

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Thirty-Eighth Year

GRAND RAPIDS, WEDNESDAY, JUNE 22, 1921

Number 1970

## IF I HAD KNOWN.

If I had known in the morning  
How wearily all the day  
The words unkind would trouble my mind,  
I said when you went away,  
I had been more careful, darling,  
Nor given you needless pain;  
But we vex "our own" with look and tone,  
We might never take back again.

For though in the quiet evening,  
You may give me the kiss of peace;  
Yet it might be that never for me,  
The pain at the heart should cease.  
How many go forth in the morning,  
That never come home at night!  
And hearts have broken, and harsh words spoken  
That sorrow can ne'er set right.

We have careful thoughts for the stranger,  
And smiles for the coming guest;  
But oft for "our own" the bitter tone,  
Though we love "our own" the best.  
Ah! lips with the curve impatient,  
Ah! brow with look of scorn,  
'Twere a cruel fate were the night too late  
To undo the work of the morn.

Kate Vannah.

## Everybody Eats Yeast

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

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

### Fleischmann's Yeast

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

Have your customers place a standing order.

## When You Need Sugar

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

### LOWEST MARKET PRICES

On Fine Eastern Cane or Beet

in car or less-than-car lots.

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

PHONES

Beth Main 5041

Citizens 45448

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

## Pushing Packaged Products

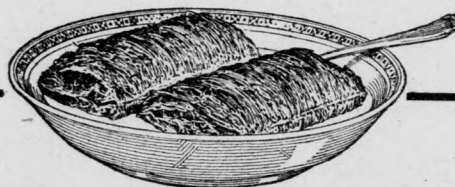
is a job that should engage the interest and activity of every up-to-date grocer because it means a constant, never-failing profit.

## Shredded Wheat Biscuit

is made in the cleanest, most hygienic food factory in the world and is packed in dust-proof, sanitary packages. It is ready-cooked and ready-to-eat, saving fuel and kitchen worry. We have ten million dollars invested in this process. We create a demand for it through nation-wide advertising. We deserve your co-operation in the distribution of this product.

MADE ONLY BY

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



## "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



## One rotten egg in a dozen does not spoil the eleven but cuts out your profit

**IT** IS the same way with your valuable papers—which should be in a safe place—when you have a fire and your books, inventory, record of daily sales and record of purchases are not in a fire proof safe. It is like a rotten egg in a dozen; in fact, it is a rotten egg in your business, because, ten to one, you don't get the money you are entitled to and you cannot reasonably expect it either.

Prevent this possible loss. Buy a reliable safe to store away your books and valuable papers every night. Now, while you read this advertisement is the time to act. It is a warning to you for you don't know what is going to happen. Don't delay. Do it right now.

We sell the best safes on the market, in all styles and sizes at reasonable prices. **COME IN OR WRITE.** You will never regret it.

**GRAND RAPIDS SAFE CO.**  
Corner Ionia and Louis Sts. Grand Rapids, Mich.



# MICHIGAN TRADESMAN

Thirty-Eighth Year

GRAND RAPIDS, WEDNESDAY, JUNE 22, 1921

Number 1970

## 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.  
Canadian subscriptions, \$4.04 per year,  
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.

### BEST HOPE OF THE FUTURE.

This, being a dull period of the year in merchandising in many lines, affords opportunity for the reflection and deliberation which present conditions seem to require. In primary markets plans must be laid for next year's retail business, account being taken of the disturbing influences likely to arise from wage reductions, tariff and taxation changes and the return to greater productivity by various European countries, which must needs affect our exports to them no less than our imports from them. The course of exchange is another big factor to be reckoned with. There are few of the more important industries in this country whose output and prices, not to speak of their prosperity, are not dependent in some degree on the volume of their exports. Isolation in an economic or commercial sense is even less possible than it is politically. The dwindling of exports, which has been continuous since the beginning of the year to the extent that their value in May was less than 46 per cent. of what it was in December, has had a most marked effect in producing unemployment throughout the country. It has also made much more difficult the problem of putting the mercantile marine on a paying basis. As to the last mentioned matter, it may also be added that it will become even more complicated by the enactment of the tariff proposed, whose avowed purpose is the checking of imports, which are needed as return cargoes. The uncertainty of all these matters is having its natural effect in checking enterprise and conducing to a continuance of the hesitant spirit in buying.

Out of the thicket of uncertainty there is no well defined path, nor is there any panacea which will cure the ills from which business is suffering. Foreign trade awaits the settlement of internal and external disputes in Europe and the Near East and the resumption of somewhat near normal production of manufactured products,

At its best, considering this country's capacity for production, it would require less than two-thirds the quantities which the mills and factories can now turn out to provide for its needs. Unemployment is, therefore, certain to a considerable extent until sufficient foreign demand arises. Meanwhile, no one pretends that the volume of domestic business is anywhere near what it should be. This seems to run all along the line from iron and steel and the other metals and the manufactures of them to the textile, leather and rubber industries. The mills do not like the hand-to-mouth buying which is everywhere evident, but, for that matter, neither do the buyers themselves. Both sides would be better pleased if future needs were provided for in the usual way. That would enable the manufacturers to plan ahead for a certain volume of production, and it would save buyers the anxiety of watching daily shifts of prices. But, back of all of them is the consuming public, which is just now more interested in making both ends meet and saving a little out of incomes. The increase in savings bank deposits, in subscriptions to United States certificates and in building and loan association assets shows this tendency. And, after all, this tendency to thrift is the best hope of the future, much as it may for the moment decrease the volume of sales.

### ECONOMY PLUS.

Isadore K. Simpson was a man of considerable importance.

That is to say, Isadore had convinced his neighbors, his employers, the immediate community, that he was of considerable importance, but there were some doubts in the minds of the banks and Isadore himself as to whether or not this was strictly true.

Isadore had made considerable money during the war and he had increased his business and his personal expenses. He had a new office building, numerous clerks, and a new country place and a couple of chauffeurs and all of the things that go with increased prosperity.

Then the slump came.

Isadore had boasted so much of his success and had posed so prominently before his fellow men that he felt ashamed to retrench when the sign posts of commerce pointed that way. He felt as if he would lose his reputation as a successful man if he reduced his working force or modified his lavish living expenses, so he kept on, hoping against hope that things would come out all right some how.

As a result Isadore is now in the hands of a receiver and all the economies he might have put into effect to save his fortune are now in effect under orders of the receiver, with

his fortune gone and his control of his own affairs taken from him.

This is not an exaggerated vision of things as they might be, but Isadore is a reality and the lesson which Isadore's experience teaches is that economy is the password of the day.

Whether we like it or not, the whole world is in a state of economic competition. The nation, business or individual which would survive must make up its mind that the competition from now on is more largely economic than progressive.

It is no longer a question of how much business can you do, but how little can you do business for?

Of course, economy has always been the measure of successful business, under normal conditions, but during the boom times business has been careless in forgetting this all-important factor.

They may talk improvement of business; increase in export trade and all the other remedies imaginable, but there is only one really, truly remedy to the present conditions and that is economy.

Some nearsighted folks may preach the doctrine that spending makes for prosperity: but waste and extravagance never made for permanent prosperity at any time or at any place.

We might as well accustom ourselves to playing the game according to the rules. And economy is the basic rule to all success and we need the basic rule now more than at any other time in the history of the world's commerce.

Economy is a habit, difficult to acquire, but the solution to the present situation is difficult. Therefore don't get the false notion that extravagance is going to help matters. Work, earn, save, is the order of the day and only by following out this order will things be speedily and permanently righted.

### NEW IDEA IN METRIC SYSTEM.

And now the suggestion is made that instead of destroying the traditional English system of weights and measures based upon the foot, the pound, the quart, etc., in favor of the international decimal "metric" system, that the old system be adapted so as to enjoy all the advantages which come from decimal subdivisions of those units.

This is distinctly a new angle in the metric system idea, and will doubtless meet with much support from those who have opposed the absolute abandonment of all that is established to set up new units which never have had a very strong standing with the American people at large. Those people who have objected to such a wholesale transition would doubtless welcome a new compromise.

It is suggested to take the foot, the

ounce and the cubic foot as the respective standards for length, weight and volume, and to subdivide them decimally into tenths, hundreds, thousandths, etc., thereby giving all the conveniences of rapid calculation without the necessity of abandoning in the popular mind the well known unit of measure.

### OUR EX-PRESIDENTS.

Senator Calder's bill which would provide an annuity of \$10,000 for life for ex-presidents, ought to awaken the public conscience to the reproach the United States bears for the way it treats the men it honors with its highest office. As a rule the men it elects to the presidency are not men of large means. There have been some exceptions, but the large majority of our ex-presidents have left the White House facing the necessity of making a living, and usually at an age when that task is not easy.

When Senator Calder's bill comes up he doubtless will remind the Senate and the country of the straits to which some of our ex-presidents have been driven. General Grant, as is well known, wrote his memoirs, when dying, to pay his debts. Ex-President Cleveland, who practiced law in the interval between his two terms, was toward the end of his life compelled to accept a life insurance trusteeship. Ex-President Harrison delivered law lectures and Ex-President Taft has maintained himself in the same way and by writing.

The country should not require these expedients of its ex-presidents. An annuity of \$10,000 is little enough, and probably it should be larger. The whole subject should have a thorough discussion in Congress, and such action taken as will remove what has too long been a reproach to the American Government and people.

### HAD BEST TAKE A BACK SEAT.

In electing John T. Adams, of Iowa, Chairman of the National Republican Committee, the party has done itself and the country a grave injustice, because of his attitude during the war, when he once remarked: "God never made a more genuine, noble and upright character than the German kaiser," and that "William of Hohenzollern is the most maligned of men, with the possible exception of Abraham Lincoln." He alleged that to point to the kaiser as the cause of the war was as false a picture as "Benedict Arnold denouncing Washington as the great American traitor."

A man who holds such views regarding the German beast should never be permitted to hold any office of public trust or responsibility in a free country, because he is utterly incapable of appreciating American institutions and has no just conception of American citizenship.



