same alarm has been used often and found to be unwarranted, and that there will be an abundant production. Conditions are

different this time, however, and the great combination of influences to induce canners to "lay off" and produce in a small way is irresistible, and I know of hundreds of canneries which will not be operated in 1921.

John A. Lee.

**When Prices Will Return To Pre-War Levels.**

Lake City, Minn., May 31—The woods are full of amateur economists who claim that prices of clothing, underwear, hosiery, shirts, sweaters, overalls, shoes, etc., will soon return to pre-war levels.

"Will they?" is the query following after which comes the assurance that "yes," they sure will—

When hard coal is back to \$9 per ton.

When railroad fares are back to 2c per mile.

When house rent is back to \$25 per month.

When gasoline is back to 10 cents per gallon.

When telephone rates are back to \$1 per month.

When a square meal is back to a quarter.

When labor is back to \$2 per day.

When gas is back to 90 cents.

When shaves are back to 10c.

When street car fares are back to a nickel.

When money is back to 5 per cent.

When cooks are back to \$5 per week.

When haircuts are back to a quarter.

When movies are back to a nickel.

When a car-wash is back to a dollar.

When ice cream is back to a dime.

When a doctor's call is back to two bucks.

For the love of Mike, why expect the retailer to go the route alone? Why expect us and no one else to go back to pre-war prices?

Beg pardon; we forgot the farmer. He, too, is getting it, hard.

Why pick on us?

Aren't we all in on this proposition together? Haven't we got to work it out together? Well, then, haven't we, the retailers, gone much faster than the average in reducing prices and making readjustments? We'll say we have!

We're ahead, we and the farmer—way ahead of the procession. Now let the barbers and the movie houses and the soft drink parlors and the landlords and the hotels and restaurants and the draymen and the bankers cut their prices and catch up with us.

It is time for us to pick on somebody!

We have been the goat long enough!

A. T. Abraham.

**MR. MERCHANT  
Collect Your Own Bad Debts**

with one of our \$5.00 "SELF-COLLECTION SYSTEMS." No fees or commissions. Purchase price refunded if "SYSTEM" fails to collect its cost. Isn't that fair enough?

You spend hundreds of dollars annually in advertising, which naturally increases your Accounts Receivable—why not spend \$5.00 to collect the bad ones? Our "SYSTEM" gets the money. Post card brings full particulars. Don't hesitate.

**UNION SALES COMPANY**  
1208 Grand Rapids Savings Bldg.  
Grand Rapids, Mich.



**Properly Packed  
BANANAS**

arrive in the best condition and are

**DELICIOUS  
NUTRITIOUS  
WHOLESOME**

We devote careful, expert attention to properly packing the Bananas we ship.

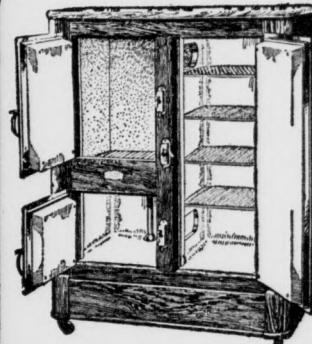
**The Vinkemulder Company**  
GRAND RAPIDS MICHIGAN

**TANGLEFOOT  
PRODUCTS**

*STICKY FLY PAPER, STICKY FLY RIBBON,  
TREE TANGLEFOOT, ROACH AND ANT POWDER.*

**THE O & W. THUM CO., MANUFACTURERS.**  
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

**AT  
THRIFT  
PRICES**



**N**OW is the time to buy that much discussed refrigerator. Family health and household economy both require it. We have

just what you want—your choice of many models at various prices. A good refrigerator will save you money and food. We are offering these refrigerators at thrift prices. See the wonderful snowy-white

**LEONARD  
Cleanable  
Refrigerator**

Here is the refrigerator that delights the housewife's heart. Can be washed clean as a china dish.

The Leonard Cleanable is the only refrigerator manufactured with one-piece porcelain lining extending entirely around the door frame, over the edges and having Rounded Inside Front Corners.

Can be furnished with rear icing doors. Leonard Trigger Lock automatically draws door air-tight. Saves ice—prevents odors and taints. Let us show you these refrigerators today.

Manufactured in White Enameled as well as Porcelain Lined styles. Write for Catalogue or call upon

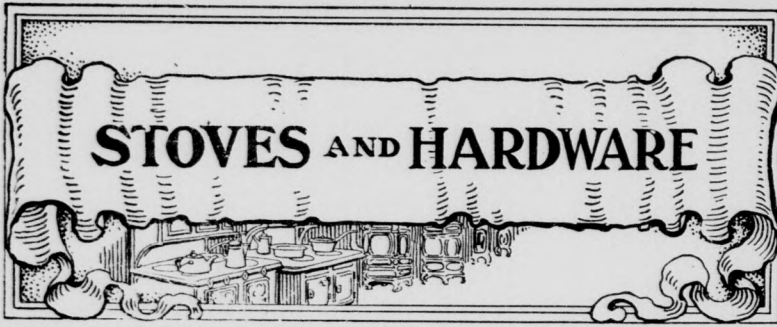
**H. LEONARD & SONS**  
Grand Rapids Michigan

Grand Rapids Market St., S. W.

*W. E. Roberts*

City, 1361 Bell M. 1361

**EGGS AND PRODUCE**



**Michigan Retail Hardware Association.**  
 President—Norman G. Popp, Saginaw.  
 Vice-President—Chas. J. Sturmer, Port Huron.  
 Secretary—Arthur J. Scott, Marine City.  
 Treasurer—William Moore, Detroit.

#### Pointers For the Hardware Dealer in June.

Written for the Tradesman.

"Push the timely stuff while it is timely, and push it hard," is a good slogan for the midsummer months. With the near approach of summer, warm weather lines should be aggressively featured in the hardware store.

There is one feature well worth remembering in connection with these hot weather lines. A refrigerator, a lawn mower or an ice cream freezer will be just as necessary and desirable in mid-September as in mid-June. But in mid-September the season will be near its close; and the irresistible tendency of the individual who would like a refrigerator, a lawn mower or an ice cream freezer will be to put off buying until next year.

Hence, the time to sell is right now, when the purchaser has the entire summer still ahead of him.

June is, of course, specifically the month of brides. The hardware dealer's plans for this month should include perhaps a shower display, early in the month; and one or two regular gift displays. It will be worth while for the hardware dealer to stress the gift possibilities of the hardware stock. Moreover, it is good policy also to feature the fact that the gifts you offer are largely useful gifts, the sort that new households in times like these will appreciate.

In appealing to the June gift trade, the hardware dealer should keep in mind two objectives. First, there are the immediate sales of gift lines to be made. Second, there is the opportunity to get into touch with the housekeepers of to-morrow, and to interest the new homes in your community in your business.

Other lines, however, should not be relegated to the background. In this connection it will be worth while to glance ahead over the month, and jot down on paper a memorandum of the goods which it is timely to feature in the next few months.

The spring painting season, for instance, will not be over until the heavy summer dust commences to fill the air. Even after that it will be worth while to give the paint department some attention now and then in the way of advertising and window display, if only with a view to bridging the gap betwixt the spring and fall campaigns.

Don't relax your efforts to push paints. Continue an energetic canvass; and if there is the least chance of landing another customer, don't

spare the extra effort necessary. In the paint department, persistence is a great factor in business-getting.

So a good paint display this month will be timely. The bridal phase of June offers an opportunity to give your final paint display a new angle of appeal. "Brighten up the new home" or "Brighten up the old home for the wedding!" are slogans that may be used in connection with this display.

Sporting goods can also be featured throughout June. The month marks the commencement of the summer exodus from town. Boating, canoeing, tennis, croquet will come into their own this month. Baseball, lacrosse and cricket accessories may also be shown; although of course the season for these games is well under way. Fishing tackle is always in demand, and can be shown.

Then, too, there are the camping and picnic parties to cater to. Some time this month it will be worth while to put on a camping out display. A miniature tent can be rigged up as the center of attraction; or if you handle portable houses, something along that line should be featured. Then work in a make-believe camp fire, and other accessories. A depiction of an actual camp will attract a lot more attention than the mere showing in the window of an arrangement of camping goods. The realistic touch is always worth while in window display.

Then, too, there are the regular hot weather lines to feature. These include refrigerators, ice cream freezers, water coolers and filters, lawn seats and swings, lawn mowers, hammocks, screen doors, window screens, and similar lines.

Here, again, you will find it worth while to inject the realistic touch into your window display. Cover the bottom of the window with actual turf, contrive a miniature pond out of a shallow pan with gravel and water; and with this pond as the center of attraction, arrange your lawn seats,

### 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-Jansing Brick Co., Rives Junction

## Michigan Hardware Co.

Exclusively Wholesale

Grand Rapids, Mich.

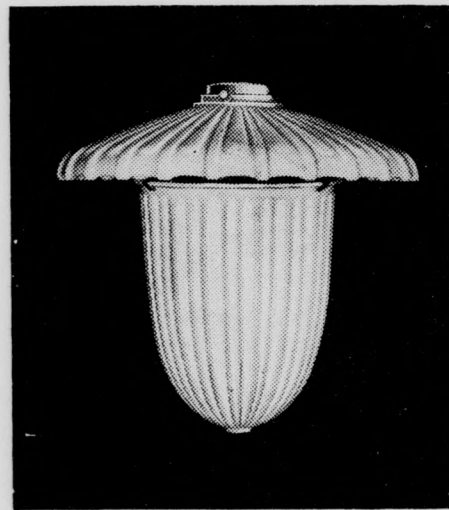
## Foster, Stevens & Co.

### Wholesale Hardware



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

Grand Rapids, Mich.



## Broadway Radiant Lamp

Best Light for Stores, Offices and Factories.

We have exclusive agency for Grand Rapids.

We furnish these lamps at \$7.50, hung on your present fixture.

Jingle our phone and we will hang one lamp for your inspection and comparison.

W. M. Ackerman Electric Co.

549 Pine Ave., Grand Rapids

Citizens 4294

Bell 288

## Brown & Sehler Co.

"Home of Sunbeam Goods"

Manufacturers of

### HARNESS, HORSE COLLARS

Jobbers in

Sadderly 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



hammock, swing or other articles to the best advantage. That sort of display early in June will start people thinking of these summer lines; and getting people to think is the first step toward getting them to buy.

Of course the back yard gardeners should be followed up. As the season advances, the amateur gardener is pretty sure to discover the need of more tools. It will pay, accordingly, to follow him up with a display; and to keep the spades, rakes, hoes and other garden accessories in a prominent place inside the store.

