

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Thirty-Eighth Year

GRAND RAPIDS, WEDNESDAY, JUNE 8, 1921

Number 1968

IN MY OFFICE

Every day, Every month, Every year.

To Myself:

THE day's tasks are before me. Let my judgment be well founded. Let me act quickly and with firmness. Let me deal justly, speak sparingly, clearly and truly. And if the trade goes against me, let me take my losses without complaint. Likewise, if the trade turns to my favor, let me not boast nor gloat over my profits, but let me remember that rainy days may come and that my profits may be wiped out by my expenses.

Let me avoid the trickster as I would the plague, but should I be forced into the trade with him, let me hold him fast to the agreements, neither asking nor granting favors. Let me regard each transaction as I do an advertisement—a thing to be lived up to, fully, a bid for bigger business.

Let me be rewarded for my energy, my determination, my willingness to venture and my foresight. Let me be not afraid of competition. And when the Game is called off on account of The Darkness, let me have done my work in such a way that I shall not need to explain.

This is my task to-day.

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.

PHONES

Bell Main 5041

Citizens 65448

JEWELLYN and COMPANY
WHOLESALE GROCERS
GRAND RAPIDS MICHIGAN

Big Sales Possibilities in **Red Crown**



There
Is
A
Different
Meat
For
Each
Meal
Of
Every
Day
In
The
Week

A High Quality Line of Canned Meats
That Satisfy Dealer and Consumer

Distributed by Wholesale Grocers

ACME PACKING COMPANY, Green Bay, Wis.
(Formerly Chicago)

"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

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.

DIAMOND CRYSTAL

*The Salt
that's all salt.*

**DIAMOND CRYSTAL SALT CO.,
ST. CLAIR, MICHIGAN.**

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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

TRADESMAN COMPANY.

Grand Rapids.

E. A. STOWE, Editor.

Subscription Price.

Three dollars per year, if paid strictly

in advance.

Four dollars per year, if not paid in

advance.

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payable invariably in advance.

Sample copies 10 cents each.

Extra copies of current issues, 10 cents;

issues a month or more old, 15 cents;

issues a year or more old, 25 cents; issues

five years or more old, 50 cents.

Entered at the Postoffice of Grand

Rapids under Act of March 3, 1879.

PRESIDENT'S PREROGATIVE.

Mr. Skinner Urges Large Attendance at Detroit.

The Everlasting Teamwork
Of every blooming soul
Is what counts.

To those who attend the Michigan State Pharmaceutical convention regularly there is no need of explaining the value of teamwork, because they know what has been accomplished and that it pays them in every way to attend the conventions.

Take the leaders in the drug business and you will find a very large majority are those who take the drug journals, attend conventions and in other ways try to keep in touch with what others are doing.

The excuse many druggists in small towns use is that "They can't afford to go to the conventions." When the truth is they can't afford not to go. My heart goes out to the druggists of the smaller places because I know something of the difficulties they have to overcome, but I also know that no matter where we are or what we are doing, our aims and our ideals should be just as high and just as noble and our desires just as great for ourselves and for our families as though we lived in the largest cities of the land; and we are not doing our full duty unless they are.

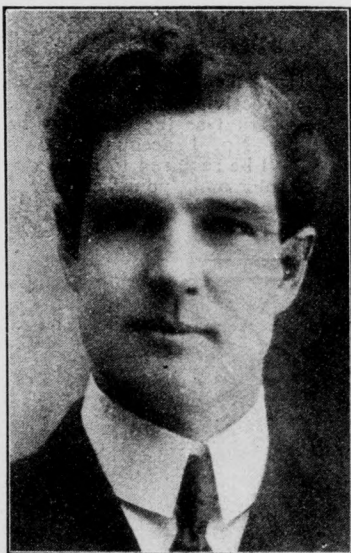
No matter how hard it is to get away, I can honestly say I believe you will get a great deal more out of it than the cost, and the harder it is for you and the greater the difficulties the more you will appreciate it.

It does everyone of us good to get out of the beaten path, and if it pays the druggists of the larger cities to have associations of their own, where they can get together and help one another, how much more important it is for the druggists of the State to get together?

You may succeed without attending the conventions, just as a person may succeed in life without an education, but you can never succeed in the larger way unless you do what you can

to help and staying away from these conventions is like handicapping a race horse with weights. It is just that much more to overcome.

No one knows better than I how a druggist's time is taken up from morning until night. Because we are so busy with details, we are apt to think we are doing all anyone can do, and it does us good to get out and touch elbows with others who are having the same problems to solve. We all know we could ride a wooden horse on a merry-go-round for a year without ever beating another horse or ever getting anywhere ourselves, and yet that is just what most of us are doing, and no person ever came back from one of these conventions without a greater desire to take his part in this great work.



J. A. Skinner.

"If we do not hang together, we shall assuredly hang separately." The words attributed to John Hancock when he signed the Declaration of Independence voiced the sentiment which from that day to this has been the basis of our strength and prosperity.

The drug business is getting down to a "survival of the fittest" basis and only those who do their best and try to improve themselves can hope to succeed.

"In union these is strength." This is just as true to-day as it ever was and it is more necessary to work together than ever before. If you could know all that the Michigan State Pharmaceutical Association has done for you, how it has improved the standards of the drug business, how it has helped to prevent unjust legislation from being presented; if you knew all these things you would never ask, "What has the M. S. P. A. done for me?" Because you would know it has done a great work and was worthy of your support and active co-

operation, and you would want the satisfaction of knowing you were doing your part.

The whole aspect of the drug business has been changed during the past few years and it has been because the druggists were not satisfied with the old order of things, but there is still work to do. What we all need is a greater desire to improve ourselves and our businesses, to give better service to the public and to run the best drug store possible. There is no place I know of that this can be done to such great advantage, because no one can go to these conventions without being filled with a greater desire to do his part.

We cannot all do big things, but we can all do something. We each have our opportunity to do something and to be something. Discouragement comes to all of us and to most of us this comes oftener than we like to admit, but this is no discredit. The only real failure is the quitter, and the more we have to overcome the greater is our reward.

No people ever faced such great opportunities as the American people. Are we going to fritter away these opportunities by being satisfied or adopting a "watchful waiting" attitude which gets us no where in the end?

If you want to make the cash register play the tune of Yankee Doodle, go to the convention at the Statler Hotel in Detroit next Tuesday, Wednesday and Thursday and bring your wife or clerk along. It is going to be a big time for all. Plenty of business, but enough entertainment mixed in so you will have a time you will long remember and you will be able to count the M. S. P. A. a real blessing because you have put a whole lot into it.

Come! J. A. Skinner,
President Michigan State Pharmaceutical Association.

Proceedings of Local Bankruptcy Court.

Grand Rapids, June 3—On this day the final meeting was held in the matter of Jay B. Sumes, Bankrupt No. 1839. The bankrupt was not present in person. The trustee was present in person. No creditors were present. Several claims were allowed. The trustee's final report and account was received and approved by the court. The balance of the assets of the estate, consisting of a motorcycle, was sold to Morris Davis for \$10. Stenographer's bills and the bills of the trustee for expense and also of the attorney for the trustee were allowed. Due to the fact that the bankrupt failed and refused to file schedules in this matter when so requested, the court will not recommend that he be discharged as a bankrupt within the true intent and meaning of the act. The trustee was, therefore, authorized to interpose objections to his discharge. The meeting was then adjourned without date. Nothing further will be done in this estate except to report it to the District Court.

The first meeting in the matter of R. J. Weersing was held on this day. The bankrupt was present in person. No creditors were present. The bankrupt requested that he be allowed to amend schedule A-3 to include more creditors than he had originally named therein. The permission was granted. No claims were proved against the estate, so accordingly an order was made that no trustee be appointed. The formal orders

closing this estate will be made in the near future, as the estate has no assets. The bankrupt claimed his statutory exemptions and the same were allowed to him.

On this day the first meeting in the matter of the Charles F. Bartlett Co., Bankrupt No. 1939, was held. The bankrupt was present in the person of Mr. Bartlett, president of the bankrupt firm, and also represented by attorney. Creditors were represented by Travis, Merrick, Warner & Johnson and others in person. Many claims were allowed against the estate. Mr. Kelly, of Grand Rapids, was chosen as trustee by those present and the amount of his bond fixed at \$3,000. Owing to the fact that certain bags of hog feed that had been shipped had been libeled by the U. S. Court for being misbranded, the trustee was authorized to take the necessary action and to furnish the necessary bond, to put this feed in shape to have the libel released from the same and sell the same as an asset of this estate. Appraisers were appointed. The meeting was then adjourned to June 13 at 10 a. m.

This being the day fixed for the first meeting in the matter of Arend J. Smith, of Holland, Bankrupt No. 1952, the following proceedings were had: The bankrupt was present in person and by attorney, Raymond Visscher, of Holland. Creditors were represented by Arthur Van Duren and Dickema, Kollen & Ten Cate, both of Holland. Many claims were allowed against the estate and several were referred to the trustee for further investigation and report. Mr. Van Duren was chosen trustee by the creditors and the amount of his bond fixed at \$1,000. The first meeting of creditors was then adjourned to June 17 at 2 p. m.

June 4—On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of William T. Moore, Bankrupt No. 1953. Mr. Moore is a resident of Grand Rapids and for some time has conducted a retail athletic and sporting goods store located on Monroe avenue. This is a voluntary bankrupt. The matter has been referred to Benn M. Corwin as referee, who has also been appointed as receiver of the estate. A custodian has been appointed by the referee. The bankrupt schedules assets in the sum of \$12,587.22 and liabilities in the sum of \$15,761.63. The following are the creditors of the bankrupt:

Monument Square Realty Co.,	Grand Rapids	\$432.32
P. Goldsmith Sons, Cincinnati		695.10
Converse Rubber Shoe Co., Chicago		313.75
Aldrick & Chancellor, Chicago		622.87
Grand Rapids Dry Goods Co.,	Grand Rapids	10.25
Morley Bros. Hardware, Saginaw		488.22
American Silver Truss Corporation,	Condersport, Pa.	118.06
Mead Cycle Co., Chicago		363.00
Baker, Murray & Imbrie, New York		32.70
Thos. E. Wilson & Co., Chicago		151.25
John Wanamaker & Co., New York		39.28
Gutermann Bros., St. Paul, Minn.		20.46
Tyre Rubber Co., Andover, Mass.		6.58
St. Mungo Mfg. Co., Newark, N. J.		49.97
Keller Knitting Co., Cleveland		93.50
Wolverine Leather Co., Detroit		25.50
Crescent Mfg. Co., Philadelphia		9.23
La Crosse Rubber Shoe Co.,	La Crosse	63.50
Martin A. Strand, New Richmond,	Wis.	92.40
Tom Wye, Inc., Winchendon, Mass.		30.48
Kennedy Mfg. Co., Van Wert, O.		92.60
Pennsylvania Rubber Co., Detroit		104.60
Wright-Ditson-Victor Co., Chicago		70.03
William F. Druke Co., Grand	Rapids	20.56
Brauer Bros., St. Louis		385.93
C. J. Litscher Co., Grand Rapids		4.50
Worthington Ball Co., Elyria, Ohio		47.50
Burke Golf Co., Newark, Ohio		195.46
Hazeltine & Perkins Drug Co.,	Grand Rapids	8.25
Creek Chubb Balt Co., Garrett, Ind.		47.97
Harvey C. Lee & Co., New York		1,009.87
The James E. Richards Co., Dayton		19.71
Harry T. Miller, Grand Rapids		27.50
Michigan Hardware Co., Grand	Rapids	164.04
Dr. Willis L. Nash, Grand Rapids		6.00
South High Pioneer, Grand Rapids		60.80
F. A. Patrick Co., Duluth, Minn.		556.74
Utica Duxbak Corp., Utica, N. Y.		95.36
Wisconsin Shoe Co., Milwaukee		1,587.30
Foster, Stevens & Co., Grand	Rapids	109.39
Peoples Hardware Co., Gary, Ind.		139.53
City Trust & Savings Bank,	Grand Rapids	3,500.00
Schmelzer Arm Co., Kansas City		212.23
O'Shea Knitting Mills, Chicago		60.24
Grand Rapids Brewing Co., Grand	Rapids	3,500.00
Y. W. C. A., Grand Rapids		100.00
W. B. Jarvis Co., Grand	Rapids	(amount unknown)

Office of District School Director Not a Sinecure.

Redford, June 7—Except the citizen and taxpayer be the parent of children of school age or—quite as fortunately in another case—one who is truly a public spirited citizen, there is no glory for the person who, in any school district in Michigan, is elected a member of the school board to serve as director.

The usual school board is chosen annually. It consists of a director, who is the business manager; a moderator, who presides at all meetings of the board and a treasurer.

Under the provisions of Michigan's public school laws, all persons elected to school board membership must be citizens and taxpayers, of and in the school district the board represents.

At the last annual district school meeting of the Gilbert Lake (Oakland county) district school, Mrs. John T. Miller was elected to the position of school director by an overwhelming majority. Mrs. Miller thanked the meeting, adding that she fully appreciated the responsibility thus put upon her, but that she also comprehended the presence of possible restrictions and embarrassments in case she accepted the office.

"In case I accept the office of director of this school, I will do so only upon a perfect understanding on your part, as well as regards my own conception of the situation, that I shall be held responsible for every decision, ruling and action legally and specifically belonging to the administration of the office of director. I ask for no division of authority or accountability. I will take the office with all of its cares and business peculiarities, if I take it at all."

Thus declared the lady, and for her frank and complete specification as to her intentions, she was applauded heartily and later was showered by congratulations.

Any person who accepts the position of school director in Michigan, consents, under the dictation of our public school law to assuming a laborious and exacting task for the year to come.

A district school director must see to it that the school house and all accessories shall be kept in a sanitary condition and in attractive dress as to paint, whitewash, curtains and floors, walls and ceiling; that it shall be provided constantly with fuel and lights (electric when available) and all school supplies, such as brooms, mops, mirrors, soap, towels, coal scuttles, hammers, axes, stove shovels and griddle handles, chalk, erasers, maps, flags, dictionary, wash basins, pails, hooks for hats and clothes and specified books and paper.

Also the school director must take the annual district school census, either by hiring someone to do it or by doing it himself, or herself, as the case may be. For this particular service a small fee (\$10) is paid. The average route followed in taking a district school census in well settled sections covers a distance of from three or four miles to five or six miles and it includes a variety of roads, good, bad and indifferent.

Just now such census takers in Michigan are meeting with, comparatively, a new phase of the work, due, entirely, to ignorance as to the State school laws.

Many heads of families refuse to state to the census taker the number of children they have, through an ignorant notion that the amount of their individual school tax will correspond to the number of children they report.

Parenthetically, it may be stated that the number of children reported by a taxpayer bears no more relation to the amount of one's school taxes than does the price of cord wood along the world's equatorial line.

On the contrary, the smaller the number of children of school age reported in a school district, the smaller

will be the portion of the State's public school fund award to the district making such a report—a result exactly opposite to the ignorant alarm of people who desire to keep their individual school tax down.

The mistaken fear and unhappy ignorance of the State school law is shown by American born citizens, as well as by those foreigners who have elected to come to the United States to better themselves.

That the foolish fear is not well founded is apparent to anyone who will look over the taxpayers in his own district. Almost without exception, it will be found that the heaviest school taxes are paid by citizens who are absolutely childless.

To return to the school director and the duties attached to the office.

The school director must attend every meeting of the school board—anywhere from three or four meetings to a dozen during the year. She must write out in a record book the proceedings, accurately, of each meeting. The census record, names and addresses (approximately) must be copied so that copies may be sent to the State Board of Education, the County Superintendent of Schools, the Township Treasurer and the Township Supervisor.

In fact, the clerical work falling to the director is worth to the district, the State and the county four times as much as is paid, outside of the fee for taking the census.

Atop of all this the director must "put up" with all sorts of questionable observations and, so far as able, in a genteel way must refrain from heated retorts.

Perhaps Mrs. Miller may handle her position in such a way as to reconstruct and remodel the too frequent practice in rural school districts, but my thought is that it will be a thankless undertaking.

Chas. S. Hathaway.

Increase in Rice Consumption.

The advertising campaign conducted by the Associated Rice Millers of America has increased the consumption of rice in the United States from 2.47 pounds per capita to seven pounds. This remarkable result is announced in the first annual report of Frank A. Godchaux, president of the organization. "The first step taken by this company was the advertising of rice, with recipes," says Mr. Godchaux in his report. "This advertising campaign covered a period extending from November, 1920, through December, 1920. Through this medium we were able to reach 40 per cent. of the total population of the United States. In connection with our advertising, the newspapers carried considerable editorial comment and other articles through which the industry as a whole has benefited to a great extent. As a result, the consumption of rice, commencing with the period of August 1, 1920, and ending on the last day of January, 1921, exceeded the domestic consumption from August, 1919, to August, 1920. The consumption since March 1, 1921, has increased materially over the consumption previous to that date during this year. Predicated upon the present basis of consumption, we should have a consumption in the United States during this year approximating seven pounds per capita showing an increase in domestic consumption of approximately 4.53 pounds per capita.

If you think you are too good a man for your present job, the chances are that you do not appreciate the opportunities the job offers.

Complete Record of Purchases and Sales.

Athens, Ohio, June 7—I take stock only once a year. But I have a system that you could call perpetual inventory. By following up the method that I use, I find it has proved its worth in more than one instance; especially where you carry a general line of merchandise as is the case in commissaries like the coal companies generally have.

It has been my experience that a merchant will sometimes have a line of goods that he thinks is a paying proposition, but if he will use the system that I will explain later on, it will sometimes prove that the best of us can be mistaken. This system not only shows the lines that are profitable but it is a great help to the buyer in equalizing his stock in different lines with the amount of sales of each. Again it is a benefit in case of insurance. Quite often in case of fire it is a problem to know just the amount of goods you had at the time and it makes the adjustment easy with the underwriters. This can be done with but very little extra work for your cashier, and the cost is a small item.

In order to install this system, you will be required to invoice your stock according to the following schedule:

1. Groceries and canned goods.
2. Fresh meat, lard and provisions.
3. Dry goods, notions and furnishing goods.
4. Boots, shoes and rubbers.
5. Hardware and queensware.
6. Drugs, jewelry, stationery.
7. Linoleums and matting floor coverings.
8. Hay, feed.

When receiving goods charge them to the account as the case may be of groceries, No. 1 account, and your clerks will be required to itemize each article sold and your cashier can divide the sales as per schedule.

If this is followed up your buyer will have a good guide to go by in keeping stock, and at any time you can find the earnings of any one line of goods without invoicing the whole stock.

J. R. Woods.

No Wonder He Was Fired.

A New York retail establishment had a credit man who was regarded as the very best. He took his firm through an entire year without one bad account. Not a single worthless check did he O. K. in a twelvemonth; not one credit customer accepted by him failed to pay promptly. The credit man had a perfect score.

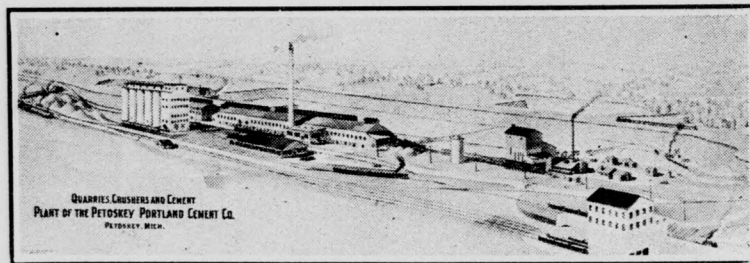
And so at the end of the year his employers fired him.

Why? Because he wasn't worth his desk space. Because he deserved to be fired. He was so conservative and carried Safety First to such extremes that he cost his firm thousands of dollars. He accepted only those accounts which were so obviously good that no skill whatever was required in recognizing them as safe. But he turned down hundreds of others, almost equally desirable, simply because he didn't know how to find out whether they were good or bad. All he really accomplished a child could have done. It is not difficult to find out that which everybody knows. The trick is to flush out and make capital of facts not visible to the naked eye.

An investigation disclosed that thoroughly honest, reliable buyers, refused credit by this man, had spent something like \$250,000 in other stores.

No wonder the credit man got fired.

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

Latest Outburst of Diabolism Against Negro People.

Grandville, June 7—It is difficult to view with any degree of patience such outbreaks of outlawry as the press reports bring from Tulsa, Oklahoma.

Another of those senseless race riots with the negroes fleeing from their homes to save their lives from maddened whites who seem perfect demons when once they get on the rampage after many times defenseless women and children, whose only offense is the crime of having been born with a black skin.

Riot, arson and murder running with a free hand throughout a large section of a Southern city simply to glut the savage spite of lawless red-seeing whites, who seem to consider it their God-given right to pillage and murder "throughout the Black District." What is it all for? The report that six white men and fifty negroes were killed tells in plain language the fact as to which race was doing the killing.

The arrest of a colored man for assault on a white girl was the pretext for the beginning of this race war. Nobody is foolish enough to conceive of a colored criminal escaping the vengeance of the law in a case of this kind. Justice was sure to be meted out to the offender with the least possible delay. Nobody has any wish to defend criminals of the colored race, and there is not the slightest prospect for such an one to escape the just penalty of the law.

The fact that one negro out of a population of thousands has transgressed the law does not give license to wholesale onslaught upon the whole negro population, as was the case in Tulsa. The burning of the homes of innocent people, the senseless and wicked murder of scores of inoffensive citizens because of color, is a smirch upon the civilization of the white race—a black mark that should not be condoned.

The law, outraged by these white rioters, should be at once invoked to bring the ringleaders to justice, and while the colored assaulter, if found guilty, will meet his at the end of a rope or in the electric chair, a punishment fully deserved, the men who instigated the burnings and killings in Tulsa should be brought before the bar of justice and punished to the full extent of the law.

To dally with such outlawry is to invite future outbreaks which have so long disgraced the fair name of the republic. Doubtless the instigators of this uprising, which has led to arson and fiendish murder, are known. That they will be rounded up and punished is hardly to be expected if we are to judge from recent events of a similar nature.

The law that is for white and black alike ought to be impartially administered. Later returns from the seat of the race riot reveals the fact that nearly 200 blacks and nine white persons were killed. Startling figures, revealing the terrible wickedness and fearsome nature of the "uprising of the negroes!"

In ancient slavery days it was not so much a source of wonder at the antagonism between the races. The draft riots in New York City in the summer of 1863, ostensibly against the enforcement of the conscription act, resolved itself very early into a war upon the colored population. Not only were negroes shot down in the streets, but a colored orphan asylum was burned, helpless little children perishing in the flames. Diabolism could go no further. A mob has no gizzard, and as for heart it is the essence of gall and wormwood where the negro is concerned.

If the laws were impartially enforced in this land of ours, such scenes as disgraced the city of Tulsa, Oklahoma, could not happen. How well the white rioters understand that the Supreme Court decision under Judge Taney in pre-war days still hold good

in the South—"A negro has no rights which a white man is bound to respect."

Equality before the law is the one bright truism which should not be flouted. If the offenders in this latest assault against constituted authority meet with the condign punishment they deserve; it will be a long day before another misnamed "race riot" takes place in this country. Shall this prosecution and punishment be put through? It ought to be, but will it?

Missionaries are sent abroad from Christian America to lead heathen races to the cross. Would it not be well enough to send a few down into Oklahoma and see what can be done for those whites who feel it their duty to shoot a dozen negroes every time one of that race commits a crime.

The South is not the only offender against Christian morality and decency. Some of our Northern cities have in the past splashed their records with the same stick. We send missionaries to Africa to tell the benighted negroes there of the blessings of Christianity as exemplified in the lives of our American citizenry. When such reports as this regarding Tulsa, Oklahoma, go across to these heathen peoples it will certainly become our white church folks to hang their heads in shame.

When our good mission workers send out appeals to help the Armenians from despoilation at the hands of the unspeakable Turk, what ought we to reply? Might not this same Turk point with a sardonic grin to Tulsa, Oklahoma, and say, "Read your own Christian Bible where it says 'He that is without sin, let him cast the first stone!'"

There is a lesson to be learned from these frequent lapses from Christian ideals such as the Chicago race riot and the latest exhibition of our loving kindness toward fellow beings as shown in the smoking ruins of negro homes and ground strewn with dead to make the white man's holiday at Tulsa, Oklahoma! Old Timer.

Decision of a Just Judge.

There is an old New England squire whose knowledge of the statute law is limited, but who has decided views as to common justice. Not long ago a certain Hank Miller was brought before him, charged with larceny. It appeared from the evidence that Hank had rented a horse from a farmer to do some hauling, and that, during the period the animal had remained in his possession, he had fed it from the owner's stock of grain, although the agreement was that Hank himself should supply the feed. He was charged by the farmer, therefore, with the theft of two bushels of oats and corn.

"The statutes made and provided," the old squire announced ponderously, "say that theft is to convert to your own use the property of another. The horse is the servant of the owner, not of Hank, and Hank converted them oats to the horse's use, not his—so I acquit Hank of stealing them oats—he ain't guilty of larceny."

Hank rose, thanked the squire, and was about to leave the room when the old man called him back.

"As I said, Hank," he remarked, with a gleam of humor in his eye, "You ain't guilty of larceny, but you shore air guilty of something, and I'm going to send you to jail for a month for it."

You cannot object to being judged by the company you keep. Your associates, for the most part, will be of your own choosing.

The Business of Building Business

We hear a lot these days about "1921 Will Reward Fighters." It is a keen thought; it is true—it implies progressive action. But there are degrees of success and reward even for fighters. Dempsey vs. Willard proved that. Dun's and Bradstreet's records prove it, too. Reward in prize fighting means the ability to make good impressions in three colors, black and blue and red—and to make them quickly and in the right place. Occasionally a yellow streak is also in evidence. Rewards in merchandising mean much the same thing, except that the colors are neither specified nor limited as to number. Present business conditions brook no love-feast methods. Hard times demand hard efforts. Merchandising, both wholesale and retail, is on its mettle. The time for action—intelligent sustained action—is now.

Our business is that of building business by whatever legitimate means may seem most desirable. Through years of close contact with many products and many markets we recognize merchandising as the greatest single factor in modern business. Our position is taken on the following unsentimental, merciless statistics:

Ninety-three per cent. of all retail enterprises fail. Sixty-three per cent. do not endure five years. Their average life is 7.1 years. The average life of a jobbing business is 7.5 years. Manufacturing businesses live averagely, 7 years. Bradstreet's reports show that 94 per cent. of all the commercial failures in America are among non-progressive concerns. Wrap your mind around those significant figures a few moments—they contain a vital story.

There are many things to be done by an organization whose business is that of assisting its retail customers to build their business in the most productive manner.

For instance, we have found it necessary to give some of our products distinctive names; to endow them with penetrating phrases, that their names may find lodgement in the consumer's consciousness; to design labels, cartons, etc., that will assure our brands a conspicuous and easily identified place on the shelves and counters of the retailer. Strategic merchandising tactics to move an abnormal quantity of goods in a short time for the purpose of turning working capital quickly and profitably are part of our daily work. Thoroughness based on experience is an essential element in our propaganda.

The average business man—either jobber or retailer—is too much inclined to see but one business—his own. We see many. Retail dealers frequently receive much assistance in our outside viewpoint in relation to their merchandising and sales problems.

It is essentially our business to know retail merchants; to know them in groups of hundreds and of thousands. To appeal to their most vulnerable sensibilities is part of our craftsmanship. Our capacity for interpreting a highly technical subject into warm, human, dramatic, sales-making terms, without losing one small part of its dignity, is well known.

Without loud noise and big promises we have won the confidence and patronage of many substantial retail dealers. We are fighting for them and with them. And the rewards are worth the effort of us both.

If your business is not as large in volume as others similarly situated whom we are now serving acceptably and successfully; if you believe that the people of your town should absorb more merchandise bearing your mark and ours; if your per unit sales cost must come down and a rising volume ensue, then investigate the services we have to offer you. A request for an informal discussion in our office implies no obligation on your part. Appoint the hour. We will do our best to make the time you spend both pleasant and profitable to you.

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers

Movement of Merchants.

Saginaw—The Nangatuck Coal Co. has engaged in business.

Standish—The Standish Lumber Co. is succeeded by the R. & A. Lumber Co.

Petoskey—W. J. Nolan succeeds Jeneschek Bros. in the grocery business.

Sparta—E. Helsel succeeds Mrs. H. A. Dailey in the grocery business on R. R. 4.

Hartford—The Gleaner Co-Operative Store succeeds A. Z. Perry in general trade.

Pinconning—Thomas W. Walking is succeeded by R. & A. Lumber Co. in the lumber business.

Portland—Hotel Divine is being remodeled, a modern front with plate glass windows being installed.

Linwood—The Linwood Lumber Co. is succeeded by the R. & A. Lumber Co.; headquarters, Bay City.

Mt. Clemens—The Mt. Clemens Savings Bank has increased its capital stock from \$50,000 to \$250,000.

Lowell—E. B. Shepard & Son have engaged in business under the style of the Lowell Tire & Battery Co.

Big Rapids—Geo. W. Knapp has engaged in the grocery business. The Judson Grocer Co. furnished the stock.

Eaton Rapids—John Eldred has opened his new bakery to the public. It is located in the rear of his new store building.

Fenton—Fire destroyed the plant of the Fenton Elevator Co. entailing a loss of about \$50,000, partially covered by insurance.

Traverse City—C. R. Siegel and J. E. Johnson have formed a co-partnership and engaged in the manufacturing of potato chips.

Quincy—The Quincy Lumber Co. is succeeded by the Will A. Cavin Lumber Co. in the lumber business; headquarters, Sturgis.

Decatur—Thieves carried away considerable stock and ninety dollars in cash from the grocery store of John VanderPlough, June 4.

Dewitt—Floyd Williams, recently of Lansing, has engaged in the grocery business here. He formerly conducted a general store here.

Coldwater—A three-story brick addition, 22x30 feet will be built to hotel Grant, is the announcement made by Grant Eaton, manager.

Bannister—Chester Morrison, recently of Lansing, has purchased the E. J. Schlarf grocery stock and store fixtures, taking immediate possession.

Detroit—Marx Stores for Men has been incorporated with an authorized capital stock of \$10,000, \$5,000 of which has been subscribed and paid in in cash.

Flint—James Mc Guire, formerly engaged in general trade at Bear Lake and Buckley, has engaged in butter, egg and farm produce business at this place.

Lansing—Ford T. Hodson, proprietor of Hodson's book store, 109 East Michigan avenue, and the Gift Shop, 116 East Michigan avenue, has closed the former establishment for ten days. It will open again at 105 East Michigan avenue, solely as a news stand.

Harlem (West Olive P. O.)—Weener & Westrate are succeeded in the lumber ward business by the Holland Co-operative Association; headquarters, Holland.

Jasper—Thieves entered the general store of Van Dusen & Hill June 4 and carried away about 5,000 cigarettes, 1,000 cigars and the contents of the cash register.

Howell—Robert H. Brown, grocer for many years, has sold his stock to his head clerk, Claude H. Fawcett, who will continue the business at the same location on Grand River avenue.

Lansing—Frank L. Huff, who has conducted a grocery store at 621 West Lenawee street for many years, has sold his store building and stock to Edward Saier, who has taken possession.