## HONOR THE FLAG JULY 4.

### Celebrations Should Be Held in Every Community.

Patriotic community celebrations are to take place July 4 in Michigan this year on a larger scale than ever before. Back of the movement for the celebrations is the determination to give the Fourth of July a definite meaning, especially in the minds of foreign born residents, who are ready to absorb the real spirit of Americanism, as soon as this spirit is made clear to them. The Tradesman would like to see every home, store, business and public building to display at least one American flag. Churches, moving picture houses, theaters and small picnic parties everywhere should join some time during the day in the salute to the flag, the repeating together of the American's creed and the singing of one or two patriotic songs. All celebrations should have something of distinctive historic and patriotic character.

Various prizes should be offered for special features in connection with these community celebrations.

The Tradesman has prepared the following suggestions for communities which are planning celebrations:

**Objective:** The largest possible community co-operative in a celebration most truly representative of American citizenship and expressive of American patriotism.

**Preparation:** Plan a program which will make use of as many people as possible and of all the constructive organizations in the community. Emphasize the spirit of community co-operation.

**Decorations:** Urge that at least one flag be displayed in every home, store, shop or public building in the community.

**Parade:** If there is to be a parade, 10 o'clock in the morning is a good time for it, or early in the afternoon will do, but do not allow it to interfere with the next feature.

**Picnic Luncheons:** Should be encouraged, where groups of neighbors get together in the park for "basket dinners." These add to the festive character of the day.

**Formal Program:** No community celebration is complete without a brief formal program. Three o'clock in the afternoon is a good time for this. The following outline is suggestive only:

Singing of America.

The Flag Raising, as follows:

Someone with a large voice reads or recites "Here Comes the Flag" (by Arthur Macy. Words will be furnished by the Tradesman on request) while a group of young men or young women or boys and girls carry a flag slowly up the aisle. The audience of course stands when the flag appears.

The flag bearers should reach the platform as the words of the poem are completed. Then the flag will be raised and the audience will join in repeating the "Salute to the Flag"—"I pledge allegiance to the American Flag, and to the Republic for which it stands, one nation indivisible, with Liberty and Justice for all."

This should be followed immediately by the singing of "The Star-Spangled Banner."

While the audience remains standing, let them repeat together the words of "The Citizens Pledge" or the "American Creed."

One or two recitations or dialogues by children may follow.

Next may come a brief address by some well known orator. (The Tradesman will assist you in getting a speaker if that is desired.)

Formal program may close with singing of "O Beautiful for Spacious Skies."

**Community Singing:** If you have a good song leader, fifteen or twenty minutes of general community singing, before or after the formal program will be an attractive feature.

**Pageant or Play:** If some historic pageant or play has been arranged for, this may take place of the formal address.

**Games, Races, Contests** add to the festive character of the day and help to draw the people. Four o'clock or 4:30 is a good time for this feature to begin. The program should be carefully arranged and supervised by experienced leaders, if possible. Small prizes should be offered.

**Band Concert and Fire Works:** Early evening seems to be the accepted time for the band concert with the fire works, if any, following. But the band concert may come early in the afternoon, and formal fire works is not necessary to a successful celebration.

The Tradesman believes that the sentiments of patriotism for the flag and the Government of the United States is the most important element of our civic duty. It is anxious that advantage be taken of the return of Independence Day to bring together in small community groups all of the residents of the city. Each com-

munity has its park or public playgrounds or other open space where fitting celebration can be held.

Under the leadership of the Business Men's Associations in the community, patriotic meetings should be held in these places. In case the weather is inclement, the local school building can be opened or the assembly hall can be used.

It is desirable that all business houses and others who come in contact with large numbers of people should assist in these celebrations. Local self-government is an important idea in American life, and local community celebrations can furnish the best opportunities for keeping alive the sentiments of patriotism upon which our country's existence depends.

### Fixing the Responsibility For Mail Order Patronage.

Grandville, June 21—Considerable has been said about the injustice of neglecting the home merchant to trade with the mail order house of the big city, and much of the criticism has been just and to the point, and yet there is a possibility that some conditions have not been taken into account when discussing this question.

May it not be possible that the home merchant himself is in a measure to blame for the extensive use of the

mails by the general public for the purpose of merchandising?

I am led to express these thoughts from a little personal experience along the line of trade. Desiring a certain article I sought the home store to be informed that they were out, but expected to have it in the near future. At another store information given was to the effect that the article in question was such slow sale the merchant had decided not to keep any on hand.

Visiting the nearest city, a few miles distant, I spent an hour going from store to store, these being in different parts of the city, without being able to make a purchase. The article in question, although one that such stores are supposed to keep in stock, was not to be had, nor did a single merchant suggest ordering one for the prospective customer.

Under such conditions, what can the customer do but order from one of the mail order houses that usually carry articles of every kind known to the market?

It is interesting sometimes to go the rounds and note the different methods of the various merchants, some of whom are as indifferent to the wants of a customer as possible. Eternal vigilance is the price of trade. The merchant who is not ever on the alert to win trade is in danger of losing to his more alert and experienced competitor.

What can the man expect who is content to sit behind his counter and wait for custom to come to him, and when it does come, to inform the seek-

## Sound Methods Mean Success

The Texas Company was organized in 1902 with \$2,000,000 capital.

Today the market value of its securities is approximately \$200,000,000 and it has made fortunes for its early stockholders.

The PRODUCERS & REFINERS CORPORATION was organized in May, 1917, with about \$4,000,000 valuation of assets by Frank L. Kistler, of the Texas Co., and his associates.

Today, four years later, its assets are valued, even under present depressed conditions, at over \$20,000,000.

By the purchase of \$1,000 of the

### Producers & Refiners Corporation 8 % First Mortgage Bonds

Put out by Blair & Co., at

**96½ and interest**

to net 9.17½ to 36%

you receive a ten-year option on \$1,000 par value of stock at \$50 per share.

These bonds are all to be retired at 110 and interest by lot over a 10-year period.

Net earnings for 1920 ten times interest requirements.

They are secured 7 for 1.

## Howe, Snow, Corrigan & Bertles

The above statements, while not guaranteed, are taken from sources we believe to be reliable.

### "Tax the undistributed earnings of corporations"

THIS PROPOSAL was made by Mr. Frank E. Seidman at a recent session of the Senate Finance Committee.

The salient features of this tax—how it might be levied, at what rates, and its advantages over present taxation—were discussed in the testimony before the Committee.

The official record of the Committee Hearings, embodying the plan as proposed by Mr. Seidman, is available to executives interested in the problems of taxation.

### SEIDMAN & SEIDMAN

Accountants & Tax Consultants  
Grand Rapids Savings Bank Bldg.  
GRAND RAPIDS

New York Washington Rockford  
Chicago Newark Jamestown



er after an article that "we are out, and shan't get any more because of slow sales?" The potential customer for many other articles that store does carry is turned away to seek satisfaction for his wants elsewhere. Is it any wonder that the average of successful merchants is as one to ten?

There was an old-time merchant who sold so much of a certain class of goods he refused longer to keep it in stock because of the effort it required to deal out the merchandise over his counter. This man was in a way successful because he was the only trader within a radius of twenty miles, but when other traders entered his territory and did business in a business way he was finally forced to the wall, as he deserved.

Mail order houses have been anathematized, and many merchants have put up a loud "holler" because so many in his immediate bailiwick patronize them. Many times there is real cause for this anathema, sometimes we even get in the way of our own success by calling down persons for doing exactly as we would do under like circumstances.

When local merchants refuse to handle goods such as their customers need and even fail to try and secure them, is it out of place for such a one to have recourse to the parcels post in order to satisfy his wants?

Such conditions may be displeasing to Mr. Local Merchant, yet at the same time such conditions must either be met properly else expect to see the customer go elsewhere for the supplying of his wants.

This is a free country, in nae at least, and every man or woman has the privilege of trading where he or she can get the best bargains. These are not always to be had at the mail order houses. However, when an article of real necessity cannot be obtained at home it surely ill becomes the local merchant to rail at those who, through necessity, send their money to an outside city for what they require.

Being consistent the home merchant will, if he has not an article in stock, seek to obtain it for his potential customer and be glad to do it. Perfection is not to be found in any walk in life, not even among the mercantile fraternity. They as often err as do other mortals. Right now the man behind the counter who is not afraid to cut prices and advertise is the one who is to continue in trade for long years to come, while his timid competitor goes to the wall.

The merchant when not handling a certain article, but has something just as good which he attempts to force on a customer, isn't on the right road. It is the merchant who does his level best to please the public, and who is ever ready to go out of his way to oblige, who is making his paths straight on the road to success.

Keep on smiling, no matter how you feel beneath the surface, is the proper spirit to exhibit. Try and supply any wants a customer may have, providing it is in your line of trade. To be out of certain articles half the time when called for is a discouraging proposition to the customer and, of necessity, tends to turn him away from his home merchant to the big firm in Chicago or New York.

On the whole, it can be set down as a fact that a large part of the excuse people have for trading with outside mercantile houses is due to the indifferent manner in which local merchants treat those who might be brought into the fold as regular customers. Think about it.

Old Timer.

#### Getting Things Mixed.

"Who was that lady you just sold that large bottle of Fleur d' Amour to?"

"That is the wife of the man who runs the skunk farm five miles out."

# Prices

What is the selling price of your commodities to-day?

Is the price that you are charging for your merchandise cost plus a fair profit for yourself?

Is the price that you are charging for your merchandise such as will enable you to deliver good goods to your customers?

Is the merchandise you are selling such that your price covers large appropriations for advertising which sells the goods for you, or is the merchandise that you are selling well and carefully selected merchandise of good value which gives the consumer the biggest value for the money; gives you a fair profit on your investment; and a reasonable return for your services as a salesman?

Buy good goods. Know what is inside of the package, and sell your customers the kind of goods that give them the biggest value for the money.

This policy must get you the biggest volume that is possible under the present conditions.

## WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers.



### Movement of Merchants.

Jackson—Hall & Kennedy recently engaged in the lumber business.

St. Clair—The Great Lakes Lumber Co. recently began business here.

Hartford—A. Z. Perry has sold his grocery stock to the Gleaners Co-operative Store.

Marquette—The Champion Sand & Gravel Co. has increased its capital stock from \$30,000 to \$45,000.