One dealer has a stunt that, in his case, works out pretty well. He has a standing offer each year of a small prize for the amateur—not professional—gardener who scores the most "firsts" during the season. The first lettuce and radishes grown out of doors, the first carrots, beets, green peas, potatoes, string beans, etc., clear through to the first big yellow pumpkin to ripen in the fall. This dealer bulletins the returns in his window as they come in, and keeps tab of the number of "firsts" scored by individual competitors. A stunt like this requires little effort, no cash outlay beyond the prize and, perhaps, a printed announcement of the contest for the first year; and it gets a lot of people keyed up on the subject of back-yard gardening.

As an alternative, prizes could be offered for the biggest of any article grown. Once started, a contest of this sort can be followed up from year to year; it will excite a lot of discussion, become a recognized institution in the community, and have a cumulative advertising value for the hardware store.

As the weather grows warmer, the hardware dealer and his salespeople will experience a very natural and human tendency to slacken their selling efforts. Right now, indeed, a good many merchants who started their paint campaign earlier in the spring in very aggressive fashion, will find themselves inclined to say, "Oh, what is the use?" and to relax their efforts. Particularly so if the sales are a bit slow in coming, and the results of really honest effort are disappointing.

This tendency will grow as the warm weather advances. You will become careless about your advertising copy; and will feel inclined to put on any old sort of window display instead of the best and most effective you can devise. You'll show a tendency to let the difficult customers get away, and to omit suggesting lines that might very readily find a sale.

Now is the time to fight that tendency, before it develops to dangerous proportions. Decide right now, at the very beginning of June, that you'll push hard and keep on pushing, all through the hot weather. That, if you need a holiday, you'll take a complete holiday under different surroundings; but while you're in the old store, you'll give it the best effort of which you're capable. If you feel, any day, like letting up, then is the time to buckle down in earnest and work just a trifle harder.

To-day, remember, is the one day of which you can be absolutely sure.

So, it is the day to push, and push hard.

Of course there is the summer holiday to consider. "Work while you work and play while you play" is a good motto. The mid-summer holiday is always worth while, and should not be neglected. Make your plans for it early, and then put it out of your mind until the time comes.

Business-getting will probably involve a harder pull than you have experienced for some years. Don't let that discourage you. Things will right themselves; and meanwhile the only way is to push for all you are worth.

Victor Lauriston.

#### Conserve Our Forests By Protection From Fire.

Lansing, May 31—The 1920 forest fire loss in Michigan was considerable. Significant as indicating the activity of our wardens in the field, however, is the fact that only 76,445 acres of forest area were burned over as compared with a devastation of 418,419 acres in 1919.

The favorable distribution of rainfall in April and May was probably a considerable factor in preventing fires during those months. Still, there can be little question but that the reorganization of the field personnel and establishment of a divisional system of executive control under the Chief Forest Firewarden, in 1919, was the most effective measure in prevention and suppression.

The real solution of the forest fire problem in Michigan, however, involves the same problem for the United States and Canada. An international treaty is needed which shall prescribe rules and regulations governing the cutting, replanting, refuse burning, etc., by those who own and market forest products; preventive measures by railroads and other agencies liable to set fires, and restrictions of the freedom of the individual in promiscuous setting of clearing or camp fires in the general woods domain.

As for the "outer," he should have freedom to enjoy, but not freedom to destroy, our forest growth. Unnecessary destruction of saplings in securing material for camp building or brush for bunk filler, and cutting of live tamarack and ash for camp fires, when dead and down timber, which would serve the purpose, litters the ground, should be prohibited. The annual slaughter of trees for Christmas display is a great economic loss.

Every restriction which will not detract from the pleasure of an outing or unreasonably embarrass the operator and that will in any way tend to conserve our forests by protection from fire or other waste, should be embodied in a local law, pending a continental code for forest conservation.

John Baird,  
Forest Fire Commissioner.

#### Beware of Check Fiend Named Mendel.

Detroit, May 31—On April 27, a man representing himself to be M. J. Mendel called at the store stating that he was a member of the Board of Directors of the May Co., Cleveland Ohio.

While in our office he sent for the Jewish Rabbi and made a \$100 donation in cash to the Jewish relief fund. He appeared well posted on the workings of department stores and prior to leaving the city he asked us to cash a check for \$100, which we did, same being drawn on the Bankers Trust Co., New York City, which was returned unpaid bearing endorsement "No Account."

This party is evidently a shrewd crook, as he is not known to the May Co. or the famous Barr Co., of St. Louis. He is a Hebrew about six feet tall, smooth shaven, dark skin,

weighs about 170 to 180 pounds, was well dressed in dark blue suit, has a very pleasing personality and appears well posted in business matters in general.

Moyer & Co.

The difference between careful display and careless display makes the difference, in many cases between fast selling and slow selling stock.

Did you ever know of one of the fellows who complain about being worked too hard getting sick from over work?

# GOODRICH BOATS

## TO CHICAGO

Sun., Mon., Wed. & Fri. Nights.  
8:40 P. M. Grand Rapids Time.

## FROM CHICAGO

Tues., Thurs. & Sat. Nights  
7:45 P. M. Chicago Time.

Day Boat Chicago to Muskegon every Monday. Leave Chicago 8 A. M.

**Fare—\$4.35 plus 35c war tax.**

Boat car Leaves Muskegon Electric Station 156 Ottawa Ave.

Tickets sold to all points west. Baggage checked thru. Vacation Tours on all Great Lakes Steamers arranged here.

GOODRICH CITY OFFICE  
127 Pearl Street  
With Consolidated Railroad ticket offices.

Citizens Phone 64-509. Bell Main 554.  
W. S. NIXON, City Passenger Agent.



#### 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 money saving price.

Sidney Elevator Mfg. Co., Sidney, Ohio

We are making a special offer on  
**Agricultural Hydrated Lime**  
in less than car lots.  
A. B. KNOWLSON CO.  
Grand Rapids Michigan

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

## McCRAY

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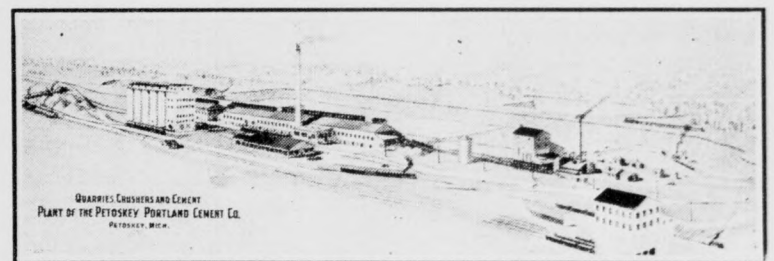
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- No. 95 for Residences
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**McCRAY REFRIGERATOR CO.**  
2144 Lake St. Kendallville, Ind.

## PETOSKEY PORTLAND CEMENT COMPANY



Now producing a high grade, uniform, dependable Portland Cement from the famous Petoskey Limerock which has very successfully been used in cement manufacture for the past fifteen years.

Shipments by rail or water.

Dealers send in your orders and secure agency.

**Petoskey Portland Cement Co.**  
General Office, Petoskey, Michigan

### Proceedings of the National Sample Men's Convention.

Omaha, Neb., May 28—The eighth annual convention of the National Sample Men's Association was held in the Morrison Hotel, Chicago, May 19, 20 and 21.

About fifty members and visitors were in attendance from various parts of the country, and the convention was the largest and best in every respect that the Association has ever held.

President J. W. Hamilton, of Finch, VanSlyck & McConville, St. Paul, presided at all of the sessions. Henry Mochring, of the Goll & Frank Company, Milwaukee, was the acting Secretary-Treasurer.

The address of welcome was made by A. H. Stadler, of Stadler's Photographing Company, Chicago; response by Briant Sando, of Hibben, Hollweg & Co., Indianapolis.

The main object of the meeting was stated as follows: To consider ways and means to reduce baggage, increase the efficiency of sampling as a means of selling merchandise, provide proper charging systems, improve the handling of samples in sample rooms, make it easier for road men to show samples, and for the merchants to buy.

The Editorial Committee stated that they expect to get out the official monthly publication of the Association, the Sample Man, each month during the forthcoming year.

The Publicity Committee reported plans for helping the Association make the coming year the biggest ever.

The Association decided to publish a practical Hand Book or Working Manual on Sampling, to cover every phase of sampling work, such as the layout of the sample room, the qualifications most necessary for a successful sample manager, the best methods of charging and crediting samples, standard sizes of trunks, telescopes, swatches, photographs, etc. In the back of this book there will also be articles on the best ways of sampling certain merchandise, by members particularly well qualified on certain subjects.

Thomas Stix, of the Louis Stix Co., Cincinnati, made an address on sampling by photographs. He showed that certain lines of merchandise could be sampled more economically by photographs than in any other way, but pointed out certain limitations beyond it is impossible to go into the use of photographs without reducing sales. He emphasized the necessity for having the best photographs possible or none at all. He gave facts and figures in regard to the experience of his own house in photographing different kinds of merchandise, particularly ready-to-wear, knit goods, sweaters, etc.

Quite a diversity of opinion was expressed by various members on the subject of photographs, but the consensus of opinion was that photographs are better for general men than for specialty men. It was suggested that the manufacturers of ready-to-wear and knit goods be requested to furnish photographs with the lines when they are bought. This would save duplicate photographing by all the different jobbing houses.

Con Donovan, of Finch, VanSlyck & McConville, exhibited a trunk full of his best sample ideas and explained his various methods. Enthusiasm was aroused by his statement that he had reduced his firm's lines by one hundred and sixty-five trunks last year over the previous year—a clear saving of many thousands of dollars without decreasing sales.

The subject of standardization was gone into at great length as being one of the most important problems for the Association to work out. The N. S. M. A. several years ago adopted standard sizes for cards and books, as follows: 9 x 14 for piece goods and 10 x 15 inches for notions. Experi-

ence of various jobbers during the past few years has proven these sizes entirely satisfactory. Now it is proposed to standardize the sizes of trunks, telescopes, photograph books, swatches, and all other sampling equipment.

A Committee was appointed to secure more universal use of these official sizes all over the country.

A committee was also appointed to co-operate with the mills and manufacturers of all sweaters, knit goods, and men's wear, such as underwear and shirts, the object being to have these lines folded uniformly, so that the various mills will send out their samples all of one size or as near to this standard as possible, so there will be no waste space in packing them in the trunks. The committee recommend two or three different sizes of folds on certain classes of garments, and perhaps a different standard for summer wear as distinguished from winter wear.