Detroit—Simmons, has been incorporated to deal in confectionery, soft drinks, tobacco, etc., with an authorized capital stock of \$5,000, \$3,050 of which has been subscribed and paid in in cash.

Somerset—Thieves entered the general store and garage of A. Leutheuser & Co. June 4 and carried away automobile accessories, etc., and stock from the general store to the amount of about \$500.

Marlette—The Marlette Oil & Gas Co. has been incorporated to deal in oils, gasoline, automobile accessories and supplies, with an authorized capital stock of \$18,000, all of which has been subscribed and paid in in cash.

Adrian—The Gasoline Service Corporation has been incorporated to deal in mineral oil and its products, with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$2,670 paid in in cash.

Mayville—The Mayville Oil & Gas Co. has been incorporated to deal in gasoline, oils, automobile accessories and supplies, with an authorized capital stock of \$20,000, \$12,600 of which has been subscribed and paid in in cash.

Lansing—Notice of bankruptcy has been served on the creditors of Ray C. Bacon, shoe dealer at 316 East Michigan avenue. The stock and store fixtures will be sold June 9, at public auction. They are valued at \$1,861.45.

Manistee—William Derinjoski, who recently resigned the vice-presidency of the Hub Clothing Co., together with the management of the local branch, has opened a clothing store of his own under the style of Billie's Clothes Shop.

Ithaca—The Ithaca Oil & Gas Co. has been incorporated to deal in gasoline, kerosene and lubricating oils at wholesale and retail, with an authorized capital stock of \$35,000, of which amount \$28,000 has been subscribed and \$14,286 paid in in cash.

Holland—Roberts Bros. have begun the construction of an addition to the front end of their store building, which will make it 24x60 feet in dimension. They will put in a modern brass front. The added space will enable them to augment their grocery stock.

Coldwater—Francis H. Flandermeyer, local shoe dealer and President of the Hoosier Shoe Manufacturing Co., has purchased the Arlington Ho-

tel property from the heirs of the late Edward F. Fay. Mr. Flandermeyer has been interested financially with the management of the hotel and now comes into full possession of the property.

Lansing—Dwight Morgan, who has been associated with his father in the jewelry business for some time, has formed a co-partnership with Harry Wheaton, of Chicago, and taken over the jewelry and silver ware stock of his father. The business will be continued at the same location, 121 South Washington avenue, under the style of Morgan's.

Lansing—The warehouse and stock of the Worden Grocer Company were completely destroyed by fire early Tuesday morning. The office and contents were both saved. Loss, \$300,000; fully covered by insurance. The company has resumed business in a temporary location, pending the reconstruction of the burned building. In the meantime orders are being filled from the Grand Rapids and Kalamazoo stores.

Manufacturing Matters.

Detroit—Zink & Young Inc., has changed its name to the Keystone Stucco Co.

Detroit—The Gairing Tool Co. has increased its capital stock from \$50,000 to \$100,000.

Ann Arbor—The Ann Arbor Foundry Co. has increased its capital stock from \$5,000 to \$15,000.

Otsego—The Angle Steel Stool Co., Inc., has increased its capital stock from \$50,000 to \$85,000.

Bay City—The Home-Maid Hosiery Mills Co. has increased its capital stock from \$15,000 to \$40,000.

Sturgis—The Sturgis Steel Go-Cart Co. has changed its name to the Sturgis Go-Cart Co. and increased its capital stock from \$500,000 to \$3,000,000.

Detroit—The Wyrick Register Corporation has been incorporated with an authorized capital stock of \$100,000, all of which has been subscribed and \$10,000 paid in in cash.

Detroit—The Engineering Specialties Co. has been incorporated with an authorized capital stock of \$35,000, \$21,010 of which has been subscribed and paid in in property.

Maple Rapids—The new flour mill built by F. G. Casterline and M. Allen has been placed in operation. Its capacity is thirty barrels of flour a day and two tons of feed an hour.

Detroit—The Michigan Textile Mills has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$200 in cash and \$9,800 in property.

Mt. Clemens—The Mt. Clemens Beverage Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$36,000, \$18,000 of which has been subscribed and paid in in cash.

Morenci—The Collins Asphalt Shingle & Paper Co. has been incorporated with an authorized capital stock of \$20,000, of which amount \$14,350 has been subscribed, \$240 paid in in cash and \$4,360 in property.

Bay City—The Hanson-Ward Veneer Co., of this city, has received

several carloads of selected birch and hard maple logs for the manufacture of veneer. This company is operating at about 75 per cent. of capacity.

Detroit—The Detroit Washing Machine Corporation has been incorporated with an authorized capital stock of \$250,000 common and \$250,000 preferred, \$175,000 of which has been subscribed and paid in in property.

Saginaw—The Blue Mountain Lumber Co. of Timbo, Ark., with business offices at Saginaw, has been incorporated with an authorized capital stock of \$90,000, of which amount \$67,500 has been subscribed and \$9,000 paid in in cash.

Detroit—Richard Bros. Die Works has merged its business into a stock company under the style of the Richard Punch & Die Corporation, with an authorized capital stock of \$200,000, \$101,000 of which has been subscribed and paid in in property.

Detroit—The Regenerator Co. has been incorporated to manufacture and sell at wholesale and retail, carburetors, carburetor heaters, etc., with an authorized capital stock of \$15,000, all of which has been subscribed and \$4,800 paid in in cash.

Mt. Clemens—The Reynolds Motor Truck Co. has merged its business into a stock company under the style of the Reynolds Truck Co., with an authorized capital stock of \$70,000, \$35,000 of which has been subscribed and paid in in property.

Cheboygan—The Cheboygan Steel Products Co. plant, in the hands of a receiver, has been taken over by George D. Michelin and Edward Nau, who will continue manufacturing spark plug testers and brass products until some disposition of the plant is made.

Lansing—George E. Lawrence & Son, wholesale bakers, are erecting a brick and steel plant, two stories and basement, 100x142 feet, at the corner of Shiawassee and Cedar streets. It will be equipped with the most modern machinery obtainable and will be ready for occupancy early in the fall.

Lansing—Another new Lansing product is the all-steel Wolverine express wagon for children, originated and manufactured by the Dail Steel Products Co. Orders already exceed output and will mean an increase in the production of the local plant. The dies and tools are now being built and in 30 or 60 days the wagons will be made in quantity.

The Tradesman takes pleasure in commending the appeals of the President and Secretary of the Michigan State Pharmaceutical Association, which are given expression elsewhere in this week's edition, for a large and representative attendance at the annual convention at Detroit next week. The programme prepared for the occasion is full of interest to any druggist, large or small, and several matters which will be presented at the convention are of vital interest to the trade. The entertainment features will be in keeping with the hospitable spirit of Detroit.

Open that old plush-covered album and see mother's picture when she was a bride. Then think a bit.

Review of the Produce Market.

Asparagus—Home grown, \$1.65 per doz. bunches.

Bananas—8½c per lb.

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

Butter—The market is a little higher. Local jobbers hold extra creamery at 30c in 63 lb. tubs and 31c in 40 lb. tubs. Prints 33c per lb. Jobbers pay 12c for packing stock, but the market is weak.

Cabbage—New from Louisville \$5.25 per crate.

Cantaloupes—Imperial Valley stock commands \$5.50 for ponies and \$6.50 for Standards.

Carrots—New from Illinois, \$2 per hamper.

Cauliflower—California, \$3.25 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 sack of 100.

Cucumbers—\$1.75 per doz. for Indiana or Illinois hot house; \$2 per doz. for home grown hot house.

Eggs—Eggs of good grade have been steady to firm during the week at the recent advance. Under grades not wanted are dull and weak. Local dealers now pay 20c 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 market is unchanged, evidently awaiting the possibility of another hot wave to take another jump. Sunkissed are now quoted as follows:

300 size, per box	-----	\$9.50
270 size, per box	-----	9.50
240 size, per box	-----	9.00

Choice are held as follows:

300 size, per box	-----	\$9.00
270 size, per box	-----	9.00
240 size, per box	-----	8.50

Lettuce—12c per lb. for leaf; Iceberg \$5.25 per crate.

Onions—Texas Bermudas, \$2.50 per crate for Crystal Wax and \$2.25 per crate for yellow.

Oranges—Fancy California Valencias have advanced 25c per box and will be advanced 25c more next week. They now sell as follows:

126	-----	\$6.50
150	-----	6.50
176	-----	6.50
216	-----	6.50
252	-----	6.25
288	-----	6.25
324	-----	5.75

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	-----	6.00
36s	-----	5.50
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. 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—Home grown command \$2.50@3 per crate of 16 qts.

Sweet Potatoes—Illinois kiln dried commands \$3.25 per 50 lb. hamper.

Tomatoes—Florida, \$1.65 per 6 lb. basket; home grown hot house, \$2.50 per 8 lb. basket.

Wax Beans—\$5 per hamper for Florida.

Water Melons—65@75c for Florida grown.

Essential Features of the Grocery Staples.

That the canned goods trade is gradually awakening to the fact that there was more truth than poetry in the deluge of short pack reports that recently hit the market is becoming more and more apparent in conversation with leaders in the field. While no future buying is reported, and from the financial looks of things seems impossible, jobbers, however, are reported as taking larger commitments of goods than before in anticipation of future conditions. Packers on the other hand, are averse to making future quotations and in some cases are not overenthusiastic for spot business, as they are beginning to believe that they will receive higher prices by holding.

Notwithstanding the frost of April the California crop of deciduous fruits looks likely to be at least 70 per cent. of normal. Cherries are lighter than last year and apricots are a short crop. The peach crop is under normal but is expected to be 3,000 cars. Pears will be between 4,000 to 5,000 cars, and prunes are about 65 per cent. In the Wenatchee valley of Washington the apple crop shows a fine outlook, with about 15,000 cars due to go out. The Yakima will have the largest crop of apples ever. The California grape yield was reduced about 30 per cent. by the frost, or to 70 per cent. of 1920. The commercial water melon crop in Florida will be lighter than last year, due to smaller acreage.

Sugar—The market is dull and featureless. Local jobbers hold cane sugar at 7.10c and Michigan beet at 7c. There will probably be no change in price when the tariff goes into effect. The growers and refiners having apparently agreed to absorb the 60c per 100 lbs. duty.

Tea—Tea is in fair demand without

price change, but with a somewhat stronger undertone. Fine teas are getting more attention than some time ago.

Coffee—The market shows but few changes. Santos 4's are a little higher, and other Santos grades in proportion, but Rios are about unchanged. Milds are quiet and fairly steady. The market has undeniably been very weak and exceedingly low for about all grades. Coffee would certainly be good property at present prices if there were any business.

Canned Fish—The canned fish market still continues generally quiet with trading light and buying on a hand-to-mouth basis. Advices from Maine state that sardine packers in the vicinity of Eastport and Lubec, as well as others scattered along the Maine coast, believe the only cure for the low prices and lack of demand prevailing for their product is to keep their factories closed until the stocks of goods now on hand are cleaned up and there is a material improvement in prices. Present prices for sardines are not only far below the cost at which the stocks were canned in 1920 but are materially below the cost of canning this season. Recent advances have been noted in the prices of certain materials required for packing, so that costs are now higher than was the case a few weeks ago. Cottonseed oil, which could have been bought for 45c per gallon on April 15, now costs about 60c per gallon delivered to the factories in Eastport. These figures are for carload lots, and smaller quantities would command a higher price. Considerable quantities of sardines have been moved during the last few weeks and certain classes of standard goods are now practically cleaned out of the hands of the Eastport packers. Some packers are now obtaining goods from others in order to fill their orders. In view of these above conditions, it appears probable that prices have about touched bottom. Stocks in the hands of wholesalers and retailers are believed to be low.

Canned Vegetables—Canned tomatoes still continue to lead other vegetables in activity although corn and peas have both been active.

Dried Fruits—Prunes have been well cleaned up locally, and, in fact, many other points inland, including Chicago, are in the same condition. Prices continue firm, however, although there is possibly shading where the quality of goods is not A1, although standard. Practically no apricots have been available during the week, having been for all practical purposes cleaned up. Thompson seedless raisins are in strong demand with the tendency toward cleaning up.

Corn Syrup—The steady tone of the market was maintained, although business was of limited extent.

Fruit Jars—It is time to look up the supply of fruit jars and accessories. The canning season is approaching and sometimes dealers will find they are short on rings, caps, jelly glasses, or pickling condiments.

Paris Green—Attention is called again to the fact that owing to the

short season for sale of Paris green there usually is a shortage at the factory and wholesale. The impossibility of estimating requirements exactly is the reason. It generally runs from June 15 or 20 to July 10 to 15.

Olive Oil—The tariff question still continues to confuse the olive oil market. What California can do politically with the permanent tariff is a cause of worry to the local trade.

Olives—Business continues light with buying on a hand-to-mouth basis.

Molasses—Stocks of New Orleans grades are practically exhausted, while by comparison with the demand there are plentiful supplies of Porto Rico and Barbadoes, prices for which favor the buyer. Blackstrap is dull and easy.

Rice—Recent strength in the rice market, the outcome of strengthening in the Southern markets, continued to manifest itself during the past week into evidences pointing to a general forward movement. Business was generally better with a brighter outlook taken generally regarding conditions.

Tapioca—The market is quiet but firm in sympathy with conditions existing in primary markets.

Starch—Business continues quiet with buying on a hand-to-mouth basis. Prices remain unchanged.

Spices—There is a fair demand for the principal commodities, with interest centering in pepper, as heretofore, but as a rule, orders are for small lots. With stocks abnormally light and import costs increasing prices continue to harden all along the line.

Clothespins—The Diamond Match Co. is putting on the market at the present time, through the jobbing trade, two new products of unusual interest: The first, Diamond brand toothpicks, made of selected white birch, especially processed so that each separate toothpick is highly polished, free from splinters and of clear, white wood. These toothpicks are put up in boxes, printed in three colors, retailing for 5c and 10c. The Diamond Match Co. is also marketing a clothespin of clean, clear, selected white birch, made to accurate four inch measurement and of a thickness such as to make it strong and serviceable. It is put up in a blue carton containing two and one-half dozen pins, retailing for 15c. The Diamond Match Co. trade mark appears conspicuously on both packages and identifies them with Diamond matches, which are universally known.

Cheese—The market is dull and the market is in buyers' favor. The whole undertone of the cheese market is soft.

Nuts—The nut market is generally quiet, with business light, trading being on a hand-to-mouth basis. Practically no activity is reported in any of the specialties, although Brazil nut arrivals in this country is heavy.

Provisions—The whole line of provisions is about steady, all prices on a very moderate basis.

Salt Fish—Mackerel remains unchanged and still dull. Prices are normal, with a rather soft undertone.

THE TWENTY-SEVENTH TIME.

Annual Meeting of U. C. T. at Jackson.

Grand Rapids, June 8—The 27th annual session of the Grand Council of Michigan of the United Commercial Travelers of America came to a successful close with the setting of the sun Saturday, June 4.

A large number of the delegates, their wives and friends, had assembled in Jackson early Thursday evening. Thursday afternoon, June 2, the Secretary-Treasurers Association of Michigan held a very successful and instructive meeting. The Grand Executive Committee had its meeting in the early evening and closed up the work of the year 1920-21 and after the checking up of the Grand Secretary and the Grand Treasurer by the Grand Finance Committee these different committees laid aside cares for the evening; in fact, until the wee small hours of Friday morning the time was given over to visiting and dinner parties by different bunches assembled together, either in their rooms or in the cafes of the city.

Promptly at 9 o'clock Friday morning, June 3, after being satisfied that all present were councilors and the invocation was given by the Grand Chaplin, J. H. Belknap of Bay Council No. 51, Grand Councilor H. D. Ranney, with a rap of the gavel, declared the 28th annual session duly opened.

Grand Councilor Ranney then appointed the following convention committees: Order of Business—M. S. Brown, Saginaw Council, No. 43; C. C. Starkweather, Cadillac Council, No. 143; John A. Hach, Coldwater Council, No. 452.

Mileage and Per Diem Committee—E. L. Blank, Saginaw Council, No. 43, B. E. Dewey, Jackson Council, No. 57, R. A. Grant, Hillsdale Council, No. 116.

Credentials Committee—George Bayless, U. P. Council, No. 156; R. J. Sullivan, Port Huron Council, No. 462; H. Northway, Owosso Council, No. 218.

State of the Order Committee—M. J. Howarn, Cadillac Council, Detroit; Harry D. Hydorn, Grand Rapids Council, No. 131; E. P. Turner, Bay Council, No. 51.

Committee on Resolutions—E. A. Welch, Kalamazoo Council, No. 156; Lou J. Burch, Cadillac Council, No. 143; J. M. VanderMeer, Grand Rapids Council, No. 131.

Necrology Committee—D. J. Riordan, Lansing Council, No. 305, E. P. Monroe, Muskegon Council, No. 404, George Fleetham, Cadillac Council, No. 143.

Charters and Dispensations—J. P. Kennedy, Escanaba Council, No. 616; C. C. Schoen, Adrian Council, No. 420; J. L. Curtis, Coldwater Council, No. 452.

Press Committee—T. J. Hanlin, Jackson Council, No. 57; O. M. Leidein, Saginaw Council, No. 43.

Sample Case and Tradesman Committee—John D. Martin, Grand Rapids Council, No. 131; A. J. MacEachron, Cadillac Council, No. 143.

The first report to be made was that of Grand Councilor H. D. Ranney. The report was complete in every detail, giving all of the official visits he had made during the year just closing. It showed the largest increase in membership during the entire existing life of the Grand Council of Michigan. Grand Councilor Ranney's report also contained his report on the instituting of the baby council in Michigan, located at Escanaba, in the Upper Peninsula. This Council was organized with the charter list of sixteen members, which by me is considered quite a small list, but the rapid growth of this Council has fully carried out the very optimistic ideas of the boys from across the Straits that if once given a start they could build up a good Council at Escanaba, which was justified by their showing a membership of seventy-five at the close of the year. The total membership of the Michigan Grand Council is 4,609 members, all good and true. The numerical record of the fiscal year which closed March 31 showed a net gain in Michigan of 718 members, which places Michigan in the rank among the six largest Grand Council jurisdictions in the United States. Pennsylvania Grand Jurisdiction holds first place; Minnesota, second; New England, third; Ohio, fourth; New York, fifth; Michigan, sixth. A standing that all members of the United Commercial Travelers in Michigan are justly proud of.

Following the report of Grand Councilor H. D. Ranney came the report of Grand Secretary Morris Heuman, which is always concise, yet complete in every detail.

Grand Councilor Ranney then announced the reading of the Grand Treasurer's report, which brought a tinge of sadness to all assembled, for just one year ago at the convention in the city of Detroit one of the good members of Traverse City Council—one who was loved by all who knew him—was elected for the first term to the very important and responsible office of Grand Treasurer. In this election he won over a very strong opponent, B. N. Mercer, of Saginaw. Less than thirty days before the time arrived for Grand Treasurer Harry Hurley to make his first annual report, he was called to take a trip from which no traveler ever returns and it was this thought going through everybody's mind that brought sadness and tears to many eyes. During the long sickness of Grand Treasurer Hurley the work was ably taken

care of by Archie B. Jourdan, a member of Traverse City Council, No. 361. The report as read by Brother Jourdan was perfect in all details and duly accepted. The report showed that the finances of the Grand Council were in the best condition they had ever been.

Grand Organizer, B. N. Mercer (Mayor of Saginaw), was then called on for his report, which was given verbally, short and to the point and was to the effect that in the beginning of the administration of Grand Councilor Ranney he advised him to use his line officers, which was done during the entire year with great success and cost much less money than having a young traveler from a distance to all of the different local councils.

The different committees which were appointed in the morning session began bringing their reports and most all matters were pretty well cleaned up too.

Election of officers was taken up at 4 p. m.

The first officer as announced to be elected was that of Grand Councilor, Grand Junior Councilor A. W. Stevenson, of Muskegon Council, No. 404, was nominated and seconded for the office of Grand Councilor. Immediately a motion was made to suspend the rules and the tellers were instructed to cast the unanimous vote of the convention for A. W. Stevenson as Grand Councilor for the ensuing year.

H. D. Bullen of Lansing Council, No. 5, who has filled the office of Grand Page for the last year was nominated and elected by acclamation to the office of



A. W. STEVENSON, Grand Councilor.

Grand Junior Councilor and the same proceeding was taken by electing Grand Councilor H. D. Ranney to the office of Grand Past Councilor.

The next officer to be elected was Grand Secretary and bang right off the bat Morris Heuman, of Jackson Council, No. 57, was elected to succeed himself for the "steenth" time. He has been there so long that we have lost the count. Morris says he doesn't want the office, but it has been quietly whispered about that Mrs. Heuman says that if Morris was ever defeated she does not believe she could live peacefully with him.

The next officer to be elected was to fill the vacancy caused by the death of Grand Treasurer Harry Hurley and here began the first contest of the convention. The good friends of Archie Jourdan, of Traverse City—and he had many good friends at the convention—placed his name in nomination for the office of Grand Treasurer. This nomination was seconded by two or three different delegations. The name of Ben Mercer, of Saginaw, who was a candidate last year to the convention for the office of Grand against Harry Hurley was then put up Treasurer and there being no further nominations, the convention proceeded to secret ballot, in which Ben Mercer was duly elected.

The next officer to be elected was that of Grand Conductor, George E. Kelly, Grand Sentinel, a member of Kalamazoo Council, No. 156, was nominated for the office and again the rules were suspended and the tellers instructed to cast the unanimous vote for George E. Kelly for the office of Grand Conductor. The same proceedings followed the election of Grand Sentinel, C. C. Carlisle, U. P. Council, Marquette, to the office of Grand Page.

The Grand Councilor then announced that nominations were in order for the office of Grand Sentinel. Any Past Senior Councilor being eligible everyone knew there was going to be some contest for this office; in fact, there is every year this same contest, because it is the one office that a new man is elected from the floor and a conceded fact that if he makes good his first year he will pass up through the different chairs one step higher every year until he reaches the point where he is proclaimed a Past Grand Councilor. There were three nominations made for this office of Grand Sentinel, consisting of Stanley J. Hitchings, Detroit Council, No. 9; F. J. Penske, of Bay Council, No. 51, and L. C.

Pilkington, of Grand Rapids Council, No. 131—no, dear reader, "Pilk" didn't know about this at all, but it was framed up by his friends at the convention. The other two men have been in the field for some time during the past couple of years and in the face of this we can tell you that the Grand Rapids candidate made an excellent showing for a twelfth hour candidate for whom no work or gun chewing had been done previous to the time of presenting his name to the convention. It required two ballots to decide this contest, which resulted in the selection of F. J. Fenske, of Bay Council, No. 51, and the tellers announced the ballot showing that Mr. Fenske was elected.

Two members of the Grand Executive Committee, W. M. Kelly, of Jackson Council, No. 57, and Homer R. Bradfield, of Grand Rapids Council, No. 131, were nominated and elected by acclamation to succeed themselves on the Grand Executive Committee.

The election of delegates to the meeting of the Supreme Council that opens in Columbus on June 28 were as follows: A. W. Stevenson, Muskegon Council, No. 404; H. D. Ranney, Saginaw Council, No. 43; M. H. Howarn, Cadillac Council, No. 143; W. S. Lawton, Grand Rapids Council, No. 131; E. A. Welch, Kalamazoo Council, No. 156; John A. Hach, Coldwater Council, No. 452; Samuel Rindskoff, Detroit Council, No. 9; A. J. MacEachron, Cadillac Council, No. 143; James E. Burtless, U. P. Council, No. 186, Marquette; J. Q. Adams, Battle Creek Council, No. 253.

The newly-elected Grand officers were then duly installed in a very impressive manner by Past Grand Conductor C. C. Starkweather, of Cadillac Council, No. 143.

Grand Councilor A. W. Stevenson being escorted to his station then made appointments for the coming year, choosing his good friend, P. Monroe, of Muskegon Council, No. 404, to the office of Grand Chaplin.

He then made the appointments of his standing committees for the year.

Legislative Committee—Lou J. Burch,



BEN MERCER, Grand Treasurer.

Cadillac Council, No. 131; E. A. Dibble, Hillsdale Council, No. 116; W. J. Devereaux, Port Huron Council, No. 462.

Hotel, Buss and Baggage Committee—John D. Martin, Grand Rapids Council, No. 131; E. C. Spaulding, Flint Council, No. 29, D. J. Riordan, Auto City Council, No. 305.

Railroad and Transportation Committee—D. C. Reynolds, Kalamazoo Council, No. 156.

Two invitations were extended for the convention of 1922. One was from Flint and the other one from Muskegon, both accompanied by very strong invitation from the municipal boards of the cities, as well as the local councils, and it was necessary to resort to a vote, which resulted in the selection of Muskegon, this being due largely to the very good feeling the boys all have for the newly-elected Grand Councilor A. W. Stevenson, whose home is in Muskegon.

The business of the session being concluded the meeting was duly closed in the name of unity, charity and temperance to all mankind and the best wishes for the families and friends of all assembled.

Ye scribe not being a stenographer and there being no stenographer present to take down all the details of this important meeting, begs indulgence for any errors or omissions. All notes were hastily written, and to be frank and candid some of them were unreadable after they got cold. Much of this report has been given from memory and as there were many duties of brotherly love to be performed during the evening of Thursday, and extending on down very near to the time when the robins began to chirp in the early morning of Friday, June 3. Some of these duties consisted of helping to keep company with our good friend, Ben Mercer, and keep cold applications on his swollen foot that was paining him; also in another part of the

hotel applying hot bandages to Brother MacEachron's head, as well as trying to keep Cliff Starkweather's mind off the great important subject that seemed to be troubling him, "I want a red automobile." Our noodle may not have been in as clearly a receptive mood at the time of this meeting Friday as it might have been were it not for the aforesaid duties of brotherly love.

John D. Martin.

Items From the Cloverland of Michigan.

Sault Ste. Marie, June 8—The hotel at Albany Island is now open to the public and it is reported that the fishing is good and the famous whitefish dinners are ready for the tourists and the traveling public. Mr. and Mrs. Spence Hill, the proprietors, expect to do a large business this year.

Charles DePaul, the well-known movie man here, has purchased the Princess theater, on the Canadian side for \$25,000, which he will conduct in connection with the Dreamland theater in the American Soo. Mr. DePaul is very optimistic about the future of his home town and our Canadian border city.

The Michigan Forest Products Co., at Strong's, has started up the mill again last week which has been closed since April 1. It is believed by officials of the company that there will be no reason for the mill not running steadily from now on. Shipping conditions appear to be picking up, which is a good indication for Cloverland.

It takes a pretty conscientious fisherman to admit that what he likes about it is "not working."

Clarke Ladd, well-known fisherman of Brimley, has purchased the Wenzel saw mill, which has been removed to Bay Mills and will be in operation about July 1, employing about thirty men to start. The mill will turn out shingle, lath, flooring and lumber. Enough timber was cut last winter by jobbers for Mr. Ladd and by the Murray Bros. Company to run the mill for the whole season and both hard and soft wood logs are now being taken to Bay Mills. It is about ten years since Bay Mills has had an industry of this kind and it will mean much to the inhabitants.

A. H. Eddy, one of the Soo's prosperous grocers, has purchased a valuable piece of real estate on Ashmun street, formerly known as the Osborn

Safety of Principal and Interest

Ease of Collection of each when due

These are the essentials of a proper investment

Regent Theatre

FIRST MORTGAGE SERIAL 7% GOLD BONDS cover these requirements

A Circular on request with some interesting information as to the progress of this Theatre.

INTERSTATE SECURITIES CORPORATION

431 KELSEY BUILDING GRAND RAPIDS, MICH.

House. Whether or not Mr. Eddy is going to build a new building or remodel the old building has not yet been announced.

"Even when a man pays cash for an electric battery, he wants it charged."

Some energetic Detroit newspaper reporter published a somewhat misleading account of the closing of Nick Miller's store, giving the public the impression that Mr. Miller was now at some insane asylum. This was an injustice to Mr. Miller, who is at present visiting his brother, who is Mayor of Gladstone. The facts of the case are that about one year ago

Mr. Miller entered into the grocery business with only a small working capital. After a severe loss by robbery a short time ago, he found conditions impossible and turned the keys of his establishment over to a local attorney and assigned the goods over to his creditors. It is understood the creditor's loss will be small.

Thomas Chandler, recently appointed manager of the Soo Machine & Auto Co., and also B. B. King, the electrician, have disposed of their stock interests and tendered their resignations, while Robert Morrison, the former manager, has returned to resume the management.

Wm. McRae, of Bingham avenue, is contemplating the opening of a fruit store on West Portage avenue, opposite the Park Hotel, where he will sell fruits, ice cream and cigars. Mr. McRae has spent his entire life in this city and his numerous friends wish him success.

"The assistance of one's friends is seldom satisfactory. The best plan is not to require it."

William G. Tapert.

If you want to imitate the other fellow, go to it, but don't expect to duplicate his success.

Perhaps He Is a Citizen of the World.

Harrison Parker is certainly a very evanescent individual. When thrown into bankruptcy in the Federal court here, a month or two ago, he claimed to be a resident of Muskegon. In signing the incorporation papers of the Michigan Grocery Co-Operators of America on May 21, he claimed to reside at 220 East Walton Place, Chicago. While in the Tradesman office less than a month ago he claimed that his place of residence was Fruitvale.

PETOSKEY TRANSPORTATION COMPANY

CAPITAL STOCK

100,000 Shares 8% Cumulative Preferred Stock

100,000 Shares Common Stock of No Par Value

INTELLIGENT INVESTING

CONSISTS IN INVESTING IN AN ENTERPRISE ONLY AFTER HAVING WELL SATISFIED YOURSELF BEYOND A DOUBT THAT THE ENTERPRISE IS SAFE, WILL BE ABLE TO MAKE A SUBSTANTIAL NET EARNING, HAS A FUTURE, AND HAS HONEST AND CAPABLE MANAGEMENT.

SAFETY

Given Good management, any enterprise that can make a substantial net earning must be considered safe. Security alone back of your investment does not make for safety. Safety must mean more than mere safety of your principal. It must also mean certainty of the ability of the enterprise to make substantial returns on your investment. In this respect no enterprise could be more favorably situated than the Petoskey Transportation Company.

SUBSTANTIAL EARNINGS

The Petoskey Transportation Company is under contract with the Petoskey Portland Cement Company to deliver cement and crushed limestone for the latter concern, and haul coal from Toledo and other lake ports to the plant of the Petoskey Portland Cement Company. This guarantees sufficient tonnage to keep the boats of the Petoskey Transportation Company running at maximum capacity during the entire navigation season. Any boat company, with all the tonnage its boats can carry is in a position to make a very substantial net earning.

After taking care of all operation expenses and depreciation, the total net earning available for dividends is over \$175,000. This is more than twice what is required to pay 8% on its \$1,000,000 preferred stock, and thus a very good earning will be made on the common stock.

In arriving at this net earning, operation costs were calculated on a basis far above the present level of costs. Many lake captains and others experienced in boat operation declare that the Petoskey Transportation Company is in a most favorable position to make a very large earning.