Detroit—The American Loan & Trust Co. has increased its capital stock from \$300,000 to \$500,000.

Grand Rapids—Gilbert M. Potts succeeds E. J. Spoelstra in the grocery business at 1823 Plainfield avenue.

Kingsley—Charles Weaver has purchased the Carl Moody grocery stock and will continue the business at the same location.

Lansing—Fire damaged the meat market of R. G. Eckert, 600 East Shiawassee street, June 16, causing considerable loss.

Zeeland—Thieves entered the store of the Ted & Ed Clothing Co., June 16 and carried away stock to the extent of about \$3,000.

Belding—B. L. Strunk has closed out his grocery stock and will remove to California as soon as his business affairs can be settled.

Hawkins—H. A. Smith has sold his general store to Albert Nabosny and Steve Michalski, of Detroit, who will continue the business.

Port Huron—The Albert B. Parfet Co., automobile supplies, garage, etc., has increased its capital stock from \$20,000 to \$100,000.

Middleton—Louis A. Nolan has purchased an interest in the grocery stock of Ross Miller. The new firm will be known as Miller & Nolan.

Birch Run—One of the finest bank buildings in this part of the State, the new home of the First State Savings Bank of Birch Run, has been opened to the public.

Muskegon—The Big Four Fox Co. has been incorporated with an authorized capital stock of \$10,000 all of which has been subscribed and paid in in property.

Shelby—Powers & Critchett, formerly of Ferry, are erecting a large modern warehouse on First street. The firm owns its own timber and mill in Louisiana.

Kalamazoo—Peter & John Bush-euse have opened the Central Market at 326 South Burdick street. It is one of the most complete and modern meat markets in the city.

Union City—Howard Marshall and Merton Deuel, recently of Reading, have purchased the Smith bakery and will continue the business under the style of Marshall & Deuel.

Pontiac—The resources of the Pontiac Commercial & Savings bank and the Oakland County Savings bank have been merged, giving Pontiac a bank capitalized at \$1,000,000.

Lansing—Mrs. H. B. Patton and son, Paul will open a modern restaurant and soda fountain refreshment parlor in the Arcade as soon as the building can be properly furnished and fitted throughout. The business will be conducted under the style of the Copper Kettle.

Paw Paw—The Grape Belt Nursery & Fruit Co. has been incorporated with an authorized capital stock of \$35,000, all of which has been subscribed and paid in, \$12,000 in cash and \$23,000 in property.

Millburg—Edward Meier, who is interested in two Chicago stores, has bought a general stock here. He is adding a line of hardware and implements and is installing a \$3,000 refrigerator plant for use in handling fresh meats.

Lansing—Plans for co-operative buying which are expected to result eventually in lower retail prices of groceries and meats were made at the last monthly meeting of the Lansing Retail Grocers and Meat Dealers' Association. It was pointed out that by following the market and buying co-operatively in quantities the dealers can take advantage of fluctuating prices and at the same time secure goods cheaper. The economic value of co-operation and its consequent benefit to all concerned was strongly emphasized. The Association lost no time in carrying its plans into effect. Early the next morning an order from the Association to which members had contributed had been placed with a local jobber.

### Manufacturing Matters.

Detroit—The Pennsylvania Box & Lumber Co. has recently engaged in business.

Cadillac—The Cadillac Tool Co. has increased its capital stock from \$40,000 to \$200,000.

Detroit—The Keystone Stucco Co. has increased its capital stock from \$10,000 to \$25,000.

Saginaw—The Modart Corset Co. has increased its capital stock from \$225,000 to \$400,000.

Lansing—The New Way Motor Co. has increased its capital stock from \$1,250,000 to \$1,750,000.

Detroit—The Belle Isle East Side Creamery Co. has increased its capital stock from \$400,000 to \$750,000.

Detroit—The Keywell Brothers Iron & Metal Co. has increased its capital stock from \$75,000 to \$175,000.

Pontiac—The Columbia Motor Truck & Trailer Co. has changed its name to the Columbia Motor Truck Co.

Grand Rapids—F. B. and Willard N. Clark, formerly in the trim department of the Olds Motor Works, Lansing, have purchased a substantial interest in the Goldsmith Auto Trim Co. The business will be continued under the same style.

Ionia—J. J. Spitzley's bottling works has been purchased by James E. Hood and James Lynch, of Greenville, who will operate the plant.

Thorice—F. D. Barton & Co. is a consolidation of the F. D. Barton Co. and the Barton—O'Gorman Co., increasing capital from \$50,000 to \$200,000.

Jackson—The United Iron & Metal Co. has sold its plant to Lazebnick Bros., who will continue the business at the same location, 632 North Jackson street.

Detroit—The Accessory Stamping Corporation has been incorporated with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in cash.

Detroit—The Auto Safety Signal Co. has been incorporated with an authorized capital stock of \$3,000, all of which has been subscribed and paid in, \$10 in cash and \$2,990 in property.

Detroit—The Nadler & Mark Shoe Manufacturing Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$11 paid in in cash.

Wyandotte—The Wyandotte Motor Power Truck Co. has been incorporated with an authorized capital stock of \$125,000, all of which has been subscribed and paid in, \$1,000 in cash and 124,000 in property.

Saginaw—The Fredericksen Co. has been incorporated to manufacture and sell brass, bronze and metal castings, with an authorized capital stock of \$100,000, \$20,000 of which has been subscribed and paid in in cash.

Grand Rapids—J. Broersma & Son have merged their furniture manufacturing business into a stock company under the style of the East End Furniture Co., with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in property.

Mason—The Russell Farm & Dairy Products Co. has been incorporated for the production, manufacture and sale of farm and dairy products, with an authorized capital stock of \$100,000, of which amount \$20,000 has been subscribed and \$17,350 paid in in property.

Detroit—The Acme Boiler Works has merged its business into a stock company under the style of the Acme Boiler Works, Inc., with an authorized capital stock of \$25,000, of which amount \$15,000 has been subscribed and paid in, \$4,120 in cash and \$10,880 in property.

No matter what business conditions are this year, at its close there will be plenty to complain about hard times, and there will be plenty who have found times good.

### THROWN IN THE AIR.

#### Harrison Parker Indicted By Michigan Securities Commission.

It is a matter of much satisfaction to the Tradesman to learn that its opinion of Harrison Parker and his questionable methods has been fully sustained by the Michigan Securities Commission. As a result of the Tradesman's activities and leadership, the sale of the Parker "securities" in this State was discontinued, pending an appeal to the Michigan Securities Commission. The hearing before that tribunal was held June 9 and on June 21 the Associated Press promulgated the following information as to the outcome:

Holding that sale of its certificates would work a fraud upon the purchasers because its business is improperly and illegitimately conducted and designed to perpetuate a trust to control the distribution of foodstuffs in the State, the Michigan Securities Commission has issued an order forbidding the sale of \$1,000,000 worth of security certificates in the Michigan Grocery Co-operators of America.

The certificates were to be exchangeable for stock in the Co-operative Society of America, said to be the largest so-called co-operative organization in the world. The society claims to control 182 stores in Illinois alone. Harrison Parker, one of the trustees, in his testimony before the Commission, virtually admitted that the parent society practically controls the food distribution situation in Iowa and Nebraska.

For the past two months, according to the Commission's findings, salesmen have been working in Benton Harbor, Grand Rapids, Battle Creek, Kalamazoo and Saginaw.

In its ruling the Commission finds a long list of indictments against the concern, as follows:

1. That the trustees are not yet legally incorporated in Michigan.
  2. That under the declaration of trust, the certificate holders would have no part in the operation of said trust.
  3. That the officers and trustees can be one and the same and that the compensation of trustees is fixed at 4½ per cent. of the profits, while the compensation of the officers may be fixed by the trustees.
  4. That the testimony of Parker shows that the object of the petitioner is the control and distribution of foodstuffs in Michigan.
  5. That the plan contemplates that certificate holders pledge themselves to buy only at stores controlled by the association, regardless of quality or cost of goods.
  6. That the declaration of trust contains a direct attack upon the legislative, executive and judicial structures of Michigan and is in contempt.
- The only tangible asset of the association was a \$10,000 trust fund donated by Edith S. Parker.

#### Commercializing the Schools.

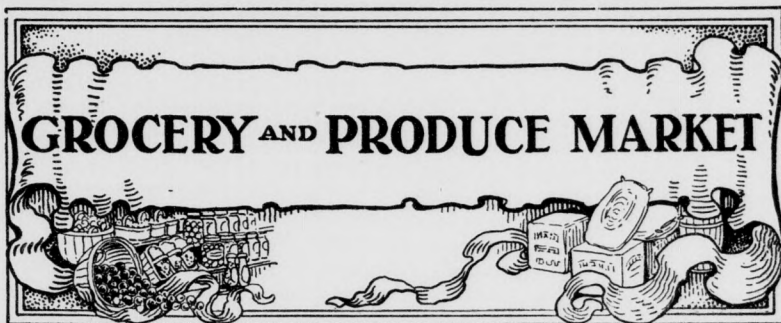
"This thing just has to stop!" stormed the primary teacher.

"What has?" asked the lady superintendent.

"I can stand for evidences of commercialism creeping into the schools to some extent, from people in trade, but when little children like Betty Smith begin reciting Dumbell's soup ads for declamations, things have gone just a little too far!"

Fifty per cent. of the salesman's usefulness lies in his ability to handle his work without being checked up at every turn.





### Review of the Produce Market.

Asparagus—Home grown, \$1.75 per doz. bunches.

Bananas—8½¢ per lb.

Beets—Home grown, 60¢ per doz. bunches.

Butter—There has been an active demand for butter both for consumptive and storage purposes the past week. The market is ruling about 1¢ higher on all grades. The make of butter is about normal for the season and the quality is running average fancy. The stocks already in storage are in excess of what they were a year ago. The general belief is that there will be no butter coming from Europe and we are likely to need all the butter we can make in this country during the winter. Local jobbers hold extra creamery at 33¢ in 63 lb. tubs and 34¢ in 40 lb. tubs. Prints 36¢ per lb. Jobbers pay 13¢ for packing stock, but the market is weak.