It was brought out that a good many firms are using automobiles for their salesmen nowadays and this has an important effect on sizes for sampling equipment, as well as methods of handling the samples.

Chas. F. Sanders, of the Mitchell-Faust Advertising Co., Chicago, spoke on the "Relation of Advertising to Sampling." He used many charts and diagrams and emphasized the importance of quick turnover through the sale of standard merchandise.

R. E. Filson, of the Carter Dry Goods Co., Louisville, gave an address on "Sampling Piece Goods," and showed a fine exhibit of how it is done by his firm.

The Association adopted a resolution that hotel, railroad and Pullman rates, as well as rates on excess baggage, should be reduced.

It was decided to leave the selection of the exact time and place for next year's meeting to the Board of Directors, but that the convention should be held in one of these three cities—Chicago, St. Louis, Louisville.

The annual election of officers resulted as follows:

President—Briant Sando, Hibben, Hollweg & Co., Indianapolis.

First Vice-President—W. H. Hunt, Wheeler & Motter Mercantile Co., St. Joseph, Mo.

Second Vice-President—F. K. Meeks, Perkins Dry Goods Co., Dallas Texas.

Secretary-Treasurer—G. G. Graybill, M. E. Smith & Co., Omaha, Neb.

Director for One Year—J. W. Hamilton, Finch, VanSlyck & McConville, St. Paul.

Director for Two Years—J. M. Golding, A. Krolik & Co., Detroit.

Director for Three Years—R. E. Filson, Carter Dry Goods Co., Louisville.

G. G. Graybill.

Everybody is cutting prices and no one is cutting melons.

The Newest Well Known for  
in Grand Rapids Comfort and Courtesy

### HOTEL BROWNING

Three Short Blocks From Union Depot  
Grand Rapids, Mich.

150 FIRE PROOF ROOMS—All With  
Private Bath, \$2.50 and \$3.00

A. E. HAGER, Managing-Director

*McDillon University*  
BUSINESS UNIVERSITY

"The Quality School"

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

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

## Western Hotel

BIG RAPIDS, MICH.

Hot and cold running water in all rooms. Several rooms with bath. All rooms well heated and well ventilated.

A good place to stop.

American plan. Rates reasonable.

WILL F. JENKINS, Manager.

## PARK-AMERICAN HOTEL

Near G. R. & I. Depot

Kalamazoo

European Plan \$1.50 and Up

ERNEST McLEAN, Manager

## PARK PLACE HOTEL

Traverse City - Michigan

The Leading All the Year Around  
Hotel of Northern Michigan

Hot and Cold Running Water in all  
Rooms

Local and Long Distance Phones in  
the Rooms

Suites with Private Bath

W. O. HOLDEN, Manager

## Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

## OCCIDENTAL HOTEL

FIRE PROOF

CENTRALLY LOCATED

Rates \$1.00 and up

EDWARD R. SWETT, Mgr.

Muskegon

:-:

Michigan

## HOTEL WHITCOMB

St. Joseph, Mich.

European Plan

Headquarters for Commercial Men  
making the Twin Cities of

ST. JOSEPH AND BENTON HARBOR

Remodeled, refurbished and redecorated throughout.

Cafe and Cafeteria in connection where the best of food is obtained at moderate prices.

Rooms with running water \$1.50, with private toilet \$1.75 and \$2.00, with private bath \$2.50 and \$3.00.

J. T. TOWNSEND, Manager.

## Livingston Hotel

and Cafeteria

GRAND RAPIDS

Nearer than anything to everything.

Opposite Monument Square.

New progressive management.

Rates \$1.25 to \$2.50

BERT A. HAYES, Propr.

## New Hotel Mertens

GRAND RAPIDS

Rooms without bath,  
\$1.50-\$2.00; with shower or tub, \$2.50.

Meals, 75 cents or a la carte.

Wire for Reservation.

Union  
Station



75 Steps East

Fire Proof

## CODY HOTEL



IN THE HEART OF THE CITY  
Division and Fulton

RATES { \$1.50 up without bath  
\$2.50 up with bath

CODY CAFETERIA IN CONNECTION

### Battle For Bird Conservation a Losing One.

Grandville, May 31—The crime against Poland has so firmly fixed the status of that unfortunate people it seems impossible, even at this late day, to secure justice for the newly awakened nationality brought into being because of the outcome of the kaiser's war.

Prussia, Austria and Russia, with systematic diabolism, divided the ancient nation of Poland among themselves and there was no one to say them nay. Now that the war has given new life and hope to a long suppressed people it seems too bad that the old landmarks cannot be renewed and the Poland of early days stand forth a full panoplied nationality, free to make her own laws.

There seems to be an undercurrent of the old diabolism still left among European countries. The monarchical spirit is not dead. Poland, striving to republicanize her institutions, has little sympathy even among those who strove to defeat the plans of the most evil genius of the century.

After more than a century of suppression the Poles exhibit much of the old spirit that fired her sons and daughters in the long ago when she fell beneath the triple blow of an unholy alliance.

Strange how similar ideas work out in the natural world.

The battle for the birds which has been fought by a few God fearing, nature-loving men and women, is about to end in defeat for these humanitarians who believe that the dumb creatures have rights as well as lordly man.

As when Caesar fell beneath the dagger of his Brutus, and bleeding as he fell, cried out in his agony of astoundment over the treachery of his friend—"Et tu, Brute!"—so may we exclaim in these modern days, "thou too, man of the farm and fields, or whom we hoped so much!"

The birds have been assassinated in the house of their friends. If there is a man on the footstool who is indebted to the birds for all that he is and expects to be in life, that man is the one who tills the soil and lives the outdoor life amid the smiles of Nature; and yet this man has gone back on his best friend the bird, and stands beside the slaughtered bodies of his feathered friends, offering only the one excuse: "He is a robber; he destroys my grain; he soils my barns and sheds; he spreads hog cholera; he steals my cherries; he is unwontedly noisy in the early morn; in fact, he is a nuisance and must go."

This verdict having been pronounced by the farmers, naturally those publications which cater to the farming element are doing their little bit to decry the birds of our fields and forests, being careful to forbid the use of their columns in support of bird conservation. With the farm press against him it is little wonder that Mr. and Mrs. Bird are having hard sledding along life's pathway.

Tons upon tons of poison are being shipped into the Northern counties, supposedly for grasshopper extermination, but what of the birds?

Bird life is in process of gradual extermination. Sad that this is so, nevertheless it might better be acknowledged and fair warning taken that we may meet the crisis which will inevitably come in the not long distant future. Our legislatures pass multitudinous laws; none, however, sufficiently favorable to the multiplying of the feathered hosts of our fields and forests.

The farm press of the country has deliberately ignored the question of conservation of bird life; has in fact gone woolgathering after strange gods, leaving the most important issue of all to the mercy of the small boy with his gun and to the poison mongers of the land.

The cat tribe is well taken care of, and lives half the summer off the half

grown robins and sparrows, aiding the human foes of bird kind in the war of extermination.

It is useless for an individual here and there to espouse the cause of bird life when the agricultural press is closed to all arguments favorable to the preservation of the feathered friends of mankind. Any law on the statute book that places a bounty on the heads of any sort of bird is unworthy the state, unworthy a deliberate body of sane, sound, sensible men. And yet very few there are who seem to care what becomes of our birds.

Christian men and women, who profess to love the cause of righteousness, seem willing that their small sons may add a few cents to their pin money through the slaughtering of the English sparrow. The law gives them the right, therefore exterminate the sparrow and as many other little chippees as come within the sight of the deadly gun.

Isn't there something said between the lids of the Bible about the God of the universe numbering the hairs of our heads, also that He notes the sparrow's fall with the utmost solicitude? Now, then, how can these good Christian men and women reconcile their religion with the killing of God's sparrows?

The battle for the conservation of bird life has long been a losing one. In the struggle over across the water, when the allied nations were being driven back inch by inch to their final downfall, there intervened great America, panoplied for war, pressing into the breach, saving the day to the entente powers, wringing victory from the long victorious Huns. Where now is another America to appear and save the day for fast falling birddom? If no such aid comes, and there is nothing in sight that promises help, then the ills of America under grasshopper rule will be as nothing in comparison with the conditions when the bulk of her feathered friends are wiped from off the face of the earth. Like many another crusade, defense of bird life has about run its course. It is a thankless task this effort of a few to stay the slaughter of the innocents and save the American farmer from himself, and through him people in other walks in life.

A birdless world would be indeed an unhappy world even provided such a world could long exist, which we are told would be impossible.

Tree life as well as bird life has been disregarded by the inhabitants of the United States. There is even now a famine in lumber because of a senseless waste of trees. Barren plains, with wide expanses of drifting sand, marks where once stood mighty forests. With forest extermination bird destruction came in. The two go hand in hand. The task of stemming the tide, of teaching the people how to conserve and, where destroyed to reinhabit and rebuild, is a herculean one, quite enough to stagger the most optimistic of philanthropists.

Not until the press of the country takes into account the seriousness of the situation may we look for reform in this direction. Old Timer.

### Beech-Nut Case in Federal Supreme Court.

The case instituted against the Beech-Nut Packing Company by the Federal Trade Commission for refusing to sell its products to price cutters has finally reached the United States Supreme Court, where it has been docketed for argument. No previous case involving a price-maintenance question—not even the famous Colgate case now so often quoted—has aroused greater attention than that instituted by the Commission against the packing company.

The economics of the standard

price policy are set forth in this case more clearly and are less complicated by unrelated and damaging facts than in any cases which have preceded it. The agreed statement of facts upon which the case has gone to the Supreme Court eliminates all question of contracts, patent rights, copyright rights or monopoly.

The issue is clear-cut whether the independent refusal by a manufacturer to sell to dealers who either do not charge the prices suggested by him, or resell to other dealers who do not charge such prices, constitutes an unfair method of competition within the meaning of Section 5 of the Federal Trade Commission Act in the absence of any purpose to create or maintain a monopoly.

The question to be argued in this case, according to the brief filed in the Supreme Court by counsel for the packing company, is whether the Circuit Court of Appeals erred in holding that the Beech-Nut refusal-to-sell policy does not constitute an unfair method of competition within the meaning of the Trade Commission Act. That court set aside the order of the commission upon the ground that the conclusion of the commission that such policy does constitute an unfair method of competition cannot "be sustained in the face of the decision in the Colgate case," wherein it was held that a "similar" policy "constitutes merely the exercise of a man's right to do what he will with his own, and is not obnoxious to the Sherman Act."