The Company's first boat of 1,000 tons carrying capacity has already been in operation for three weeks. During that time it has produced a net earning of more than enough to take care of the July 1st dividend on the Company's outstanding preferred stock. This is especially significant because such outstanding preferred stock is more than four times the cost of the boat. The boat will have four more weeks' earnings to its credit on July 1st.

ITS FUTURE

The use of cement is only in its infancy. The demand for cement for construction is growing by leaps and bounds.

Being located right on the lake, the Petoskey Portland Cement Company will always have a large and ready market for its cement and crushed limestone in all Great Lakes markets. This same fact means a long life for the Petoskey Transportation Company. It will always have all the tonnage that its boats can carry. It has no competition. It will have as long a life as the Petoskey Portland Cement Company, and from the fact that the Petoskey Portland Cement Company owns sufficient raw material to produce 5,000 barrels of cement per day for over 100 years, and in addition sell hundreds of thousands of tons of crushed rock each year, it is evident that the Petoskey Transportation Company has a long and bright future.

HONEST AND CAPABLE MANAGEMENT

Every wise investor knows that management is a very important factor entering into the success of any enterprise. The men composing the Board of Directors of the Petoskey Transportation Company are men of proven integrity and ability.

The public knows that it can depend upon the management of the Petoskey Portland Cement Company. They accomplished what many thought was impossible.

These same men are on the Board of Directors of the Petoskey Transportation Company, together with other men of equal business ability and integrity. They can be relied upon to produce results. They are all men of the square-deal stamp.

Now is the time to investigate this enterprise and act.

With every ten shares of preferred stock at \$10.00 per share can be purchased five shares of the common stock at \$1.00 per share.

Write for particulars.

F. A. SAWALL COMPANY

313-314-315 Murray Building

GRAND RAPIDS, MICHIGAN

Citizens 62209

Bell M. 3596

Gentlemen:

I am interested in an investment in the Petoskey Transportation Company.

Without any obligation on my part, send me all particulars regarding the Company.

Yours truly,

Name _____

Address _____

GENERAL CONDITIONS FAIR.

There would seem to be no excuse nowadays for ignorance on the condition of things in the business world. Aside from the informed, even though at times prejudiced, statements being made at hearings in Washington and the more or less formal reports presented at industrial and trade conventions every week or so, there are the opinions of no end of salesmen, buyers and travelers of one kind or another who are constantly voicing their better or worse considered views based on experiences or on what has been told them. Latterly, too, men in particular lines, like those handling credits have assumed to speak in tones of authority on the subject under discussion as well as on every other one under the sun except, perhaps, the Einstein theory, which they do not as yet claim to understand. The banking interests have also been issuing reviews of trade conditions for some time past as an adjunct to their general financial surveys. In these are given a number of data concerning prices, wages and cost of living, production, exports and the volume of wholesale and retail trade. These reviews are made by the Federal Reserve agents in the various districts, by the Federal Reserve Board and by a number of the larger individual banks. The information made available in these divers ways, although incomplete and without the stamp of official authority, is of value in determining general conditions. Where there is agreement among all of those heard from on any essential point, it is safe to take it for granted that the case is made out on that point.

Discrepancies are noted in the reports from different sections. The country is so large and its interests are so varied that, for limited periods, there may be a large measure of prosperity in one district while the reverse is the case in another. In the long run, however, things tend to even up, and there is no such thing as good times in one portion of the country and hard times elsewhere. It is also just beginning to dawn upon some persons that something similar applies to the whole world and that it is folly to expect that anything like normal conditions can come here unless the countries overseas perform their customary share of production and consumption. Demand for products grows with the urge and the ability to get them. Development of trade has resulted from the multiplying of wants. The African savage, whose only garment may be a breechcloth and whose habitation is a thatched shack, does not make much of a customer. When he was set to growing things or collecting articles which foreigners could find use for, he received in exchange money to swap for more comforts or conveniences, or else articles which he was taught to use to secure those results. But the great bulk of trade has always been with the more civilized peoples whose wants are large and keep growing with every new development in science and industry. The hard blow to foreign trade is now that the peoples of that kind are not able to pay for what they want and are accustomed to have. So they are

obliged to drop some of their wants, while trade suffers.

PROSPECT OF COTTON CROP.

Not much attention was paid to the Census Bureau's report of the condition of cotton, as of May 25, made public last Thursday. It is the first report of the season, and has not much value except for statistical purposes. All it gave, furthermore, was percentage of condition which, while low, is still a little higher than was the case a year ago. Those who calculate on a 30 per cent. reduction in the acreage planted to cotton this year are figuring on a crop not to exceed 8,000,000 bales, against one of 13,216,942 last year. This is all pure guesswork, of course, since no one is certain of what reduction has been made in acreage and no one can predict what the yield will be. Weather conditions and the boll weevil have yet to be taken into account. It is noteworthy, however, that the yield per acre remains fairly constant. Last year it was 178.4 pounds or a little over one-third of a bale. In the quantity calculations no account is taken of quality. Last year, from all accounts, the amount of low grade cotton was especially notable. Proper selection of seed and more careful cultivation would not only turn out cotton commanding a higher price, but would result in greater production. An increase of 20 pounds per acre, even on two-thirds of last year's acreage, would mean an extra million bales. Prosperity to the cotton growing interests lies rather in getting out more and better product than in curtailment, but the industry has to be better organized and more intelligently conducted than it is.

No material change has occurred in mill conditions during the last week excepting the strike in certain Southern mills. This may have a tendency to firm up prices because of the restriction of production. The gray goods market has shown signs of activity with prices well upheld. Yarns have also been firmer. There are many evidences of greater stability in cotton fabrics in general than there have been in some time. In underwear there is a steady call for Fall goods, although no urgency is shown.

BRANDING BILL TO FAIL.

A Senate sub-committee in Washington has been listening during the last week to the arguments of those who favor and those who oppose the so-called Truth in Fabric bill. Nothing very novel was brought out at the hearings, but it was noteworthy that nothing was said as to the alleged vast quantity of re-worked wool that was being used in the domestic mills. On previous occasions the amount was put down at some billions of pounds, and this was shown to be such an absurdity that it "queered" the whole argument. The movement to compel the branding of fabrics so as to show the percentages of virgin wool is backed by certain politicians catering to the farmer vote and by a firm of woolen goods manufacturers who find it a good method of advertising their wares. Every one familiar with woolen fabrics and garments knows that the mere fact of a cloth being made wholly of virgin wool

does not make it more serviceable or better in appearance. Some standard fabrics, such as Clay diagonals and the like, contain a percentage of re-worked wool. Certain virgin wools make cloths which do not look well or wear well. Some of the best of English woollens, which persons are only too glad to pay high prices for, have a certain amount of reworked wool in their composition and are the better for it. To put an official stamp of inferiority on such fabrics would be simply an absurdity. The wool growers who have been led into backing the movement by the plea that the enactment of the bill in question would help lift the price of their product, ought to know that the amount of reworked wool used is less than 10 per cent. of the total consumed in domestic mills and that any slight cut in that amount could hardly be of advantage to them.

EVIDENCES OF FRUGALITY.

Before taking inventory, a number of the jobbing houses in the Middle West have been holding clearance sales. The concessions made in dry goods have not been very marked but, despite this, the business done has been quite satisfactory. Purchasers at these sales did not plunge in their buying, but their actions seemed to indicate that stocks of seasonable goods are low in retailers' hands. Their way of buying under the circumstances afforded as good an indication as any of the course of trade. Considerable business at retail is passing, but it is not up to expectations, and price concessions are called for. Those merchants, who realize most fully that the era of extravagance has passed and cannot be revived and who act on that assumption, are the ones most likely to secure the great bulk of the business going. Profits, furthermore, must now be reckoned in terms of turnover, and this means quick selling of goods and carrying small stocks. Cutting down of overhead charges and the dispensing with costly but unnecessary services are also called for and are being put into effect. More persons than ever before are now buying on the "cash and carry" system where this means a saving of money. The thrift idea has taken root solidly and will not be soon dislodged. It was with this in view that the management of a large department store wrote the other day warning makers of women's wear not to hoist prices, because this would send buyers to the fabrics' department to secure supplies for home dressmaking. Many have been driven to this, not only because of the high cost, but on account of the extravagance of the styles which have been put out. There are still many women old-fashioned enough to object to walking outdoors in ballet costumes.

WOOLS AND WOOLENS.

Abroad, the public sales of wool during the week just past have shown rather keen bidding and fairly strong prices. In New Zealand this has been particularly the case. Germany is appearing more of a buyer in the world's markets and is said to have acquired a lot of the Uruguayan product. In this country, the enactment of the

Emergency Tariff act with its high duties on wool has inspired more confidence in the holders of stocks of the material, although no change for the better in prices has been noted. Western growers are sending in their clips for this Spring on consignment as a rule, but they have been doing some selling also. How much pooling of wool there has been and how much of what there was by the producers themselves is somewhat difficult to estimate. The steady operation of the woolen mills at what is said to be about four-fifths of their capacity is a point in favor of keeping prices steady, despite the big stocks on hand. The Government will sell at auction on June 23, about 5,000,000 pounds of its stock, mostly low grade.

With the settlement of the strike in the clothing industry and the similar result of the disputes in the garment trades, the outlook has become better for a continuance of the activity on the part of the producers of fabrics. It means that, with lower production costs of garments assured, the chances for better business in disposing of them. Less will be heard from now on of the need of increasing prices for the Fall season. The next lightweight season will not open formally for some weeks as yet and prices for that may be affected by the tariff on wool and woollens.

CO-OPERATIVE COLLAPSE.

Trade associations generally will some day wake up to the realization that if the wholesale grocer is really a necessity or an economy, as he claims, he need not have an attack of "conniptions" every time anybody starts a buying exchange or other co-operative institutions. The sole fate of the wholesaler and retailer rests upon economic efficiency and nothing else. If the wholesale grocer is what he claims to be he need not fear the new institutions, punctured as they are with uneconomic theories, and if he is not he might as well realize he is doomed anyway.

A close observer of such experiments is likely to become convinced that the wholesaler is an economic factor not easily displaced. Scores of irregular functioning concerns have started with a blast of trumpets, only to quietly sink out of existence through receivership, liquidations or bankruptcy, and very few actually reached the point of success.

The latest illustration of a collapsed bubble is reported from Los Angeles, where the Los Angeles Grocery Company, which for a long time defied the economic onslaughts of "legitimate" competition, has thrown up its hands and begged its creditors to accept 75 per cent. in full settlement of all claims. The concern had every appearance of flourishing during goods times, but the moment adversity appeared it collapsed, and its manager in a formal statement frankly admits that "its stockholders have reached the end of their resources." Not only the capital put in, of \$50 a share, was lost but also an assessment of \$15 per share ordered to stem the adverse tide has gone with it.

HORACE PORTER.

Following closely upon the death of Gen. Fancis Vinton Greene, that of Horace Porter reminds us how short is growing the roll of eminent veterans of the Civil War. Gen. Porter was one of the youngest of the West Pointers who made so splendid a record, being entitled to call himself a brigadier at twenty-eight. He will be remembered for a long list of services in civil life, the most important being his seven years as Ambassador to France. Although these years covered the Spanish War, when Latin sympathies were not with us, Gen. Porter won the warm regard of the French.

But in the public mind Porter has probably always been thought of first as the trusted intimate of Grant. He was Grant's executive secretary during the General's first term as President, and constantly with him, even in the summer vacation. He had been Grant's aid in the closing months of the Civil War, and from his pen we have the most graphic account of Appomattox. It was Porter who recorded most fully Lee's request that the Southern cavalymen and artillerists be allowed to keep their horses, the ensuing colloquy, and Lee's declaration that Grant's generosity would have a happy effect on the army. It was he who jotted down the words in which Grant stopped the cheering that broke out on the Union side: "The rebels are our countrymen again, and the best sign of rejoicing after the victory will be to abstain from all demonstrations in the field." His death snaps the last personal link with that dramatic scene.

An up-to-date furnishings department will encourage and guide women in buying what will lighten housework and make it more attractive. One successful manager prides himself on making his department very cheerful and as artistic as his utilitarian merchandise will permit. Good lighting and ventilation, open aisles, clean merchandise attractively arranged, new things on special display, and cordial salespeople are features of his department. All this will attract the women who hate housework. This manager also concentrates on the thrifty housewife and for her equips his department with everything in the line of household goods reasonably priced. For the domestic science expert he must have the latest things out, and they must be thoroughly and convincingly demonstrated. In no other department is demonstration so natural and necessary. For this reason the success of the department depends on the helpful service rendered by the selling force. They must know their goods and its uses. They must believe in it and be interested in showing it. The intimate relation of the salesperson who knows and takes a personal interest in the customer's home affairs fits in with the department.

If you are to sell your line successfully, you should know its disadvantages as well as its advantages, know the weak points as well as the strong points.

Why You Should Buy in Grand Rapids And From Us Particularly

1. We sell only **QUALITY** merchandise. "QUALITY IS REMEMBERED LONG AFTER THE PRICE IS FORGOTTEN."

2. **OUR PRICES** are as low as any and in many cases lower. In many lines of merchandise the **PRICE** is uniform all over the United States and as one of the mill distributors, **OUR PRICES** are same as other distributors. We often have **SPECIALS, JOBS, BROKEN LOTS** or **CLEAN-UPS** which are especially priced and which you can buy from us at all times, either from the salesmen or in the House and particularly on **CITY DAY** which is **EVERY TUESDAY**. In addition to our **PRICES** being as low or lower than others, we call your attention to the following schedule of freight rates, the prices given being on the basis of 100 pounds. By estimating what your purchases weigh and figuring your location on the basis of this schedule, you will be able to see how much money you can save in freight by buying from us.

Cost per 100 lbs. of dry goods to	From Grand Rapids	From Detroit	From Chicago	Cost per 100 lbs. of dry goods to	From Grand Rapids	From Detroit	From Chicago
Holland	.42	.80 1/2	.91 1/2	Kalamazoo	.53	.74	.70 1/2
Muskegon	.48 1/2	.84 1/2	.84 1/2	Cadillac	.70	.91 1/2	1.01
Grand Haven	.47	.83	.80 1/2	Traverse City	.81	.99 1/2	1.07 1/2
Ludington	.72 1/2	.97 1/2	1.01	Niles	.63	.80 1/2	.59 1/2
Benton Harbor	.62	.86 1/2	.65	Battle Creek	.56	.70	.74
Manistee	.75 1/2	.98 1/2	1.01 1/2	Sturgis	.61	.74	.68 1/2
Ionia	.47 1/2	.83	.80 1/2	Owosso	.59	.59	.94 1/2
Charlotte	.55	.65 1/2	.86	Jackson	.62 1/2	.58 1/2	.70 1/2
Boone Falls	.87 1/2	.97	1.14	Flint	.65	.58 1/2	.91 1/2
Petoskey	.91 1/2	.99	1.14	Saginaw	.72	.65 1/2	.94 1/2
Lansing	.55 1/2	.62	.87 1/2	Bay City	.74	.65 1/2	.94 1/2
Alma	.62 1/2	.68 1/2	.93	Ann Arbor	.70	.48 1/2	.84 1/2
Coldwater	.69	.70	.74				

3. **WE SHIP THE DAY THE ORDER IS RECEIVED.** In addition to excellent shipping service from Grand Rapids, which the Wholesalers of Grand Rapids are continually trying to better, especially through transfer points, there are many Truck Lines running out of Grand Rapids which it will pay you to patronize, if you want quick delivery.

LINES RUNNING NORTH OF GRAND RAPIDS

Town	Name & Location of Truck-Line	Schedule of Service	Freight must be delivered to them by
Belding	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	1:00 P. M.
Sand Lake	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	11:00 A. M.
Bostwick Lake	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	1:00 P. M.
Pierson	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	11:00 A. M.
Howard City	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	11:00 A. M.
Cedar Springs	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	11:00 A. M.
Rockford	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	11:00 A. M.
Kent City	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	11:00 A. M.
Sparta	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	8:00 A. M.
Casnovia	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	8:00 A. M.
Bailey	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	8:00 A. M.
Grant	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	8:00 A. M.
Newaygo	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Twice weekly	8:00 A. M.

LINES RUNNING WEST OF GRAND RAPIDS

Muskegon	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	12:30 P. M.
Nunica	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	12:30 P. M.
Grand Haven	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	12:30 P. M.
Denison	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	12:30 P. M.
Spring Lake	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	12:30 P. M.
Coopersville	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	12:30 P. M.
Ferrysburg	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	12:30 P. M.
Allegan	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	12:30 P. M.
Martin	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	10:30 P. M.

LINES RUNNING SOUTH OF GRAND RAPIDS

Hastings	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	7:30 A. M.
Zeeland	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	1:30 P. M.
Holland	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	1:30 P. M.
Charlotte	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	10:00 A. M.
Nashville	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	10:00 A. M.
Vermontville	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	10:00 A. M.

LINES RUNNING EAST OF GRAND RAPIDS

Orleans	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	1:00 P. M.
Gratton	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	1:00 P. M.
Greenville	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	8:30 A. M.
Smyrna	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	1:00 P. M.
Clarksville	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	9:30 P. M.
Lake Odessa	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	9:30 P. M.
Ada	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	11:30 A. M.
Ada	Allen's Freight & Express Line, 750 S. Union, Grand Rapids, Mich.	Daily	12:00 A. M.
Lowell	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Lowell	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Lowell	Allen's Freight & Express Line, 750 S. Union, Grand Rapids, Mich.	Daily	12:00 A. M.
Saranac	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	11:30 A. M.
Saranac	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	11:30 A. M.
Saranac	Allen's Freight & Express Line, 750 S. Union, Grand Rapids, Mich.	Daily	12:00 A. M.
Ionia	United Trucking Co., Lansing, Mich.	Twice weekly	12:30 A. M.
Ionia	Allen's Freight & Express Line, 750 S. Union, Grand Rapids, Mich.	Twice weekly	12:30 A. M.
Ionia	Associated Truck Lines, 549 Alabama Ave., Grand Rapids, Mich.	Daily	12:30 A. M.
Detroit	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Ypsilanti	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Ann Arbor	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Dexter	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Pinckney	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Gregory	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Stockbridge	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Mason	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Brighton	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Howell	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Fowlerville	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Webberville	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Williamston	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Lansing	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Grand Ledge	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.
Portland	United Trucking Co., Lansing, Mich.	Twice weekly	12:00 A. M.

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

Hot Weather Footwear.

Written for the Tradesman.

The ideal hot weather shoe should provide the maximum of ventilation and the minimum of weight consistent with adequate foot protection and serviceableness; in other words, it should be a suitable, comfortable shoe for hot weather.

Everybody owes it to his feet to keep them as cool and comfortable as possible during the hot weather period. One can work better with his hands or his brains when his feet are comfortable. There is a vital connection between foot comfort and efficiency.

Lighter footwear for summer is quite as important—in fact, even more important—than lighter underwear. One who wears his heavy winter shoes on into the hot weeks of summer has a mistaken idea of comfort. Let your feet breathe. Get out of your hot, stuffy winter shoes into comfortable summer weight shoes. Let your feet take a vacation even if you must stay on the job. Give your feet a refreshing change and your whole body will be full of comfort; also you will feel more fit.

Summer Footwear of Many Kinds.

Of summer footwear there is no end. Every conceivable purpose, sport or summer pastime apparently has been anticipated and provided for by the prolific producers of summertime footwear. For golfing, tennis, baseball, cross-country hikes, fishing, outing, week-ending at stylish resorts, and what not—your shoe dealer can supply you with just the kind of summer footwear you need.

More and more hot weather footwear is being worn. People are coming to see that it is worth while. It isn't that the shoe manufacturers and dealers have gotten together and said, "Go to it now, let us spring something different on the consumer of shoes; let us make some new types and call them summer modes, and persuade the customer that he must provide himself therewithal in order to be in style and enjoy life." Before these new forms of footwear were designed and built, the potential need for them actually existed.

Some of the old timers can remember when the small town banker who wore a pair of low cuts in summer was looked upon as a sort of a freak. People craned their necks to look as he swung by the corner drug store on a sizzling hot afternoon in July. True, he looked comfortable; but he was so

conscious, for he was about the only man in town who wore a pair of low cuts. But now everybody is wearing them—that is almost everybody.

Why this change? How did the increasing vogue of summer time footwear come to pass? Publicity did it. The people were informed, educated, talked into it—for their own good and for the shoe dealer's good, too. And now that people have actually learned the comfort of hot weather shoes they wouldn't go back to the old days of hot, heavy, sweaty, disagreeable footwear for anything.

Yes, there are stout, strongly-built summer shoes for growing boys—husky teen-age lads that require strong kicks—and they are built for comfort plus service; they have good oak soles, or durable fiber soles; and there are nifty sport shoes for girls and misses; and all manner of cool, cozy types for wee little tots. Indeed, it would require more space than the editor of this paper would allow even to catalog the various styles and kinds of hot weather shoes which may be had. And all of them have their special uses.

Causes of Hot Weather Discomfort.

It is a well-known fact that many people have more or less trouble with their feet in hot weather. Especially is this true of people who are afflicted with excessive perspiration. Where that is the case, a little care and forethought will sometimes work wonders. When your engine gets hot, what do you do? Stop and cool your radiator, don't you? And if she needs more water, don't you fill her up? All right; then when your feet get hot why don't you act on the same principle?

When the day's work is over and you come in at five p. m., or six or seven, or whenever it is you get home from the office, the shop, the store or the production plant, or wherever it is you earn your three per diem, why don't you bathe your feet in cool water, put on a pair of dry socks (or stockings) and a cool pair of light, flexible, summer weight shoes for the rest of the afternoon and evening?

Many people have found standard foot powders both harmless and helpful for hot weather. Personally, I have never had occasion to use any of these preparations, but they surely must be worth while or they wouldn't be so highly recommended. But this simple little scheme of changing one's shoes of a hot afternoon is the most effective means of securing added foot comfort that I know anything about.

For another thing—and this also is so elemental one almost hesitates to mention it—the summertime shoe ought not to fit too snugly. Give your

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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

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Genuine Comfort for Troubled Feet

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Genuine Black H-B KANGAROO Bal. Bunion Last, Goodyear Welt, half double Sole, solid leather Counter and Insole, lined; a real value; No. 988 - - - - \$4.00

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feet room for expansion. Some people seem to forget that their feet are from half to a full size larger when hot. The ideal summer shoe will not fit tight and cramp the toes or bind across the instep. No matter of what materials the hot weather shoe is made, no matter on what lines or with what excellent workmanship—if there is too much foot inside the shoe, it isn't going to be a comfortable hot weather shoe. Cid McKay.

Popular Lines and Quick Turnovers.

Written for the Tradesman.

We have now reached the beginning of what may be termed the second phase of the reconstruction period. The United States railroad labor board has announced its intention of revising downward the wages of 1,000,000 unskilled rail workers effective July first. At the same time the board announced that it would hold hearings early in June regarding proposals by the roads to decrease the wages of other classes of employes and would also make its decision in these cases effective the same date.

Mill owners in the textile industries of the South have reduced the wages of their employes once, and in some instances, a second time. Labor, both skilled and unskilled, has come to realize that it cannot command the peak prices of 18, 19 and 20.

In spite of these drastic cuts in wage scale, unemployment is increasing. This is especially true in the building trades. While the price of building material has decreased approximately 40 per cent. in the last ninety days, the prices are still too high, and there will have to be still further reductions in both material and labor to stimulate construction enterprises on a wide scale.

What has all this to do with selling shoes at retail? Much every way. When people are accepting less money than they formerly received, working part time, or walking the streets hunting for a job, they are going to retrench in the matter of footwear expenditure. And you can't blame them. If you were hit in the same way you would probably react in similar fashion. It is the sensible thing to do.

Now, the writer is not an alarmist, but we are going to hear of still further reductions in the wage scales of working people. And the great American public has got to scale down its expense budget to fit its new pay envelope.

That means that shrewd shoe dealers are going to adopt quick-selling methods to keep their stocks moving; that they are to accept smaller gross profits than heretofore; and that they are going to confine themselves to fewer styles and last.

Since the dealer's overhead is an item which cannot be reduced either suddenly or to any drastic extent, the only thing left for the dealer to do is to increase his turnover; and this is going to be increasingly difficult to do. And right here is the rub. Where people are necessarily retrenching and cutting their personal expense account to the bone they are going to demand less expensive shoes, and shoes of a more conservative and serviceable type. And this tendency is

being reflected even in the call for women's and misses' footwear. The ultra smart styles of pre-war days, and the richly modeled, extravagantly priced modes of two years back, are not moving much these days. And as for the average man, he never did take very kindly to the sort of shoes that came fourteen to sixteen dollars per pair. Now that he has got to skimp to break even, he simply will not look at them.

The dealer must somehow and somewhere get in touch with people who can supply him with fresh, snappy stocks which he can sell at to-day's popular prices. Cid McKay.

What Has Become of Findings?

What has become of our erstwhile enthusiastic advocates of findings? Where are the folks who used to sit up nights incubating ideas on pushing the various shoe store commodities connected by the phrase findings? Have people ceased buying and using shoe laces, shoe polish, polishing outfits, shoe horns, foot powders, shoe trees, buckles and other shoe ornaments, and the hundred and one other articles which, in the halcyon days before the war were supposed to be indispensable to the well equipped shoe store? Isn't it about time our interest in findings ought to be revived?

Wanted—New Ideas Anent Findings.

In the first place, I think the producers of findings might start the ball rolling by bringing out something new. During the war, of course, when everything was speeded up to the last notch and we were concentrating our attention on the production of necessities, it seems pardonably natural that findings should sort of been lost sight of. But the war is over now, and everybody is talking about getting back to normalcy, which is a hideous word for a healthy state, and doesn't this include something akin to the old-time emphasis on findings? I will tell the world I think so, whether I am right or wrong.

But the shoe findings people seem to have fallen on lean and fallow years. They are not bringing out new and salable commodities like they used to. And I wonder why. Surely the good ideas haven't all played out. A new and brilliant idea—a single fresh commodity—can sometimes revolutionize things. Let us hope that it shall be forthcoming.

Reviving the Interest in Findings.

In the meantime, while we are waiting for the manufacturers of such lines to think up something new and different, the local dealer can inject a little interest and pep into his own selling aggregation by suggesting that they give a little of their spare time to thinking up new findings arguments, findings trims for the windows or interior, and new and striking ideas for getting these lines once again in the limelight.

It is doubtless true that, so far as the people have really lost interest in findings, it is our own fault. Isn't it always the case that the customer is attracted to the thing that looms largest in the dealer's scheme. If the dealer lays down on a commodity the customer soon forgets all about

it, or thinks of it only in connection with his actual need. But in the shoe dealer's scheme of selling he must keep about three jumps ahead of actual demands. Cid McKay.

I Have a Hat.

I have a hat. It was bought on the 5th of November, 1916. I remember the date because it was paid for by a Republican who permitted his political opinion to run away with his judgment.

My hat cost him \$5. It has cost me \$157.50 since then.

You see, whenever I go into a restaurant I must surrender my hat to an attendant who will guard it with her life if need be, returning it to me when I leave. For that service custom prescribes the payment of one

thin dime—the tenth part of a dollar.

Now ten cents once a day, immediately after meals, amounts to \$36.50, counting no blanks, which I don't seem to be able to put over.

Figuring on the even dollars, we'll say it costs \$35 to insure the safe return of a \$5 hat for a period of a year. It would be better to lose seven hats a year, because then I'd always be wearing a new hat instead of wearing the same old one for four years.

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Give the people what they want. The quick turn-over makes a healthy business.

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THE IDEAL FOOTWEAR FOR SUMMER.

REAL ECONOMY PLUS STYLE AND COMFORT.

WE HAVE REVISED OUR PRICES DOWNWARD
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8762—Mahogany Calf Bal. Oxford, City Last, A to D	\$4.85
8763—Mahogany Full Grain Side Bal. Oxford, City Last, B to E	4.35
8749—Gun Metal Calf Bal. Oxford, Tremont Last, C to E	4.75

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Essential Factors For and Against World Betterment.

Even by naturally hopeful people it cannot be overlooked that the world's disorders, which began so violently seven years ago, drew us far out of the beaten track, and that we cannot click back at once to normal life as it was lived before the outbreak of the war. The outside world's disorders touch us closely, and forces and conditions beyond our own shores affect American life and interests so much that they are destined to have a powerful bearing on the progress we make out of the existing industrial depression.

This depression is world-wide in its scope, and the turn for the better, when it comes, should also be world-wide. This does not mean, however, that business in the United States must wait wholly on foreign countries for its signs of improvement. Closely linked as are the affairs of this country with Europe, South America, Asia, Australia and Africa, the greatest market for American products after all is at home, and it is only reasonable to expect that some improvement will come without very great delay after the prolonged and violent period of reaction through which finance and business have passed. Domestic trade is in a healthier and more sane state than before, and were it not for a certain unevenness to the situation that remains to be corrected, a moderate improvement might even now be seen. Prices of foodstuffs and clothing have fallen so violently from their peak that there is a marked disparity in those prices, for example, as compared with rents and freight rates. Shelter and transportation are still at a high price elevation and must be adjusted downward, like food and clothing, if equilibrium, out of which a forward impulse should come, is to be restored. When prices generally are regarded to have approached a fair average we shall have reached the step in the cycle of trade that is marked by the placing of contracts for future delivery.

New Chapter in History.

Germany's penalty for the war has finally been determined, and the matter of the indemnity has left the realm of political discussion and entered that of practical finance. Having accepted the reparations plan, Germany has undertaken an obligation that, translated into terms of American funds, amounts to approximately 33 billion dollars.

Three classes of bonds will make up this amount, the first and second to be issued at an early date, the third to be issued later. According to the foreign dispatches, the first block of

bonds, to be known as Series A, will amount to 3 billion dollars and will be issued July 1. The second block, to be known as Series B, will amount to 9 billion dollars and will be issued November 1. Both issues will bear 5 per cent. interest, plus 1 per cent. sinking fund. The third and largest block, known as Series C, will amount to 21 billion dollars and will be issued from time to time in such proportion as the Reparations Commission may decide, and according to Germany's ability to pay. The Series C bonds will be turned over immediately to the Reparations Commission, but interest thereon will begin only when the bonds are actually issued.

Although not a dollar of indemnity is to be paid by Germany to the United States to make up our losses in the war, the reparations agreement signed last month has a bearing on our welfare which is so direct that we cannot for a moment fail to ignore it. One question that has already presented itself, inasmuch as ours is the world's single great unrestricted market for capital and credit, is that the new German bonds may filter rapidly into the United States and absorb American funds to provide cash payments to the Allies. Governments which receive the bonds may seek to use them as a basis for raising cash, and already, before the bonds are issued, it is being pointed out that because of the difference in exchange, European holders could sell them in our market at a discount, and, receiving dollars, gain a premium by converting the dollars into francs, lire and sterling.

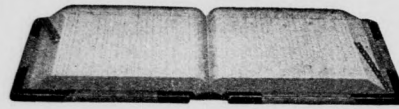
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American Investors and German Bonds.