Cabbage—Louisville (80 lb.), \$4.50 per crate; Tennessee (50 lb.), \$3.50 per crate.

Cantaloupes—Imperial Valley stock commands \$4 for ponies, \$4.50 for standards and \$2.40 for flats.

Carrots—Home grown, 40¢ per doz. bunches.

Cauliflower—Illinois, \$2.50 per crate.

Celery—Florida, \$9@9.25 per crate of 4, 5 and 6 stalks; home grown is now in market, commanding 40@50¢ per doz. stalks; large size, 60¢.

Cherries—Sweet, \$3.50 per 16 qt. crate.

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

Cucumbers—\$1.50 per doz. for Indiana or Illinois hot house; \$1.60 per doz. for home grown hot house.

Eggs—The market is firm on the present quotations. The arrivals continue to be good, but begin to show the ravages of the heat. Stocks in storage are considerably in excess of a year ago. We do not look for much change in price in the immediate future. Local dealers now pay 23¢ 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 Silverskin, 20¢ per doz.

Green Peas—\$4.50 per bu. for home grown.

Honey Dew Melons—\$3.50 per crate of 8 to 9.

Lemons—The market has advanced

\$1 per box and the price may go to \$15 per box if the present heated term continues much longer. Sunkissed are now quoted as follows:

300 size, per box	-----	\$10.50
270 size, per box	-----	\$10.50
240 size, per box	-----	10.00

Choice are held as follows:

300 size, per box	-----	\$10.00
270 size, per box	-----	10.00
240 size, per box	-----	9.50

Lettuce—Leaf, 90¢ per bu.; head, \$1.65 per bu.; Iceberg, \$9.50 per crate.

Onions—Texas Bermudas, \$2.75 per crate for Crystal Wax and \$2.50 per crate for yellow.

Oranges—Fancy California Valencias now sell as follows:

126	-----	\$6.75
150	-----	6.75
176	-----	6.75
216	-----	6.75
252	-----	6.50
288	-----	6.50
324	-----	6.00

Parsley—60¢ per doz. bunches.

Peaches—White stock from Georgia commands \$3@3.25 per bu.

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

Pieplant—\$1.50 per 40 lb. box.

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@40¢ per bu. The market is weak. Texas Triumphs command \$3.50 per 100 lbs. White Cobblers from Virginia fetch \$4.50 per bbl.

Radishes—20¢ per doz. for home grown.

Raspberries—Red, \$5 per 16 qt. crate; black, \$4.50.

Spinach—\$1.30 per bu. for home grown.

Strawberries—Home grown command \$3@3.50 per crate of 16 qts.

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

Tomatoes—Florida, \$1.40 per 6 lb. basket; home grown hot house, \$1.75 per 8 lb. basket.

Wax Beans—\$5 per hamper for Illinois; home grown, \$1.85 per climax basket.

Water Melons—65@75¢ for Florida grown.

### Essential Features of the Grocery Staples.

It naturally affords the Tradesman much pleasure and satisfaction to learn that hundreds of its patrons availed themselves of our advice to "buy lemons," when the current price was around \$4 per box. It is now

about \$10 per box, so that those who acted on the advance information given in the Tradesman made from \$5 to \$6 per box extra profit by so doing. One dealer writes that he finds himself \$50 to the good by reason of his promptness, "thanks to our sagacity," as he put it. Many dealers write the Tradesman that they made from \$10 to 25 apiece by taking advantage of the advance information regarding the upward movement. The Tradesman cannot always be right, but it certainly did its patrons a good turn in advising them to buy lemons when lemons were cheap.

Sugar—The market is still demoralized in spite of the advanced tariff and the raw market slumped during the past week to the lowest point in five years. The situation in Cuba is just as demoralized as it is anywhere else. It is impossible to predict the immediate future of raw sugar except to say that it is quite improbable that it will get much lower. As to refined sugar, refiners have cut prices again during the week and some are now selling at 5½¢ for granulated, with every indication that the price will go to 5¢ before the market takes an upward turn. Local jobbers hold granulated this week at 6.20¢ and 6.30¢.

Tea—A little business is doing every day in the market and it is probable that the aggregate of this amounts to a fair business, but sellers seem to feel as if the situation was still dull. The undertone of the whole list is fairly steady. There is certainly no sign of any demoralization anywhere. Here and there you will find a seller who, in order to make sales, will still cut his prices, but there are not as many of these as they were.

Coffee—The market has had its ups and downs during the week, mostly downs, and the entire line of Rio and Santos can fairly be quoted ¼¢ lower than last week. The primary market in Brazil has weakened and that has produced the weakness here. Mild coffees are somewhat weaker in sympathy with Brazils, but show no actual change. The consumptive demand for coffee is moderate.

Canned Fruits—Canned fruit prices have refused to change despite a continuous bombardment of statements of small packs, low acreage and frozen crops. Cannerymen are hard up financially and the present condition of the spot market adds to their troubles. Hawaiian canned pineapple was the best seller last week.

Canned Vegetables—Asparagus is the most active factor in the canned vegetable market and in some instances has enjoyed a slight rise varying from 5¢ to 15¢. There are also indications of coming resales. Good demands continue to come in for new pack Southern peas.

Canned Fish—Copper River sockeye canned salmon of this year's pack will cost \$3 a dozen for one-pound flats and \$2.88 for one-pound tall, immediate shipment, f. o. b. steamer at Seattle, according to wire advices from the Coast received last Saturday. The market for spot salmon is slow moving but steady. Advices from Alaska and Seattle indicate that the lower grades of salmon will be packed in smaller proportion to the fancy

grades this year. The sardine situation remains the same. The existence of stocks of any size prohibit new packing and until they are cleaned up no forecasts on futures may be made.

Dried Fruits—Currants are stronger and find a good demand, but prices are not very materially higher. There is a good turnover in package and fancy raisins. Dried peaches are uniformly dull. Importers who are in a position to know say that 1921 Dalmatian sour cherries will be higher than 1920, but lower than the present spot market. The actual figures for sour cherries of 1921 are not yet available.

Corn Syrup—The steadiness of this market is its most notable feature, the volume of business being subnormal although gradually expanding.

Molasses—The jobbing grocery trade continues the policy of supplying their needs only as they occur, with the result that the market has a tame appearance. However, no pressure to sell is exerted by holders and prices remain as previously quoted.

Cheese—The market remains steady at prices remaining about the same as a week ago, with a light consumptive demand. Considerable of the arrivals are going into cold storage for future use. There is no export demand for cheese. We do not look for much change in price during the coming week.

Provisions—The market on smoked meats is steady at prices ranging about the same as a week ago, with a slightly increased consumptive demand. Pure lard substitutes are very quiet with a light demand at unchanged prices. Barreled pork, dried beef and canned meats are also in light demand at prices ranging the same as a week ago.

From the experience of other recent visitors from France, it is not safe to promise Marshal Foch a time of relaxation and an easy social calendar while he is here. The prospect is rather that many will try to do what the Germans could not accomplish, namely, run the gallant general off his feet. American hospitality, he will find, is not the least of the ordeals he has been called upon to face in a lifetime crowded with activity. But with the Legion in charge of the visit, we may be sure that it is the real America of genuine Americans that he will see. He will meet again those who shared with him a struggle that tested to the uttermost the mettle of fighting men. He will be a brother-in-arms in the reunion of those who were sent into battle by his analytic intellect, his strategic science, his patience biding its time and sure of the effectual point of attack. This is no ordinary visit. It is the closest parallel that we have had to the coming of Lafayette. We did homage justly to the grand old soldier Joffre, who stemmed the tide in the first battle of the Marne. But in that battle, fought in the first days of the war in 1914, Americans were not officially engaged. Foch, as generalissimo of the forces of the Allies, was commander of the Americans. He will find that they wholeheartedly remember.



## THE POWER OF CUSTOM.

### Congress Winks at Destruction of Free Ballot.

Grandville, June 21—Note the custom; then act accordingly.

Laws are made for the protection of the people, and yet laws so made are quite frequently required to take second place in the community. It has become customary to flout the constitution of the United States in one-third of the American Union.

Once upon a time a rigid prohibition law was on the statute books of Michigan. That law was disregarded in almost every part of the State because of the custom of the times which was to imbibe freely of red liquor whenever and wherever the spirit moved.

The constitution of the United States is supposed to be the law of the land. Under it slavery was upheld for long years; under it slavery was finally abolished, and to-day we revere the constitution as something superior to any other law. Nevertheless custom has usurped the powers of the constitution in the Southern half of the country, by means of which two amendments at least are split upon and jeered into innocuous desuetude.

"Is it customary?"

This question is asked when a man enters a new country and wishes to conform to the habits of its inhabitants. On the Muskegon river in an early day it was customary to drink whisky on the log drives even while in some other parts of the State a prohibitory law was being enforced. It was the custom to furnish liquor for the log drivers, and that custom was observed despite a statutory enactment forbidding it.

Custom then is above statutory law. It was the custom in a benighted age to "shiveree" newly married couples. Contrary to law, to be sure, but here again custom overrode the law made and provided, until it became a mark of disrespect to newly weds to enter the wedded state unceremoniously by a "horning bee."

Such customs are out of date now, as surely so as is the crinoline days of our grandmothers.

It is customary, when a colored brother offends, to drag him out and lynch him. This being the custom in nearly all parts of the South, has become a higher law with which judge and jury have no part. While this is customary there can be no justice for our colored citizens. We, the Government, drafted them into the army, sent them across 3,000 miles of salt water to fight for good old Uncle Sam, and that they gave a good account of themselves thousands of witnesses bear testimony.

Returning from the war, the colored soldier had the audacity to wear his uniform after he stepped on United States soil. This being a mortal offense a lynching bee was at once organized, and because such little eccentricities are customary down South the law winks the other eye and there you are.

Custom has become that higher law which overrides statutory enactment, rules with an iron rod neighborhoods, towns, counties, states and even the Nation itself.

These thoughts were called into being by a news item from the National capital in which we read, "After a long fight the House refused to-day to consider immediately a resolution directing a sweeping investigation of alleged disfranchisement of negroes."