The Beech-Nut refusal-to-sell policy, as defined in the complaint, agreed statement of facts and findings as to the facts, is, in essence, this: The Beech-Nut Packing Company, engaged in an entirely private and strictly competitive manufacturing business and exercising its own independent discretion in the normal course of its own individual trade with its own customers, directly and separately, merely refuses to sell its own lawfully possessed property (legitimate articles of commerce) to dealers who are not desired by it as customers for the reason that they either do not charge prices suggested by it, or resell to other dealers who do not charge such prices. Sales actually made, however, are unconditional and absolute.

When the Company does sell, it does not impose any restraint whatever upon the right of the dealers freely to sell the Beech-Nut products bought and owned by them as they please, at any price they please, to whom they please, by contracts or agreements, whether expressed or implied. Each buyer receives, upon each sale, a clear, full and unqualified title and is entirely free to sell the property so bought and owned by him in the exercise of his own independent discretion.

All that dealers cannot do, so far as the company is concerned, is to buy from it unless and until it chooses to sell. There is no charge or finding in the record of any purpose by the company to create or maintain a monopoly or of any combination either

between the company and competing manufacturers, between competing dealers or between the company and its dealers.

There is no charge or finding of any purpose by the company opposed to good morals because characterized by fraud, deception, misrepresentation, bad faith, intimidation, oppression or some other such wrongful element. There is no charge of finding in the record that the company effects any contracts or agreements, whether expressed or implied, with its dealers restricting their right freely to sell.

On the contrary, the Commission officially admits in the agreed statement and officially finds as a fact in the finding as to the fact that "the merchandising conduct of respondent, heretofore defined and as herein involved, does not constitute a contract of contracts whereby resale prices are fixed, maintained and enforced." The agreed statement neither alleges nor recites any facts from which it could be properly concluded that the suggested prices are other than fair and reasonable in all respects. That is all there is of it, counsel declares.

### Common Cause in Oceana County.

I bumped into a meeting last Friday at Shelby which did me good to know about. It was composed of the members of the executive committees of three local organizations of business men—Hart, Pentwater and Shelby—who get together at frequent intervals to consult with each other on matters of especial interest to the three towns in particular and Oceana county in general. The meeting in question was called to devise some means of bringing about an improvement in the railway service now being given Oceana county towns by the Pere Marquette. The proceedings were marked by deliberation and candor, the delegates showing much poise and self reserve, considering the provocation under which they labored. While competition between the towns has always been keen, because of their nearness to each other, yet when it comes to common cause they pull together like a unit in defense of their mutual interests. The example of those Oceana county towns can be followed by other towns similarly situated with advantage to all concerned.

E. A. Stowe.

### How He'll Use Bonus.

Detroit, May 31—I am entirely with your correspondents who think the ex-service men should be given a bonus. Every loyal American who served under the Stars and Stripes in the World War should be permitted to indulge in the stores heaped up by the profiteers during the war, and one way this can be done is by a tax on manufactured products shipped.

Many of the boys who returned from the ranks were married since. A bonus of \$10 a month for the time served would look like a million dollars to some of us right now in such times of need. I am not married, however, but will be within a year, and if I get a bonus it will be applied to a home. Come on, you ex-service men, let's tell the people what we are going to do with the bonus when we get it.

Casper T. French.

### Merchant May Legally Expel Customer From Store.

It goes without saying, that the success of any retail enterprise depends in a great measure upon the ability of its owner to attract and retain customers. With this end in view advertisements are placed, inducements offered, and a welcome given to all who enter; and as is to be expected all classes of the general public must be dealt with.

And, if this is to be done successfully, the merchant requires diplomatic ability of a high order; he must meet kickers and knockers, and turn their knocks and kicks into boosts for him and his enterprise. But, regardless of how successful he may be, he will doubtless sooner or later come in contact with some member of that class of customers whom it is impossible to satisfy.

Fortunately this class of customers is small, and as a rule the merchant by using tact can avoid an open dispute. But occasionally one may be encountered who exhausts the merchant's patience. He decides he does not desire the other's trade and frankly says so. The customer may resent this, and reply in kind. The merchant orders the other from the store.

If this request is complied with, well and good; but suppose, as is frequently the case, the unwelcome customer declines to leave; perhaps creates a disturbance to the annoyance of the merchant and other customers; what may the merchant legally do? Must he content himself with merely requesting the other to leave, or will he be justified in forcibly ejecting the offender?

The case outlined above is not improbable, as many decisions in the law books that have grown out of situations of this kind will prove, and in passing upon them the courts have, generally speaking, held: That one who conducts a retail store impliedly invites the general public to enter for any legitimate purpose. But that the merchant has the right to withdraw this invitation, as to any individual, at any time, and request such individual to leave. And if the latter declines to comply, the merchant then has the right to expel the other, using only such force as is reasonably necessary to accomplish this.

A case in point. Perhaps this application of the general rule may best be illustrated by reference to a special situation, and for this purpose a recent case will serve. In this instance a customer ordered an article from a retail store by telephone, and when it was delivered it failed to please. The customer telephoned the store to this effect, and was told to return the purchase. It appears that the customer had done this on previous occasions, and no doubt the merchant had reached the conclusion that the trade was not worth retaining; for, when the article was returned, the merchant refunded the purchase price, and then told the customer not to call again as her trade was not desired.

The customer replied to this, and one word brought on another until the merchant ordered her from the store. The customer declined to go, and finally the merchant placed his hands upon the other's arms for the

purpose of ejecting her. For this, he, the merchant, was made the defendant in a damage suit for alleged assault. The case reached the Supreme Court on Appeal, and the latter in passing upon the record, among other things fund:

That had the customer returned the goods, obtained her money, and departed, there would have been no difficulty. That when she was told to leave, that her trade was no longer wanted, it was caused by her not departing when requested to do so. The court affirmed the general rule that where a merchant requests one to leave his store, and this request is not complied with, he, the merchant, has a right to use such force as is necessary to eject the other. Holding on the facts in this case the merchant was within his rights, and that the other was not entitled to recover any damages.

It is, of course, obvious that a merchant has the right to eject a disturber, as a drunken person, or one using improper language. But it is also clear, from the foregoing case, that the merchant is not restricted in his right to eject disorderly persons. And, generally speaking, a merchant has the right to order any individual from his store, if his presence is not desired.

If, however, the merchant resorts to force he should in any event exercise sound discretion, and not use more than is necessary. If he does use more than necessary he may be called upon to respond in damages. However, as each case of this kind must necessarily be decided in the light of the particular circumstances surrounding it, it is clear that a general rule governing situations of this kind could not be stated.

And doubtless, where it becomes necessary to expel a person, it is usually the better plan to call an officer of the law where this is possible. For, while as outlined above, a merchant has the legal right to eject an unwelcome person, in doing so, even under favorable circumstances, he always runs some risk of being compelled to defend an action in damages later. Which is reason enough for waiving this right, unless a given situation is exceptional in some way. Leslie Childs.

### Requirements of Different States for Registration.

Grand Rapids, May 31—The new State pharmacy law will precipitate discussion of the present requirements of the states for registration. For this reason, the table enclosed herewith may be interesting enough to justify you in publishing same in the Tradesman.

Louis V. Middleton.  
Present Requirements of State Boards  
Alabama: Assistants, 18 years and 4 years experience. Registered, 21 years and 4 years experience.

Arizona: Registered, 21 years and 4 years experience.

Arkansas: Registered 21 years and 4 years experience.

Colorado: Registered 21 years and 4 years experience.

Florida: 18 years; two years high school, 4 years experience.

Georgia: Grammar education, three years experience.

Illinois: Graduate 2 year school of pharmacy (except those registered as apprentices, assistants or local.)

Indiana: Graduate 2 year school of pharmacy.

Kansas: Registered, 1 year high school, 4 years experience. Assistants 2 years experience.

Kentucky: 4 years experience or 2 years experience and 2 years high school. In 1924; 2 years experience and college graduate.

Louisiana: Assistants, 2 years experience, age 18. Registered, 4 years experience, age 21.

Michigan, Assistant, 18 years, 2 years experience, 10th grade. Registered, 21 years, 4 years experience, 10th grade. (Beginning 1924, 12th grade.) Apprentices must register as such.

Mississippi: College graduate.

Missouri: 18 years, 2 years experience for assistants; 21 years, 4 years experience for registered. (1922 College graduation.)

New Mexico: 21 years, 1 year high school, 3 years experience.

North Carolina: College Graduation.

Ohio: College graduation.

Oklahoma, July 1921; college graduation; 21 years, 4 years experience.

South Carolina: College graduation.

Tennessee: Assistants, 18 years, 2 years experience. Registered, 21 years, 4 years experience, high school graduation.

Texas: Assistants, 18 years, 2 years experience, grammar education. Registered, 21 years, 4 years experience college graduate. (1922 college graduation for both assistants and registered.)

Virginia: Assistants, 18 years, 2 years experience; Registered 21 years, 4 years experience. (1922 college graduation.)

West Virginia: Assistants, 18 years, 2 years experience Registered, 21 years, 4 years experience.

Wisconsin: Assistants, 18 years, 2 years experience, 2 years high school; Registered, 21 years, 5 years experience.—1921 July Col. Graduate.

### Retailers Free To Use the Word "Aspirin."

New York, May 28—A "fifty-fifty" decision has been made by Justice Hand in settling the suit of the Bayer Co. against the United Drug Co. over the use of the word "aspirin."

The ruling of the Court is that the Bayer Co. has the exclusive right to the use of the word in all dealings with manufacturers, jobbers, physicians and retailers, but that it may not restrain the application of the word to its own product in the case of transactions between the retailer and the public.

Justice Hand bases this unusual "split ruling" on the ground that the Bayer Co. has educated the trade and the profession to identify "aspirin" as its own manufacture of acetyl salicylic acid, and that consequently it is entitled to the protection of the word as a trade name within the trade and profession; but because the company has not taught the public that by "aspirin" is meant acetyl salicylic acid, and hence the public generally recognizes the remedy only by name of "aspirin," the company cannot restrain the retail sales of the remedy manufactured by other concerns under the name of "aspirin."