What price American investors would be willing to pay for 5 per cent. German bonds, and what amounts they would be willing to absorb, still is to be determined, hence it is too early to consider seriously the suggestions that are made to keep such bonds out of the country. At a time when American investors are being urged to extend their funds in the interest of the country's foreign trade, and when machinery to facilitate loans is in process of being set up, it is interesting to note the suggestions that the wartime policy be revived of permitting foreign governments to sell bonds here only on condition that the proceeds of the loans shall remain on deposit until expended for American goods. This would amount to no more than a wholesale granting of commodity credits.

More serious in its larger aspects, than any question regarding the possible market for German bonds here, is the question of the effect of the indemnity payments on the industrial life of the world. Indeed, it is not an exaggeration to say that the most vital of all peace problems is the question of Germany's return to commercial relationship with the other nations. Unless Germany is to go to pieces—and that no longer appears likely—she will now be called upon to meet the penalties imposed for her crime of the ages, and lift a part, at least, of the burden from the countries which were innocent of the war, but which suffered its bitterest woes.

Effect on the World's Trade.

Payment of Germany's indemnity will have so direct a commercial and industrial bearing that every country of the world will be affected to a greater or less degree. To meet the interest and sinking fund charges alone, on the bonds which are to be issued during the present year, \$720,000,000 per annum will be required of Germany. A part of that sum will be derived from fixed annual payments, and the remainder is expected to be received from the export tax that has been imposed.

Without huge stores of gold, and stripped of her former facilities for rendering active services to other nations, Germany can apparently meet her interest and sinking fund obligations only in one way; that is, by the shipment of commodities to the markets of the world up to the point that will give her a foreign credit balance of values over her imports, sufficient to make payment to her former foes.

Changing to an Export Nation.

Depending upon an excess of sales over purchases in foreign markets, Germany must apparently, then, become a producing nation even to a greater degree than before the war. For energetic as she then was, Germany prior to 1914 was not a nation that sold enough goods beyond her borders to offset her purchases; she was an import nation on balance, the excess of imports over exports for a series of years averaging \$400,000,000.

Now, apparently, that balance of trade must be reversed and Germany must export more than she buys. If this is the only way that the nation can meet her debts—and it is con-

ceded that there seems no other way open to her—a situation is confronted for which there is absolutely no precedent on so vast a scale, and the first question that comes to mind is, How will Germany meet the situation? Will she, an importer of raw materials find it possible to export sufficient manufactured goods to meet her obligations?

That Germany's commercial and industrial leaders are alive to the situation is testified by word that comes out from the country. Under leadership of men like Hugo Stinnes, Germany is being put into a business combination on gigantic lines, and the movement is going forward rapidly every day. What is known as "Plan Industry" is in process of formation, and, in a fashion forbidden by our own anti-trust law, lines of endeavor are being organized into syndicates. Syndicates of the coal industry, the potash industry and the iron industry, are reported to have been entirely completed by compulsion, and the various boards in those industries now send representatives to Berlin to attend a newly organized congress, known as the Federal Economic Council. Control over output, wages, prices and trade will henceforward be vested, it seems, in this Council. "Gradually," writes an American observer from Berlin, "business and employes in all branches of industry will have representatives in the Council. In the matters of trade, finance and industry, the Council will have the final word * * *. This plan puts all business, so far as law making and law execution is concerned, into the hands of business men, and the employes of business men."

America's Part of the Problem.

Moreover, the period for which interest payments on our Government credits to the Allies was suspended will expire next year, and thereafter, if the obligation is to be recognized, upward of \$500,000,000 will be owing to the United States annually on interest alone. It is immaterial whether the Allied bonds are held in the Treasury at Washington or distributed to American investors; if the obligation is to be met by England, France and Italy out of funds secured by the export of goods, and if at the same time Germany seeks to meet her indemnity payments out of funds secured by the sale of goods, the world's trade condition will be complicated indeed.

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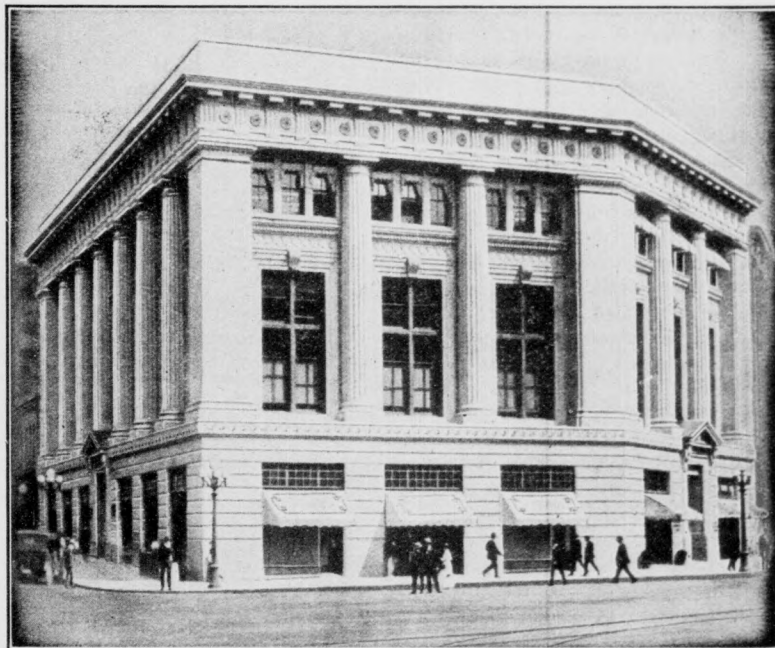
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BOTH PHONES 4391

It is an age of topsy-turvy when, in seeking reparation for the greatest wrong in human history, the civilized world might seem to be taking measures that will build up the industries of the country that did the wrong to the detriment of the countries wronged. That this must not be goes of course without saying, at the same time it also goes without saying that whatever may be before the world, Germany must not escape the payment of the utmost dollar for her great crime. Huge as it may seem, the 33 billion dollar indemnity is small compared with what Germany would have drawn from the Allies and ourselves had she emerged from the war victorious.

"The position," as Barclays Bank observes, "is a very important and difficult one, and if the inevitable disturbance to the direction of world trade is to be reduced to a minimum, its incidence will need to be most carefully studied." The reparations problem is no longer one for statesmanship to settle. Statesmen have done their part; the problem now rests as do so many of the problems coming out of the war, with the men of business. And by that token a vital business leadership is what the world, as much as at any time before, now requires. In supplying that leadership which is to adjust just such matters as that of the reparation payments, we shall not escape our obligation, for say what we will about avoiding foreign political entanglements, we cannot avoid the economic links that bind us to other nations. After all the world is small, and the forces that govern its trade must be recognized and met. Like the other nations that took part in the war, we are bound by the economic consequences of the war, and are not free to exercise an economic independence nor even to choose freely our economic relations. It is a made-over world that we live in, one which finds the United States, because of its dominating position, with an extraordinary opportunity and responsibility. It is to be seen whether the country will measure up to what is expected of it, and if its leaders will take the part they are being called upon to take in bringing order out of the existing disorder.

Runner Versus Fighter.

Patrons of a Boston restaurant noticed tacked on the wall a sheet of paper on which was printed in bold characters:

"The umbrella in the stand below belongs to the champion heavyweight fighter of the world. He is coming right back."

Five minutes later umbrella and paper had disappeared. In their place was another notice:

"Umbrella is now in possession of the champion Marathon runner of the world. He is not coming back."

Local Incident of the Death of Lincoln.

Redford, June 5—The first salaried position I ever held was as "store boy" for James Lyman, Grand Rapids. I slept in the store in a bunk under a counter, got up at 5:30 a. m., sprinkled the floor, dusted and swept, took down the blinds and opened up at 6, after which I went to breakfast in the double house on Division street where "Pete" Williams and his father and family lived in the North half of the house and got back by 7:30 to sell "Lyman's Tea" and other things if I could.

Mr. Lyman, about the 1st of March—after I had been there since Jan. 10, 1865—started for New York "to buy goods" and, in addition to my work in the store, I was asked to clean down his horse, feed and water him and "bed him down" each day and to "exercise him each forenoon." The horse was a large plump bay and Mr. Lyman's saddle horse. Jim Lyman was a fine man and very nice to me. I was fond of him. My pay was raised soon to \$3 per week. I began at \$2 per week.

His store was the one at present occupied by the Herkner Jewelry Co. Next East of us was the Chas. N. Shepard's drug store and next farther East was the crockery store occupied by Southwick & Rand.

C. B. Allen's dry goods store was the next West of us and then came, I think, P. J. G. Hodenpyl's store. Who were in the next building—including the Perkins building—I cannot recall. It seems to me, also that the Perkins leather store and J. C. Wenham's hat store were across the street.

I also recall that Gene Babcock was a clerk for W. D. Meeker, across the street.

I did not witness the incident of the man hurrahing for Jeff Davis, because on that morning—it was Saturday, April 15, 1865—I was riding Mr. Lyman's horse out to Reed's Lake.

On my return to the city I was riding down Campau's hill and had reached a point about abreast of M. L. Sweet's house—although it was not there then I think—when I was hailed by Horace Strong, who was walking up the North sidewalk carrying a heavily laden market basket—with, "Charlie, heard the news?"

I admitted that I had not, whereupon he told me all about it, including the reported death of Secretary Seward and the Secretary of War.

Lyman lived over on Washington avenue on a corner of a street the name of which I cannot recall and my parents lived on LaGrove street, nearly opposite Will Tracey's home.

To say I got Lyman's horse over to his barn, back of the house, curried and brushed, watered and fed him and ran to my own home in a hurry is drawing it mild. On the way I had figured it that Lincoln's death meant a continuation of the war.

So I rushed in to the presence of my dear mother shouting, "I'm going to enlist!"

Of course, she was startled and asked, "Why? What for?"

Then followed a long recital of the news, with mother drying and hugging me.

However, I had to promise—as I was going down town—that I would not enlist until "after father comes home."

And I didn't enlist. Forgot all about it when I reached the store, be-

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cause Chet G. Stone, who was head clerk, and Charlie Martin, who was my junior as a clerk for Mr. Lyman, were very busy with ladder and rolls of black cambric—I think it was called paper cambric—draping the window frames and the intervening architecture with black. Everybody was doing the same up and down the street and, of course, I joined in the demonstration.

While we were at work, along come a good and venerable friend of Mr. Lyman and in very emphatic terms commanded Chet to stop the absurd (?) work, adding, "If you don't stop I will certainly report you to Mr. Lyman by telegraph."

Chet's reply was: "I am boss here to-day! Go ahead and send your message. I don't think Mr. Lyman will agree with you and I won't stop if he should."

Had this episode occurred out on the street it is hard to guess what might have happened, but Chet got the irate old man into the store and closed the door before he broke loose with his indignation and Charlie Martin and myself locked the doors and "stood ground" as to admitting others.

We didn't stop the draping of the store. The old man complainant sent his message. Chet was not reproved by Mr. Lyman and—according to whispered gossip in the store afterward—he was heartily commended and congratulated by Mr. Lyman in a letter he had written from Washington, urging the draping of the store and co-operation with any municipal observance in regard to the terrible tragedy.

The much disturbed old gentleman was a cultured, refined and highly educated German physician whose name was Dr. Hempel. He lived for many years on Bridge street—on the Northeast corner of that street and Kent street.

Chas. S. Hathaway.

Fire Insurance Problems Which Confront Empire State.

What form of State regulation of stock fire insurance is needed in New York? Policy holders who think they are overcharged have at present no redress unless they can show that rates are discriminatory—that one man is charged more than another. Of the four great fire insurance exchanges or associations in the State, the New York, Buffalo, Suburban, and Underwriters' Association, the first-named dominates the business in this city. The Lockwood committee shows that member companies, required by law to set aside one-half of each premium as a reserve, are really able to use one-fourth of it as "unrevealed profit," its income going to stockholders. This one-fourth might instead be knocked off the premium or returned to policy holders as a dividend. The committee shows that the New York Exchange virtually excludes from membership all mutual or dividend-returning companies. In short, the Exchange is accused of excessive rates, of hostility toward mutual companies, and of being almost a monopoly.

Why not pass laws abolishing such rate-fixing exchanges? This is precisely the kind of proposal that we must beware of. The Supreme Court has held that insurance is not commerce, and that therefore the States, not the Nation, must deal with it. The result has been an enormous variety of State legislation, much of it hasty and foolish. To force open competition a number of State "anti-compact" laws have been enacted. But as a

New York legislative committee reported in 1911, open competition is objectionable. It weakens the companies and in the end destroys the small ones. It encourages rate discrimination in favor of big and influential policy takers. It destroys the one means thus far devised of spreading the expense of ascertaining what are safe and proper insurance rates over a large number of contributors. The extreme "anti-compact" laws have broken down. The most recent and famous failure was that of the Lancy-Odom act passed in South Carolina in 1916, followed by the desertion of the State by most responsible companies and superseded in 1917 by a measure which legalized rate-determining exchanges but brought them under State regulation.

An insurance authority admits that the State is "at the tail" in legislation upon stock fire insurance; and the freedom of the companies contrasts sharply with the strict oversight of life insurance. Legislation fixing rates at hard and fast figures would be as impracticable as legislation destroying the Exchange would be foolish. But legislation to provide for the expert fixing of maximum and minimum rates, the former to guard against overcharging and the latter against unsafe practices, would meet no such objection. The exchanges should be required to admit all safe and responsible applicants to membership. Mutual companies should be given every possible protection. The progress of insurance depends largely upon the triumph of mutuality over stock profit companies; one of the chief gains from the life insurance investigation of 1905 was the mutualization of great companies. The success of farmers' mutual companies in the West and of the factories mutual companies in New England has been striking. Finally, it should be made possible to restrict competition through control or partial control of brokers. —New York Evening Post.

A Building For Jerusalem.

The plan to build a replica of Solomon's temple at Jerusalem, so far as possible under modern conditions, is interesting. It would add to the world interest in the celebrated city without doubt, and lure many a tourist. But there would be no Solomon, or Hiram, king of Tyre, or Hiram the architect, to direct its erection. The brazen gates and the two famous ornamental pillars, Jachim and Boaz, with their golden pedestals, rich capitals and light festoons might be reproduced; but the shields and spears of David's army, and the sword and skull of Goliath, the Philistine of Gath, slain by David with sling and stone, which hung on the inner walls of the original temple, have crumbled into dust and are gone forever.

And in the age of noise, of riveting machines, of snorting steam shovels and lifting engines, what a contrast it would be to erect a building without sound of axe or hammer. It took seven years to erect the magnificent building conceived by David and entrusted to his son, Solomon. How long would it take to reproduce it? and what also has its strong appeal to moderns—how much?

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Our Company has never sought to stand in a false light. It has stood on its own foundation. It has never misrepresented its position.

The Company abhors deception or sharp tactics. It desires to do right and to be square.

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ALL DEPENDS ON CHARACTER.

It Is Only Savior of the Grocery Trade.*

Since we last met we have indeed passed through a very critical period. However, we have weathered the storm and although the business ship is badly torn we are fast putting it into shape and before we can realize it we will be sailing again on an average sea.

Many great manufacturing concerns have been badly shaken, others have entirely disappeared. Thousands of men have lost the savings of a lifetime, and men who have built up a business out of industry and thrift have seen it swept aside. We who are here to-day in the strength of our manhood and womanhood have much to be thankful for. Our business is spared to us. Some of you are doing a better business to-day than ever before, some others may not have received the net results which they had hoped for, nevertheless we come to greet one another and to enjoy the fellowship and companionship of all who are here.

What is the outlook in the grocery world? That is the question that is put to me by every newspaper man interested in that line of business. My answer is, the opportunity for a good, stable, profitable business was never greater than at the present time. True we are meeting new kinds of competition, but it is only one added to those which we have always had. Instead of discouraging us, it should spur us on to greater effort.

There is hardly a part of the South, East or Middle West that I have not visited since the first of the year, and I want to say to you from this large experience and observation, that I can bring to you a message of optimism and good cheer. From every indication business is fast adjusting itself, so that in the near future, every man that wants to work can be employed.

Business, however, is gradually getting down to a close term basis. The manufacturer is making shorter terms, the wholesaler is obliged to make shorter terms and the retailer must extend his credit on more closely restricted terms. Discount for cash means more to-day than in all the history of the trade. The value of money is cutting quite a figure in the price and the prosperous retailer will be the man who can furnish the cash.

The word "turnover" has come into much prominence during the past two or three years. Prosperous grocers are not buying twenty-five boxes of anything when their selling capacity of that article is only one, two or five boxes. The store-room is no longer filled with hundreds of boxes of unmoveable stock. The money formerly tied up there is moving about the store.

The same thing can also be said about our credits. Credit is a lively thing in business. It is loaned and returned, only to be loaned and returned again. The old ninety day credit with either wholesaler or retailer is gone, and fortunate is the man who can turn his credits over every fifteen to thirty days. The relation of turnover to credit is so close that only as these two factors function properly can we expect to succeed.

We sometimes complain about the different kinds of competition, especially the cash store, but I would not change the service store for all the cash stores I have ever seen. The demand for service is greater to-day than ever before. The trouble is we sometimes mistake extravagant methods for service. During the war we got our service down to a scientific basis, but we are now getting back to some of our old ways. During one of my last trips I was in a store when the telephone rang. The proprietor turned to me and said, "That is the fifth order from that lady this morning." The order was for a dozen eggs. I asked him whose fault it was. Of course, there are many other things contained in service, some of them more important than those mentioned, such as personal attention. What happens to the retailer in the future is largely a matter of his own choosing.

It is not a time for men to sit and wring their hands and ask for advice about what they shall do. One may correct a mistake, but one cannot atone for time or opportunity lost through inaction.

There was a time when we felt sure that the trade in the community was surely ours. That day is also gone. The fact is, none of us have a patent on the trade. It is an open field, a free fight, and the best man wins. When once we realize this and act accordingly, results and achievement will be commensurate with our effort.

Josh Billings once said, "If you want to know how far a frog can jump, measure his jump." Maybe something of this homely philosophy applies here. What is wanted now is a big and broad sort of optimism, one that sees good business in the future and prepares for it. That is what the retailer wants and what he must have if his business is to be successful. We have all suffered from the waves of unrest which have surged across the country. Happily the unrest is subsiding; labor disputes are being settled and we will soon be on our regular way.

*Paper read at annual convention National Retail Grocers' Association by John A. Green.

The retailer will benefit by any influence which tends toward stability which creates or helps to create, better conditions, which make for better and broader living on the part of all, regardless of their so-called station in life.

I think it was Browning who said, "The best is yet to come," a prophecy which in these difficult days we must keep before us for encouragement. Kipling said, "The sole force which under God's good Providence can meet this turn of our fate is not temperament, not opportunism, nor any attempt to do better than good, but character and again character, such mere ungrained common sense, hard hammered, loyal strength of character, as one may dare to hope after the experience we have just had. The one inspires faith in the others optimism and thrown on each of us the responsibility for fulfillment." These words are likewise an answer to those pessimistic fellows who tell us ruin is before us, and to those who are willing to take to the difficulties which are now facing.

No matter what the uncertainties of the present outlook; no matter what the perplexities immediately before us; no matter what problems we may be called upon to solve, there are a few things not at all speculative, a few things which are certain to be required of us, a few things we must possess and that we must do before we can reach normal conditions or book with even moderate confidence into the future.

The task before us is both intricate and hard. The first thing we must have is common sense. Then we must make up our minds to sweat. It will mean the clearest, most hard headed thinking we have all ever done. We see nothing in the nature of easy, restful spots ahead for any of us until we have made them through hard work, earnest, united, level thinking and thrift. There are many other things to be done and I am thoroughly convinced that no measure of stability, no assured progress, no permanent constructiveness, can be achieved without them. The biggest requirement for the year to come can be put in three words, Work, Sweat and Save. For better or worse we are wedded to the new order of things which the exigency of conflict has brought about. What we must do and do quickly is to concentrate our effort toward meeting the new problems which are continually presenting themselves—by means of united effort and sensible action.

I like to talk about idealism. It is a beautiful and necessary thing. It helps us to put our business on a little higher plane. It points the way to progress and to business betterment, but unless we back up our idealism with hard headed business sense and sound commercial brains, our idealism will not carry us very far.

In days gone by, men in the same line of business used to compete with one another, the dry goods with the dry goods, the shoe man with the shoe man, the grocer with the grocer. They do so to-day to some extent, but you find each class of tradesman to-day organized to protect itself from a common enemy. The retailer in food products recognizes as his chief competitor other retailers, yet we find ourselves gathering together into an association gathering information, discussing our different problems, and now we have come to appreciate the fact that competition is not so much between ourselves as it is between the different methods of distribution which is now causing us to assert ourselves to the extent that we may overcome the difficulties which we consider a serious handicap. What we want is data, inspiration, suggestions and business promoting material. Let me say right here, that the manufacturer is giving this matter very great consideration, and he is carefully conducting different lines of research in order to gather and present helpful ideas.

There is in evidence a coming closer together spirit, so that we can have a united, highly organized, systematic method of education for developing ideal methods of business which will be for the benefit of the trade as a whole. Unfortunately, we have in the trade or business men who do not care to learn, to plan their business systematically. They are the ones who find their Waterloo. We have, however, the great majority who deal in food eager and anxious for just such leadership, and who will avail themselves of any helpful information. To-day it is the man who is employing constant stimulus to his mind, the man who is looking far into the future, making his plans out of the visions he has dreamed, and has placed his business on a basis where he is obtaining financial results. These are the men who are not waiting for pre-war conditions to return. They are looking for new opportunities and are facing the future with energy, enthusiasm and courage. What we must do quickly is to concentrate our effort toward meeting all these new problems which are continually presenting themselves.

I think it was one of our Government secretaries who said, when speaking at one of our conventions, "Competition spells disaster or ruin or both to those who are engaged in it. When it is carried to the limit it breeds ill feeling, distrust and revenge. In fact, it appeals to the baser part of human nature and we believe that anything which tends to bring such qualities is absolutely wrong in principle."

A New State Tax

A law has recently been enacted providing for a new state tax on Michigan corporations.

During this July and August and yearly thereafter all corporations organized or doing business in Michigan must file a report with the Secretary of State.

Based upon the information contained in this report the new tax will be levied.

It is, therefore, of utmost importance that the first report be properly prepared as it may establish the basis upon which the tax will be levied in the future.

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Centralized action, on the other hand, breeds hope and good will and draws from those springs of humanity that which is good and best in human nature. By coming together we form a lasting friendship which tends to bind the trade together. We become social beings and when discussing trade problems we can modify our extreme views and get a better and saner view of existing circumstances and prescribe a reasonable remedy. The results gained by this social intercourse through the information received has been of great value to the retail grocers of the United States.

To accomplish results we must have united action. We can't all be leaders, but we can fill the niche for which we are best suited.

The present day trade association is the outgrowth of an economic condition. It is a business necessity or it would not exist. These factors all contribute to a situation which force those of a given line of trade to combine in an effort to eliminate undesirable features by education and to stimulate those features which promote the business interests of all concerned. The demand of business to-day is for new ideas, new methods, new spirit. The competition of everyday business can never be overcome by abusing or complaining about it, but by intelligent concentration of thought on our own special business.

During the last few years we have proven to the world our right to a place as an economic and necessary factor. When we fail in this, we shall soon find ourselves in a dangerous position. The most economical and direct system is bound to win. If we insist in carrying an overabundance of stock; if our turn over is slow; if our operating cost is not kept down to minimum; if we do not take advantage of every discount offered, all these things will work to our disadvantage.

We have spent too much time in the past complaining about other systems instead of trying to formulate plans to meet them. Yesterday is gone. Let us do our best to forget it and everything with it that will not help you to get along in your ambition to be wiser in regard to your business and nearer lasting happiness for yourself and your family. Hopeful thoughts in the face of impending disaster will tone up the mind, make the blood flow faster and strengthen your muscles. In this condition of mind and body, you have at least, a chance of seizing the right opportunity in turning failure into success. Many times adversity affords the brainy man his greatest opportunity.

Nineteen-twenty in many ways was not such a bad year. Many developments occurred which are certain to redound

to the advantage of the thinking grocer and make him strong in his position as a factor in the Nation's business. I realize that many of our brethren in the trade are discouraged. I do not feel that the situation warrants such an attitude. The happy man is the man who thinks happiness, the healthy man is the man who thinks health and the successful man is the man who thinks success. Hope is the greatest tonic in the world and it was never more needed than at the present time. It is to bring you this message of optimism that I am here to-day.

I have abiding faith in the conscience of the American business man who is connected with his trade organization. It is well if we can understand that our organization brings us into a relationship on the basis of a genuine co-operation that is of the brotherly sort which, if taken advantage of, will mean the preservation of our business.

The movement for the solution of our business problems is well on. The officers of our Association have made rapid strides the past year. All factors in the trade are being drawn together, perhaps not rapidly, but surely—a force which will, when fully developed, mean much to the trade at large. The significance of it is that it grew from private initiative and is developing on the strength of personal conviction, a voluntary, reasoned understanding, a new awakening of faith in sane, mutual respect and co-operative action. The different forces approaching the solution of our problems are doing so from a sense of individual responsibility, each realizing the great truth that only in solidarity can we arrive at conclusions beneficial to the entire trade.

I want to congratulate you on the work of your National officers this year. They have been in evidence everywhere. They have championed your cause before wholesalers and manufacturers and have represented you in a dignified manner. It is very pleasing to note that the members are convinced that results will come from the sacrifice and time given by the officers and are doing their best in giving them their confidence and support. From what I know I can safely say the officers have at all times welcomed sound, constructive criticism of a sound healthy character. The man who is honest in his criticism is a better friend than the one who is apathetic and indifferent. However, I see very few of that sort, compared with the faithful, steady workers and loyal supporters who are the backbone of the National Association. All we have to do is to convince men by actions that the Association is a live one and many who have held aloof will become affiliated with us.

Let me quote what a gentleman said recently: "An association if it is to justify its existence must do some positive and vital good for the trade it represents. It cannot justify its existence by platitudes and fine addresses. If an association cannot be of some material good to the trade which it represents, if it is afraid all the time to take a positive position; if, not being destructive it is not constructive, then it has failed in its service to its members. It makes no difference that it may state great thoughts from the platform. Unless it accomplishes some concrete good for the trade it represents, unless it is willing to fight and fight to the death, for the trade principles which it knows are right, both legally and morally, it has no justification for existence. It cannot always take a neutral position between the various links in the chain of distribution. It cannot always evade taking a stand on the questions which are in the twilight zone. It cannot, all the time, by sonorous phrases, continue to postpone taking a positive position on questions which it knows are right, but it must sometimes take up the fight for these trade ethics even if, when it enters the fight, it realizes that its continued right to exist is the stake which it will forfeit if it loses."

During my visits among the trade since the first of the year, I was very much impressed with the need of a good strong man to organize the hundreds of men. All they need is a leader. The organization spirit is abroad in the land. I have the greatest confidence in the future of this great Association. We need leaders who have tact, and lots of them, and men of sound judgment and men who are faithful to the trust imposed. You have been extremely fortunate in the selection of your officers and, with the same care in the future, we should continue to show wonderful results. Character still remains the foundation of business. In ordinary times, when things are going along in their usual channels, we are indifferent as to the happenings about us, but when clouds come up like thunder and the fulfilling of our obligations means great loss, then the whole situation falls back on character. So I say that character is not only the foundation of business but its test as well. The true test comes in times like the present and when we shall again have found our equilibrium and our business once more sails on in an even keel, the character which has stood the test of the strenuous times of the recent past will be the foundation upon which the business of the future will go forward.

I now bid you farewell. I go to carry your greetings and the spirit of friendship to your fellow grocers in National

convention assembled in France June 22 and in England July 4. I want to carry a message of optimism and courage to those men from this organization; bidding them Godspeed and success in both their individual business and that their organizations shall be greater because of the love, loyalty and good will extended to them by their fellow grocers of the United States.

May the great God continue to bless your organization and the delegates in this convention, and may he so guide your deliberations that when you come to the close you can depart to your homes feeling that you have done your best, and that what has been done shall prove a help and blessing to your associates in business and the welfare of the whole people of this great country of ours.

Young Man Wins Big Promotion.

Escanaba, June 7—Announcement of the appointment of Hubert H. Shapeck as assistant general manager of the I. Stephenson Co. Trustees was made by J. F. Morgan, of Oshkosh, Wis., President of the company, this week. Mr. Shapeck will fill the vacancy created through the death of the late Richard E. MacLean.

The new assistant manager has been in the employ of the I. Stephenson Co. for the last seventeen years, starting work with that concern as a member of the clerical force.

Through constant study and diligent work he gained several promotions until he was made private secretary to the late Mr. MacLean. Since Mr. MacLean's death Mr. Shapeck has acted as general manager of the holdings in this section of the State.

As a boy of thirteen years of age, when he entered the employ of the Stephenson company, the new assistant manager held the distinction of being the youngest graduate ever to receive a diploma from the Green Bay (Wis.) Business College.

No record of a younger assistant general manager in any similar concern of the Northwest is available.

Wages, taxes and skirts are hard to put down.

Demand for Corn Flakes Follows Popular Taste

The favorite in flavor, form and texture is

Post Toasties

Keep well stocked, since there will be many more calls for Post Toasties this year than ever before.

Sure Profit—Guaranteed Sale

Postum Cereal Company, Inc., Battle Creek, Michigan



June Time and the Graduation Season.

Written for the Tradesman.

June time is graduating time, and the whole wide world is joyous.

Within the next few weeks, high schools, junior and senior colleges, universities, and technical training schools of many kinds will graduate thousands and tens of thousands of splendid young people.

It is impossible to set forth in the crude symbolism of mere words the fine emotions and abiding worth of these diversified commencement exercises. To each student who has finished the required work in a creditable manner and is now looking forward to further academic triumphs or to the beginning of a career, life is simply bubbling over with joyfulness.

Wise were the founders of our American educational institutions, who, of old, established the custom of having commencement exercises in June. June is the right month for graduation. For weeks a certain woodpecker has been beating a "rat, ta, ta, ta, to, to, t', t', too" on the metal cornice of my front porch. He seems to enjoy the sound of it immensely; and assuredly I do. It must be that he enjoys the sound, for, as a fairly normal woodpecker, he understands that there is no earthly chance of his ever drilling a hole in the metal. Well, this morning my woodpecker friend seemed to put more relish than usual into his drumming; and I fancy he did it to welcome June, the month of roses, blue skies and happy young graduates whose hearts are almost bursting with the sheer joy of being.

And then I thought the robin on the side yard fence and the song sparrow in the old sugar tree were somehow trying to celebrate the incoming of this wonderful month. Never were their notes richer, more liquid and full-throated; and each seemed to be trying to tell me how happy he was, and how glorious and good and eminently satisfactory this God's-foot-stool-of-a-world seemed to him to be. And I agreed with them. It is a wonderful old world. Thank God, the charm and wonder of it still find me responsive.

It is June time; and I am down in the Old Dominion, where the sweet magnolias are now blooming. Everywhere one looks in the countryside, there is a riot of color. There are flowering hedges, wild honeysuckles, ramblers and roses of all kinds, and ever so many wild flowers. Did you ever see an evergreen magnolia in bloom? Not until recently have I. They are wonderful. Lush in their rich, creamy whiteness and in startling contrast to the darker green of the old, and the lighter, paler green of the new leaves, the expansive petals of the magnolia unfold into a gorgeous many-petaled flower perhaps six inches in diameter.