Every member of the house knew that there has been no freedom of ballot in nearly every Southern state for many years, and yet when this resolution came up it was voted down to the tune of 285 to 46.

And this in the Congress of the United States!

Refused to even investigate what every mother's son of that august body knew to be the greatest crime

against civil liberty ever perpetrated in this land of ours.

This disfranchisement of American citizens, entitled by the laws of God and man to the ballot in this supposedly free republic of ours, has become a custom, and in this instance, as in many others gone before, custom rules and statutory law has to take a back seat.

Congress would turn itself inside out to investigate some small complaint from a farmer organization out West, from a labor union disgruntlement, a railroad tangle, or anything of a mere local nature. When, however, it comes to investigating the greatest crime against free government that ever existed, the solons at Washington refuse to lend an ear!

It having become customary to suppress the vote of ten millions, contrary to the express stipulations of the American Constitution, Congress has no word of condemnation, no mild protest even against the infamous outrage. It (Congress) prefers to sit and do battle against men of straw, leaving custom to smash to flinders the highest law of the land.

In small matters custom might be allowed to rule, but when it comes to winking at the destruction of the free ballot, it strikes at the very heart of our Government, and endangers the very existence of the United States.

A great law-making power like our American Congress should be above permitting custom to rule its workings, should be above whitewashing crime in order to cover up disagreeable truths. For nearly a century this Nation of ours, conceived in liberty and dedicated to the betterment of man, slumbered over a supposedly extinct volcano. That volcano was African slavery permitted under the banner of stripes and stars. The fact that God and His judgments are right and just, sent punishment upon the American people in the shape of war that slavery might be wiped out. Our later Congress may well take warning from the past history of our country.

Old Timer.

### Labor Union Terrorism Over Retail Merchants.

On a hot summer day a child at the gates of death from scarlet fever cries vainly for a bit of ice for an iced drink. His temperature is 105.2 as the fever rages. No member of his family goes for ice. It would be no use. Not a dealer for blocks around would dare sell a pound of ice to them. This was, and is, in Philadelphia.

Another child grows weaker day by day because there is no milk. Yes, the dealer has plenty of milk, but he has been warned. He is terrorized. The child's mother has been threatened with horsewhipping if she ventures out. This, too, is in Philadelphia.

Eleven such cases have been reported and verified. Scores of families are living in the shadow of a brutal terror. Dealers' wagons dare not stop at these market homes. Butchers are refusing to sell meat, bakers will not sell a loaf of bread to certain families.

Why? Because the labor union strike at the Cramp shipyards with the strikers bullying, rioting, slugging, arm-breaking, head-smashing — its campaign of dirty terrorism and threats — has finally culminated in a warning to all dealers not to sell to any member of a family of a present employe at Cramps'.

Starve them out is the latest refinement of the striker and his sympathizer. What does it matter if women

are horsewhipped, suffering ensues and children hastened to their graves by these tactics? The word has gone out from the strikers that no mercy is to be shown.

It should be easy to deal with the dealers. Either these cowardly gentry should be forced to sell to all alike or they should not be permitted to sell to anybody. The revocation of their licenses should be swift and sudden. If they are going to lend themselves to the cold-blooded starving of former customers, to cruelty to workers' families and to the deaths of the young and the weak the right to do business should be taken away from them with grim suddenness.

This is not Russia. The sooner a very considerable percentage of militant labor gets this into its head the better. If the strikers believe this is the way to win a strike their troubles are just about to begin.—Philadelphia Public Ledger.

### Open Letter To C. H. Bramble of Lansing.

Grand Rapids, June 21—Inasmuch as the solicitors who secured approximately \$200,000 from the farmers of Michigan for the Universal Stores Corporation—all of which, of course, is hopelessly lost—used your name as a stalking horse in securing subscriptions, it occurs to me that perhaps you would like to send me some explanation of the situation for publication in the Tradesman.

Your association with the Farm Bureau gave the crafty stock sellers a great leverage which they used very industriously in firing the hearts and stirring up the prejudices of the farmers against the regular merchant.

Knowing Mr. Vedders and his

methods, I knew that nothing but disaster could result and I warned my readers repeatedly to use their influence to combat the nefarious and pernicious propaganda Vedders conducted throughout Michigan on the strength of your good name and your connection.

E. A. Stowe.

### Would not Pay for Unused Advice.

An old darkey visited a doctor and received instructions as to what he should do. Shaking his head, he was about to leave the office, when the doctor called out:

"Hey there, uncle, you forgot to pay me."

"Pay you fo' what, boss?"

"For my advice."

"Nossuh, boss," said Rastus, shuffling out, "I've complutated it from all angles, and decided not to take it."

**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

## Sixth Year Save the Fruit Crop

Our "Save the Fruit Crop" campaign has started. At the time fruits ripen in the different sections of the country our advertisements will appear urging women to put up preserves, jams and jellies in order to have delicious foods for next winter. This campaign will mean a greatly increased demand for Domino Granulated Sugar in packages, and a correspondingly large demand for fruits, jars and preserving material. You can make this campaign especially profitable to yourself, by tying up with it, and pushing the "Save the Fruit Crop" idea. Remind your customers that now is the time to get ready to preserve.

**American Sugar Refining Company**

"Sweeten it with Domino"

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





## UNITED LIGHT & RAILWAYS COMPANY

Chicago  
Moline

Ottumwa  
Chattanooga

Grand Rapids  
Davenport  
Iowa City  
Grand Haven

Cedar Rapids  
Mason City  
Muscatine  
Muskegon

Rock Island  
Fort Dodge  
La Porte  
Cadillac

**N**O OTHER BUSINESS has withstood the press of adverse business conditions in so substantial a manner as has the Public Utility business.

Furnishing a service which is necessary to Industrial, Commercial and Home Life, the well-managed Public Service Company is least affected by temporary slackening of Industry and Commerce.

The product is consumed as it is manufactured.

It is paid for as it is consumed.

No surplus of goods is produced from high-priced materials, to be sold on a falling market.

While the demand for service in Industry may fall off in slack times, the use of Gas, of Electric Light and Transportation in Com-

mercial and Home Life must continue on about the same scale.

On the other hand, the price at which the service is sold must be sufficient to pay the cost of producing and delivering such service, and a return on the investment adequate for the attraction of capital.

This ultimate safety of principal, combined with a fair return for the use of capital, should interest the conservative banker and investor.

United Light & Railways Company has never failed, in the eleven years of its history, to pay every interest charge on the day it was due.

It has never failed to pay, in cash, on the first day of every January, April, July and October, a quarterly dividend of 1½ per cent (equal to 6 per cent per annum on its 6 per cent Preferred Stock).

**There is a ready market everywhere for the securities of this Company.**

**The First and Refunding 5 per cent. Bonds of the Company, due June 1, 1932, if purchased at present market prices, show a yield in excess of 8 per cent.**

**The 6 per cent. Preferred Stock at present market price, shows an investment yield of 10 per cent.**

**Note that both the interest on the First and Refunding 5 per cent. bonds, and the dividend on the 6 per cent. Preferred Stock have always been met, when due, by payment in cash.**

**The present earnings of the Company applicable to payment of the dividend on this stock is more than twice the amount of the dividend.**

### SIMS A TRUE AMERICAN.

The Sims incident has excited a plethora of indignant oratory from some members of Congress. Combining this with that earlier imagined indiscretion on the part of Ambassador Harvey and we have a pretty kettle of fish altogether. In fact a tremendous tempest in a teapot.

The whole to do, however, is not worth the candle, and those hot-headed haters of England who have worked themselves into such a passion in denouncing both Harvey and Admiral Sims would better subside and say no more about it. Seafaring men are proverbially gruff and outspoken in their intercourse with others, and Admiral Sims seems to be no exception to the rule.

The Government of the United States, after eight years of subdued subserviency to political leaders of a certain type, is having an awakening that is good for the soul. Outspoken language, when used in defense of true Americanism, need not be subject for apology. It seems that Sims, who uttered some wholesome truths, might have been less blunt in telling facts that needed the telling, but on the whole we must concede that the stirring up he gave the mossbacks of administrative affairs will result in nothing but good in the main.

Attention has been drawn to the blather of a certain class of Americans who are leaving no stone unturned to insult England and stir up needless animosity between the two great English speaking nations of the world. This Irish broil is not of our seeking. It is a domestic quarrel that has to do with certain classes in Ireland and the British government. It is conceded that the Sinn Fein element of the ever green isle was in full sympathy with Germany in that country's effort to destroy Britain and erect a German oligarchy on the ruins. If this be true no anathema can be too strong with which to picture the evil tendencies of that element of Ireland's population.

In any event it is not for the United States to pick factional Irish party chestnuts out of the fire and it does one good to hear our Admiral, who did such splendid service for the country during the kaiser's war, utter a few plain facts.

The one great curse of this country is that everything in a public way is done with an eye out to the wishes of the American voter. Fear of consequences holds in leash many a well-intentioned member of the National legislature. In fact, the man who aspires to serve the people at the National capital dare not always speak his real sentiments, either on the stump or in Congress. Because of this fear, much ill-judged legislation is enacted, while other, more beneficial laws, fall still born in the two houses of the American Congress.

The disputes which are taking place within the family of our English cousins has no place in Yankeeedom. Those men who seek to make trouble because of the Irish rebellion are not true Americans. They are enemies to our Government. People who

clamor for the United States to recognize the so-called Irish republic are away off in their reckoning, since there is no Irish republic, and it is not certain that a majority of the Irish people are clamoring for any such thing.

Ambassador Harvey stated the position of the United States in the kaiser's war exactly as it was. For that he has been denounced in bitter terms by men in American public life; men who doubtless still adhere to the nonsensical idea that what brought this country into conflict with Germany was to save democracy the world over. No such question was at issue. In the very nature of things it could not have been. We fought for America and for American right to sail the seas unmolested.

We fought in defense of our Government when it was brutally assailed, and in doing so lent aid to the Allies, who were in dire straits because of their inability to hold their own against the combined power of the central empires of Europe.