Thus, the United Drug Co. may label the bottles and containers intended for sales across retail counters "aspirin," but it is restrained from so labeling the larger containers in which these bottles and small containers are packed for delivery within the trade, nor may it refer to the product as "aspirin" in its correspondence, invoices, bills of lading and the like.

Only containers of fifty or fewer tablets may be labeled "aspirin" by manufacturers other than the Bayer Co. In fixing this as the limit of the retail or consumer sale, the Court figured that this would for all practical purposes prevent the sale to physicians as "aspirin" of the products of other concerns, as the majority of

## Selling Satisfaction



The more you sell Satisfaction, the more satisfaction you will have—and the more profit. Every time you sell a bottle of

### VAN DUZER'S CERTIFIED FLAVORING EXTRACT

your customer will be satisfied—and will come back for another bottle when it is empty. Van Duzer's Extracts move fast and show you a good profit—plus satisfaction.

Van Duzer Extract Co.

Established 1850

New York, N. Y.  
Springfield, Mass.

A Warm and Welcome Greeting for All  
During the Summer Season at

# RAMONA

Everything Brightened Up and Much New Added

THE BIG NEW \$35,000.00 MYSTIC CHUTES  
THE NEW AIRPLANE SWING  
THE RAMONA SWINGS

Ramona Theatre Playing to Popular Prices

Matinees daily at 3:00 p. m. Evenings at 8:30 p. m.  
Seat Reservations Downtown—Peck's Drug Store,  
Pantlind Toggery Shop, Ramona Box office. Citizens 1321; Bell M. 350.

Get the habit of securing your seats early. Ramona standard of shows will be maintained. It is going to be an S. R. O. summer for those who wait until the last minute. Seat reservations now for entire season.

physicians buy the remedy in containers of more than fifty.

While from an academic viewpoint the decision of Justice Hand is a fifty-fifty one, it in reality constitutes more of a defeat than a victory for the Bayer Co.

In 1900 a patent was granted to the Bayer Co., which expired in 1917. But about two years prior to the expiration of the patent the company began an intensive advertising campaign to establish its exclusive right to the use of the word "aspirin" as a trademark.

Justice Hand declared that he found nothing in the charges of unfair practice against the United Drug Co. as regards retail sales, except the use of the word "genuine" before "aspirin" in the retail advertisements.

He Wants the Men's Trade.

One of the downtown druggists has adopted a merchandising policy absolutely contrary to that of most stores

in the city, in that he does everything he can in a not too obvious way to keep women out of the store. He does it principally by filling his show window with safety razors, blades, strops and other merchandise which will appeal primarily to the sterner sex, and at the same time fail to interest the average woman. That his idea is a good one is apparently proved by his assertion that he is making more money out of the store since he adopted his campaign than he did before. Not only is he making more sales in the same number of hours per day, but the individual sales run larger. This is due, he said, to the fact that he can sell the average man \$3 worth of "male" merchandise in the same length of time that it takes to sell a 50-cent box of face powder to the average woman.

You may think you do not need to get ideas from your trade paper, but where are you going to get them? Your own brain surely will not originate unlimited numbers.

Soda Fountains

Chairs and Tables Fruits and Syrups Carbonators

We are ready at all times to fill rush orders for the above mentioned seasonable items.

It is not too late to install that new fountain or to brighten up your store with new chairs and tables of the latest design. A new carbonator will lighten the summer burden by a good deal.

Write our A. W. OLDS for facts and figures.

Hazeltine & Perkins Drug Co. Grand Rapids, Michigan



"DOUBLE A"

MALTED MILK LOZENGES CHOCOLATE FLAVOR

A DELICIOUS CANDY FOOD

ALSO PUT UP IN WAFER FORM IN TEN CENT ROLLS

ASK OUR SALESMAN OR ANY CANDY JOBBER

MADE ONLY BY

Putnam Factory, National Candy Co., Inc., Grand Rapids

Wholesale Drug Price Current

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

Table listing various pharmaceuticals and chemicals with their prices. Categories include Acids, Ammonia, Balsams, Barks, Berries, Extracts, Flowers, Gums, Insecticides, Ice Cream, Leaves, Oils, Potassium, Roots, Seeds, Tinctures, and Paints. Prices are listed in various units such as per pound, per ounce, or per box.



HIDES AND PELTS

Table listing various hides and pelts such as Green, Cured, Calfskin, Horse, etc. with prices.

Table listing pelts like Lamb, Shearings, etc. with prices.

Table listing tallow like Prime, No. 1, No. 2 with prices.

Table listing wool like Unwashed, Unwashed, rejects, Fine, etc. with prices.

Table listing honey like Airline, No. 10, 15, 25 with prices.

Table listing horse radish like Per doz. with price.

Table listing jelly like Pure, per pail, 30 lb. with price.

Table listing jelly glasses like 8 oz., per doz. with price.

Table listing mince meat like None Such, 3 doz., Quaker, 3 doz. case with prices.

Table listing molasses like New Orleans, Fancy Open Kettle, Choice, Good, Stock with prices.

Table listing nuts-whole like Almonds, Terragona, Brazil, large washed, etc. with prices.

Table listing shelled nuts like Almonds, Peanuts, Spanish, Pecans, Walnuts with prices.

Table listing olives like Bulk, 3 gal. kegs, each, Stuffed, 3 1/2 oz., etc. with prices.

PEANUT BUTTER



Table listing Bel-Car-Mo Brand Peanut Butter like 8 oz., 2 doz. in case, etc. with prices.

PETROLEUM PRODUCTS

Table listing petroleum products like Iron Barrels, Perfection, Red Crown Gasoline, etc. with prices.

PICKLES

Table listing medium pickles like Barrel, 1,200 count, Half bbls., 600 count, etc. with prices.

Table listing small pickles like Barrels, Half barrels, 5 gallon kegs with prices.

Table listing gherkins like Barrels, Half barrels, 5 gallon kegs with prices.

Table listing sweet small pickles like Barrels, Half barrels, 5 gallon kegs with prices.

Table listing pipes like Cob, 3 doz. in box with price.

Table listing playing cards like No. 90 Steamboat, No. 808, Bicycle, Pickett with prices.

Table listing potash like Babbitt's, 2 doz. with price.

FRESH MEATS.

Table listing beef like Top Steers and Heifers, Good Steers and Heifers, etc. with prices.

Table listing cows like Top, Good, Medium, Common with prices.

Table listing veal like Top, Good, Medium, Common with prices.

Table listing lamb like Good, Medium, Poor with prices.

Table listing mutton like Good, Medium, Poor with prices.

Table listing pork like Heavy hogs, Medium hogs, Light hogs, etc. with prices.

Table listing provisions like Barreled Pork, Clear Back, Short Cut, etc. with prices.

Table listing dry salt meats like S P Bellies with price.

Table listing lard like 80 lb. tubs, Pure in tierces, Compound Lard, etc. with prices.

Table listing smoked meats like Hams, 14-16 lb., 16-18 lb., etc. with prices.

Table listing sausages like Bologna, Liver, Frankfort, etc. with prices.

Table listing beef like Boneless, Rump, new with prices.

Table listing canned meats like Red Crown Brand, Corned Beef, etc. with prices.

Table listing trout like No. 1, 100 lbs., No. 1, 40 lbs., etc. with prices.

Table listing mackerel like Mess, 100 lbs., Mess, 50 lbs., etc. with prices.

Table listing lake herring like No. 1, 100 lbs., No. 1, 50 lbs., etc. with prices.

Table listing shoe blacking like Handy Box, large 3 dz., Handy Box, small, etc. with prices.

Mince Meat

Table listing mince meat like Condensed No. 1 car, 2 00, Condensed Bakers brick, etc. with prices.

Table listing pig's feet like 1/2 bbls., 35 lbs., 1/2 bbls., 7 00, etc. with prices.

Table listing tripe like Kits, 15 lbs., 1/2 bbls., 40 lbs., etc. with prices.

Table listing casings like Hogs, per lb., Beef, round set, etc. with prices.

Table listing uncolored oleomargarine like oSlid Dairy, Country Rolls with prices.

Table listing rice like Fancy Head, Blue Rose, Broken with prices.

Table listing rolled oats like Monarch, bbls., Rolled Avena, bbls., etc. with prices.

Table listing salad dressing like Columbia, 1/2 pints, Columbia, 1 pint, etc. with prices.

Table listing saleratus like Packed 60 lbs. in box, Arm and Hammer, Wyandotte, etc. with prices.

Table listing sal soda like Granulated, bbls., Granulated, 100 lbs cs, etc. with prices.

Table listing salt like Solar Rock, 56 lb. sacks, Common, etc. with prices.

Table listing soap powders like Johnson's Fine, Johnson's XXX, etc. with prices.

Table listing washing powders like Snow Boy, 100 5c, Snow Boy, 60 14 oz., etc. with prices.

Table listing soap powders like Johnson's Fine, Johnson's XXX, etc. with prices.

Table listing cleansers like Johnson's Fine, Johnson's XXX, etc. with prices.

Table listing soda like Bi Carb. Kegs with price.

Table listing spices like Allspice, Jamaica, Cloves, Zanzibar, etc. with prices.

Table listing pure ground in bulk like Allspice, Jamaica, Cloves, Zanzibar, etc. with prices.

Table listing wicking like No. 0, per gross, No. 1, per gross, etc. with prices.

Table listing yeast-cpressed like Fleischman, per doz. with price.

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SEEDS

Table listing various seeds like Anise, Canary, Cardomon, Malabar, etc. with prices.

Table listing snuff like Swedish Rapee, Swedish Rapee, etc. with prices.

Table listing soap like Proctor & Gamble, 5 box lots, assorted, etc. with prices.

Table listing Kingsford like Silver Gloss, 40 1 lb. with price.

Table listing gloss like Argo, 48 1 lb. pkgs., Argo, 12 3 lb. pkgs., etc. with prices.

Table listing Muzzy like 48 1 lb. packages, 16 3 lb. packages, etc. with prices.

Table listing syrups like Barrels, Half Barrels, Blue Karo, etc. with prices.

Table listing pure cane like Fair, Good, Choice with prices.

Table listing table sauces like Lea & Perrin, large, Lea & Perrin, small, etc. with prices.

Table listing tea like Medium, Japan, Choice, Fancy, etc. with prices.

Table listing gunpowder like Moyune, Medium, Moyune, Choice with prices.

Table listing young hyson like Choice, Fancy with prices.

Table listing oolong like Formosa, Medium, Formosa, Choice, etc. with prices.

Table listing English breakfast like Congou, Medium, Congou, Choice, etc. with prices.