The Benefits of Training.

It is easy to be facetious at the expense of these young people who will be receiving their diplomas this month; easy enough to predict that they will start forth into active careers with high and beautiful dreams, only to become painfully disillusioned and discouraged later on; easy to pre-

dict that many of them will drop by the wayside and that the drab and remorseless old world will continue on in pretty much the same old sordid way in spite of their high hopes and beautiful ideals. Yes, facetiousness of that sort is easy; also cheap. In fact, it is so cheap and easy it had just as well be left unsaid.

Besides, it is only half true, and you know the perniciousness of half truths.

Intelligent and right-thinking people will encourage these dear young folks to keep on dreaming their beautiful dreams, for thus only doth the world go forward. Of old it was said, "Where there is no vision the people perish." It is of the nature of youth to dream dreams and see visions. Civilization is promoted—and actually made possible—by ideals. And there never was an idealist who was not hooted and abused and jeered at by your standpatters. Youth dreams his beautiful dream and relates it in a kind of ecstasy, and your blase old stand-patter sputters and exclaims, "Bosh! Bosh and nonsense! It can't be done, because if it could have been done, it would have been done before. Besides, we don't want it anyhow!"

The new thing irks the stand-patter. It will require him to readjust his ideas; and he would rather not. Mental readjustments occasion real thinking and it is easier not to use your brains than to use them. Furthermore the old order brings in graft, and the new scheme of things, as it lies pictured in the mind of your dreamer, eliminates the graft. "Come on boys, let's laugh him out of court. If we can't do that, we'll have to stone him. This new rigamarole won't do."

Progressives and conservatives; dreamers and stand-patters; builders of new and better empires and moss-backed old reactionaries who will not budge an inch—always they have existed side by side, and doubtless it will be so until the end of time.

The glory of youth is the beauty of its idealism.

But it needs to be trained. And here emerges the benefit of education.

All honor to these boys and girls who have completed the four years' high school course! They have made a good start on the road of life-equipment. By all means they should go on through college, if that is at all possible. If those who are finishing their college courses can go on to the university for post-graduate work, so much the better. In this age of specialization it is of the highest importance to get all the training possible.

Leadership is at a premium in the world to-day. But it must be a trained leadership. America is blessed among the nations of the earth in that the flower of her youth was not sacrificed to any great extent in the recent war. Our splendid young people have been spared to us. If our vast material resources did not at all exist, our great resources in the way of young manhood and womanhood would make us easily the leading nation of the earth. Do we not, therefore, owe it to ourselves and the rest

of the world to give this youth of ours the best training possible?

Therefore, let us encourage these young people to go on and prepare themselves for the splendid tasks and heavy responsibilities which shall be theirs in the reconstructive period just ahead of us.

Charles L. Garrison.

Inventory Taking a Pleasure.

The whole secret of convenient inventory-taking lies in keeping the stock record. According to the system carried on by Herr Fashion Shop, of Rome, N. Y., when goods are received at the shop entry is made in the record book of the date, the manufacturer's name, the stock number, cost price and sizes. The space allotted to sizes is sub-divided so that each size is recorded separately and when sold is marked off.

When garments are put in stock they are tagged with a small ticket on which is marked the lot number, the size and the selling price. When a sale is made this tag is fastened to the sales slip and sent to the office. Each sale is recorded in a day book from which it is later checked off on to the stock record. This keeps the stock record up to date, showing instantly what is in the store.

Every garment in the store has a home. When it is taken from the case it is returned as soon as practicable. If the clerk who shows the garment passes on to the customer, another clerk replaces the stock. All garments are arranged according to sizes, without regard to price. Stocks are moved about as the seasons change.

Interall
REG. U.S. PATENT OFFICE
"The Economy Garment"



Michigan Motor Garment Co.
Greenville, Mich.
6 Factories—9 Branches

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.

Warm Weather Specialties On the Floor

Topkis Celebrated Athletic Union Suits @ \$8.50
Hallmark and Specialty Dress Shirts
Slidewell and Slipeasy Soft and Hard Collars in all styles
Silk and Mercerized Hose
Belts in all grades Late ideas in Neckwear
Garters—Arm Bands—Suspenders
Tom Wye Knitted Jackets

Daniel T. Patton & Company

GRAND RAPIDS
59-63 Market Ave. North

The Men's Furnishing Goods House of Michigan

Bathing Suits and Caps

We carry all the
Latest Styles

COME IN AND SEE OUR LINE

Quality Merchandise—Right Prices—Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

YEAR FULL OF FIGHT.

Retail Dealer Must Accept Losses and Advertise.

Devil's Lake, N. D., June 6—The small retailer cannot expect to take his regular profit when the farmer has to sell potatoes for twenty cents per bushel, for which he could have gotten \$1.20 last fall, and wheat for \$1 less than the cost of production; when labor is being cut and declines are recorded on so many items. The retailer has no right to expect his regular profit. This year he should sell his goods on replacement values, and if he gets through the year without making a single dollar, but no loss, he will be doing fine.

This step should be taken to restore the confidence of the people in merchandising. Everywhere they are organizing to eliminate the retailer, and we ought to show them that we are necessary to the life of the community. The only way we can do that is to treat them right. You know we have a funny situation confronting us. Millions of dollars' worth of merchandise is stacked up on foreign wharves and in warehouses that cannot be moved because there is no money with which to buy it. A year ago we talked production and more production and were afraid that we would not be able to feed ourselves, let alone the rest of the world which was clamoring for food, and now suddenly we find our granaries full to overflowing and no markets.

The confidence of the buying public must be restored and you must use the public press to do it. Advertising is the greatest investment that can be made. It doesn't cost a cent. Last fall we anticipated the drop at our Devil's Lake, N. D., store and came out and advertised a drop in prices early. We pay thirty-five cents per inch on a circulation of 1800, 1000 of which are in the city. Last year we did a grocery business of \$235,000; a total business in all departments of \$650,000. We took a \$15,000 loss on merchandise in October and November and spent \$15,000 in advertising. On January 1 we took another \$25,000 loss on our inventory, marking the goods on the replacement value, and then started and put on the biggest and strongest advertising campaign we have ever attempted. We have held the confidence of our customers, have reduced prices right along, because, after all, the golden rule in business is the only sure key to success.

I want to outline to you our store, which has received a great deal of publicity. I am generally accused of being brought to the various cities I visit by the newspapers because I preach and do believe in using plenty of printer's ink. At twenty-one I was the driver of a deliver wagon. At that time wholesalers granted credit as much on a man's character as they did on his financial resources. A small grocery had failed and I took the store and was advanced a \$1600 stock. I had to borrow the \$125 necessary to pay the freight.

Right here I received some good advice and made use of it. The newspaper man came in and told me to take a six-inch double column space. He told me why to take it, wrote the copy for me and made me change my advertisement every week. I got another piece of good advice. The credit man of the wholesale company advised me to become a discounter and for thirty years I have followed that advice and many years the discounts were my sole source of profit. And it means one of the biggest assets in the business to get an A-1 rating. You get the best bargains and the lowest prices.

In the first year I did \$23,000 worth of business in that small grocery. My father came in with me and we added other lines and have kept growing. In 1907 we built a new store 100x140 feet, six departments, with managers

in charge of each, responsible for the conduct. My brother, E. Mann, is the advertising manager. We have forty salespeople employed. We put \$30,000 into the fixtures of that store, made it modern, up-to-date in every respect, including restroom features and other big city features.

I believe in the community and have taken great pride in my part in building the City of Devil's Lake. For twenty-one out of twenty-seven years I have been on the City Council and recently we succeeded in changing to the commission form. We paved forty blocks last summer, although we did have to pay a high price for it. We should do everything we can to boost our cities because they are simply a reflection of ourselves and each must do his part.

We serve coffee at our store, free every Saturday; we have a style show and display the clothing on living models, getting the personal touch in every way possible. So many merchants get the idea because they have a store you ought to trade there. They don't invite you, you ought to come simply because they have the store. Business is good in the big city because the merchants are offering real bargains. They are doing constructive advertising, taking their losses, while the small retailer is lying down on the job. Either he doesn't want to or he does not know how to promote business.

North Dakota does a retail business of \$90,000,000 per year and one-third of this amount was going to the big mail order houses. Why? Because 75 per cent. of the retailers did not believe in advertising. Fifteen per cent. of the balance only advertised because they thought the newspaper a good thing for the community and only 10 per cent. did intelligent, worth while publicity work.

Set against this the work of the mail order houses. They shipped seventy-two carloads of catalogues into North Dakota last year, seven carloads to Devil's Lake; they spent \$75,000,000 for advertising in the United States and of this amount I figure that \$3,000,000 was spent in our State to get that \$30,000,000 of business they did.

Believe in advertising. Do you notice the way the big mail order houses are beginning to use newspaper space? Investigation showed us that 65 per cent. of the coffee business in our State was going to mail order houses and peddlers, but we have changed that now. We are co-operating with jobbers and wholesalers and we are beginning to get results.

The buyers' strike must be broken. Advertising costs you nothing properly figured. All your other overhead is at the store anyway and if by advertising you can increase your business 25, 50, 75 per cent. or more you are just that much to the good, less the cost of the advertising.

We found a young fellow today that had a list of fifteen articles that a year ago would have cost \$43 in a grocery store and to-day they can be bought for \$19, but no one knows about it because he doesn't tell any one through the press. Advertise. Why, gentlemen, we are not the only advertisers in our town. The monument dealer and funeral director uses a page advertisement frequently to advertise his business. He isn't a dead one.

Now I want to say a few words about turnover. We do a business of \$225,000 in groceries and carry a stock of about \$7,600. Last year we only cleaned up about \$7,000 or about 3 per cent. net. But when you figure that we had only \$7,600 invested we made a fair showing. I don't believe in gambling. I believe in keeping the stock down. Let your wholesalers carry it for you and keep selling foremost in your mind always. Forget the buying. You must sell in order to make profits and selling is the big

thing in the game. Keep your goods moving. Advertise and make them move and your success is won.

Fred P. Mann,
Pres. No. Dak. Retail Merchants Association.

The Symptoms.

"Some men, when they propose," said Gap Johnson, of Rumpus Ridge, Arkansas, "turn pale around the mouth, squirm, pick at themselves, shiver, and feel like a feller does in a nightmare when he thinks somebody is creeping up behind to shoot him in the back and he can't move a muscle to save his life. And some of them afterward wish they had been shot."

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

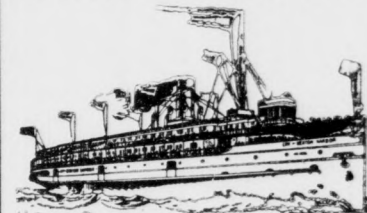
Citizens 4261

Fiegler's

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

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

Blanks for Presenting
LOSS AND DAMAGE
or OVERCHARGE
CLAIMS,

and other Transportation Blanks.
BARLOW BROS.
Grand Rapids, Mich.



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

RAMONA PARK

THE PLAYGROUND OF WESTERN MICHIGAN

More Beautiful Than Ever

All the best of the Old Amusement Devices, the Derby Racer, the Frolic, the Whip, Ramona Swings, Jap Roller Ball and String Games, Fish Pond, Etc., and

NUMEROUS NEW AMUSEMENTS

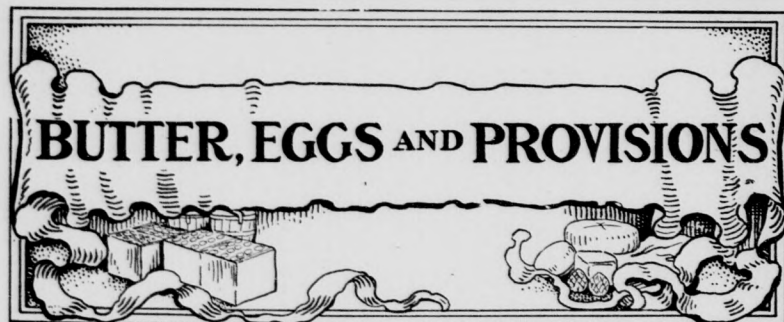
The new \$40,000 Mystic Chute, the sensational new Water Ride, the Airplane Swing, Etc.

You are invited to organize Parties and use the Ramona Picnic Groves.

They are there for Your Convenience

RAMONA THEATRE

WHERE THEY HANG OUT THE SIGN OF GOOD SHOWS



Michigan Poultry, Butter and Egg Association.
 President—J. W. Lyons, Jackson.
 Vice-President—Patrick Hurley, Detroit.
 Secretary and Treasurer—Dr. A. Bentley, Saginaw.
 Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

Beans Must Be Free of Weevil.

A decision handed down in the St. Clair County Circuit Court at Port Huron, concerning what constitutes a delivery of beans of good merchantable quality has aroused considerable interest among bean jobbers, growers and handlers. The case is thus described by Clair H. Barrett of the Port Huron Storage & Bean Co., who originally rejected the beans in question:

Egbert & Dirig, in May, 1917, sold Clair H. Barrett, of Detroit, through George A. Waggenerman, broker, 2,500 bags Brazilian black beans of good, merchantable quality. On May 23, 1917, the goods arrived New York City. Official samples were drawn by George H. Kuhlmann, official sampler and sent to Clair H. Barrett, Detroit. When the samples arrived Detroit Mr. Barrett inspected same and found samples to be infested with weevil, ranging from 3 to 13 per cent. He immediately wired Egbert & Dirig the rejection of that tender, claiming that weevil infested beans could not be delivered on contract calling for good, merchantable quality.

Egbert & Dirig took no action on this matter until after two years, during which time George A. Waggenerman, broker, died, and George H. Kuhlmann, official sampler, was confined to the insane asylum. In August, 1919, without former notice, they started a suit against Clair H. Barrett to recover \$5,500 loss claimed on resale. The case was heard in the Circuit Court here at Port Huron, beginning May 23, 1921, and ending May 28, 1921.

The Government record of the United States Department of Agriculture, Bureau of Imports, showed that the Government inspection of the 2,500 bags of beans in question contained 8 per cent. weevil cut beans. Egbert & Dirig claimed that a delivery of 8 per cent. weevil cut beans constituted a delivery of good, merchantable quality. This contention was disputed in testimony given by Christian Breisch, president of the Michigan Bean Jobbers' Association; Fred Welch, Owosso, ex-president of the Michigan Bean Jobbers' Association; A. L. Chamberlan, Port Huron; Frederick J. West of the Frederick J. West, Inc., New York City, importers of Brazilian beans, and others.

The general definitions given of good merchantable quality were in effect that the beans must be sound,

clean, free from weevil, worms, insects, must not be mouldy or musty and of such reasonable quality of goodness that the beans would be salable in the usual markets at the standard market price. The jury, after listening to the evidence six days, brought in a verdict for the defendant, depriving Egbert & Dirig of the right to collect damages claimed of \$5,000 on a tender of beans 8 per cent. weevil infested, as good, merchantable quality.

Resort Season Well Started at Petoskey.

Petoskey, June 8—The business men of this city have declared for a fine patriotic and historic recognition of the Fourth of July and committees are now diligently at work planning a celebration which will attract all of Northern Michigan.

This event will be one of high character, rather than a day of discordant noise.

The Federation of Women's Clubs will stage a historical pageant which promises many interesting features.

Business in Petoskey surpasses in volume the trade of any former year at this time.

Summer residents are fast arriving and hotels and cottage owners are besieged with requests for accommodations, indicating what has been freely predicted—the greatest summer season ever.

Many additional squares of business streets have been marked for automobile parking to serve the increased number of visitors.

Recent frost has not yet been reported as harmful to orchard products of which a large yield is anticipated.

The new Petoskey Portland Cement Company is daily exceeding its expected quantity output and the sister company, the Petoskey Transportation Company, is in operation, carrying cargoes of cement to lake ports.

Every prospect is for a wonderfully productive year for Petoskey, commercially, industrially and agriculturally. J. Frank Quinn.

As the corkscrew retires, the can-opener comes on.

**You Make
Satisfied Customers
when you sell**

**"SUNSHINE"
FLOUR**

BLENDED 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**

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
G G S G G S G G S**

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.

For Dependable Quality

DEPEND ON

Piowaty

Beet Sugar Gradually Overcoming An Old Prejudice.

Bay City, June 8—During the late war consumers, retailers, jobbers and manufacturers of all kinds forgot that there was supposed to be any difference in cane and beet sugar, and even the biased candy man fell all over himself to get a supply of beet and used it with apparently the same results as with cane.

The old standing prejudice is fast disappearing, in fact, I can remember the time when my mother and her neighboring lady friends vowed absolutely they never would allow beet sugar to be put on their tables, however, the men in the neighborhood got together and as a joke put beet sugar in the sugar bowls and the ladies could not tell the difference, even after they stated positively they could. So it is with others, and no doubt with the large or normal supply of cane today the old prejudice will again crop out, and for your information and that of your salesmen, and also your local newspapers, I herewith give you a few statistics on beet sugar compiled by F. R. Hathaway, of the Michigan Sugar Co.

1. In all territory West of Chicago beet sugar is sold twelve months in the year. This has been the practice for years. Some of these Western states are great fruit producers and beet sugar is used in these states for canning purposes.

2. The state which is most vitally interested in whether beet sugar can be used for canning purposes is California. That state ranks first as a fruit producer, second in the production of beet sugar and also refines at San Francisco, nearly all the crop of Hawaiian cane sugar. So vital is this question in California that several years ago that state appointed a Commission to investigate the relative merits of beet and cane sugar for canning purposes. The Commission took eighteen months for its investigation and then made a report in the form of a state document, in which they show that they put up the same number of cans of the same kind of fruit with cane sugar as with beet sugar, that these cans were kept the same length of time, and then opened. They found one more can spoiled where cane sugar was used than they did where beet sugar was used, and in every case of a spoiled can they traced the trouble to improper sealing of the can. The conclusion reached and stated in their report is that for canning purposes they consider cane and beet sugar of equal value.

3. Prior to the late war the country which led the world in the production of fine wines, fine confections, and fine canned goods was France. All sugar used in France was beet sugar.

4. The country which led the world before the war in production of fine jellies, jams, and preserves was England. Two-thirds of all sugar used in England during those years was beet sugar.

5. The English manufacturers of soft drinks, jellies, jams and preserves are on record as saying that they consider beet sugar wholly as good as cane sugar for their purpose.

6. It is interesting to note that in England where two-thirds of the sugar used has been beet sugar the prejudice of the housewives against cane sugar for canning purposes is even stronger than is the prejudice in this country among the housewives against beet sugar.

7. The writer personally knows many housewives who have used beet sugar exclusively for canning purposes for the last ten or fifteen years without any trouble whatever.

8. Last summer there was an immense amount of off grade sugar put on the market during the sugar famine. As you well know, this sugar came from Argentine, Java, Mex-

ico and Peru, and was in many cases sold direct to the consumer without being refined. Such sugar was in every case cane sugar. This you know. This summer people are maintaining that these offgrade sugars sold them last summer at high prices were beet sugar. From your own knowledge you can correct this error.

D. J. Buck,
Sec'y. Mich. Wholesale Grocers Association.

Advocates the Issuance of Mileage Books.

Washington, D. C., June 7—Senator Robinson, of Arkansas, is seeking to assist traveling men in cutting down their cost of doing business by the introduction of a bill in the Senate requiring railroads engaged in interstate commerce to issue mileage books at 2½ cents per mile.

"This measure," said Senator Robinson, "is advocated by the National Council of the Commercial Travelers' Association of the United States with allied associations. It is believed its passage would bring an immediate cash return to the railroads of between fifty and one hundred million dollars, and, at the same time, save the railroads expense and inconvenience in clerical help, checking baggage and issuing tickets. The present high passenger rate has resulted in a great decrease in earnings, and has seriously interfered with the prosperity of business generally."

"During the war it was advisable to discourage travel and high passenger rates were then justified, but the present rates have resulted in a curtailment by about one-half of the amount of travel normally due to commercial travelers and similar groups. This has had a deleterious effect on business generally."

The bill provides that within thirty days after it is adopted by Congress and signed by the President, "passengers traveling on railroads engaged in interstate commerce shall have the privilege of purchasing and using in payment of their transportation mileage books which shall be issued under the rules and regulations prescribed by the Interstate Commerce Commission. Said mileage books shall be interchangeable, shall contain transportation in the aggregate of not less than one thousand miles, and shall be sold at the rate of 2½ cents per mile."

Jap and Yap.

We don't care a rap
For the Island of Yap;
But we're firm that it shall
Not belong to the Jap.

For the Island of Yap,
From its place on the map,
Is the key to the whole
South Pacific—mayhap.

We don't mean to snap
Up the Island of Yap;
Let it rest in the world's
International lap.

So we say to the Jap:
"There's no call for a scrap;
But you've got to let go
Of the Island of Yap!"

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.

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.

Our 500,000 Distributors

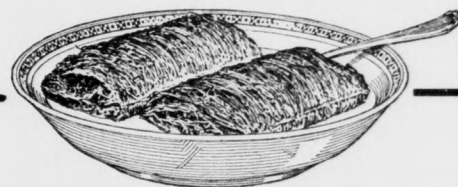
who are in close contact with the customers are enjoying part of the profits of twenty years of persistent, continuous advertising combined with a fair trade policy which deserves their co-operation.

Shredded Wheat Biscuit

is without doubt the best-advertised whole wheat cereal food in the world, with the largest and most intensive distribution. In these troublous times of readjustment we solicit a continuance of this co-operation. We create the demand—it is only fair to expect an efficient and prompt distribution.

MADE ONLY BY

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



Grand
Rapids
49 Market
St., S. W.

W. E. Roberts

Cltz.
1361
Bell
M. 1361

EGGS AND PRODUCE



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



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.

The June Gift Trade in the Hardware Store.

Written for the Tradesman.

The June wedding gift trade is a considerable and growing factor in hardware business during the present month. Indeed, wedding gifts are a factor in all the year round trade; but this is the month when the hardware dealer has an especial opportunity to emphasize his facilities for catering to this particular demand.

The reason of course is that, in the popular mind, June is accepted as the month of brides. Weddings are more numerous during this month than in any other month of the year. The newspapers are full of reports of more or less elaborate weddings. A great many people are more or less directly interested. Their minds are keyed up to the subject.

So that the hardware dealer's window display for the June bride will get a lot more attention, and exert a far wider influence, this month than at any other season of the year.

The window display is the first factor in advertising. A window display represents your first and most obvious line of appeal to this class of trade. Here are some points to consider when devising your display.

First, the modern trend toward practical gifts must be recognized. Most hardware stores carry ornamental lines which are admirably suited to gift purposes. These include such lines as silverware, brass goods, cut glass, etc. Not all of these are hardware staples; but all are handled occasionally by hardware dealers. If you handle these lines, naturally it is good policy to play them up. Yet even then it is worth while to urge the possibilities in the direction of practical gifts.

For the tendency toward practical and useful gifts is pretty sure, under existing conditions, to become more and more pronounced in the next few years. Now, in other stores the practical is largely subsidiary to the ornamental. In the hardware store, along with certain primarily ornamental lines, there are an immense number of articles suitable for gift purposes in which the ornamental is subsidiary to the practical.

So, play up practical gifts. The more practical, the better. Show your purely ornamental lines, feature them if you like, but feature them as alternatives to the practical gifts, of which no other line of business has so many to offer.

A good stunt is a window devoted wholly to practical wedding presents. Here you can show a lot of lines that will appeal and sell because most people don't think of them for this purpose. Feature as the center of your display some fairly high priced article. A modern kitchen range, the most expensive in stock, might be shown. Show other useful articles—vacuum cleaners, refrigerators, heaters, carpet sweepers, washing machines, electrical devices, kitchen utensils, aluminum ware. These are all practical gifts that will be really helpful to the new home, and appreciation of which will grow with use.

In these lines the hardware store can offer gift articles at any price from five cents up.

It is not necessary to put all these lines into the one display. But you can show an assortment sufficient to emphasize that you have goods at all prices, and to drive home your basic idea of the useful and practical in gifts.

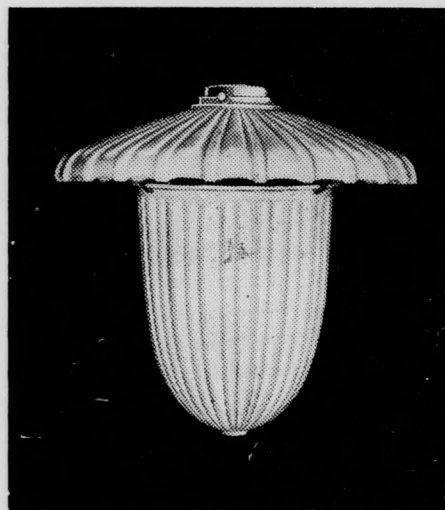
Now, link up your display with the June bride by means of some "fluffy fixings." For instance, if you have a dummy figure of a bride, use that as the center of your display. Perhaps one of your salespeople can rig up something. A few years ago, ingenious clerks were putting on "hardware millinery" displays. Something of that sort might be adapted to the June bride idea. Or, clip the June bride pictures from the magazine covers—the current June magazines are available the last week in May. Paste these in your window, or use them to give color to your show cards. Get the June bride appeal into your display, by hook or by crook. Work in anything you can in the way of June accessories—the bride with veil, orange blossoms and bouquet, the wedding ring, old shoes, rice and confetti—it doesn't matter what, so long as you get the idea to the passer-by.

Behind this insistence on the June accessories is a good, substantial business reason. If you display a lot of

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 283

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

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.

practical lines with a show card barely suggesting "practical gifts for June brides" nine persons out of ten will exclaim: "Oh, he is just trying to work up some business." But fill in the June decorations and accessories and you give color and plausibility to your appeal. A lot of people will reflect: "Well, there is something to that idea of practical gifts." The accessories unquestionably make a difference to the effectiveness of the display.

Here are some other features to remember. You are appealing to the aesthetic to a certain extent; hence your windows must show particular attention to finish and detail. The trim must be artistic and effective, to show off the high priced lines. A soft appearing background is necessary to secure the best effect. The floor of the window, and the background should be covered with heavy cloth, crepe paper, cheese cloth, or some similar material.

To show a good assortment of gift lines is desirable. The more help you can give intending purchasers, the better the results. Most gift buyers are in a quandary as to what to select; and an appealing and intelligent suggestion is welcomed. To such buyers a window containing a large assortment of articles will instantly appeal.

To increase the display space without crowding the articles shown is a test of your skill in arrangement. The floor space can be increased by putting in steps, thus providing space for showing flat articles against the "rise" of the step. Shelves and brackets fixed against the background also add materially to the amount of display space.

In your window display, it is as a rule good policy to use price cards. This may not be necessary where the display is limited to a few high priced articles; but in most cases it will be found desirable to drive home the idea that you offer gift lines to suit any purse. The most effective way to do this is by quoting the actual prices.

Along the line of service to the customer, and the giving of practical assistance to intending buyers, it is a good idea to have a carefully compiled list of gift suggestions. Such lists can be arranged according to price, or according to the class of goods suggested, just as the dealer sees fit. I am inclined to favor the arrangement according to price, since price is an important factor in this year's business and will be prominently considered by buyers.

This list can be printed or mimeographed for distribution through the mails and over the counter; and copies can be posted up prominently in the store, and bulletined in connection with appropriate window displays. The list of gift suggestions is an immense help to both the salesman and the customer.

Simultaneously with your displays, it is good policy to use your newspaper space to suggest gift lines, to urge the idea of practical gifts, and the facilities the hardware store possesses for catering to the gift trade. If you are sending out printed matter every month to a selected mailing list—a form of advertising many hard-

ware dealers have found advantageous—devote your June circular in part to gift lines, and enclose your list of gift suggestions.

It is worth remembering that every wedding in June or in December, represents a new home; and that a large proportion of these new homes will be in your own community. These new couples will be buyers on an increasing scale of everything the hardware store has to offer. They will not be tied down to old buying affiliations; and it is quite likely that intelligent selling efforts and good service can make them regular customers of your store.

So, add these people, or rather, those who make their homes in your community, to your prospect list; and keep in touch with them. They are among the best prospects you have, and this is one of the best methods to secure new business.

Victor Lauriston.

Stock Fire Insurance Companies Gamble in Stocks.

New York, June 3—Hazardous speculation in the stock market by all of the large fire insurance companies was charged by Samuel Untermyer, counsel to the Lockwood Committee, to-day when the investigation into the insurance business was resumed at the city hall.

Whereas legislation has been passed prohibiting savings banks and life insurance companies from investing in industrial stocks, the stock fire insurance companies are free from any restrictions, Mr. Untermyer said, and the larger part of the policyholders' payments is used to further the finances of the companies by speculative transactions.

"The big insurance companies," he said, "are more deeply engrossed in stock market gambling day after day than they are in attending to the details of their insurance business. The records show that some of the companies have thousands of transactions a year on the market."

Premiums paid by policyholders should be regarded as a trust fund in care of the companies, he said, and subject to the same legislative restrictions as are imposed upon trustees of estates.

It is the intention of the committee to examine further into this question, and it is understood that they are in possession of various lists of stocks of a highly speculative nature in which the companies have invested freely.

Samuel Deutschberger, Chief Examiner of the State Insurance Department, testified that the only control exercised by the State was that the fire insurance companies were prohibited from investing in insolvent corporations or in real estate. But so far as the latter class of securities were concerned, he admitted that the law was a dead letter, and that in many instances companies owned large amounts of stock in real estate corporations.

One instance was cited where the Continental Fire Insurance Company owned \$1,000,000 of stock and \$1,000,000 of bonds of a real estate company with a building in Maiden Lane. The witness testified that the department was inclined to "wink at these investments," as they were evasions of the law rather than direct violations.

The investment of stock fire insurance companies in the large class of conservative securities, such as real estate mortgages railroad securities, and municipal, State, and Federal bonds, was practically negligible, Mr. Untermyer said.

Most hopes are not realized because they cover too much ground.

COLEMAN (Brand)

Terpeneless

LEMON

and Pure High Grade
VANILLA EXTRACTS

Made only by

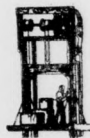
FOOTE & JENKS
Jackson, Mich.

MCCRAY REFRIGERATORS for ALL PURPOSES

Send for Catalogue

No. 95 for Residences
No. 53 for Hotels, Clubs,
Hospitals, Etc.
No. 72 for Grocery Stores
No. 64 for Meat Markets
No. 75 for Florist Shops

MCCRAY REFRIGERATOR CO.
2144 Lake St. Kendallville, Ind.



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

Salesbooks

THAT GIVE
100 PER CENT PLUS SERVICE
ALL KINDS, SIZES, COLORS, AND
GRADES. ASK FOR SAMPLES AND
PRICES.

THE MCCASKEY REGISTER CO.
ALLIANCE, OHIO

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.

Incidentally-

Our quarter century's-

Experience-

Means a whole lot-

In the efficient handling-

Of YOUR sale-

For it assures-

A thorough knowledge-

Of that-

Uncertain element-

The buying public.

Fact is-

We overlook NOTHING-

In YOUR sale-

That insures-

It's complete success-

And your SATISFACTION.

That's one reason-

Why we've been-

In business-

For a quarter century.

I'd tell you-

All about-

KELLY service-

If I had the coupon.