Some there are who wonder why Admiral Sims is reprimanded and recalled for his outspoken Americanism, while Ambassador Harvey's similar utterances are treated with approving silence. There may be cause for wonder at this, but the ambassador was more directly under the eye of our Secretary of State Hughes, while the Admiral has to answer to Secretary Denby, an altogether different personage. On the whole it is quite possible that the flurry and excitement caused by Admiral Sims' outburst of honest speech may not injure his standing in the Navy when all the facts are understood in their entirety.

The Admiral says he has nothing to retract, for which we admire him, and shall continue to do so, even should the Secretary of the Navy decide to retire him from the service. The Commander of the American Navy during the world war is too near the hearts of the people for them to consent to his removal for insufficient cause.

### THE TIDE HAS TURNED.

The annual report of the American federation of labor (God save the use of the word American in connection with such a gang of slackers, slovens, arsonists and murderers) shows a membership in 1921 of 3,906,528, as compared with a membership of 4,078,740 in 1920, or a loss for the last year of 172,212.

This is a pretty good indication that the tide has turned and that the sentiment of the people against the infamous things union labor stands for is now finding expression in the depletion and reduction of the ranks of idlers, freaks, cranks and crooks.

So vigilantly has the Gompers organization battled reaction in the past year that 1,635 strikes are reported, involving an investment of \$8,462,174 of labor money in the Gompers brand of progress.

If the Republican party will now repeal the infamous Adamson law we can start on a campaign of sanity, safety and progress.

### BUILDING ON RUINS OF WAR.

Everybody in Europe is waiting for the wounds of the war to be healed. Every responsible statesman in Europe wants to see the disrupted economic life of the Continent restored. But let any nation take a step towards the restoration of civilized contacts with a former enemy or an estranged friend and immediately from all other capitals arise bitter outcries against this nefarious attempt by one people to "dominate" another. English trade with Russia is directed towards English domination of Russia. English leniency to Germany is an attempt to make England dominant in Germany. French friendliness with the new states of Central Europe is only a French policy of domination in Central Europe. Germany is out to dominate Russia. Japan is presumably out to dominate everything in sight.

Suppose England is really bent upon furthering her economic interests everywhere in Europe. Suppose France is looking forward to economic co-operation with Germany. Only a nervous after-war psychology will resent any such attempts from any quarter at the reconstitution of the normal economic life among the nations. Only a semi-febrile condition of mind will explain this childish thinking in terms of domination. The elementary laws of economics and trade have apparently been forgotten. It is assumed that Great Britain trading on a large scale with Germany means the exclusion of all competitors from Germany, whereas it is a primary fact that a Germany prosperous enough to do large-scale trading with Great Britain will be prosperous enough to trade with other countries. A Great Britain which buys from Germany will sell many of her German purchases to France and she will buy from France commodities that she may sell to Germany or Russia or Zanzibar.

Sometimes it would seem that statesmen could not be more usefully employed than in studying the pre-war figures for foreign trade and commerce as set down in any elementary textbook on the subject. They would recall then that the same year in which Germany bought commodities from Great Britain to the value of \$200,000,000 she bought from the rest of the world to the value of more than \$2,500,000,000; and that when she sold to Great Britain to the value of nearly \$300,000,000 she sold to the rest of the world to the value of more than \$1,500,000,000. If the truth that the nations prosper together and suffer together should be at any time obvious, it ought to be precisely to-day when the nations are partners in a common depression. If it is domination on the part of late enemies to be planning a common effort to build again upon the ruins of the war, then more power to the policy of domination.

### COTTON AND COTTON GOODS.

During the past week the cotton market has been subject to a number of influences, the sum total of which was decidedly bearish. Refreshing

rains in many of the growing districts indicated that the next crop estimate would indicate a larger yield this year than did the previous one. Not so much stress, furthermore, is now laid on the forthcoming ravages of the boll weevil. Much attention is still paid to the British labor distributances as an important factor in restricting the consumption of cotton. Exports to the end of May are less by about 1,700,000 bales than they were at the corresponding date last year. There are signs, however, of an improvement in this respect. Domestic consumption in May was rather disappointingly small. The mills that month used 439,884 bales of lint and 47,395 of linters, as against 541,377 bales of lint and 32,072 of linters in May, 1920. There were about 1,400,000 fewer spindles in operation last month than in the same month last year, while, at the beginning of the present month, there were at the mills, in public storage and at compresses about 2,000,000 bales more than there were at the same date in 1920. The general policy of manufacturers of cotton goods appears to be to provide merely for the demand as it appears, none being anxious to have a surplus at the prevailing prices. This seems to have had the effect of maintaining or even advancing some of the levels, especially in printcloths. In finished fabrics, ginghams and percales appear to have the call. Coarser cloths are not in good demand. Hosiery has been picking up materially, while knit goods are still somewhat freaky.

### THE WOOL MARKET.

Sales of wool at auction, now in progress in London, have been pretty successful. Prices have been well maintained, especially for the finer varieties, and the bidding has been at times quite spirited. Much of the demand has come from Continental buyers. The results have been such as to encourage the offering of larger quantities. It is announced that, at the series to begin on July 12, 160,000 bales will be put up. But it must not be forgotten that very large quantities are available and that, at the rate at which the supplies are being let out, it will take some years to dispose of the total. The plan of disposal, under the auspices of the British-Australian Wool Realization Association, is being subjected to much criticism. It was intended to sell one bale of the Association's holdings for every two bales of the new Australian clip. But, actually, the sales have been of less than one bale of the old stock to three bales of the new. It is felt that this state of affairs cannot continue and that a more equitable arrangement will have to be made in view of the disparity between what the sellers wish to dispose of and what the trade can absorb under existing conditions. Little new has occurred in the goods market during the past week. There is some talk of higher prices for the next lightweight season, but the openings for this are still remote. Clothing and garment makers are still sounding out fall prospects.



# 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—

## RED CROWN

STANDARD OIL COMPANY

(INDIANA)

CHICAGO

U. S. A.



#### Michigan Retail Shoe Dealers' Association.

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

#### The Art of Selling Shoes at a Profit.

Written for the Tradesman.

Some years ago the writer recalls writing an article for this department in which he began with this enquiry: What do you sell when you sell a pair of shoes? Just shoes and nothing more?

Since this article was written the great World War has come on, the old order has changed, and we have come to a new day, but the methods and principles of effective salesmanship are precisely what they were before the war. Laws and principles change very slowly, if at all. A thousand years from now—possibly ten thousand years from now—the laws and principles of good salesmanship will be just what they are to-day.

There are two essentially different ways of looking at a simple transaction such as the sale of a pair of shoes. First, you can think of the shoes as a commodity to be sold and straightway forgotten—insofar as you are concerned. You can think of the sale of them as a closed incident. When the sale is consummated you can tell just about what the store's gross and net profits are; and as you hand the parcel to your customer and wish him good day, you can dismiss the matter from your mind. He asked for shoes, and you sold him a pair of shoes. There were other pairs that he liked fairly well, it may be, but you sold him a certain pair. Why? Was it simply because it seemed to be easier to concentrate his attention and interest on that particular pair? What else (if anything) did you sell him aside from shoes?

The enquiry may appear silly. But suppose we look into it a bit.

We will presume that he demurred somewhat at the price you quoted—customers usually do that nowadays, especially if our customer is a man. "\$9, did you say?" he asked with an intonation that showed he thought it entirely too much. Then what did you say? Did you go on to explain that the cost of material, labor, transportation and overhead had increased enormously, making the retail price of shoes correspondingly higher; that the good old pre-war prices had gone glimmering; that we can hardly hope for their return; that some of the oldest and wisest heads in the business world predicted that prices would probably not drop further for years to come—did you repeat these age-old arguments?

If so you missed an opportunity. Of course these things are true; also they have long since lost the charm of novelty. Moreover there is something about all this irks the average man. He has heard it so much it is like rubbing the fur the wrong way to tell it over. Don't.

Ask him if he has ever stopped to estimate just how much per month his footwear costs him. Get him to thinking, not of the original cost of a pair of shoes, but the actual cost per month of the wear he may reasonably expect from them. Suppose the pair he selected was a pair of low cuts, at \$9 per pair—and good serviceable shoes. Say he is a man of forty, and the shoes are for office and street wear; they should last at least two seasons when worn along with other shoes, as he probably will wear them. Suppose he spends \$1.70 for two pairs of rubber heels, 30c for laces, and \$1.50 for one pair of half-soles during the two seasons; that makes the total cost of his shoes (including repairs for two years) \$12.50. Now if you figure a "season" as four months, his shoes have cost him approximately \$1.56 per month; if 10 months, \$1.25 per month. Is that an excessive amount for one to spend on footwear? Compare it with the cost per month for a suit of clothes, a panama hat, his neckwear bill. Take the latter, for example, and ask him to figure on that a bit. 25 cents a piece for collars, 3, 3½ or 4 cents for laundering a single collar, and neckties—man alive, you can make his investment for footwear look modest in comparison with his investment for other kinds of apparel!

Shoes are high. But so is everything else. Shoes do cost a lot more than they ought to, and a lot more than it used to; but that is an old story. Everything else costs more than it used to, and more than it ought to. But, when all is said, shoes are still about the least expensive item of one's personal wear commodities—when you figure this cost on the basis of so much a month. It is the initial cost that looks big and sounds discouraging to the man of economical bent.

Looking at the transaction in this way, you have sold footwear service, rather than just a pair of shoes. Put your salesmanship on this basis and you are making an art of selling shoes. And from now on the selling of shoes—and pretty much everything else—is going to be more of an art than it has been for the last three or four years.

It used to be that people came in and asked for things, sold themselves, paid your price without protest, and went away contented. Money was

coming easy. They had more of it than they had ever had before. It was easy to spend it, and they spent it like water. But times have changed. Money isn't as plentiful as it was—not by a jug full; and people are going to be more judicious in their expenditures. So the boy who has gotten in the habit of standing behind the counter and letting his customers sell themselves will have to come to life and quit himself like a real salesman. If he doesn't, he is out of luck.

#### Selling More Than Shoes.

The old timer used to sell merely shoes; but the salesman of to-day must sell more than shoes.