Table listing Ceylon like Pekoe, Medium, Dr. Pekoe, etc. with prices.

Table listing twine like Cotton, 3 ply cone, Cotton, 3 ply balls, etc. with prices.

Table listing vinegar like Cider, Benton Harbor, White Wine, etc. with prices.

Table listing oakland vinegar like Oakland Vinegar & Pickle Co.'s Brands, etc. with prices.

Table listing wicking like No. 0, per gross, No. 1, per gross, etc. with prices.

Table listing wicking like No. 1, per gross, No. 2, per gross, etc. with prices.

Table listing wicking like No. 2, per gross, No. 3, per gross, etc. with prices.

Table listing wicking like No. 3, per gross with price.

Table listing wicking like No. 0, per gross, No. 1, per gross, etc. with prices.

Table listing wicking like No. 1, per gross, No. 2, per gross, etc. with prices.

Table listing wicking like No. 2, per gross, No. 3, per gross, etc. with prices.

Table listing wicking like No. 3, per gross with price.

Table listing wicking like No. 0, per gross, No. 1, per gross, etc. with prices.

Table listing wicking like No. 1, per gross, No. 2, per gross, etc. with prices.

Seasoning

Table listing various seasonings like Chili Powder, Celery Salt, Sage, etc. with prices.

Table listing starch like Kingsford, 40 lbs., Muzzy, 48 1 lb. pkgs., etc. with prices.

Table listing Kingsford like Silver Gloss, 40 1 lb. with price.

Table listing gloss like Argo, 48 1 lb. pkgs., Argo, 12 3 lb. pkgs., etc. with prices.

Table listing Muzzy like 48 1 lb. packages, 16 3 lb. packages, etc. with prices.

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Table listing wicking like No. 2, per gross, No. 3, per gross, etc. with prices.

Table listing wicking like No. 3, per gross with price.

Table listing wicking like No. 0, per gross, No. 1, per gross, etc. with prices.

Table listing wicking like No. 1, per gross, No. 2, per gross, etc. with prices.

Table listing wicking like No. 2, per gross, No. 3, per gross, etc. with prices.

WOODENWARE

Table listing various woodenware items like Baskets, Bushels, wire handles, etc. with prices.

Table listing butter plates like Escanaba Manufacturing Co., Standard Emco Dishes with prices.

Table listing various items like No. 8-50 extra sm cart, No. 8-50 small carton, etc. with prices.

Table listing various items like No. 8-50 md'm carton, No. 8-50 large carton, etc. with prices.

Table listing various items like No. 8-50 extra lg cart, No. 4-50 jumbo carton, etc. with prices.

Table listing various items like No. 100, Mammoth with price.

Table listing churns like Barrel, 5 gal., each, Barrel, 10 gal., each, etc. with prices.

Table listing clothes pins like Escanaba Manufacturing Co., No. 60-24, etc. with prices.

Table listing egg cases like No. 1, Star Carrier, No. 2, Star Carrier, etc. with prices.

Table listing faucets like Cork lined, 3 in., Cork lined, 9 in., etc. with prices.

Table listing mop sticks like Trojan spring, Eclipse patent spring, etc. with prices.

Table listing various items like No. 1 common, No. 2, pat. brush hold, etc. with prices.

Table listing various items like Ideal, No. 7, 20oz cotton mop heads, etc. with prices.

Table listing various items like 12oz cotton mop heads with price.

Table listing various items like No. 48, Emco, No. 100, Emco, etc. with prices.

Table listing various items like No. 50-2500 Emco, No. 100-2500 Emco, etc. with prices.

Table listing various items like No. 1 Fibre, No. 2 Fibre, etc. with prices.

Table listing various items like Large Galvanized, Medium Galvanized, etc. with prices.

Table listing various items like Small Galvanized with price.

Table listing various items like Banner Globe, Brass, Single, etc. with prices.

Table listing various items like Glass, Single, Double Peerless, etc. with prices.

Table listing various items like Single Peerless, Northern Queen, etc. with prices.

Table listing various items like Universal with price.

Table listing various items like 12 in., 14 in., 16 in. with prices.

Table listing various items like 13 in. Butter, 15 in. Butter, etc. with prices.

Table listing various items like 17 in. Butter, 19 in. Butter, etc. with prices.

Table listing various items like 19 in. Butter with price.

Table listing various items like Magic, 3 doz., Sunlight, 3 doz., etc. with prices.

Table listing various items like Sunlight, 1 1/2 doz., Yeast Foam, etc. with prices.



## WOMAN'S WORLD

### Study the Essentials of Housekeeping and Motherhood.

Perhaps you never heard of Anna Brownell Jameson, even though she was a somewhat noted English writer, and especially the author of "Characteristics of Women" and "The Relative Social Position of Mothers and Governesses." She was a governess at sixteen, and might have stayed a governess forever if she had not embodied the enterprise and ambition of her own immortal words: "The only competition worthy of a wise woman is with herself." Like an ambitious golfer, she was always "playing against bogey"—setting her own mark high and working steadily to get up to it—and beyond.

Against that back ground I have been thinking of a woman I met recently who for nearly twenty years, has been living as governess with one family. Now the last of the three children has outgrown her; she has given all she had to a job that has expired and has nothing to which she can turn. She would like to do something else, but what can she do? In all these years she has not grown; she has not seen the need of fitting herself for any other work.

She had much leisure all these years, but she had not read anything worth while. She plays the piano—just as well as she did when she first went with the family, but not well enough to teach music. She has travelled with the family over a large part of the United States and Europe, but she could not be trusted to purchase railroad tickets or otherwise arrange the details of a journey. She would be almost as helpless as a child in taking any considerable trip alone.

Her mistress has long wanted and tried to get a woman in the house to speak French with the children; but this governess, although she has accompanied the family several times during long visits to various parts of Europe, has not picked up even a smattering of French or any other language. Anna Brownell Jameson not only took one of her charges abroad, but wrote charming letters of travel, and achieved literary fame with her "Winter Studies and Summer Rambles," "Handbook of the Public Galleries," "Memoirs of the Early Italian Painters," "The House of Titian," and other books.

This family has had a number of housekeepers, usually more or less unsatisfactory; the governess never has bothered to acquire the slightest knowledge of housekeeping, although it would have been a blessing all around had she fitted herself to slip into this important function. Seemingly it never occurred to her that there would not always be little chil-

dren for her to care for. She was content to be faithful, devoted, conscientious, growing year after year older, but no broader or more competent.

Walking through the park near where I live, I often wonder, as I see scores of nursemaids and governesses, many if not most of them unfit to have the care of poultry, what these women are doing with their time, with themselves. I wonder even more what sort of mothers they must be who entrust their children to such "care."

Dull and stupid people who just trudge along or sit, with eyes on the ground, thinking nothing, learning nothing! How different might it be if they devoted themselves in leisure time to the study of the essentials of nursing and diet, child training and child psychology, kindergarten principles and practice games, story telling, and nature study, so that walks would be interesting.

Mrs. Jameson's "Characteristics of Women," which analyzes the character of Shakespeare's heroines, undoubtedly came out of her teaching as governess, when she read Shakespeare to the children under her care. Do you suppose you could write an article, or even a respectable letter, about some subject connected with the work you are doing now? Why not?

I know one "house mother" in a girls' boarding school who went to her position from that of a family governess. An exceedingly competent social secretary to a wealthy woman was governess in that woman's house before the children grew up and went away to school. Another ex-governess is general housekeeper for a large boys' academy. She deliberately fitted herself for it.

But they hope to get married? Well, what are they doing to fit themselves for that? Prudence Bradish.

[Copyrighted 1921.]

### Myself.

I have to live with myself, and so  
I want to be fit for myself to know.  
I want to be able as days go by,  
Always to look myself straight in the  
eye;  
I don't want to stand, with the setting  
sun  
And hate myself for the things I've  
done.  
I don't want to keep on a closet shelf  
A lot of secrets about myself,  
And fool myself, as I come and go.  
Into thinking that nobody else will  
know  
The kind of a man I really am;  
I don't want to dress up myself in  
sham.  
I want to go out with my head erect,  
I want to deserve all men's respect;  
But here in the struggle for fame and  
self  
I want to be able to like myself.  
I don't want to look at myself and know  
That I'm bluster and bluff and empty  
show.  
I never can hide myself from me;  
I see what others may never see;  
I know what others may never know;  
I never can fool myself, and so,  
Whatever happens, I want to be  
Self-respecting and conscience-free.

## Sixth Year Save the Fruit Crop

Our "Save the Fruit Crop" campaign has started. At the time fruits ripen in the different sections of the country our advertisements will appear urging women to put up preserves, jams and jellies in order to have delicious foods for next winter. This campaign will mean a greatly increased demand for Domino Granulated Sugar in packages, and a correspondingly large demand for fruits, jars and preserving material. You can make this campaign especially profitable to yourself, by tying up with it, and pushing the "Save the Fruit Crop" idea. Remind your customers that now is the time to get ready to preserve.

### American Sugar Refining Company

"Sweeten it with Domino"

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

## WHITE HOUSE COFFEE



THE LEADING HIGH-GRADE COFFEE OF THE U.S.A.

1-3 AND 5 LB. PACKAGES ONLY

BOSTON DWINELL-WRIGHT CO. CHICAGO

LEE & CADY — Wholesale Distributors of

Dwinell-Wright Co.'s Products

DETROIT-SAGINAW-KALAMAZOO-BAY CITY

## WHITE HOUSE TEA



"JUST AS GOOD AS WHITE HOUSE COFFEE" IS ITS BEST RECOMMENDATION

PACKED IN 4 OZ. AND 8 OZ. CANISTERS

BOSTON DWINELL-WRIGHT CO. CHICAGO



**Favors Sales Tax To Pay Nation's War Debt.**

Detroit, May 31—The logical method of wiping out our National obligation is through the medium of a selling tax, which can be so equitably distributed that it will not add to the price of a dozen eggs nor to what the motorist pays for his new automobile, but there seems to be an undercurrent against this plan, and whether those in power will ride their hobbies over it remains to be seen.

On my way to the Capital, during conferences there and in talks with business men there, in New York, and merchants of Detroit since my return I have become thoroughly solid on a tax on sales. It will relieve the business of the country of the surtax and the excise tax, it will make everybody want to earn more money, it will make things hum—and, general business needs a tonic.

By competent authorities it is stated that a sales tax of 1 per cent. will net the Government more than \$5,000,000,000 a year. The Government expert combats that with figures which show that the amount will be about \$2,000,000,000 but I am not inclined to accept his diagnosis.