Kelly's Ad Man

T. K. Kelly Sales System
2548 Nicollet Ave.
Minneapolis, Minn.

Size of my stock _____

Name _____

City _____ State _____

LOWER HOTEL RATES.

Hardware Jobbers Asked To Bring Them About.

Philadelphia, June 8—Enclosed is a statement of information with respect to the hotel rate situation in the adjustment of which we request your co-operation.

Members of this Association realize that in the present re-adjustment period, we cannot hope to get a higher margin of profit, but that, on the other hand, under conditions of keen competition, profit margins are narrowing.

This, apparently, means that the only possible way of overcoming the discrepancy between the cost of doing business and the possible profits on the sale is a saving in the expense of doing business.

Aside from possible economies of warehouse, sales room and office expense, there are many economies in salesmen's traveling expenses which can undoubtedly be made provided both executives and salesmen are alive to the necessity of such downward revision.

You are accordingly urged to supply a copy of the enclosed statement to your fellow executives and department heads, and to all of your traveling salesmen.

It is also requested that you send a copy of the statement together with a request for active attention to your local Chamber of Commerce, Board of Trade and traveling men's organization and to your newspapers.

T. James Fernley,
Sec'y National Hardware Association.

Hotel Rates.

Statement of facts for the information of traveling salesmen and the consideration of hotel men.

While the high hotel rates of the war period were seriously felt by traveling men, they were accepted and tolerantly paid in the same manner as were other high prices of the war period.

To-day, however, almost every industry has recognized that the war is over and has reduced its prices accordingly, but as the hotelmen have taken little or no action, this statement of facts is presented.

The railroads and sleeping car companies which are charging about twice the pre-war rates recognize the necessity of adjusting their rates so that they may not continue to be prohibitive of travel, but shall encourage necessary travel in the interest of the business of the country.

It is the belief of manufacturers and wholesalers that the present lower price level on which they are doing business is far safer than the war time high price level and that the whole country is benefited through the conduct of business on a satisfactory price basis which encourages a good volume of business.

Therefore, they feel that it is ridiculous that hotel men are not reducing their rates and submit the following statement of reductions in prices of things which hotel men buy as forceful arguments for an immediate reduction of rates:

Reduction in percentage in wholesale prices of Hotel Supplies from May, 1920, to May, 1921.

Flour	50%
Potatoes	75%
Lamb	40%
Eggs	40%
Tea	20%
Lard	50%
Butter	50%
Prunes	50%
Kitchen Utensils and Equipment	22½%
Kitchen Galvanized Ware and Buckets	50%
Table Linens	30%
Cotton Table Cloths and Napkins	40%
Pillow Cases	50%
Carpets, Rugs and Floor Coverings	40%
Plumbing Fixtures	40%
Labor	20%
Sugar	70%
Beef	33½%
Chicken	30%
Coffee	30%
Cooking Fats and Frying Compounds	70%
Fruits	50%

Soap	25%
Table China	10%
Table Glassware	15%
Table Silver Plated Ware	12½%
Table Sterling Silver Ware	30%
Bed Springs	20½%
Bed Mattresses	25%
Bed Sheets	50%
Cotton and Woolen Blankets	40%
Towels	40%
Paint and Varnish	33½%
Stationery	30%
Furniture	40%

Coal prices, both for bituminous and steam sizes of anthracite, have moderated considerably in the East, but authorities in the Central West do not look for much cheaper coal until the expiration of the present contract with the union miners on May 1, 1922.

Rent is one of the items of hotel expense which is yet unchanged, and hotel proprietors in many sections of the country rent the properties they occupy. Of course, in the case of buildings not recently erected, owned by the hotel proprietors, and not paying greatly increased taxes, a lower charge for this item of cost is easily available.

Recently a grocery concern in Iowa made an exhibit which we publish herewith as follows:

One Year Ago 100 lbs. Granulated

Sugar Cost \$30

Now—May, 1921, \$30 Buys

100 lbs. Sugar	
100 lbs. Flour	
25 lbs. Oatmeal	
4 lbs. Coffee	
12 cans Tomatoes	
12 cans Corn	
1 box or pkg. of Crackers	
12 lbs. Rice	
16 lbs. Beans	
12 cans Peaches	
12 cans Hominy	
12 cans Pork & Beans	

The above exhibit was referred to a wholesale grocer, who replied that the \$30 would not only buy the items mentioned in the above list, but would buy the very best quality in these items.

Philadelphia retail grocery store prices show a decline of 27 per cent. in meat prices in the last year, and a decline of 50 per cent. in other food-stuffs and groceries in the same period with detail as follows:

	April 1920	April 1921
Pork, Loin	\$.45-.52	\$.32-.38
Shoulder	.35	.25
F. Ham	.40	.30
Reg. Hams	.40	.35
Bacon	.45	.25
Picnics	.25	.20
Sk. Ham	.40	.35
R. and R. Steak	.42	.35
Sirloin	.48	.45
Rib Roast	.30-.35	.20-.30
Chuck Roast	.28	.18
Leg Mutton	.42	.28
Loin Chop	.48	.35
Shoulders	.27	.14
Breasts	.16	.06
Leg Lamb	.55	.35
Loin Chops	.56	.45
Shoulders	.30	.20
Breast	.14	.08
Cutlets, Veal	.50	.48
Breast, Veal	.25	.22
Pink Salmon (can)	.19	.10
Butter (pound)	.75	.40
Oleomargarine (pound)	.40	.28
Nut Margarine (lb.)	.35	.25
Cheese (pound)	.35	.29
Lard (pound)	.25	.12½
Crisco (pound)	.25	.18
Eggs (dozen)	.48-.53	.32-.37
Flour (12-pound bag)	.33	.29
Cornmeal (pound)	.05	.02½
Rolls Oats	.06	.04½
Corn Flakes	.09	.07
Macaroni (package)	.10	3 for 25c
Beans (pound)	.08	.05
Rice (pound)	.18	.06
Potatoes (¼ peck, 3½ lbs.)	.27	.05
Onions (pound)	.09	3 for 5c
Corn (can)	.11	3 for 25c
Tomatoes (can)	.11	3 for 25c
Granulated Sugar (lb.)	.17	.06½
Prunes 40-50s (pound)	.24	.17
Coffee (pound)	.42	.25
Syrup (can)	.15	.09
P. & B. Naphtha Soap (bar)	.08	.06½
Fels Naphtha (bar)	.08	(4 for 25c)
Babbitt's Soap (bar)	.08	(4 for 25c)
Star Soap (bar)	.08	(4 for 25c)

If these figures are anything like a correct, then it is absolutely without reason that hotels are charging without reason that hotels are charging their present rates.

The traveling salesmen of the country are vitally interested in the reduction of hotel rates, because they and their houses are finding it difficult to conduct business at a profit during 1921 and do not want to continue paying war time rates.

The salesman is financially interested in the hotel rate question regardless of whether he pays his traveling expenses out of his sales commission or salary or whether it is paid separately by the house, because in the final analysis the expenses are charged up to the territory and the result influences the salary obtainable.

In fact, the entire system of sales by traveling salesmen is actually threatened by the present high hotel, sample room, transportation, sleeping car and excess baggage charges.

It is probably "human nature" for the hotel people to continue these high charges as long as they can, particularly if they hear no objection, but they will do well to realize that many industries are suffering to-day, in part, because of the desire for an excessive profit based on charging all the traffic would bear even if it deprived some persons of the ability to buy.

Therefore, the answer is plain—agitate lower rates—talk with hotel proprietors about it, registering your complaints in no uncertain way.

When Is a Luxury Tax?

A woman went into a restaurant and ordered a plate of ice cream, and when she came to pay she had a check for 15 cents, and 2 cents were added to it. She asked, "What does that two cents mean?" "Well," she was told, "fifteen cents for your ice cream and two cents luxury tax."

She paid it, and then she walked across the street to the drug store and asked for a corn plaster, and she got her check for ten cents, and one cent added. She said, "What is the one cent for?" "That is the luxury tax." "Well," she said, "this is the first time I ever knew that corns were a luxury."

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

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

CODY HOTEL

GRAND RAPIDS

RATES \$1.50 up without bath
\$2.50 up with bath

CAFETERIA IN CONNECTION

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

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, refurnished 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.

McLachlan BUSINESS UNIVERSITY

"The Quality School"

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

New Hotel Mertens

Rooms without bath, \$1.50-\$2.00; with shower or tub, \$2.50; Meals, 75 cents or a la carte. Wire for Reservation. A Hotel to which a man may send his family.

PARK-AMERICAN HOTEL

Near G. R. & I. Depot

Kalamazoo

European Plan \$1.50 and Up

ERNEST McLEAN, Manager

Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

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.

Gabby Gleanings From Grand Rapids.

Grand Rapids, June 8—A well-known traveling man writes us as follows: "When I read your hotel article last week, I wondered where the Yeasel Hotel (Frankfort) came in. Evidently you did not stop for luncheon at Frankfort. If you had, you would have been able to make your hotel article doubly interesting." There is a reason for everything in this world. The reason the writer did not take luncheon at Yeasel House was because he had already partaken of the hospitality of that hotel three years ago. Both food and service were then as bad as they could be. Time could not make them any worse. A burned child avoids the fire.

Many Michigan cities and towns, including Kalamazoo, have gone back to the 10 cent price for ice cream sodas and sundaes. It is high time every town did the same. There is no sense in retaining the 15 cent price on the article; in fact, there never was any good excuse for pushing the price above 10 cents.

Jacob Dyke, who was associated with the Vinkemulder Co. twenty-four years as salesman and book-keeper, has severed his connection with that house to engage in the fruit and produce business at Traverse City on his own account. He is located at 117 State street, the former location of Mr. Guffre, whose stock he purchased to secure the location desired. Mr. Dyke is a young man who can always be depended upon to do the right thing. He is honest, resourceful, energetic and dependable. He will be able to use his long training in the business to excellent advantage in his new undertaking and it goes without saying that if hard work and faithful service to the trade counts in this world—and most of us believe it does—he will achieve a signal success in his present location.

Nothing is so profitable to a traveling salesman as an appearance of vigorous good health. For health suggests harmony and prosperity. When all appears to be well with the salesman, one is likely to assume that this may be partly due to the merit of the goods he sells.

James S. Bicknell, cashier of the Citizens State Bank, Clare, writes that there will be an \$85,000 hotel built in that city this summer, in addition to a school building, bonds for which have just been purchased by the Detroit Trust Company. He says the authorities would like to get into touch with contractors who would like to bid on the jobs.

The hardest way for a working man to prepare himself for lower wages is to live on none for a few months. The easiest way is to save when wages are high and stay on the job when they fall. No work and no pay are costly.

All the wild ideas of unbalanced radical agitators the world over, in their ignorant and pitiable quest for happiness through revolution, confiscation of property, and crime, cannot overthrow the eternal truth that the one route to happiness through property or government is over the broad and open highway of service. And service always means industry, thrift, respect for authority and recognition of the rights of others.

When Ambassador Harvey speaks he always says something, and seldom escapes without a remark or two that displeases somebody. But his recent speech in London unquestionably is in accord with the general current of American opinion. That it shocked the thick and thin supporters of the former National administration is a wholesome fact. The election last November shocked them. And Mr. Harvey was wise in emphasizing the 7,000,000 majority in that election, because Europe, so long ruled by individuals, does not always remember that majorities rule in the United States.

H. H. Briggs, who has conducted

the Highland Park Hotel, Grand Haven, for the past seven seasons, will conduct the house again this season. He will open the house to guests June 18.

Harry Hydorn (Standard Oil Company) is gradually recovering from his recent illness and expects now to be able to resume his road duties about July 1. Like everyone who ever got on the payroll of the Standard Oil Company, he insists that it is the "best boss on earth." He is chafing like a war horse to get to his trade, so as to repay some of the many favors showered upon him by his employer during his illness.

Auto travelers who have occasion to make the road from Holland to Saugatuck would do well to defer their trips, if possible, until the fresh tar on the road has had time to dry or become absorbed in the surface material of the road. On any warm day it has an unhappy faculty of attaching itself to passing cars with unfortunate results.

Traveling men who attended the annual convention of the U. C. T. at Jackson complain that the Otsego Hotel did not live up to the letter and spirit of its agreement with the Jackson boys in the matter of rates. It agreed to entertain the city's guests at from \$2 to \$4 per day for room service, with no charge for the wives of members accompanying their husbands. As a matter of fact, many of the members who attended the convention with their wives were charged \$6 per day, instead of \$4, as agreed upon beforehand. This violation of agreement will be threshed out before the Hotel Committee of the U. C. T. at its first meeting, which will be held at Lansing on Saturday of this week.

The Grand Rapids Dry Goods Co. has arranged to open an Eastern Michigan sales agency at Saginaw and has engaged two new salesmen to manage it—Ed. Knoop and Theo. C. Will. The former has represented Hirth, Krause & Co. in the Saginaw Valley for several years. The latter has covered the same territory for A. Krolik & Co. These gentlemen will maintain a sample room at 200 North Franklin street, Saginaw. Two additional men will be added to the territory to be handled by this agency in the near future.

John D. Martin's report of the U. C. T. convention at Jackson is very complete and comprehensive, but it omits one feature which ought to be recorded. There were so few Grand Rapids members at the convention that the Second City was not regularly represented in the parade on Saturday, but John donned his Bagman fez and marched all alone by himself behind the band as the sole official representative of the Bagman organization. Reports from Jackson are to the effect that John received as much applause as any other feature of the parade, but he withstood the ordeal without embarrassment, assuming that the commendation was intended for the organization as a whole and not for himself personally. There were many men in line, some of the posts of the order being arrayed in grotesque costumes and creating much merriment. There were five brass bands in the line of march, besides an orchestra on a float that was part of the Cadillac delegation's display. There were in the line scores of motor cars carrying the ladies of the delegations. These cars in many instances were decorated in the colors of the order and in natural and artificial flowers, presenting an appearance that attracted universal attention. Saturday afternoon's baseball game was staged at Hague Park. At this resort there were other diversions, closing the convention which has been a most successful gathering.

Lash For All Highwaymen.

Detroit, June 8—I think that your

readers without a dissenting voice will agree that the dynasty of banditry has run its course. That the intolerable reign of blood-lust that has made this one-time peaceful city a veritable human shambles, must and shall be suppressed, cost what it may. To the effect that decent and law-abiding citizens may, without fear, walk again the streets of their city, confident in a power to grapple with these human hyenas who have for so long held this city in their deadly grasp.

To raise the question is but to answer it. What then should be done to exterminate this pest, which the veriest and "sobbiest sobber of sobdom" agrees should go? We imprison these animals and they virtually give us the horse laugh. It may not be amiss in this connection to relate what a certain London judge in the late seventies of the Nineteenth Century decided upon under exactly similar circumstances. This experienced and astute judge, seeing that all his sentences of imprisonment had no effect on these hardened ruffians, after long and deep cogitation decided to try the lash as a corrective. All robbers who practiced violence while robbing their victims were given the lash, and speedily the reign of terror came to an end. Confirmed criminals of the "Bill Sykes brand" cried for mercy, desiring imprisonment—anything but the lash, but they, one and all, got the lash.

Now we have a lesson here as to the salutary and healthy fear that the lash inspires in the breasts of these ruffians. While they laughed at imprisonment they literally collapsed at the sight of the lash. I confidently predict that the same phenomena will repeat itself here. Once let it be known or even suspected among these brutal ruffians of the "money-or-your-life" kind that the lash will be their portion when caught, then Detroit will become the unhealthiest place and the hardest—where now it is the easiest—to gather in their easy money.

To the powers that be, who will be responsible for the ultimate adoption of this timely remedy, I would say entrust the administration of the lash to some husky chap who never has even been remotely connected with the ancient order of sobbers, then peace and comfort will reign among us once more. The scum of the pool-rooms of the United States, with their blood brothers, the vermin who fatten on female virtue, will scatter to the four winds of heaven and a long-suffering city will breathe a sigh of relief.

Samuel T. Slack.

Pays To Drop in at Dances.

Buffalo, N. Y., June 8—Even with the present vogue of anatomical display and the widespread objections to short skirts and vanishing waists, L. L. Berger, a retailer of this city, caused something of a commotion at a Main street dance hall recently when he loudly demanded that a certain feminine dancer "Take off that suit!"

But Berger had reasons of his own for the unusual request, reasons which he explained at length to the police at the hearing a few hours later. It appears that, about a week ago, some one raided his store and got away with a quantity of women's wearing apparel, including several suits of a pattern sufficiently audible to be recognized in any company. The local detectives were unable to get any clue to the robbery and Berger had about decided to charge the matter to profit and loss when he chanced to drop in at the dance hall in question.

Hardly had he taken his seat before his eye was caught by something that seemed vaguely familiar. At first, he thought it was the face of the dancer. But, try as he might, he could not recall that the girl had ever worked for him or that he had seen her in the store. Then it dawned upon him that the suit she was wearing was one of the ones that had vanished from his place of business. Yes, there was no doubt of it!

"Take off that suit!" demanded Berger, and a near-riot ensued. But, when the retailer explained his case to the manager of the dance hall, a policeman was summoned and the wearer of the telltale apparel taken to headquarters, where she pleaded guilty and was released with a fine, after paying for the suit.

Now Berger is dropping in at other dance halls in a search for the other goods which are still missing from his store.

Store Fixtures For Sale

4 ft. Floor Cigar case Double Section.
8 ft. Floor case.
3 Section Ribbon case.
4 ft. Counter show case.
5 ft. Counter show case.
3 ft. Counter show case.
Cracker case.
Pr. Toledo Computing Scale Weighs up to 100 lbs.
Pr. 3 lb. Toledo Computing Tea scale.
National Cash Register, New.
New 24 ft. Roll Awning, Never unpacked, Complete.
Office desk opentop.
National Biscuit Co., Cookie Rack.
Large Floor Coffee Mill.

HUGHSTON & CO.
MCBAIN, MICHIGAN

Cities Service Company Bankers Shares

At present prices the yield on this stock is nearly
15% Cash Dividends

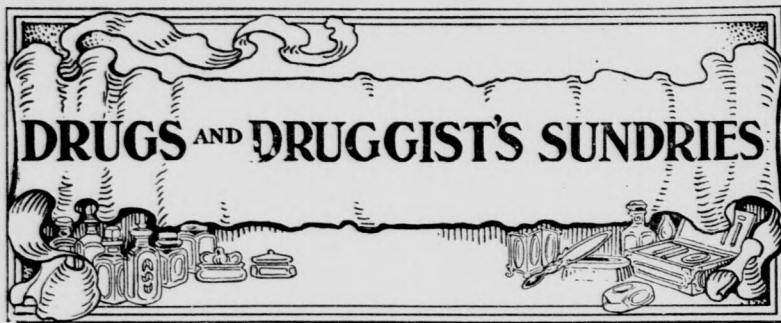
This Company owns and operates
**Public Utilities
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Phone, write or wire for information.

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Grand Rapids, Mich.



Michigan Board of Pharmacy.
 President—H. H. Hoffman, Sandusky.
 Secretary and Treasurer—Charles S. Koon, Muskegon.
 Other Members—E. T. Boden, Bay City; James E. Way, Jackson; F. C. Cahow, Reading.
 Next Examination Session—Detroit, June 21, 22 and 23.

Official Programme of Pharmacy Meeting Next Week.

Tuesday Morning.

All sessions and entertainment features of the convention will be conducted on Detroit time.

Opening of the registration headquarters in the Hotel Statler, Detroit. It will be necessary for each person attending the convention to register with the committee, in order to obtain tickets to the various entertainment features of the convention. All druggists registering must have their dues paid up to and including 1921.

Registration fee, \$2 each; no other charge.

Informal reception to delegates and all druggists with their wives. Auto-Strop razors will be given as prizes to the best mixers.

Tuesday Afternoon.

Opening the convention in the convention room of the hotel.

Announcements, reading of communications, appointment of committee on resolutions.

Address of the President—J. A. Skinner, Cedar Springs.

Report of the Secretary—Louis V. Middleton, Grand Rapids.

Report of the Treasurer—Karl Wheeler, Grand Rapids.

Reports of Standing Committees: Executive—E. W. Austin, Midland. Legislative—D. G. Look, Lowell.

Membership—J. G. Steketee, Grand Rapids.

Publicity—C. H. Jongejan, Grand Rapids.

Paper: "The Normal Pharmacist," by Prof. Wilbur Scovell. Professor Scovell is the author of "The Art of Dispensing," and other books on pharmacy. No druggist should miss this most excellent paper. Purposely we have placed one of the most interesting talks on the first day, in order that the members would have something of extra interest each day.

Wednesday Morning.

Considering the time and expense of attending the convention and the amount of time consumed in routine business while attending, it is worth fifty dollars a minute to the druggists of Michigan to be punctual at the convention hall. Do not hold up the session, but be on time and get in on saving this fifty dollars per minute.

As the papers for Wednesday morning will be on Legislative matters, this session will be presided over

by Mr. D. G. Look, chairman of the Legislative Committee.

Paper "Within the Law" by A. C. Graham. Mr. Graham is the Federal Prohibition Director for the State of Michigan, and will tell the druggists how to unravel the red tape that is entangling the retail drug business of to-day. Mr. Graham will gladly answer any questions on the National Prohibition and Narcotic Laws that you may ask him. This is an excellent chance to straighten out the little kinks that have been bothering you.

Address by S. C. Henry, Secretary of the N. A. R. D. Mr. Henry, as Secretary of the N. A. R. D., has made a study of state and National legislation that have confronted the druggist and will be able to clear up many of the problems that have perplexed the average druggist.

Wednesday Afternoon.

Paper, "Making The Dollar Do Its Duty," by Frank Stockdale. Mr. Stockdale was for several years, Editor of the System Magazine, and is now the President of the Stockdale Service for Retail Merchants. Mr. Stockdale brings us a message on store management and on turn-overs that will pay our expenses to the convention within the next fortnight after we return home, if rightfully followed out. All those present are asked to take part in the discussion following this paper and ask any questions. Remember that the best part of most papers is in the discussion and questions after the address. For it is in this part that the principles vital to our own interests are brought out. Don't be an oyster, bring your ideas and speak up.

Thursday Morning.

Report of the Trades Interest Committee—G. H. Grommet, Detroit, Chairman. Mr. Grommet has spent a great deal of time in making this a very interesting report. He will have something to say about trade conditions in Michigan that may surprise you.

Report of Secretary of Board of Pharmacy—Chas. F. Koon, Muskegon.

Report of Board of Trustees of Prescott Memorial Fund—Chas. F. Mann, Detroit, chairman.

Report of the Committee on Resolutions.

Report of the Committee on Nominations—George H. Fairman, Big Rapids, chairman.

Election and Installation of Officers.

The druggist coming the greatest distance and attending all three days will receive a prize of three gross Lithographed powder boxes.

Perfection prescription file to heaviest and lightest druggists.
 Adjournment.

Entertainment Program.

Guests will be required to present tickets that they receive at the time of their registration.

Tuesday Evening.

Ladies—Theater party at 7:30 p. m. Meet at Statler hotel at 7:15 p. m.

Men—Dutch Lunch and Smoker at the Wayne County Medical Society, 65 High street, East, at 6:30 p. m.

Wednesday.

Ladies—Ladies will meet at the Statler Hotel at 10:45 a. m., to visit the Detroit Creamery Co. They will have lunch at the Creamery at 12:30.

Dinner Dance at the Hotel Statler for all registered guests at 6:30 p. m.

Thursday.

Boat ride at 1:30 p. m. for all registered guests, by Parke, Davis & Co., returning at 5 p. m.

Guests will meet at the foot of Randolph street.

Hegira of Retail Druggists To Detroit Next Week.

Grand Rapids, June 8—The writer has it upon good authority that it will be very unsafe to get sick during the days of June 14 to 16, because druggists will be as scarce as snowballs during the same time in the nearby neighborhood. Whether the pharmics will be in Detroit to listen to the classy papers on up-to-date business methods or whether it is the entertainment that the boys of Detroit are going to set up, it is hard to tell. Of course, you know the average parent takes his boy to the circus to show him the animals, but manages himself to get a good view of the bareback riders. And so the writer does not want to commit himself as to whether it is the heavier or lighter affairs of life that make to the road of the druggist to Detroit.

But the good times are just as much the spice of the convention as the sideshow is the life of the State fair and we would not want one without the other. Each day of profitably spent business should have a period of gayety at the end, the same as pie comes after the midday meal. You will find that the entertainment committee have done themselves proud over their program.

In my previous announcements, I have asked the druggists to bring their wives and sweethearts along. Now comes a real generous kick from a lady in the drug business. She desires to know why I have slighted really the best man in the world and why the husbands and beaux of the druggists of the fair sex in general are snubbed. Truly the writer has

not kept himself abreast of the times and must apologize. Fair lady druggist, your male companion will be as welcome as the flowers in May. As long as the writer is Secretary, never more will this mistake occur. The writer will take any such male appendage under his wing and introduce him into the mysteries of the Hyenas and see that he is well received at the smoker and all the other entertainments provided for the masculine gender. After this, he will be returned safely for the banquet, boat ride and other co-entertainers. After one convention, your man will be a He Hyena, a M. S. P. A. and everything else for the remainder of his life.

We are reversing our idea of things in this letter by telling about the pie first, but the bread and cheese will be there. If you do not believe a convention pays, come and try one. Saying a thing does not pay that you have never tried is hazardous business. The papers would put pep into Pa Perkins. We are not going to say that this will be the convention of a thousand surprises, because there are nine hundred and seventy-eight and we do not like to exaggerate. Anybody that is not satisfied with this convention may walk home.

Druggists, apothecaries, pharmacists and all had better put M. S. P. A. convention at Statler Hotel, Detroit, on their calendar for June 14, 15 and 16, lest they forget.

Louis V. Middleton, Sec'y.

Changed Conditions in the Drug Trade.

West Philadelphia, June 7—Make every employe in your drug store feel that he is a cog in the wheel of your business and that the wheel will not revolve properly unless his own particular cog is working smoothly. The Caballero Drug Co. has multiplied its business five times in its four years' existence and turns over 75 per cent. of its entire stock every ten or twelve weeks. A good business atmosphere is a magnet. There should be no dark or unempt spots in an up-to-date drug store. Eliminate the display of patent medicines, empty cartons, toilet paper, etc., and use your valuable space for more attractive merchandise. Bright lights in your store and windows give a cheerful business atmosphere. Give the store fixtures a dusting and coat of paint every few weeks. The prescription department with the aid of the biological line can be made popular. Pay attention to the little things like neatness, typewritten labels, the capping of all prescription bottles, sealing them with sealing wax, etc. Promptness of delivery can be accomplished by installing a time clock, stamping the time of arrival of all orders and time of completing order and hour of delivery. Numerous popular side lines such as alcohol stoves and hair nets are profitable and worthy of display in a prominent place. Novelties — imitation ivory



"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

sets, alarm clocks, cut glass, etc., should be found in the up-to-date drug store, and the stationery department can be made one of the most attractive sections. With the dropping of prices by candy manufacturers since Jan. 1, the candy counter again suggests the once popular week-end specials. Window display linked with a prominent display in your store will produce results. Now that prohibition is a reality, drug stores should not miss the opportunity to educate the public to patronize the soda fountain. Innovations in this department can do much to stimulate trade. The oft-neglected cigar department can be made productive by keeping the cases properly arranged and featuring special brands of cigars. But above all clerk co-operation is needed. Get your clerks interested and your sales will grow.

F. E. Caballero.

Standardizing Test For Drug Licenses

Louisville, Ky., June 8—Standard restrictions covering the apprenticing and licensing of druggists were adopted here at the recent conference of the State pharmacy boards of Kentucky, Illinois, Indiana, Michigan and Ohio.

In the future no one with less than two years high school education will be permitted to become a drug store apprentice in any of the states mentioned. Also at least a two year college course will be the minimum requisite for the granting of a druggists license.

The Kentucky State Board, it is reported, will wage a war against the sale of certain patent medicines containing a large percentage of alcohol by so-called soft drink dispensers. It is reported that out of sixty stands recently investigated twenty were selling these in violation of the State law.

Just because you know of someone who has made money without advertising his business is no reason for thinking that advertising is not a good thing for your store.

The old fashioned merchant who refuses to try new fashioned methods and equipment usually fails in the good, old-fashioned way.

Creasey Co-operative Ventures Are Crumbling To Dust.

The Creasey propaganda is no longer prosperous — except for Creasey—judging by the dissolution, failure and embarrassment of many of his undertakings. The Amboy Products Company, Creasey's private brand packers, has been sold to consumer owned co-operatives. The Columbus Creasey house is bankrupt. The Kansas City Creasey joint has passed into the hands of Creasey. The Co-Operators have no more interest in it. The Texas Brite Mawmin is in state of dissolution—the degenerate "bird," McCready, has flown to other fields. The Grand Rapids house is no longer dominated by Creasey. The L. C. Mercantile Co. is driven from its flossy quarters. The Spokane gang of simps is buying from a two-by-four jobbing house and glad to get a rebate from any one. It has only a few days to live. The Seattle house of Creasey, it is reported, could not pay 25 cents on the dollar and many of its creditors are refusing to ship except C. O. D. Numerous manufacturers are refusing to fill their orders at all. The Oakland house was a dismal failure. In Los Angeles they couldn't get enough suckers together to take over the remains of the Los Angeles Grocery Co., which was another specimen of co-operative wrecks. The Twin City Grocery Co., the Iowa-Nebraska Grocery Co., the Wood County Grocer Co., The Brite Mawmin of Oklahoma, and other Creasey co-operatives revolted. The Iowa-Nebraska house has since failed and will probably not pay over 60 cents on the dollar. Dissolution has set in. It will not be checked until Creasey is checked out.

If you suspect an employee's honesty justify your suspicions as soon as you can, or put them aside.