In addition to the service at so much per month which you should cause your customer to see (and buy) in the pair of his choice, there are

## BANK FIXTURES FOR SALE

Mahogany bank fixtures for sale. Will vacate bank on or about July 1st, 1921. Address

American Saving Bank,  
Pontiac, Mich.

## Shoe Store and Shoe Repair Supplies

SCHWARTZBERG & GLASER  
LEATHER CO.

57-59 Division Ave. S. Grand Rapids



St. No. 452 at \$2.45

### In Stock

Goodyear  
Wing-Foot

Heels  
Attached



St. No. 425 at \$2.60

Glazed Kid Upper, Opera Last, D Width Only  
St. No. 450 One Strap Sandal Opera Last at \$2.35

BRANDAU  
SHOE CO.

Detroit, Michigan



Manufacturers  
WOMEN'S SANDALS  
JULIETS and OXFORDS

## A Splendid Value

At a remarkably low price.

## This Shoe is Rapidly Gaining Favor



Genuine Black, H-B KANGAROO bal. Round Toe Last, Single Sole, Solid Leather Insole and Counter; a splendid fitter and a real value, E and D widths Number 980 .....\$3.50

This shoe will meet your demand for a comfortable, stylish looking shoe, with a round toe. It is built over our number ONE last, which is one of our best fitters. In stock for at once delivery.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

11-13-15 Commerce Ave.

GRAND RAPIDS, MICH.



other things you can sell in a pair of shoes.

For one thing, comfort. With some men this is a very important consideration; with others it isn't of so much consequence. Play up the matter of comfort. Make it vivid, real, and altogether desirable. Show how intimately it is related to health on the one hand, and efficiency on the other. Make him understand that comfort isn't a haphazard thing in a complex commodity such as a pair of shoes. Show him how the designer of that last deliberately planned for comfort; how he made the toe space ample, the heel broad and flange-like; how he selected soft, glove-like leather; how he finished the inside of the shoe. In other words, since he wants a pair of comfortable shoes, sell him comfort.

If it is style he wants, sell him style; if workmanship, sell him workmanship; if general satisfaction, sell him general satisfaction. Find the thing in a pair of shoes that he particularly wants, then sell him that quality.

And don't confuse the customer with too many pairs. Don't show him anything until you find out something of his wants, his preferences, his actual needs; then show him the thing that ought to fill the bill. And make him see that here is a pair of shoes plus something—whatever it may be that he requires in a pair of shoes—and focus your salesmanship on this plus something. That is salesmanship. There is an art about it; or, to put it more correctly, the thing is an art. It can be cultivated or acquired. It comes only by study, observation and practice.

Cid McKay.

#### Standing On the Threshold.

Boyne City, June 13—This is the week that marks the end of our school year. It is usually the custom to speak with more or less levity of the efforts of the graduates to express their ideals of life. Standing as they do on the threshold, we are inclined to give scant consideration for their pronouncements. And yet we, upon whom the toil, sorrow and disappointments of years of contest have left the inevitable mark of conservatism, well know that, but for the fresh, unspoiled vivid outlook of youth, progress in this old world would be dead. Certain fundamental things will never change, but certain fundamental traits of human character, by the slow evolution of ages of striving, can and do change. The American of three centuries ago was the European in thought and feeling. The real American of to-day is of different mold from his cousins across the sea. Race, training and opportunity have wrought a basic difference in mentality until, although we may speak the same language, read the same books, our concepts are so different as to be inexplicable each to each. From youth to youth have the waves of progress been carried forward, breaking always in apparent froth and retreat, but each breaking wave has carried forward its own infinitesimal advance until the succeeding centuries have seen an irrevocable change in life and thought. We have but to look back a scant half century to see the radical changes that have been brought about, not by the old and wise, but by the young and foolish. May it not be that what we call the arrogance of youth may be the certainty of achievement. May it not be that the counsels of the old would result only in stagnation such as the

Eastern ancestor worshipping peoples gave vivid examples.

All hail! Eternal youth, with shining faces lifted to the glowing future. God has made you the stewards and conservators of the treasures of the past. Go forward, unafraid, doomed though you are to disappointments. Although sure are we that the full measure of your dreams will never be realized, you may be assured that your children will have a fuller measure of life than you, that your share in the great structure of civilization will be eternal.

Boyne City schools sent out this year a graduate class of twenty-five and the city has every reason to be proud of the class and quality of the contribution to the great host of new citizens that this month will face the beginning of life. The schools, under the leadership of A. A. Metcalf, backed by our school board, has every reason to be proud, and our citizens are exceedingly proud of the condition of the schools. Maxy.

#### Live Notes From a Live Town.

Muskegon, June 21 — Muskegon Council held a very enthusiastic meeting June 18. Three candidates were taken into the order, as follows:

Floyd N. Curry, National Biscuit Co.

John Vanderzyle, Steindler Paper Co.

N. G. Zoet, Plankington Packing Co.

The meeting was well attended and it was voted to have a picnic Saturday, June 25, at Twin Lakes. The members and their families are to leave the hall at 1:30 p. m. and go by autos. Families are instructed to bring their baskets. Ice cream, lemonade and coffee will be furnished by the committee in charge. Bassett's orchestra have agreed to furnish music, as Walter is a member of the order. A cordial invitation will be extended to all traveling men, whether members of the U. C. T. or not.

Hotel Northern, at St. Ignace, will soon be in readiness for guests. The dining room is large and has a very pleasant view of the water. If the management will only rise to the occasion and give good service and make a specialty of fish and chicken dinners, they can secure a very heavy tourist trade during the summer months.

Grand Councilor A. W. Stevenson says we must get 1,000 new members during the next year in Michigan. We personally guaranteed to get five and if 200 more members do the same, we will get them. No doubt there are several thousand eligibles, waiting simply to be asked to join, so let us all get busy.

We wish to compliment John D. Martin on the completeness of his report of the Grand Council meeting at Jackson. It sure was a hum dinger.

E. P. Monroe.



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. COYLE, Inc.**  
GRAND RAPIDS, MICHIGAN

Shoe dealers who sell **MORE MILEAGE SHOES** have the benefit of our continuous advertising and co-operation.

Also the **MORE MILEAGE GUARANTEE.**

A full stock of sizes holds customers.

Don't let your stock run down.

**HIRTH-KRAUSE**

Tanners—Manufacturers of the  
**MORE MILEAGE SHOE**

**GRAND RAPIDS**

**MICHIGAN**

## MEN'S OXFORDS IN STOCK

Three real snappy, serviceable numbers ready to ship immediately. Priced low enough to make them fast sellers at a good margin of profit.



IN STOCK  
UNBRANDED

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

**RINDGE, KALMBACH, LOGIE CO.**

10 to 22 Ionia Ave., N. W.

**GRAND RAPIDS, MICHIGAN**

## Use Citizens Long Distance Service



To Detroit, Jackson, Holland, Muskegon, Grand Haven, Ludington, Traverse City, Petoskey, Saginaw and all intermediate and connecting points.

Connection with 750,000 telephones in Michigan, Indiana and Ohio.

**CITIZENS TELEPHONE COMPANY**



### History as a Study in Political Psychology.

Specific historical parallels are dangerous playthings. The study of history has its own justification outside of practical motives; as a mirror of the future it is serviceable chiefly in revealing the behavior of human nature in the political group. I know only one man who has made a fortune out of wisdom and based upon historical study, and that wisdom never relied upon specific historical parallels. The basic idea on which he bought and sold after August 1, 1914, was simply this: "I have learned from history—from a study of the Punic Wars, the Thirty Years War, the American Revolution—that nations do not stop fighting simply because economists shake their heads. This is going to be a long war." That man knew how to use history. To him it was merely a study in political psychology.

The history of Roman trade contains many partial parallels reminiscent of American experiences, reminiscent chiefly because the basis of Rome's economic system lay on the exploitation of vast areas of productive land. When Rome in the early days was a dependent of commercial Etruria, as our colonies depended upon commercial England, she entered the trade of the Mediterranean, drawn into it by example and compulsion. But when Rome shook off the yoke it was not long before her citizens reverted to the more obvious means of getting wealth, to the exploitation of the rich plains that lay near at hand. The merchant marine fell gradually into decay as did ours before the Civil War. The Romans turned inland, East and South, as our New Englanders turned towards the open West. For three centuries after that the territorial expansion of Rome absorbed men and capital as rapidly as they were available. The state constantly need men for colonies at critical points, using garrisons of self-supporting farmers rather than standing regiments for the purpose. These farmers, skilled in the best methods of agriculture and generally superior in energy to the natives, permeated the surrounding districts. Thus, little by little, the central Mediterranean basin was Romanized. But it was an agrarian rather than an industrial and commercial expansion. In the second century the Roman world in this respect resembled the America of the early seventies.

The Gracchi were apparently the first to see the dangers of this one-sided economic development. They were, to be sure, most concerned about the inordinate expansion of plantations and ranches, which threat-

ened to substitute a slave population for a more healthy group of small citizen farmers. But their remedies aimed farther. They realized that the gradual exhaustion of the soil under the vigorous and intensive farming of the day might bring on disaster unless the economic system was more broadly built. They felt that Romans should get interested in commerce also. With this in view they planted several maritime colonies at points where commerce had at some time in the past proved successful, and they employed state labor to build and pave extensive roads, one leading even through Gaul to far-distant Spain.

But commerce cannot be created by enactment. It was already in the hands of Syrians and Greeks who had long before been driven to the seas by over-population and exhausted soil. These shrewd traders already knew the best trade routes, they knew their customers and their customer's whims, the several languages of the several ports, they had the machinery of trade fully developed, and a ramified system that readily handled bills of exchange. To take a single example, the merchants of the Syrian city of Tyre organized an association which on the Mediterranean, erected warehouses, built or rented a pier at the dock and placed purchasing and sales agents on the spot. When the Tyrian ships anchored they did not, like the Roman ones, have to lie in the harbor while the shipmaster went up to the forum to buy and sell for a week or two. The agent was ready to load and unload according to orders already placed, and if the market happened to be glutted on the day of the arrival, the warehouse could hold the surplusage for a better season. The Gracchi did not live long enough to establish a great system that could break into such competi-

## CADILLAC STATE BANK

CADILLAC, MICH.