Here is the way the tax of 1 per cent. on sales would work out and not affect anybody enough to mention. We'll say that your new straw hat cost you \$5. The men who sell the straw lining and ribbon pay 1 per cent. on their invoices. The manufacturer pays 1 per cent. when he sells to the wholesaler and the wholesaler 1 per cent. to the retailer. Then when the hat is sold to you the dealer pays 1 per cent., which is just a nickel. The whole transaction has put 10 or 15 cents on that hat and this is stood by the men who have done the selling, not by the buyers.

In the instance of the automobile the process is similar. The miners pay 1 per cent. on the cargo of ore, the furnace men pay 1 per cent. when they forward the iron and steel. Likewise the producers of all raw materials do the same thing and the companies which make these into parts follow the rule. Then the manufacturer of the car pays the 1 per cent. when he sells it to the dealer and the dealer pays 1 per cent. when he sells the automobile to the user.

At present the tax on a car which is listed at \$1,795 f. o. b. is \$73.60 and the buyer has to stand it. Under the selling tax plan the buyer will not have to stand this.

While the enforcement of this 1 per cent. sales tax has given concern to some, it is as simple as the tail on a dog. Let it be done through the medium of stamps which are secured at the postoffice. The Government maintains these places where stamps are sold and this would not increase the overhead at all.

When the iron miner ships a boat load of ore it is no trouble for his accounting department to stick to the invoice a stamp representing 1 per cent. And, it is no bother for the automobile dealer, the hatter, the clothier or manufacturer to do the same thing. This tax should not apply to sales of less than \$1, such as those made by grocers and butchers.

I have asked a number of merchants about this proposition. To a clothier I enquired how he would feel about putting a 50 cent stamp on the bill for a \$50 suit and he replied it was too good to be true. Not a contrary opinion has been voiced. Everybody would hail this as the millennium.

Excess taxation will kill anything. You can tax the railroads out of business, you can do the same thing to the shoemakers and the automobile industry. It is a certainty that the growth of the country depends upon its transportation. People and commodities must be moved and if they can be moved cheaply, activity multiplies automatically.

This suggested tax on sales if conducted through the medium of stamps will put the whole country on its stride quicker than any plan devised. But, it is so simple, so obvious, that it may not appeal to those who appear to be inclined to keep us in a state of unrest and business uncertainty.

C. C. Starkweather.

Advertising that will bring in new customers is worth more to you than advertising that sells only those already on your books.

The little leaks of a business are what dribble away the net profits.

**BUSINESS WANTS DEPARTMENT**

Advertisements inserted under this head for five cents a word the first insertion and four cents a word for each subsequent continuous insertion. If set in capital letters, double price. No charge less than 50 cents. Small display advertisements in this department, \$3 per inch. Payment with order is required, as amounts are too small to open accounts.

Wanted—To hear from owner of good general merchandise store for sale. State price, description. D. F. Bush, Minneapolis, Minn. 282

Want to hear from party owning a good general merchandise business or other business for sale. State cash price and particulars. John J. Black, 130st, Chippewa Falls, Wisconsin. 283

WANTED—Traveling salesmen to handle chicory as a side line. Men who visit coffee roasters and jobbers have splendid opportunity to increase income without extra expense. We pay one such man over \$4,000 every year in commissions. E. B. Muller & Co., 211 Franklin St., New York City. 364

Wanted—Used electric coffee mill, good condition. Hobart No. 4, 27, or 28 preferred. Address Lock Box, No. 8, Pittsford, Mich. 365

FOR SALE—In Muskegon. A retail grocery business. Take in at present about \$300 a week. Good chance to increase business, as it is in newly built-up addition. New building. Will sell for \$5,000. Stock and fixtures approximately \$2,000. Address No. 366, c-o Michigan Tradesman. 366

STIMULATE and increase your sales fifty per cent. by a liberal distribution of stickless fans and fancy blotters. Free samples. The Charlotte Leader, Charlotte, Mich. 367

Wanted—Experienced stock man. Must be able to take care stock and shoe office where all goods go, help with inventory, furnish references and show us. Will pay good wages to right party. Must be able to handle country business. Black's Money Saving Mail Order Business, Pigeon, Mich. 368

Wanted to trade—For stock of groceries or general merchandiser. Farm of 160 acres in Grand Traverse County. Ninety acres cleared, balance woods. Some saw timber. Good land, good buildings, large orchard, well with wind mill. J. H. Sebright, Grawn, Mich. 369

Wanted—Cashier, National Bank, Central Michigan city of 3000 population. Please write No. 370, c-o Michigan Tradesman. 370

For Sale—A good up-to-date millinery, fancy work and ready-to-wear store established ten years in Worthington, Minnesota. Doing good business. Want to retire. Address D. M. McKinstrey, Worthington, Minnesota. 355

For Sale—Furniture and crockery business in Birmingham. Wish to sell stock and rent store 24x80 feet, three stories. Best location in Michigan. No competition. Address Daines & Bell, Birmingham, Mich. 357

FOR SALE JEWELRY BUSINESS—Old established jewelry business, stock \$7,000. Good location. Desire partner, or to sell outright to close estate. Excellent opportunity for watch repairing business. Mary G. Griswold, Administrative, Bay City, Michigan. 358

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 274 East Hancock, Detroit. 566

For Sale—Nine new one-ton capacity two-wheel truck trailers, solid rubber tires, 36x5, stands on front and rear, front stand adjustable; just the equipment for a one and one-half or two-ton truck. Address L. C. Mallott, Memphis, Indiana. 360

For Sale—Grand Rapids wholesale grocery stock at reasonable discount, also 1920 Chevrolet delivery car. Sold my business. Herman Hanson, 200 Richards Ave., N. W., Grand Rapids. 361

For Sale—Or Exchange for groceries (outside store city preferred) thirty-acre farm, buildings, large orchard, fine location, sixty rods city South Haven. J. Heckathorn, Buchanan, Mich. 362

Bell Phone 596      Citz. Phone 61366  
**JOHN L. LYNCH SALES CO.**  
 SPECIAL SALE EXPERTS  
 Expert Advertising  
 Expert Merchandising  
 209-210-211 Murray Bldg.  
 GRAND RAPIDS, MICHIGAN

SALESMEN WANTED — To handle SCOPO, the sanitary sink shovel as side line. SCOPO typifies quality in sink scoops. Nothing else approaching it in the market. Widely advertised in the leading trade papers. Sells on sight. Address Scopo Manufacturing Co., 393 High St., Newark, N. J. 345

Old established grocery doing \$500 weekly. About \$3,000 buys it. Best and cleanest stock in city. After twenty-four years continuous business owner wishes to retire. Will sell or lease building. Address A. J. Clark, Lansing, Mich. 352

FIXTURES OF METAL—For every modern display and merchandising need, in all desirable styles and finishes. Special fixtures will be built to order. VISEL-DARLING CO., INC., Bronson, Mich. 353

**REBUILT CASH REGISTER CO., Inc.**  
Dealers in

Cash Registers, Computing Scales, Adding Machines, Typewriters And Other Store and Office Specialties. 122 N. Washington, SAGINAW, Mich. Repairs and Supplies for all makes.

For Sale—Cash registers, store fixtures. Dick's Fixture Co., Muskegon. 176

Will pay cash for whole stores or part stocks of merchandise. Louis Levinsohn, Saginaw, Mich. 998

WANTED—Every merchant to write us quick for our new booster plans. Means many dollars to you. Particulars free. Write today, before your competitor does. Valley Manufacturing Co., Grafton, W. Va. 328

Wanted — Registered pharmacist. Schrouders, 47 Monroe, Grand Rapids. 332

2,000 letter heads \$5.90. Samples. Copper Journal, Hancock, Mich. 150

**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



**Hot Weather Beverages**

**Glenn Rock Ginger Ale,  
Lemon, Root Beer, Orange  
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**The Honey Situation in the United States.**

Los Angeles, May 24—It is only recently that the honey industry has become a specialized, important industry in the United States. This development has taken place almost entirely in the State of California and is to a great extent the result of the activity of co-operative marketing associations.

Heretofore, statistics as to honey production and consumption in the United States have been almost negligible, because of the fact that the production of honey was maintained as a sideline by the average agriculturist. The development of the honey industry upon a scientific commercial basis has created the necessity for accurate information as to honey production, and for a careful scientific analysis of the honey situation. As a consequence, the Research Department of the First National Bank of Los Angeles and the Los Angeles Trust and Savings Bank has undertaken a careful study of the honey situation in the United States and the State of California. While it has been impossible to secure as detailed information as might be desired, because accurate statistics have not been maintained in the past, it has, nevertheless, proved possible to secure a considerable amount of accurate data with regard to the industry.

California produces approximately 15 per cent. of the honey produced in the United States of America. Iowa is the second state, producing 6 per cent. of the entire crop of the United States. New York, Illinois, Michigan and Wisconsin each produce approximately 4 per cent., and Pennsylvania, Georgia, Florida, Ohio, Indiana, Missouri and Colorado 3 per cent. No other state produces more than 2 per cent. of the entire honey supply of the United States.

California alone markets the major proportion of its honey production outside of the State in which it is produced. As a general rule from 70 to 90 per cent. of the commercial honey produced in California is marketed outside of the State and from one-third to one-half of the honey marketed outside of the state in which produced is California honey.

Careful estimates as to commercial honey production in California during the past twenty years are given below:

Year	Pounds
1900	2,208,000
1901	8,112,000
1902	5,125,000
1903	8,400,000
1904	1,040,000
1905	10,000,000
1906	4,510,000
1907	7,120,000
1908	4,524,000
1909	11,532,000
1910	4,080,000
1911	9,500,000
1912	4,710,000
1913	3,720,000
1914	7,950,000
1915	9,360,000
1916	8,100,000
1917	6,500,000
1918	5,500,000
1919	6,350,000
1920 (not final)	9,500,000

It is impossible to secure accurate figures as to total honey produced in the United States of America. However, the Chief of the Field Service of the Department of Agriculture estimates that 180,000,000 pounds will approximate the total honey production in the United States during 1916 and states that it is his belief that these figures are within 10 per cent. of the actual production. Upon this basis it is estimated that the total production for the United States was about 150,000,000 pounds in 1917, 180,000,000 pounds in 1918, 210,000,000 pounds in 1919 and 250,000,000 pounds in 1920. It may be, however, that the 1920 production of honey in the United States totaled as much as 300,000,000

pounds. This is the estimate made by Dr. E. F. Phillip, Epiculturist of the Bureau of Entomology.