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

Wholesale Drug Price Current

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

Acids		Almonds, Sweet,		Tinctures	
Boric (Powd.)	17 1/2 @ 25	imitation	60 @ 1 00	Aconite	91 35
Boric (Xtal)	17 1/2 @ 25	Amber, crude	3 00 @ 3 25	Aloes	91 65
Carbolic	31 @ 36	Amber, rectified	3 50 @ 3 75	Arnica	91 50
Citric	65 @ 70	Anise	1 50 @ 1 80	Asafoetida	93 90
Muriatic	4 @ 6	Bergamont	8 50 @ 8 75	Belladonna	91 35
Nitric	10 @ 15	Cajuput	1 50 @ 1 75	Benzoin	92 40
Oxalic	25 @ 30	Cassia	2 50 @ 2 75	Benzoin Comp'd	93 15
Sulphuric	4 @ 6	Castor	1 20 @ 1 44	Buchu	93 15
Tartaric	58 @ 65	Cedar Leaf	1 50 @ 1 75	Cantharides	93 00
Ammonia		Citronella	65 @ 1 00	Capsicum	92 30
Water, 26 deg	10 1/2 @ 20	Cloves	2 25 @ 2 60	Catechu	91 50
Water, 18 deg	9 @ 15	Cocanut	30 @ 40	Cinchona	92 10
Water, 14 deg	8 @ 13	Cod Liver	85 @ 1 00	Colchicum	92 00
Carbonate	22 @ 26	Croton	2 25 @ 2 50	Cubeb	93 00
Chloride (Gran)	13 @ 23	Cotton Seed	1 00 @ 1 10	Digitalis	91 80
Balsams		Cubebs	11 00 @ 11 25	Gentian	91 40
Copaiba	70 @ 1 00	Eigerson	6 00 @ 6 25	Ginger, D. S.	92 00
Fir (Canada)	2 50 @ 2 75	Eucalyptus	1 00 @ 1 25	Gualac	92 80
Fir (Oregon)	60 @ 80	Hemlock, pure	2 00 @ 2 25	Gualac, Ammon.	92 50
Peru	2 50 @ 3 00	Juniper Berries	3 75 @ 4 00	Iodine	91 20
Tolu	1 00 @ 1 20	Juniper Wood	1 50 @ 1 75	Iodine, Colorless	92 00
Barks		Lard, extra	1 25 @ 1 45	Iron, clo.	91 50
Cassia (ordinary)	25 @ 30	Lard, No. 1	1 10 @ 1 20	Kino	92 50
Cassia (Saigon)	50 @ 60	Lavender Flow	9 00 @ 9 25	Myrrh	92 50
Sassafras (pw. 55c)	50 @ 50	Lavendar Gar'n	1 75 @ 2 00	Nux Vomica	93 50
Soap Cut (powd.)	20 @ 25	Lemon	1 75 @ 2 00	Opium	91 80
40c	20 @ 25	Linseed Boiled bbl.	@ 89	Opium, Camp.	93 50
Berries		Linseed bld less	96 @ 1 04	Opium, Deodor'd	92 50
Cubeb	1 50 @ 1 75	Linseed raw, bbl.	@ 87	Rhubarb	92 00
Fish	40 @ 50	Linseed raw, less	94 @ 1 02	Paints	
Juniper	8 @ 15	Mustard, true oz.	92 75	Lead, red dry	13 @ 13 1/2
Prickly Ash	@ 30	Mustard, artifil. oz.	@ 50	Lead, white dry	13 @ 13 1/2
Extracts		Neatsfoot	1 10 @ 1 30	Lead, white oil	13 @ 13 1/2
Licorice	60 @ 65	Olive, pure	4 75 @ 5 50	Ochre, yellow bbl.	@ 2
Licorice powd.	@ 1 00	Olive, Malaga,	2 75 @ 3 00	Ochre, yellow less	2 1/2 @ 6
Flowers		yellow	2 75 @ 3 00	Putty	5 @ 8
Arnica	75 @ 80	Olive, Malaga,	2 75 @ 3 00	Red Venet'n Am.	3 @ 7
Chamomile (Ger.)	50 @ 60	green	2 75 @ 3 00	Red Venet'n Eng.	4 @ 8
Chamomile Rom	40 @ 45	Orange, Sweet	5 00 @ 5 25	Whiting, bbl.	@ 4 1/2
Gums		Organum, pure	@ 2 50	Whiting	5 1/2 @ 10
Acacia, 1st	50 @ 55	Organum, com'l	1 25 @ 1 50	L. H. P. Prep.	3 00 @ 3 25
Acacia, 2nd	45 @ 50	Pennyroyal	2 50 @ 2 75	Rogers Prep.	3 00 @ 3 25
Acacia, Sorts	20 @ 25	Peppermint	6 00 @ 6 25	Miscellaneous	
Acacia, powdered	40 @ 45	Rose, pure	15 00 @ 20 00	Acetanolid	48 @ 55
Aloes (Barb Pow)	30 @ 40	Rosemary Flows	2 50 @ 2 75	Alum	10 @ 18
Aloes (Cape Pow)	30 @ 35	Sandalwood, E.	13 00 @ 13 25	Alum, powd. and	11 @ 20
Aloes (Soc Pow)	90 @ 1 00	I.	13 00 @ 13 25	Bismuth, Subni-	2 76 @ 2 93
Asafoetida	1 00 @ 1 25	Sassafras, true	2 50 @ 2 75	trate	2 76 @ 2 93
Pow.	1 25 @ 1 50	Sassafras, artifl	1 25 @ 1 50	Borax xtal or	7 1/2 @ 13
Camphor	1 06 @ 1 14	Spermint	10 00 @ 10 25	powdered	7 1/2 @ 13
Guaiac	@ 1 25	Sperma	2 75 @ 3 00	Cantharides, po	1 50 @ 5 50
Guaiac, powd'd	1 25 @ 1 50	Tansy	11 50 @ 11 75	Calomel	1 36 @ 1 45
Kino	@ 85	Tar, USP	50 @ 65	Capsicum	40 @ 45
Myrrh	@ 90	Turpentine, bbl.	@ 65 1/2	Carmine	6 50 @ 7 00
Myrrh, powdered	@ 1 00	Turpentine, less	72 @ 80	Cassia Buds	40 @ 50
Opium	9 00 @ 9 40	Wintergreen,	12 00 @ 12 25	Cloves	35 @ 45
Opium, powd.	10 00 @ 10 40	tr.	12 00 @ 12 25	Chalk Prepared	16 @ 18
Opium, gran.	10 00 @ 10 40	Wintergreen, sweet	6 00 @ 6 25	Chloroform	63 @ 72
Shellac	85 @ 95	Wintergreen art	75 @ 1 00	Chloral Hydrate	1 55 @ 1 85
Shellac Bleached	90 @ 1 00	Wormseed	5 50 @ 5 75	Cocaine	12 85 @ 13 65
Tragacanth	4 50 @ 5 50	Wormwood	22 50 @ 22 75	Cocoa Butter	50 @ 80
Tragacanth, pw.	3 50 @ 4 00	Potassium		Corks, list, less	35 @ 45
Turpentine	25 @ 30	Bicarbonate	50 @ 60	Copperas	30 @ 10
Insecticides		Bichromate	27 @ 35	Copperas, Powd.	4 @ 10
Arsenic	12 @ 25	Bromide	65 @ 75	Corrosive Sublim	1 17 @ 1 25
Blue Vitriol, bbl.	@ 98	Carbonate	45 @ 50	Cream Tartar	50 @ 65
Blue Vitriol, less	9 @ 15	Chlorate, gran't	35 @ 40	Cuttle bone	50 @ 60
Bordeaux Mix Dry	17 @ 30	Chlorate, xtal or	25 @ 30	Dextrine	96 @ 15
Hellebore, White	38 @ 45	powd.	25 @ 30	Dover's Powder	5 75 @ 6 00
powdered	38 @ 45	Cyanide	35 @ 50	Emery, All Nos.	10 @ 15
Insect Powder	40 @ 70	Iodide	3 75 @ 3 80	Emery, Powdered	8 @ 10
Lead Arsenate Po.	22 @ 42	Iodide	3 75 @ 3 80	Epsom Salts, bbls.	@ 3 1/2
Lime and Sulphur	11 @ 23	Permanganate	60 @ 65	Epsom Salts, less	4 1/2 @ 09
Dry	31 @ 43	Prussate, yellow	60 @ 65	Ergot, powdered	1 75 @ 2 00
Paris Green	31 @ 43	Prussate, red	1 00 @ 1 10	Flake White	15 @ 20
Ice Cream		Sulphate	60 @ 65	Formaldehyde, lb.	20 @ 25
Piper Ice Cream Co.		Roots		Gelatine	2 00 @ 2 25
Bulk, Vanilla	1 10	Alkanet	75 @ 85	Glassware, less 50%	
Bulk, Vanilla Special	1 20	Blood, powdered	40 @ 50	Glassware, full case 50.10%	
Bulk, Chocolate	1 20	Calamus	35 @ 75	Glauber Salts, bbl.	@ 03 1/2
Bulk, Caramel	1 20	Elecampane, pwd	35 @ 40	Glauber Salts less	04 @ 10
Bulk, Grape-Nut	1 20	Gentian, powd.	20 @ 30	Glue, Brown	21 @ 30
Bulk, Strawberry	1 25	Ginger, African,	23 @ 30	Glue, Brown Grd.	17 @ 25
Bulk, Tutti Frutti	1 25	powdered	23 @ 30	Glue, White	35 @ 40
Brick, Vanilla	1 40	Ginger, Jamaica	40 @ 45	Glue, White Grd.	30 @ 35
Brick, Fancy	1 60	powdered	42 1/2 @ 50	Glycerine	24 @ 39
Brick, Vanilla	1 10	Goldenseal, pow.	7 50 @ 8 00	Hops	1 00 @ 1 25
Sherbets	1 10	Ipecac, powd.	3 75 @ 4 00	Iodine	5 25 @ 5 72
Leaves		Licorice, powd.	25 @ 30	Iodoform	6 69 @ 7 09
Buchu	@ 2 00	Licorice, powd.	30 @ 40	Lead Acetate	18 @ 25
Buchu, powdered	@ 2 25	Orris, powdered	40 @ 45	Lead Acetate	18 @ 25
Sage, bulk	67 @ 70	Poke, powdered	40 @ 45	Leopodium	6 00 @ 6 50
Sage, 1/4 loose	72 @ 78	Rhubarb	@ 1 00	Mace	75 @ 80
Sage, powdered	55 @ 60	Rhubarb, powd.	85 @ 1 00	Mace, powdered	95 @ 1 00
Senna, Alex.	1 40 @ 1 50	Rosinwood, powd.	30 @ 35	Menthol	5 50 @ 6 00
Senna, Tinn.	30 @ 35	Sarsaparilla, Hond.	1 25 @ 1 40	Morphine	8 33 @ 9 08
Senna, Tinn. pow	35 @ 40	ground	1 25 @ 1 40	Nux Vomica	@ 30
Uva Ursi	20 @ 25	Sarsaparilla Mexican,	@ 80	Nux Vomica, pow.	30 @ 40
Oils		ground	@ 80	Pepper black pow.	32 @ 35
Almonds, Bitter,	16 00 @ 16 25	Squills	35 @ 40	Pepper, white	40 @ 45
Almonds, Bitter,	2 50 @ 2 75	Squills, powdered	60 @ 70	Pitch, Burgundy	10 @ 15
artificial	2 50 @ 2 75	Tumeric, powd.	20 @ 25	Quassia	12 @ 15
Almonds, Sweet,	1 00 @ 1 25	Valerian, powd.	@ 75	Quinine	99 @ 1 72
true	1 00 @ 1 25	Seeds		Rochelle Salts	37 @ 40
		Anise	33 @ 35	Saccharine	@ 33
		Anise, powdered	38 @ 40	Salt Peter	14 1/2 @ 25
		Bird, is	13 @ 19	Seidlitz Mixture	30 @ 40
		Canary	10 @ 15	Soap, green	15 @ 30
		Caraway, Po.	18 @ 20	Soap mott castle	22 1/2 @ 25
		Cardamon	@ 25	Soap, white castle	@ 12 50
		Celery, powd.	35 @ 40	Soap, white castle	@ 12 50
		Coriander pow.	25 @ 30	less, per bar	@ 1 40
		Dill	15 @ 25	Soda Ash	05 @ 10
		Fennell	30 @ 40	Soda Bicarbonate	4 @ 10
		Flax	06 1/2 @ 12	Soda, Sal	2 1/2 @ 5
		Flax, ground	06 1/2 @ 12	Spirits Camphor	@ 1 25
		Foenugreek pow.	8 @ 15	Sulphur, roll	04 @ 10
		Hemp	10 @ 18	Sulphur, Subl.	4 1/2 @ 10
		Lobelia	@ 2 00	Tamarinds	25 @ 30
		Mustard, yellow	15 @ 20	Tartar Emetic	1 03 @ 1 10
		Mustard, black	30 @ 35	Turpentine, Ven.	50 @ 60
		Poppy	30 @ 40	Vanilla Ex. pure	1 50 @ 2 00
		Quince	1 25 @ 1 50	Witch Hazel	1 60 @ 2 15
		Rape	15 @ 20	Zinc Sulphate	10 @ 18
		Sabadilla	30 @ 40		
		Sunflower	7 1/2 @ 15		
		Worm American	30 @ 40		
		Worm Levant	2 00 @ 2 25		

GROCERY PRICE CURRENT

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

ADVANCED

Rolled Oats
Lamb
Pork

DECLINED

Evaporated Milk
Some Flour
Mica Axle Grease
Some Candies

AMMONIA

Arctic Brand
16 oz., 2 doz. in carton,
per doz. 1 75
Moore's Household Brand
12 oz., 2 doz. to case 2 70

AXLE GREASE



25 lb. pails, per doz. 22 60

BLUING

Jennings Condensed Pearl
C-P-B "Seal Cap"
3 doz. Case (15c) 3 75

BREAKFAST FOODS

Cracked Wheat, 24-2 4 85
Cream of Wheat 9 00
Pillsbury's Best Cer'l 2 70
Quaker Puffed Rice 5 60
Quaker Puffed Wheat 4 30
Quaker Brfst Biscuit 1 90
Quaker Corn Flakes 2 80
Ralston Purina 4 00
Ralston Bran 3 00
Ralston Food, large 4 10
Ralston Food, small 3 20
Saxon Wheat Food 5 60
Shred. Wheat Biscuit 4 90

Kellogg's Brands.

Corn Flakes, 36s 3 50
Corn Flakes, 24s 3 50
Corn Flakes, 100s 2 00
Krumbles, 24s 2 80
Krumbles, 36s 4 20
Krumbled Bran, 12s 2 25
Post's Brands.
Grape-Nuts, 24s 3 80
Grape-Nuts, 100s 2 75
Postum Cereal, 12s 2 25
Post Toasties, 36s 3 50
Post Toasties, 24s 3 50

BROOMS

Standard Parlor 23 lb. 5 75
Fancy Parlor, 23 lb. 8 00
Ex. Fancy Parlor 25 lb 9 50
Ex. Fcy. Parlor 26 lb 10 00

BRUSHES

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

Stove

No. 1 1 10
No. 2 1 35

Shoe

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

BUTTER COLOR

Dandelion, 25c size 2 80
Perfection, per doz. 1 75

CANDLES

Paraffine, 6s 15 1/2
Paraffine, 12s 16
Wicking 60

CANNED GOODS

Apples
3 lb. Standards 1 50
No. 10 75 25
Blackberries
3 lb. Standards 1 50
No. 10 14 50
Beans—Baked
Brown Beauty, No. 2 1 35
Campbell, No. 2 1 30
Fremont, No. 2 1 30
Van Camp, No. 1/2 70
Van Camp, small 1 05
Van Camp, medium 1 30
Beans—Canned
Red Kidney 90 1 50
String 1 60 2 30
Wax 1 60 2 70
Lima 1 15 2 35
Red 1 10

Clam Boullion

Burnham's 7 oz. 2 50
Corn
Standard 1 10 1 75
Country Gentmn 1 85 1 90
Maine 1 90 2 25

Hominy

Van Camp 1 50

Lobster

1/4 lb. Star 2 95
1/2 lb. Star 4 80
1 lb. Star 10 50

Mackerel

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

Mushrooms

Choice, 1s, per can 56
Hotels, 1s, per can 32
Extra 65
Sur Extra 80

Plums

California, No. 2 2 50

Pears in Syrup

Michigan 4 00
California, No. 2 4 25

Peas

Marrowfat 1 35 1 90
Early June 1 35 1 90
Early June sifd 2 25 2 40

Peaches

California, No. 2 1/2 3 50
California, No. 1 2 25 2 75
Michigan, No. 2 4 25
Pie, gallons 8 50

Pineapple

Grated, No. 2 2 80 3 25
Sliced, No. 2 1/2 3 50
Extra 3 50

Pumpkin

Van Camp, No. 3 1 45
Van Camp, No. 10 4 50
Lake Shore, No. 3 1 35
Vesper, No. 10 3 90

Salmon

Warren's 1/2 lb. Flat 2 90
Warren's 1 lb. Flat 4 70
Red Alaska 3 90
Med. Red Alaska 3 00 3 50
Pink Alaska 1 90 2 25

Sardines

Domestic, 1/4s 4 50 5 00
Mustard, 1/4s 4 50 5 00
Mustard, 1/4s, 48s 4 00 4 50
California Soured 2 00
California Mustard 2 00
California Tomato 2 00

Sauerkraut

Hackmuth, No. 3 1 50
Silver Fleece, No. 3 1 60

Shrimps

Dunbar, 1s, doz. 2 45
Dunbar, 1 1/2s, doz. 5 00

Strawberries

Standard, No. 2 3 00
Fancy, No. 2 4 00

Tomatoes

No. 2 95 1 40
No. 3 1 75 2 25
No. 10 2 60

CATSUP

Snider's 8 oz. 1 90
Snider's 16 oz. 3 15
Royal Red, 10 oz. 1 35
Royal Red, Tins 8 00

CHEESE

Brick 18
Wisconsin Flats 18 1/2
Longhorn 17
New York 18
Michigan Full Cream 16

CHEWING GUM

Adams Black Jack 65
Adams Bloodberry 65
Adams Calif. Fruit 65
Adams Chiclets 65
Adams Sen Sen 65
Adams Yucatan 65
Beckman's Pepsin 65
Beckman's 75
Doublemint 65
Juicy Fruit 65
Spearmint, Wrigleys 65
Zeno 65

CHOCOLATE

Walter Baker & Co.
Caracas 48
Premium, 1/4s 47
Premium, 1/4s 44
Premium, 1/4s 44

CIGARS

Worden Grocer Co. Brands

Harvester Line

Trotters, 100s 57 00
Record Breakers, 50s 75 00
Delmonico, 50s 75 00
Pacemaker, 50s 75 00
Panatella, 50s 75 00
Favorita Club, 50s 95 00
After Dinner, 50s 95 00
Favorita Extra, 50s 95 00
Epicure, 50s 95 00
Governor, 25s 110 00
Waldorfs, 50s 115 00

The La Azora Line.

Opera (wood), 50s 57 00
Opera (tin), 25s 57 00
Washington, 50s 75 00
Panatella, 50s 75 00
Cabinet, 50s 95 00
Perfecto Grande, 50s 97 50
Fals, 50s 97 50
Imperial, 25s 115 00
Agreements, 50s 58 00

Royal Lancer Line

Favorita, 50s 75 00
Imperial, 50s 95 00
Magnificos, 50s 112 50

Sanchez & Haya Line

Clear Havana Cigars made
in Tampa, Fla.

Diplomaticos, 50s 112 50
Reina Fina (tin) 50s 115 00
Rosa, 50s 127 00
Victoria, Tins 115 00
National, 50s 130 00
Original Queens, 50s 153 00
Worden Special,
(Exceptionals) 50s 185 00

Ignacia Haya

Extra Fancy Clear Havana
Made in Tampa, Fla.

Delicados, 50s 120 00
Primeros, 50s 140 00
Queens, 25s 180 00
Perfecto, 25s 185 00

Garcia & Vega—Clear Havana

New Panatella, 100s 60 00

Starlight Bros.

La Rose De Paris Line
Couquettes, 50s 65 00
Caballeros, 50s 70 00
Rouse, 50s 115 00
Peninsular Club, 25s 150 00
Chicos, 25s 150 00
Palmas, 25s 175 00
Perfectos, 25s 195 00

Our Private Label

Quaker, 25s 75 00

Rosenthals Bros.

R. B. Londres, 50s 58 00
Tissue Wrapped 58 00
R. B. Invincible, 50s 75 00
Foil Wrapped 75 00

Frank P. Lewis Brands

Lewis Single Binder,
50s, (5 in foil) 58 00

Union Made Brands

El Overture, 50s, foil 75 00

Manila 10c

La Yebana, 25s 70 00

Our Nickel Brands

New Currency, 100s 37 50
Mistoe, 100s 35 00
Lioba, 100s 35 00
El Dependo, 100s 35 00
Eventual, 50s 36 00

Other Brands

Boston Straights, 50s 55 00
Trans Michigan, 50s 57 00
Court Royals (tin) 25s 57 00
Court Royal (wood)
50s 57 00
Stephan's Broadleaf,
50s 58 00
Knickerbocker, 50s 58 00
Iroquois, 50s 58 00
B. L., 50s 58 00
Hemmett Cham-
pions, 50s 57 50
Templar Blunts, 50s 75 00
Templar Perfecto,
50s 105 00

CLOTHES LINE

Hemp, 50 ft. 3 25
Twisted Cotton, 50 ft. 2 50
Twisted Cotton, 60 ft. 3 25
Braided, 50 ft. 3 50
Sash Cord 2 60 3 75

COCOA

Baker's 1/4s 52
Baker's 1/2s 48
Bunte, 15c size 55
Bunte, 1/2 lb. 50
Bunte, 1 lb. 48
Cleveland 41
Colonial, 1/4s 35
Colonial, 1/2s 33
Droste's Dutch, 1 lb. 9 00
Droste's Dutch, 1/2 lb. 4 75
Droste's Dutch, 1/4 lb. 2 00
Epps 42
Hersheys, 1/4s 42
Hersheys, 1/2s 40
Huyler 36
Lowney, 1/4s 48
Lowney, 1/2s 46
Lowney, 1/4s 46
Lowney, 1/2s 31
Van Houten, 1/4s 12
Van Houten, 1/2s 18
Van Houten, 1/4s 36
Van Houten, 1/2s 65
Wan-Eta 36
Webb 33
Wilbur, 1/4s 33
Wilbur, 1/2s 33

COCOANUT

1/4s, 5 lb. case Dunham 50
1/4s, 5 lb. case 48
1/4s & 1/2s, 15 lb. case 49
6 and 12c pkg. in pails 4 75
Bk. barrels 24
48 2 oz. pkgs., per case 15
48 4 oz. pkgs., per case 7 00

COFFEE ROASTED

Bulk
Rio 11
Santos 15 22
Maracaibo 22
Mexican 25
Guatemala 26
Java 46
Bogota 23
Peaberry 22

Package Coffee

New York Basis
Arbuckle 23 00

McLaughlin's XXXX

McLaughlin's XXXX pack-
age coffee is sold to retail-
ers only. Mail all orders
direct to W. F. McLaugh-
lin & Co., Chicago.

Coffee Extracts

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

CONDENSED MILK

Eagle, 4 doz. 10 00
Leader, 4 doz. 8 00

EVAPORATED MILK

Carnation, Tall, 4 doz. 5 60
Carnation, Baby, 8 dz 5 30
Pet, Tall 5 60
Pet, Baby 4 00
Van Camp, Tall 6 50
Van Camp, Baby 4 50
Dundee, Tall, doz. 6 60
Dundee, Baby, 8 doz. 6 00
Silver Cow, Baby 4 00
Silver Cow, Tall 5 60

MILK COMPOUND

Hebe, Tall, 4 doz. 4 50
Hebe, Baby, 8 doz. 4 40
Carolene, Tall, 4 doz. 4 25

CONFECTIONERY

Stick Candy Pails
Standard 18
Double A Twist 21

Mixed Candy

Grocers 14
Kindergarten 23
Leader 22
Century Creams 22
X. L. O. 26
French Creams 23
Cameo Mixed 23

Specialties.

Auto Kisses 22
Bonnie Butter Bites 27
Butter Cream Corn 29
Caramel Bon Bons 32
Caramel Croquettes 26
Coffy Toffy 35
Cream Waters, Pep.
and Pink 25
Fudge, Walnut 25
Italian Bon Bons 24
Marshmallow Peanuts 30
Manchus 20
National Cream Mints.
7 lb. tins 35
Nut Butter Puffs 26
Persian Caramels 32
Snow Flake Fudge 26
Sugar Cakes 24
Toasted M. M. Drops 34
A A Jelly Beans 20
Wintergreen Berries 24
Sugared Peanuts 22
Cinnamon Imperials 24

Chocolates.

Champion 24
Honeyuckle Chips 40
Klondikes 35
Nut Wafers 35
Ocoro Caramels 32
Peanuts, Choc. Cov'd 37
Quintette, Assorted 25
Mount Royals 36

Fancy Chocolates.

5 lb. Boxes
Bittersweets, Ass'ted 2 00
Choc. Marshellow Dps 2 00
Milk Chocolates A A 2 40
Nibble Sticks 2 25
Primrose Choc., Plain
Dipped 1 60
No. 12 Choc., Plain
Dipped 2 00
Chocolate Nut Rolls 2 00

Gum Drops.

Anise 22
Champion Asst. 20
Raspberry 22
Favorite 24
Orange Jellies 20
Butterscotch Jellies 22

Lozenges.

A. A. Pep. Lozenges 20
A. A. Pink Lozenges 20
A. A. Choc. Lozenges 20
Motto Hearts 24
Malted Milk Lozenges 24

Hard Goods.

Lemon Drops 22
O. F. Horehound Dps 22
Anise Squares 22
Peanut Squares 20
Horehound Tablets 24
Pop Corn Goods.
Cracker Jack, Prize 7 00
Checkers Prize 7 00

Cough Drops

Putnam Menthol Hore-
hound 1 75
Smith Bros. 2 00

CRISCO

36s, 24s and 12s 16 1/2
6 lb. 15 1/2

COUPON BOOKS

50 Economic grade 2 50
100 Economic grade 4 50
500 Economic grade 20 00
1,000 Economic grade 37 50
Where 1,000 books are
ordered at a time, special-
ly printed front cover is
furnished without charge.

CREAM OF TARTAR

6 lb. boxes 55
3 lb. boxes 60

DRIED FRUITS

Apples
Evap'd, Choice, blk. 12 1/2
Apricots
Evaporated, Choice 25
Evaporated, Fancy 30

Citron

10 lb. box 52

Currants

Packages, 14 oz. 20
Boxes, Bulk, per lb. 18

Peaches

Evap. Choice, Unpeeled 18
Evap. Fancy, Unpeeled 23
Evap. Fancy, Peeled 25

Peel

Lemon, American 32
Orange, American 33

Raisins

Fancy S'ded, 1 lb. pkg. 27
Thompson Seedless,
1 lb. pkg. 27
Thompson Seedless,
bulk 26

California Prunes

80-90 25 lb. boxes @ 09 1/2
70-80 25 lb. boxes @ 10
60-70 25 lb. boxes @ 12
50-60 25 lb. boxes @ 14
40-50 25 lb. boxes @ 16
30-40 25 lb. boxes @ 19

FARINACEOUS GOODS

Beans
Med. Hand Picked 05
California Limas 10
Brown, Holland 06

Farina

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

Hominy

Pearl, 100 lb. sack 3 00

Macaroni

Domestic, 10 lb. box 1 00
Domestic, brkn bbls. 8 1/2
Golden Age, 2 doz. 1 90
Fould's, 2 doz., 8 oz. 2 00

Pearl Barley

Chester 4 75

Peas

Scotch, lb. 4 1/2
Split, lb. 6 1/2

Sago

HIDES AND PELTS

Green, No. 1	05
Green, No. 2	04
Cured, No. 1	07
Cured, No. 2	06
Calfskin, green, No. 1	13
Calfskin, green, No. 2	11 1/2
Calfskin, cured, No. 1	15
Calfskin, cured, No. 2	13 1/2
Horse, No. 1	2 50
Horse, No. 2	1 50

Pelts

Old Wool	25@ 50
Lambs	10@ 25
Shearings	05@ 10

Tallow

Prime	@ 4 1/2
No. 1	@ 4
No. 2	@ 3

Wool

Unwashed, medium	15@ 18
Unwashed, rejects	@ 10
Fine	@ 18
Market dull and neglected.	

HONEY

Airline, No. 10	4 00
Airline, No. 15	5 50
Airline, No. 25	8 25

HORSE RADISH

Per doz.	8 50
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JELLY

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

8 oz., per doz.	44
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MINCE MEAT

None Such, 3 doz.	
case for	5 60
Quaker, 3 doz. case	4 75
for	

MOLASSES

New Orleans	
Fancy Open Kettle	95
Choice	85
Good	65
Stock	28
Half barrels 5c extra	

NUTS—Whole

Almonds, Terragona	25
Brazils, large washed	31
Fancy Mixed	24
Filberts, Barcelona	32
Peanuts, Virginia raw	11
Peanuts, Virginia,	
roasted	13
Peanuts, Spanish	25
Walnuts, California	29
Walnuts, Naples	25

Shelled

Almonds	55
Peanuts, Spanish,	
10 lb. box	2 75
Peanuts, Spanish,	
100 lb. bbl.	25
Peanuts, Spanish,	
200 lb. bbl.	24 1/2
Pecans	95
Walnuts	55

OLIVES

Bulk, 3 gal. kegs, each	4 50
Bulk, 5 gal. kegs, each	7 20
Stuffed, 3 1/2 oz.	2 25
Stuffed, 9 oz.	4 50
Pitted (not stuffed)	
14 oz.	3 00
Manzanilla, 8 oz.	1 45
Lunch, 10 oz.	2 00
Lunch, 16 oz.	3 25
Queen, Mammoth, 19	
oz.	5 50
Queen, Mammoth, 28	
oz.	6 75
Olive Chow, 2 doz. cs.	
per doz.	2 50

PEANUT BUTTER



Bel-Car-Mo Brand

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

PETROLEUM PRODUCTS

Iron Barrels	
Perfection	12.10
Red Crown Gasoline	21.9
Gas Machine Gasoline	40
V. M. & P. Naphtha	27
Capitol Cylinder, Iron	
Bbls.	47.5
Atlantic Red Engine,	
Iron Bbls.	26.5
Winter Black, Iron	
Bbls.	16.5
Polarine, Iron Bbls.	54.5

PICKLES

Medium	
Barrel, 1,200 count	18 00
Half bbls., 600 count	10 00
5 gallon kegs	4 25

Small

Barrels	23 00
Half barrels	12 50
5 gallon kegs	4 25

Gherkins

Barrels	23 00
Half barrels	15 00
5 gallon kegs	5 00

Sweet Small

Barrels	30 00
Half barrels	16 00
5 gallon kegs	6 50

PIPIPES

Cob, 3 doz. in box	1 25
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PLAYING CARDS

No. 90 Steamboat	2 75
No. 808, Bicycle	4 50
Pickett	3 50

POTASH

Babbitt's, 2 doz.	2 75
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FRESH MEATS.

Beef.	
Top Steers and Heifers	16
Good Steers and Heifers	15
Med. Steers & Heifers	13
Com. Steers & Heifers	11
Cows.	
Top	14
Good	12
Medium	11
Common	08
Veal.	
Top	13
Good	14
Medium	13
Lamb.	
Good	28
Medium	26
Poor	24
Mutton.	
Good	15
Medium	14
Poor	12
Pork.	
Heavy hogs	09
Medium hogs	11 1/2
Light hogs	11 1/2
Sows and stags	09
Loins	22@23
Butts	14
Shoulders	22
Hams	09
Spareribs	09
Neck bones	04

PROVISIONS

Barreled Pork	
Clear Back	24 00@25 00
Short Cut Clear	22 00@23 00
Clear Family	27 00@28 00

Dry Salt Meats

S P Bellies	16 00@19 00
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Lard

80 lb. tubs	advance 1/2
Pure in tierces	11 1/2@12
Compound Lard	09 @10
69 lb. tubs	advance 1/2
50 lb. tubs	advance 1/2
20 lb. pails	advance 1/2
10 lb. pails	advance 1/2
5 lb. pails	advance 1
3 lb. pails	advance 1

Smoked Meats

Hams, 14-16 lb.	26 @28
Hams, 16-18 lb.	24 @26
Hams, 18-20 lb.	24 @26
Ham, dried beef	
sets	38 @39
California Hams	15 @16
Picnic Boiled	
Hams	34 @36
Boiled Hams	40 @42
Minced Hams	14 @16
Bacon	20 @43

Sausages

Bologna	14
Liver	12
Frankfort	16
Pork	13@20
Veal	11
Tongue	11
Headcheese	14

Beef

Boneless	24 00@26 00
Rump, new	25 00@27 00

Canned Meats

Red Crown Brand	
Corned Beef, 24 1s	3 50
Roast Beef, 24 1s	3 50
Veal Loaf, 48 1/2s	1 35
Vienna Style Sausage,	
44 1/2s	3 50
Virginies, 24 1s	3 50
Potted Meat, 48 1/2s	50
Potted Meat, 48 1/2s	85
Hamburger Steak and	
Onions, 48 1/2s	1 35
Corned Beef Hash,	
48 1/2s	1 35
Cooked Lunch Tongue,	
24 1/2s	2 80
Cooked Ox Tongues,	
12 2s	23 50
Chili Con Carne, 48 1s	1 40
Sliced Beef, 2 1/2 oz.	1 80
Sliced Beef, 5 oz.	3 15

Mince Meat

Condensed No. 1 car.	2 00
Condensed Bakers brick	31
Moist in glass	8 00

Pig's Feet

1/2 bbls.	2 15
1/4 bbls., 35 lbs.	3 75
1/2 bbls.	7 00
1 bbl.	14 15

Tripe

Kits, 15 lbs.	90
1/2 bbls., 40 lbs.	1 60
3/4 bbls., 80 lbs.	3 00

Casings

Hogs, per lb.	@65
Beef, round set	22@24
Beef, middles, set	50@60
Sheep, a skein	1 75@2 00

Uncolored Oleomargarine

oSlid Dairy	23@29
Country Rolls	30@31

RICE

Fancy Head	7@11
Blue Rose	5 00
Broken	3 00

ROLLED OATS

Monarch, bbls.	7 00
Roll'd Avena, bbls.	7 50
Steel Cut, 100 lb. sks.	4 00
Monarch, 90 lb. sacks	3 25
Quaker, 18 Regular	2 15
Quaker, 20 Family	5 10

SALAD DRESSING

Columbia, 1/2 pints	2 25
Columbia, 1 pint	4 00
Durkee's large, 1 doz.	6 60
Durkee's med., 2 doz.	7 10
Durkee's Picnic, 2 doz.	3 25
Snider's large, 1 doz.	3 50
Snider's small, 2 doz.	2 35

SALERATUS

Packed 60 lbs. in box	
Arm and Hammer	3 75
Wyandotte, 100 3/4s	3 00

SAL SODA

Granulated, bbls.	2 50
Granulated, 100 lbs cs	2 75
Granulated, 36 2 1/2 lb.	
packages	3 00

SALT

Solar Rock	
56 lb. sacks	75
Common	
Granulated, Fine	8 00
Medium, Fine	8 35



Per case, 24 2 lbs.	2 40
Five case lots	2 30

SALT FISH

Cod	
Middles	25
Tablets, 1 lb.	30@32
Tablets, 1/2 lb.	2 00
Wood boxes	19

Holland Herring

Standards, bbls.	14 00
Y. M., bbls.	15 75
Standards, kegs	90
Y. M., kegs	1 10

Herring

K K K K, Norway	20 00
8 lb. pails	1 40
Cut Lunch	1 10
Scaled, per box	20
Boned, 10 lb. boxes	24

Trout

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

Mackerel

Mess, 100 lbs.	26 00
Mess, 50 lbs.	13 50
Mess, 10 lbs.	3 00
Mess, 3 lbs.	2 85
No. 1, 100 lbs.	25 00
No. 1, 50 lbs.	13 00
No. 1, 10 lbs.	2 85

Lake Herring

1/2 bbl., 100 lbs.	7 50
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SHOE BLACKING

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

SEEDS

Anise	30
Canary, Smyrna	08
Cardamon, Malabar	1 20
Celery	40
Hemp, Russian	07
Mixed Bird	13 1/2
Mustard, yellow	12
Poppy	30
Rape	10

SNUFF

Swedish Rapee 10c 8 for	64
Swedish Rapee, 1 lb gls	85
Norkoping, 10c 8 for	64
Norkoping, 1 lb. glass	85
Copenhagen, 10c 8 for	64
Copenhagen, 1 lb. glass	85

SOAP

Proctor & Gamble,	
5 box lots, assorted	
Ivory, 100 6 oz.	7 00
Ivory Soap Flks., 100s	8 50
Ivory Soap Flks., 50s	4 35
Lenox, 140 cakes	5 50
P. & G. White Naphtha	5 75
Star, 100 No. 11 cakes	5 75
Star Nap. Pwd., 100s	3 90
Star Nap. Pwd., 24s	5 75

Lautz Bros. & Co.	
Acme, 100 cakes	6 75
Big Master, 100 blocks	5 85
Climax, 120s	4 85
Climax, 120s	5 25
Queen White, 80 cakes	6 00
Oak Leaf, 100 cakes	6 75
Queen Anne, 100 cakes	6 75
Lautz Naphtha, 100s	8 00

Tradesman Company	
Black Hawk, one box	4 50
Black Hawk, fixe bxs	4 25
Black Hawk, ten bxs	4 00
Box contains 72 cakes. It	
is a most remarkable dirt	
and grease remover, with-	
out injury to the skin.	

Scouring Powders	
Sapallo, gross lots	12 50
Sapallo, half gro. lots	6 30
Sapallo, single boxes	3 15
Sapallo, hand	3 15
Queen Anne, 60 cans	3 60
Snow Maid, 60 cans	3 60

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

Soap Powders	
Johnson's Fine, 48 2	5 75
Johnson's XXX 100	5 75
Lautz Naphtha, 60s	3 60
Nine O'Clock	4 10
Oak Leaf, 100 pkgs.	6 50
Old Dutch Cleanser	4 75
Queen Anne, 60 pkgs.	3 60
Rub-No-More	5 50

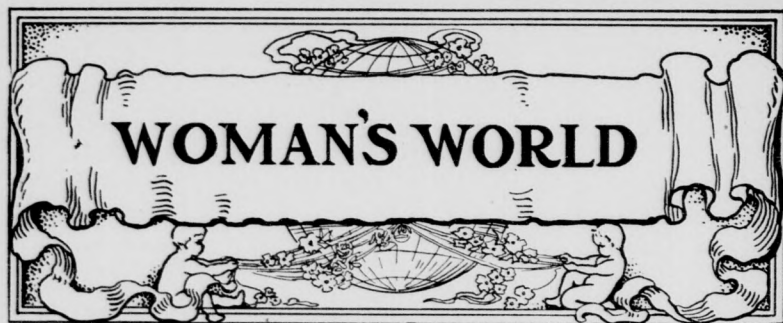
CLEANSERS.

Johnson's Fine, 48 2	5 75
Johnson's XXX 100	5 75
Lautz Naphtha, 60s	3 60
Nine O'Clock	4 10
Oak Leaf, 100 pkgs.	6 50
Old Dutch Cleanser	4 75
Queen Anne, 60 pkgs.	3 60
Rub-No-More	5 50



SODA

Bi Carb. Kegs	4
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Do Not Permit Family Ties To Grow Apart.

"We were very happy, good pals and all that, until the children came. You know how it is; a woman with a little baby and lots of housekeeping to do can't go out with her husband the way she did when they were first married or before they were married. Her duty is to her children. You yourself have always said that."

A tired and lonely woman—wife of a fine but "very busy" man—was telling me why she felt that the only really happy time in marriage was before there were any children. I was trying to make her see—but listen to her:

"I don't mean that I wish we hadn't had any children. I wouldn't give them up for anything; even if two of them had not died. It is better even to have had children and lost them than not to have them at all. I am talking about husband and wife. The children come between them, and it is never the same again."

"But why let them come between? Seems to me children ought to be another bond—"

"Oh, you can't expect a man to hang around while you take all the different kinds of care of a baby. It isn't his business. He has his work all day, and he comes home tired and needs to have some recreation. He gets to going out alone, and by the time the baby is big enough to be left he has made new friends and got new ways of amusing himself—even if there isn't another baby coming about that time."

Well, there wasn't much that I could say, because I knew she was describing just what does happen in thousands of homes. And I knew, too, that there was little she could do at this late day to change habits and relationships built up day by day for twenty-five years. I know a couple who went away together quite recently for a little trip, and that although they have been married nearly thirty years, it was the first time they had been away together since their first child—now a married man—was born. It was for them almost a honeymoon. Fortunately for them, they have not drifted apart in all these years. Their children have been a unifying factor in their lives.

But in most cases that I have seen the pressing duties of mother and housewife crowd in between after the first child is born, and the close comradeship of pre-marriage days and the first few months after marriage never is quite restored.

It ought not to be so. Two people who are really mated—congenial in all respects—ought to find in their children a new source of common in-

terest, a bond stronger than any that held them together before.

I am not sure whose fault it is—this drifting apart. Probably it belongs sometimes to one, sometimes to the other; usually it belongs to both, and is due to the fact that they do not recognize what is happening until the habit of separation has become pretty well fixed.

But I am sure that it need not be so. In the first place, a child does not get a square deal who does not have from the beginning the companionship of his father. A wise mother makes it her business to see that her husband really shares her care of the baby, her responsibility for him, and her companionship with him. The father who leaves all this to the mother is shutting himself away from something very precious that never can be recovered. I tell you, you fathers who wonder why it is that your sons and daughters do not confide in you, that you did that yourself long ago in their babyhood. Aside from the fact that way back there you took your branch of a road fork that has carried you further and further away from them during their childhood, you also in later years denied yourself an endless source of interest and fun and heart education. Now it is too late. You do not know them and they do not know you.

The point I set out to emphasize, however, is that there need be no drifting apart for husband and wife if only they recognize the danger of it. You, mother, even though it cost you some thought and effort, must keep yourself in touch and sympathy with father. You must definitely try to keep interested in and informed about the things that interest him and occupy his life. You must arrange somehow to go out with him—just the two of you—and keep alive that common interest and enthusiasm that brought you together in the first place. You must take the same pains to be attractive to him that you used to take in the days of your first association.

You, father, must think about this, and definitely seek to keep up the comradeship. You must not allow your work or hers to monopolize attention and leave you too weary to have interest together. Even if all you can do is to walk a few blocks in the evening, go to the movies or to the theater together, you must attentively keep alive that mutual sympathy and mutual understanding that constitute the soul of marriage. You must not allow yourselves to grow apart. Before you know it the children will be grown up and go away on affairs of their own. Then it will be very hard—perhaps impossible—to

pick up the threads that you are allowing to blow loose now.

Prudence Bradish.

[Copyrighted 1921.]

Fire Hazard of Five and Ten Cent Stores.

The number of Five and Ten Cent Store fires in various cities over the country in recent months marks these establishments as decided fire hazards. Even with the greatest of care, basements of these occupancies are usually filled with inflammable material of every description and where there is even a small degree of carelessness, conditions are frequently appalling. Packing materials of the most flammable kind are permitted to gather in great heaps in the packing rooms. In many of these fires, the dolls, combs, toilet sets and various other articles made out of pyroxylin plastic products cause the fire to spread with great rapidity, to burn rapidly with great heat and to produce a suffocating yellow and black smoke, which makes it exceedingly difficult for firemen to fight the blaze. As a rule the Five and Ten Cent Store is also crowded with stock, particularly in the basement, with aisles of comparatively narrow width. It is common in many of these stores to read that the firemen were handicapped in reaching the seat of a fire in the basement because of boxes filled with merchandise, piled from floor to ceiling.

Frequently one also finds that the stock rooms in these stores are fitted up with very light board partitions against which boxes of materials will be piled. Or there may be no partition at all and the boxes themselves will be stacked in such a way as to form a large number of small rooms. When once a fire gains a headway in one of these stores, particularly in the basement, it is only with the greatest difficulty that fire departments can prevent entire destruction of the basement stock.

"Take care of the pennies and the dollars will take care of themselves," refers not only to money but to actions of small or large value.

Birthday of the Banner of the Free.

Grandville, June 8—One hundred and forty-four years ago the 14th of June the Flag came into being as the representative of a new nationality which has since made its impress on the history of the world.

A mere piece of striped bunting has nothing in itself to inspire the confidence and devotion that has for nearly a century and a half held millions of people in a grip of patriotic zeal unequalled in the history of the world. What, then, is the meaning of this great outpouring of love and devotion? What the appeal to hearts? What the inspiration that induces men to face the mouths of cannon with as little regard for life and safety as the maddest of mad fanatics of ancient Rome?

It is what the Flag represents, not its pictured beauty, that holds men in bonds of steel. Death is cheerfully faced when an indignity is offered that flag, first raised by three millions of struggling colonists in the long ago. At Concord Bridge the shot was fired by embattled farmers that was heard around the world. That was the beginning. Two years later the Continental Congress, on the 14th of June, adopted the flag of thirteen stripes and stars to be their guiding banner throughout the Revolutionary struggle.

At one time a stripe was added for each new state received into the Union. This was the flag of the second war with Britain in 1812. It soon became manifest that this adding a stripe for every new state would make the flag too cumbersome, so it was finally decided that the original thirteen colonies should be represented by as many stripes, while a new star would announce the adding of another state to the constellation. Thus we have our present day flag of forty-eight stars with the thirteen colonial stripes.

The Flag is representative of all that American freemen hold dear. An indignity to that sacred banner is an indignity to every man, woman and child living under its folds. That is why America flew to arms a few years ago and flung millions of her sons across three thousand miles of ocean to avenge insults to our Flag, as well as the murder of our citizens by a power professedly at peace with us.

That flag, your flag, my flag, our flag, the flag of the forty-eight states of this Federal Union, represented the heart-beats of a hundred million people, dedicated to liberty and union, one and inseparable. Because of this the atrocious devil of Hundoism was



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

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

Catalog—to merchants

Wilmarth Show Case Company
1542 Jefferson Avenue Grand Rapids, Michigan

Made In Grand Rapids

made to feel the everlasting displeasure of this people when he murdered American citizens on the high seas.

Since the Flag was unfurled above the hosts of Washington in Revolutionary days, down to this month of June, 1921, it has never been furled in disgrace before any foe, domestic or foreign. It floats in freedom's air, unsullied, unsmirched by anarchistic or Bolshevick hands, true emblem of the highest patriotism.

Not second to July Fourth should be the Fourteenth of June. This day represents as much of our nationality as does Independence Day. One marks the day of our declaration of independence from Great Britain; the other the day and the hour when the ensign of the new Nation was formally recognized as the emblem of the struggling colonies in North America, emblematic of a new born Nation dedicated to liberty and equality.

The patriots who painted the stars of heaven and the white and red stripes of purity and valor on the banner of the new Nation, builded better than they knew, as is usually the case when devoted men go out with singleness of purpose to win right and justice for their fellow men.

Memorial day is a great day in National history, as is the Fourth of July, yet neither has anything over this June day which we recognize as the birthday of our banner of the free. A century and a half of recognition ought to place the Flag in a commanding position before the world. We may well say the Flag stands forth in this year 1921 more fully appreciated by our own people than ever before, more and better understood by foreign countries who have seen how men of the Great Republic fight under that flag.

The world doffs its hat in homage to the flag of Bunker Hill, Yorktown, Lundy's Lane, Gettysburg, Santiago and the Argonne and Belleau Woods of the world war. That flag has a meaning never before known or understood by the teeming millions of Europe. They have seen its folds billowing over millions in khaki as they swept their way to the front of battle and gave the arrogant Huns their first taste of Yankee lead.

As we honor the heroes of all our wars, from Washington and Greene,

down through the years to Grant and Sherman of Civil War fame, we must honor the Flag beneath which every one of America's heroic soldiers fought the good fight for freedom, liberty and the upholding of the American Constitution.

During our second war with Britain the London Times dubbed the Yankee navy a splotch of shreds and patches, sneeringly referring to the Flag as "The Yankee gridiron," which was no match for the British navy. It would not require many months said the Thunderer, for the English men of war "to drive the bits of striped bunting from the sea."

What was the result?

At the conclusion of the war those bits of striped bunting had so largely increased as to become whole cloth, all wool and a yard wide. From that day to this, imperious Britannia has been less vaunting of her superiority on the ocean. To-day our ancient enemy is in full accord with this Republic, and the British Jack and the Yankee Stars and Stripes standing together, are able to defy all the rest of the world on sea or land.

Old Timer.

Hot Suns and Hot Foods.

Hot days are at hand and men are shifting to light clothing as a necessary change for health and comfort. But there is another change quite as essential which many do not consider. It is one of foods. In cold weather we eat much food for heat. It is logical to abandon them in hot periods. But few of us do so. A man may be ever so lightly clad on a warm day, but if he eats heating food he will be hot and uncomfortable. The dietitians who know about these things would do a public service to publish lists of foods to avoid in hot weather.

Safety First.

"What's the first thing to do when you buy a new car?"

"The first thing I do is to hide the tool kit so the alleged experts who pose as automobile mechanics can't get at it."

Hot Weather Beverages

Glenn Rock Ginger Ale,
Lemon, Root Beer, Orange
Glenn Rock Sparkling Water

JUDSON GROCER CO.

Wholesale Distributor

GRAND RAPIDS

MICHIGAN

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—Man to take charge of office of wholesale food manufacturing plant in Michigan town of 35,000. Must have \$5,000 to \$10,000 to invest. This is a first-class opportunity. Address No. 371, c-o Michigan Tradesman. 371

I WANT A CLOTHING OR SHOE BUSINESS, in a good town, with a stock of from \$5,000 to \$8,000. Have a fine fruit and general purpose farm of sixty acres with an excellent set of buildings, nicely located within twenty miles of Grand Rapids to exchange. Over 1000 trees just coming into bearing. Address No. 372, c-o Michigan Tradesman. 372

TO TRADE—A good farm 187 acres near Ypsilanti, Mich., implements, tools, stock, good buildings. Will stand closest investigation. For good stock of general merchandise. For further particulars, write owner, S. Schneider, 625 E. Kirby St., Detroit, Mich. 373

TO RENT—Warehouse for light manufacturing, paint shop or storage. Two floors, about 3,500 square feet; railroad siding, electric lights, power, water, with or without heat; rent reasonable. L. S. Tyler, Madison Ave. and Railroad. Citiz. 4541, Grand Rapids, Mich. 374

FOR SALE—Or trade for Grand Rapids property, only millinery business in railroad town; sickness. Address Millinery, Box 715, Durand, Mich. 375

WANTED—Expert salesmen, commercial or financial, to sell an exclusive right to one merchant in a county. References must be gilt edge. You can make from \$250 to \$750 per week. Men wanted in every state. United Buyers Association, Greenville, Mich. 376

Green Sales Co., Special Sales Conductors, 212 E. Main St., Jackson, Mich. 377

FOR SALE—New complete stock general merchandise, consisting of dry goods, groceries, hardware, drugs, etc., in a good small town. Good market town, fine roads, rich farming country. Stock and fixtures invoice about \$6,000. Did \$35,000 business last year. No stock over two years old. Would exchange for small farm. Write, phone or see Wm. F. Sandell Co., Belding, Mich. 378

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

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

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, Administratrix, Bay City, Michigan. 353

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 274 East Hancock, Detroit. 566

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 Citiz. 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

2,000 letter heads \$5.90. Samples. Cop-per 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

ENVELOPES

Of Every Description
ALL SIZES, ALL COLORS
For All Purposes

Correspondence Envelopes
Window Envelopes
Document Envelopes
Pamphlet Envelopes
Pay Envelopes
Coin Envelopes
Drug Envelopes
Tag Envelopes
Clasp Envelopes
Cloth Lined Envelopes
Expansion Envelopes

We have the only Exclusive Envelope Printing Machine in Grand Rapids.

TRADESMAN COMPANY

OPEN SHOP FOOLISHNESS.

Finding that the closed shop method of conducting business cannot be maintained successfully, because the moment labor union slackers find they have the upper hand they set about to destroy the business they are supposed to assist in building up, employers of labor are now demanding the open shop in the belief that open shop conditions will place them in control of their own business and enable them to dictate who shall be employed and who shall be eliminated, without resort to labor union interference and dictation.

Such an assumption has been found to be wholly erroneous, because the presence of a single union person in an establishment will taint the entire force and ultimately result in a reign of confusion and disloyalty. The infamous propaganda of labor unionism must be stamped out, root and branch, in order to ensure harmony and good workmanship. Unless this is done the institution which harbors agitation and sedition soon finds itself in the throes of a strike. It appears to be impossible for a union man to attend to his duties and leave other employees alone. When he is not nagging some free workman because he refuses to put on the yoke of tyranny and oppression, he is clandestinely throwing something into the machine of the non-slave operator which will cause it to work badly or refuse to work at all. Every employer of labor who has ever had a union man on his payroll knows the union breed and realizes that the presence of a single union man in his establishment is a menace—more deadly than the insidious miasma which undermines the health of the person who unconsciously breathes the invisible poison.

The only safe rule for the employer to follow is to shut his doors to unionism, the same as the Government undertakes to close its door against anarchists, spys and seditionists. Unless the employer takes this precaution, he has only himself to blame for the reign of disorder which is a necessary accompaniment of union affiliation or toleration.

FIBER SILK HOSIERY.

Reports in the hosiery trade indicate that there is a scarcity of fiber silk goods which promises to become as acute as that which exists in the full-fashioned division. The full-fashioned mills which are operating are working day and night to fill orders, but in view of the strike in Philadelphia they are making scant progress toward meeting requirements.

There is a plethora of orders for fiber silk hose, but manufacturers are unable to fill them for the reason that there is a shortage of raw material. Some of the leading factors in this field are sold up and have withdrawn entirely from the market.

Production of fiber silk hosiery is increasing constantly, however, and it is hoped that mills will soon be in a position to take care of more business.

Generally speaking, the hosiery men

are satisfied with conditions at present and they feel that the turn for the better has been made definitely. There is, however, one feature which is a little disturbing, and that is the refusal of buyers to order for forward delivery on any considerable scale. Manufacturers are kept in a state of uncertainty and are forced to govern their manufacturing operations in accordance with orders, which are for the most part for immediate delivery. This does not apply, of course, to the silk lines.

GAMBLERS, NOT INSURERS.

The New York Evening Post, which has been the recognized organ of Wall Street ever since there was a Wall Street, reluctantly admits that stock fire insurance has ceased to properly function; that the entire system is wrong in theory and iniquitous in practice; that the evils and abuses which have found permanent lodgment in the business can only be eliminated by the mutualization of the stock companies. In an editorial published one day last week, and reproduced elsewhere in this week's paper, the Post says:

Mutual companies should be given every possible protection. The progress of insurance depends largely upon the triumph of mutuality over stock profit companies; one of the chief gains from the life insurance investigation of 1905 was the mutualization of great companies.

This conclusion was brought about by the alarming disclosures made before the Lockwood Committee, showing that with most of the big stock fire companies the writing of insurance is secondary to gambling in stocks and other securities by the officers of the companies; that the money which should be conserved for the payment of fire losses and expenses is largely lost in stock speculations and gambling on the stock exchanges.

It is no longer safe for any insurer to accept the policy of a big stock fire insurance company whose officers are addicted to the gambling habit—at the expense of the policy holders.

RETAILERS AT KANSAS CITY.

Nothing has been received by the Tradesman up to the hour of going to press regarding the proceedings of the National Retail Grocers' Association at Kansas City. President Ulmer, of Toledo, has made a fair record, but has already occupied the position three years and is understood not to care for re-election. In view of the fact, however, that the association is about to pass into the hands of a new executive secretary, H. G. Ballsinger, of Kansas City, it is likely that the Association might decide not to change any more officers than is necessary.

A far more important consideration before the retailers will probably be the forming of National Association policies. In recent years such things as ways and means and policies of National legislation have been severely criticised under the present system and some of the most influential members have strongly expressed the belief that the time has come for a radical change in these respects, and

very likely something in the nature of a reform may come out of the Kansas City convention.

THE CANNED FOODS MARKET.

The canned goods market has been generally firm during the past week, although canned fish still continues more or less inactive on account of the cold weather for this time of the year. Both canned vegetables and fruits were active with prices firm at recent levels. That the jobbing trade is beginning to take seriously short pack statements which have been permeating the market is gradually becoming apparent. Pineapples and the berries still continue to lead the fruits.

The tax on soda water probably will be removed, but not that on candy. Candy prices are 20 per cent. lower than they were a year ago, and although retailers believe the removal of the Federal candy tax is essential to further price reductions and greater business, there is not the same prospect for this as for the removing of the soda-water tax. Officials at Washington are sympathetic, but are confronted with a problem of raising additional revenues. The candy tax is not directly felt by the public as is the soda tax, which is added to the price charged the consumer, and the sentiment among Senators and Representatives seems to favor the removal of such taxes only which are found most irksome to the public.

Druggists and soda water dispensers generally can do much to contribute to the cause of normalcy by immediately reducing the price of all ice cream drinks to the 10 cent basis, with full assurance that the extra cent demanded by Uncle Sam will probably be abolished by the present Congress.

Cordial Greeting To Resort and Improvement Boomers.

Boyne City, June 8—We had a nice time at the Wolverine last Tuesday evening. We got wind that Hugh Gray, of the Michigan Tourist and Resort Association, and W. P. Hartman, of the Western Michigan Development Bureau, were coming our way, so Hall, of the First National Bank, and Townsend, of the Peoples State Bank, together with Thompson, of the Chamber of Commerce, concluded that we could have some fun with them. They got a bunch from Charlevoix, East Jordan, Boyne Falls and Walloon Lake and we sure had a warm meeting. Judge Harris was the push and things went with a snap.

Gray gave us a good talk about his pet project, which contained some very interesting and salient facts. He talked about vision, but it appeared as though his brain was all caked up with dollars and cents facts.

Hartman followed up with some more facts until we were dizzy and between the two of them we became obsessed with the idea that the only real honest-to-goodness resort, farming and industrial section of the U. S. A. is Northwestern Michigan, with its water-washed air, crystal waters, and everything else desirable.

Then Harris got Cukerske to going about parks—State parks. He is the State Park Engineer and he sure is nuts about parks, but then he has reason to be. He has made the beginnings of a thing of transcendent beauty of the Boyne City State Park. Rose, of Charlevoix, and Clink, of

East Jordan, both added to the interest of the occasion by some very good talks. Harris choked off some of our local men, said that it was too late for any more. McCutcheon and Merrill both looked as though they expected to be surprised (?) but their fears were groundless. We are sorry, however, for those who stayed away for fear of being asked for money. They missed a very good time, some instructive talks and would have been agreeably dissatisfied anyway.

The first time Gray came here he had four men to talk to, the next time twelve, and this time eighty-three people, including a baker's dozen of our newly enfranchised citizens. Come again gentlemen.

Gray says that the Boyne City Chamber of Commerce has the best displayed Michigan Tourist and Resort Association sign in Michigan. Maxy.

Advertising Signs On Trunk Line Highways.

Lansing, June 8—Our attention has been called recently to an act of the Legislature of 1919 and a recent order of the State Highway Commissioner with reference to the same. This order of the Commissioner will be of great interest to a large number of the members of our Association, as a great many of them have advertising signs, guide posts, etc., along the line of the trunk roads. I give herewith a notice of Hon Frank F. Rogers, State Highway Commissioner:

"Notice is hereby given that all advertising signs and other signs, markers or guide posts that have not been authorized must be removed from within the limits of the trunk line roads of the State of Michigan. After June 15, 1921, all such unauthorized signs, markers or guide posts will be subject to removal under the direction of the State Highway Commissioner according to the requirements of Section 10, Act 19, of the Public Acts of 1919."

I had an interview with Mr. Rogers this morning and he stated that a reasonable time would be given to advertisers to remove their signs in case they desired to preserve them. Signs erty are not covered by this order of erty is not covered by this order of the State Highway Commissioner.

One of our members has called our attention recently to the fact that some of the Pattern Companies have been changing their contracts and that a contract which calls for 50 per cent. from the retail price has been changed so that May bills are coming at 40 per cent. Also that they have increased the cost of the fashion sheets.

It is not my purpose in this bulletin to discuss the subject of patterns to any extent, but to advise all of our members to stand pat, so far as possible, upon the contracts now held and hold to the agreements formerly made. Between now and our September convention we hope to make some further investigations on the pattern business, with the hope of formulating some plans that will be helpful to our members generally throughout the State.

Jason E. Hammond,
Manager Michigan Retail Dry Goods Association.

At One Stroke.

"And how much would you say this colt was worth?" asked the railroad claim agent of the farmer.

"Not a cent less than \$500!" emphatically declared that sturdy son of the soil.

"Pedigreed stock, I suppose?"

"Well, no," the bereaved admitted reluctantly, "but you could never judge a colt like that by its parents."

"No," the attorney agreed dryly. "I've often noticed how crossing it with a locomotive will improve a breed!"



He Knew What He Was Worth

WHEN a Kalamazoo man applied for a job the other day and was told he would be paid all he was worth, he got madder than a hornet and stated very emphatically that he could not and would not work for such low wages.

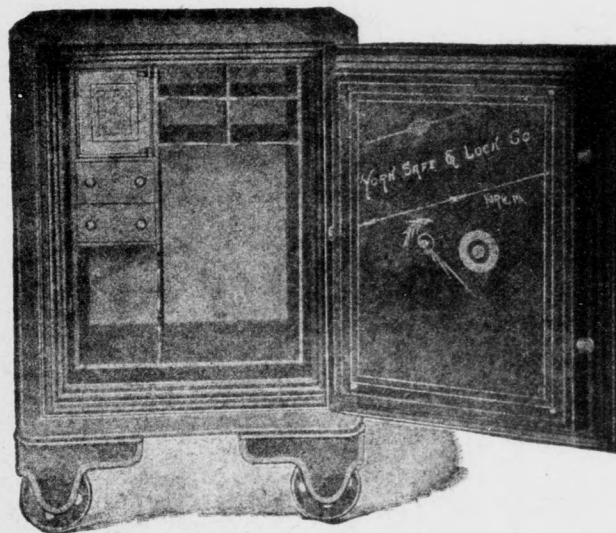
If that man should ever attempt to run a business of his own, he would be just the kind of a chap who would kick on the price of a safe, no matter how low it was, leave his account books and valuable papers exposed and then when the fire licked them up he would charge the whole thing up to his ding blasted hard luck.

Be Sensible Brother and Get Busy

and write us to-day for prices on a first-class dependable safe. It means really more to you than it does to us, because while we would make only a fair profit on any safe we sold you, you would lose what you never could replace if you should have a fire and lose your books of account.



Grand Rapids Safe Co.
Grand Rapids, Michigan



Red Crown Gasoline Everywhere

Every few miles in the country—and every few blocks in the city—you can get Red Crown Gasoline. That's your assurance of uniform power when you use Red Crown—for it never varies.

Its uniformity is guaranteed—its performance is assured. It's the best motor gasoline you can buy regardless of price

That steady steam-engine-like piston stroke imparted by Red Crown means long life to your motor.

No racked engine causing frequent overhauling. No delay from lack of power. For the utmost in gasoline service, use—

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