Commercial honey is produced almost exclusively in the form of extracted or bulk honey, although there are three forms in which honey enters the commercial market. Next in importance to extracted honey is comb honey and there is a small amount of chunk honey sold upon the market. By chunk honey is meant that honey which is sold in the form in which it is taken from the hive, wax and honey being intermingled.

Practically all of the honey now produced in California is extracted honey. In 1916, 81 per cent. of the California commercial production was sold in such form. In 1917, 82 per cent., in 1918, 90 per cent., in 1919, 97 per cent., and in 1920, 96 per cent. In the United States approximately 55 to 60 per cent. of all honey produced is sold as extracted honey. Comb honey is relatively unimportant in California, production of such honey in 1920 amounting to only 2 per cent. of the total amount of honey produced in the State. This is the result of the gradual change to extracted honey, as in 1916 approximately 18 per cent. of California honey was sold as comb honey.

The production of comb honey is exceptionally difficult and its lasting qualities are such that it is hard to market comb honey outside of the state in which it is produced. As a consequence, the bulk of the comb honey sold in the United States is that produced and sold locally in various Eastern states. In 1916 and 1917, 38 per cent. of all the honey produced in the United States was produced in the form of comb honey. In 1918 the percentage was 31 per cent. and in 1919 and 1920, 30.5 per cent.

Approximately 10 per cent. of the honey produced in the United States is sold as chunk honey. In California only one to two per cent. of all honey produced is sold in this form.

The principal markets for honey moving through the regular channels of trade are reported as Medina, Ohio; Cincinnati; New York City; Chicago; Kansas City; Philadelphia and Boston. It is estimated, however, that approximately 90 per cent. of the honey produced in the country, with the exception of the California production, does not get twenty miles from the home of the honey producer.

In the past the markets for commercially produced honey have been, to a great extent, foreign markets. In 1919 there were 9,105,362 pounds of honey exported from the United States. The principal importing countries were the United Kingdom, which imported 2,882,951 pounds; France, which imported 1,129,704 pounds; Sweden, which imported 1,128,152 pounds; Belgium, which imported 922,008 pounds; the Netherlands, which imported 690,595 pounds; Denmark, which imported 417,492 pounds, and Canada, which imported 297,414 pounds. While these exportations to foreign countries during 1919 were slightly larger than normal exportations, because of the sugar shortage, they may nevertheless be taken as indicative of the proportion of American produced honey formerly absorbed by foreign markets.

At present, these markets are being definitely closed to United States honey producers. In 1920 there were only 1,539,725 pounds of honey exported from the United States of America, almost 50 per cent. less than total exportations to Great Britain during 1919 and approximately 83 per cent. less than total exportations during 1919.

Several factors are closing these foreign markets to American honey producers. The first of these is the depreciation in foreign exchanges, which is making it exceptionally difficult for foreign countries to purchase American produced goods. This situation may be only temporary and the

organization of the new \$100,000,000 Foreign Trade Financing Corporation may materially assist in stabilizing exchanges.

The other factor which is closing foreign markets to American productions is probably permanent. Throughout the world, companies are being formed to further honey production. Cheap labor costs and inferior methods in handling honey will probably assure these corporations a comparative monopoly on foreign honey markets.

The situation is made doubly serious by the fact that many of these companies are formed with the express purpose of exploiting United States markets. They are shipping quantities of extracted honey into the New York market. This honey, it is alleged, is sometimes shipped into the United States in containers, consisting of previously used casks, barrels and even five gallon oil cans. This imported honey is not produced under sanitary conditions and may even contain bacilli larvae, which are germs of a very contagious disease, similar in seriousness to the boll weevil in the cotton industry. Consequently, efforts are being made to secure an emergency protective tariff of not less than 5 cents per pound upon every pound of honey imported into the United States from foreign markets. The purpose of this tariff is not only to protect United States honey from competition with foreign honey, but is also to protect the honey industry from possible inroads which these larvae might make upon the bee of the United States, if importation is permitted to continue. A movement to require rigid inspection of imported honey and rejection of any honey containing injurious larvae could do much to correct this evil, but present attempts by producers seem to be directed toward efforts to secure tariff protection.

The United States honey industry is to-day definitely faced with the fact that it must rely almost entirely upon domestic markets in the future. In the past it has been the custom to market domestically produced honey in five gallon cans, containing sixty pounds of extracted honey. As a general rule, two of these cans form a case. A considerable proportion of this honey was retailed direct from the can into containers belonging to the consumer.

The baking trade in the United States has used large proportions of the United States produced honey in preference to sugar, because it permits the holding of a certain proportion of moisture in baked goods. As commercial baked goods tend to dry and chip if sugar is used, honey is considered superior for sweetening purposes.

In order to better exploit local markets a new means of marketing honey is fast gaining in favor in the United States and is being pushed by co-operative honey associations in California. Honey is being put up for the retail trade in one pound, two and a half pound, five pound and ten pound friction-top cans, and in eight ounce and sixteen ounce glasses. These containers carry a label showing the name of the canning company and the source of the honey, so that its cleanliness can be vouched for. Active steps are being taken to develop larger home markets for this new form of honey. The food value of honey is unquestioned as it contains 1485 heat calories per pound.

High railroad freight rates are interfering with the marketing of California produced honey, and active steps are being taken to secure a reduction in these rates, so that California honey can enter the Eastern markets of the United States. With the development of water transportation, through the Panama Canal, it is anticipated that increasing amounts of California honey can enter Eastern markets at cheaper transportation costs. It is being found that co-opera-

tive marketing of honey, as at present carried on in California, is reducing the cost of marketing honey by several cents per pound, thereby assisting in profitable marketing. The California Honey Producers Co-operative Exchange, with head offices in Los Angeles, markets the honey of approximately 85 per cent. of the California commercial producers.

The problems which the honey industry of the United States, and particularly of California, are facing to-day are, therefore, three-fold. The first is the securing of an effective means of excluding any infected foreign honey, the second is a reduction in freight rates to Eastern markets, the third is the preparation of honey in more marketable forms and the development of larger consumption in the United States. The first of these problems will require Congressional action. The solution of the second will be made easier through the development of water transportation through the Panama Canal and the ready response which is being made in retail markets to the new forms of marketing honey will go a long way in solving the third problem.

Honey prices have dropped materially in the past year, because of general readjustment and because of the closing of foreign markets. While in 1918 and 1919 and the earlier part of 1920 the prices for the better grades of California honey in Los Angeles markets ranged between 18 cents and 23 cents, these prices have now dropped to as low as 12 and 13 cents. Predictions as to future honey prices can not be made with any accuracy to-day but indications are that with the development of new domestic markets the excess honey formerly shipped to foreign countries will tend to be absorbed in the United States.

E. H. Tucker.

**The Trained Nurse.**

The status and character of the trained nurse are very much discussed at the present time.

When Florence Nightingale began her work the profession of nurse was discredited by the quality of those who followed it. The nurse of her day was like Sairy Gamp in Dickens—a sort of prototype of to-day's "vampire," who victimized her patient and her patient's household for her own rapacious benefit.

It did not need a kaiser's war to establish the place, the honorable opportunity, the heroic service and the prestige of the nurse. She did her duty without flinching; she died at her post. To-day the typical figure is not Sairy Gamp, but Edith Cavell.

The nurse is often overworked and inconsiderately treated. It cannot be said that for the work she does she is paid too much. Certainly, she deserves her reward not less than pugilists, day laborers or even moving-picture stars.

**Observations of the Muskegon Philosopher.**

Muskegon, May 31—Frank Keegstra (Molton Grocery Co.) says the next time he rides into Muskegon with A. W. Stevenson he will take the train. All they did was lose a wheel and a few other parts to the ford. Got home about 2 a. m.

The only reason that Muskegon and Grand Rapids are not at the bottom of the list of league ball is because Jackson crowded them out. Evidently when the umpire says, "play ball" they do not hear it.

A. W. Stevenson attended the funeral of Grand Treasurer Harry Hurlley, at Traverse City, last week.

A goodly number expect to attend the Grand Council in Jackson this week Friday and Saturday.

E. P. Monroe.

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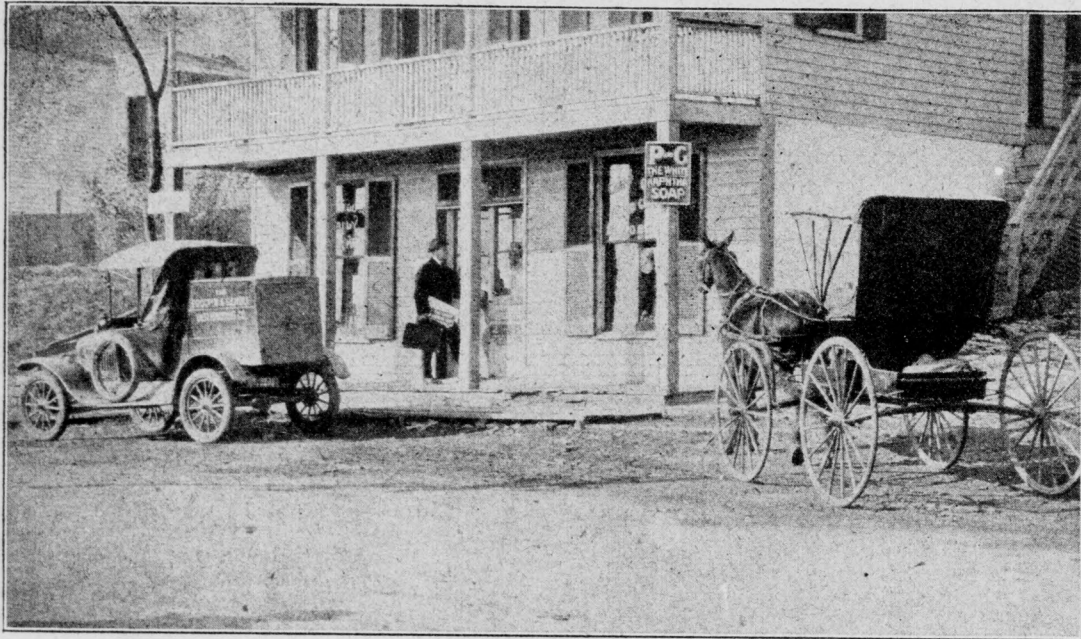
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