Capital ..... \$ 100,000.00  
Surplus ..... 100,000.00  
Deposits (over) .. 2,000,000.00

We pay **4%** on savings

The directors who control the affairs of this bank represent much of the strong and successful business of Northern Michigan.

RESERVE FOR STATE BANKS

## Special Attention:

Is called to our Federal Tax Department which is highly developed. We have experienced Tax Accountants to assist the business community and to represent you in all Tax matters.

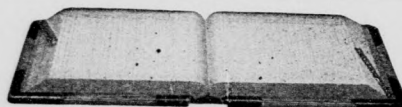
Our Washington connection enables us to keep abreast of all rulings and changes in the Federal Tax laws—in itself a very important feature. Call us up on any point.

On your accounting problems we also consult confidentially without cost or obligation. We have a large force of trained Accountants to draw upon for special investigations or complete audits.

"Oldest Trust Company in Michigan"

## THE MICHIGAN TRUST COMPANY

Grand Rapids, Michigan



## Flat Opening Loose Leaf Devices

We carry in stock and manufacture all styles and sizes in Loose Leaf Devices. We sell direct to you.

*THE* **Proudfit**  
**LOOSE LEAF CO.**

GRAND RAPIDS, MICHIGAN

## Fourth National Bank

Grand Rapids, Mich.  
United States Depository



### Savings Deposits

### Commercial Deposits

**3**

Per Cent Interest Paid on  
Savings Deposits  
Compounded Semi-Annually

**3½**

Per Cent Interest Paid on  
Certificates of Deposit  
Left One Year

Capital Stock and Surplus  
**\$600,000**

WM. H. ANDERSON, President

J. CLINTON BISHOP, Cashier

HARRY C. LUNDBERG, Asst. Cashier

LAVANT Z. CAULKIN, Vice President

ALVA T. EDISON, Asst. Cashier



tion; the Roman senate, consisting largely of politically minded landlords, had no sympathy with the attempt; Roman capitalists who were making enough in land speculation and money lending in the provinces, saw no need for shifting their capital into uncertain ventures. Accordingly the Gracchan scheme came to naught. The only commercial colony of the Gracchi that thrived was the city of Norbonne, and the inscriptions of her cemeteries show that this city attracted more Greek and Syrian traders than Romans.

In 1918, when I was sent to study a certain phase of the neutral European trade passing via the United States to and from South American ports, I could not but be reminded at every turn of this feeble attempt of the Gracchi to push the landlubbers of Rome into the mazes of an intricate commercial system. Not a day passed that we did not find evidence of our own failures in comparison with the efficient system of the Germans and the English. It was a rather monotonous story (not meant for American eyes, either): "The Americans have not the goods we want and are used to; they do not understand our language; they cannot give us the credits we have been given elsewhere; their exchange facilities are inadequate; their deliveries are unreliable; their agents are badly informed and discourteous. Just wait until the war is over and we can go back to our former connections." And the American manufacturer like the Roman capitalist argued, from his own point of view: "The profits of South American trade hardly justify the trouble. Better returns are offered at home with less worry. What is the use?"

The historical parallel is, of course, incomplete here as elsewhere, and it would be futile to attempt any specific deductions. The similarity in human psychology is all that may legitimately be inferred. Does the building of a merchant marine at orders of Congress get any farther than the Gracchan docks that were soon left empty? Will Americans take to foreign trade before they are compelled to do so for a livelihood? Are manufacturers going to push their goods abroad at inferior profits for the general good or are bankers to be expected to elaborate in advance a costly machinery of foreign exchange for high sounding motives alone? At any rate that is not the way human nature has behaved in the past.

The slow-going, land-loving, rent-collecting Romans of the old stock had refused to push into trade and commerce; in consequence the Oriental trader invaded Rome, and presently the invader was collecting the Roman rents. It cannot be denied that Italy profited economically by this invasion. Home industries grew up more rapidly and a favorable balance of trade for Italy resulted.

Indeed, Italian industry assumed a very modern aspect during the Augustan period. The ordinary tableware, for instance, was manufactured for a large part of the Mediterranean world in two or three centers in Tuscany. The furniture factories of Naples would perhaps match those

of Grand Rapids. The copper kitchenware made at Capua still turns up here and there as far off as Scotland and Norway. A splendid set of silver tableware, most of it of a well recognized Campanian type, was found not many years ago in a hoard in Northern Germany. The firms which made such ware apparently employed hundreds of workmen. They produced for a world-wide trade, and the terms "capitalistic industry" and "international trade" are not out of place in describing these things.

The curious fact, however, is that the trade-marks on almost all these goods bear non-Roman names, as trade-marks on articles made in New York are now largely non-Anglo-Saxon. The reason is somewhat the same in both cases. Men of the old stock found the profits of landed investments less odorous than the proceeds from paint and hardware factories; they were fastidious about vocations and preferred sports to assiduous office work. Another reason lay in the nature of Rome's business law. The old Roman senators, being mostly landlords, had never cared to develop private corporation law beyond the limits of simple partnerships which sufficed for landholding. They therefore kept to the theory that unlimited liability should be the rule in all business associations. Only in the public service companies and in the imperial monopolies engaged in the making of Egyptian linen, oil and the like, were corporations of limited liability permitted. Hence Romans, if indeed they engaged in business, could not readily accumulate sufficient capital for very extensive enterprise. Foreigners, of course, were de jure limited by the same laws. But in practice it often turned out that a group of Orientals, held closely together by social pressure in a kind of business clique,

## IMPORTERS AND EXPORTERS



ESTABLISHED 1853

### OUR FOREIGN DEPARTMENT

is well equipped and always glad to assist any customer in the financing and development of Foreign Trade.

#### STEAMSHIP TICKETS

to and from all foreign lands may be secured of the agent at our Foreign Department.

CLAY H. HOLLISTER  
PRESIDENT

CARROLL F. SWEET  
VICE-PRESIDENT

GEORGE F. MACKENZIE  
V.-PRES. AND CASHIER

## For a Wife's Protection

She should know that through his will, her husband can create a trust, protecting her against ill-advised investments, freeing her from the responsibilities of management, insuring the preservation of the property, and securing to her the fullest benefit from the estate.

She should know that the modern Trust Company offers a confidential and perpetual service in carrying out the provisions of a will, rendering this service under the supervision of strict laws and in accord with sound business principles.

Having in mind her children and the protection which only a will affords, it is a wife's duty, as much as her husband's, to see that a proper will is made.

A new booklet, "Safeguarding Your Family's Future," explaining such matters may be had upon request.

## GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.

OTTAWA AT FOUNTAIN BOTH PHONES 4391

## GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK

ASSOCIATED



CAMPAU SQUARE

The convenient banks for out of town people. Located at the very center of the city. Handy to the street cars—the interurbans—the hotels—the shopping district. On account of our location—our large transit facilities—our safe deposit vaults and our complete service covering the entire field of banking, our institutions must be the ultimate choice of out of town bankers and individuals.

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

GRAND RAPIDS NATIONAL CITY BANK  
CITY TRUST & SAVINGS BANK

ASSOCIATED

could amass capital from personal loans outside the limits of the partnership, and thus build up industries that successfully shut out competition over a large region. Finally, it seems that these immigrants could frequently establish close personal arrangements with their fellows who were already in maritime commerce; they had in this way an easier access to the world's markets than did the Romans.

The result was that in the Augustan age, Italy had gained a large place in the world's productive and carrying industry—but not the Italy of the old stock that had created the Roman republic; it was a new Italy of a conglomerate stock, largely Oriental. One is tempted to add that this new stock, which made Italy economically great and which brought in more foreign labor to create more wealth, had no understanding of or interest in Rome's institutions and, being incapable of self-government, made despotism possible and the fall of the state inevitable. But that might suggest an ominous and, we hope, unfounded historical parallel which it would be unsafe to press. Indeed, it is the capacity for self-government which has made the American people great, not in wealth alone, but also in those high standards of National power which has paralleled our material progress. All the more reason, therefore, why the ideals of American citizenship should be thoroughly absorbed and valued by the new elements in our population.

Frank Stowell.

#### Brains and Money Needed to Run Finances.

Jack Strong was a mechanic with a level head.

One night he heard an agitator denounce banks, capital and other things.

When Jack went home he sat down, smoked his pipe and thought. He was the sort of chap that wants facts. So before he went to bed he made up his mind to learn something about banking and capital.

He had a few hundred dollars saved up in the bank. Next day he knocked off at noon and went down town to see his banker. The cashier introduced him to President White.

"Mr. White," said Jack, "you may be a busy man, but I'm losing half a day's pay to get some facts. I want to ask you some questions."

"Fire away," said Mr. White.

"Well, first, I want to know what you do with all the money people put into your bank."

"That's easy," said the President. "First, we must keep a certain amount against any trouble that might come. If a lot of depositors wanted their money right away or things took a nasty turn, we must have ready cash.

"Next, we lend money and buy bonds, mortgages and other safe securities. That money helps to pay government expenses, to run factories, to enable manufacturers to advance money for wages and materials. It helps people in need of cash if they have good security. It helps the farmer to harvest his crops and move them to the market. Farmers and

manufacturers don't get money for what they produce until they sell their stuff and get paid. Meanwhile they need ready money.

"Some banks advance money to help sell goods abroad so the factories can keep running right along.

"Are you insured, Jack?"

"Yes, I pay sixty-eight dollars a year," said Jack.

"Good! There are millions like you. Your bank savings and your premiums help to furnish capital. The bank pays you interest, keeps your money safely. Pays it back when you want it. The insurance companies pay death losses, or accident losses if it's an accident policy.

"If it were not for these millions and millions saved up by all sorts of folks, factories would close, railroads would stop, opening up mines and building new factories would cease, farmers would cut down production, and the country would go to the dogs."

"Then I'm a capitalist," said Jack.

"Sure you are. Not a big one, but millions of savings make big capital, profits go into capital, premiums make capital. Money's no good if it isn't used. The more it's used the more business is done. The more business the more work.

"All live business borrow money, pay back and borrow more. They borrow to buy more land, put up new buildings, to buy new machinery. Financing factories is a business by itself. Stocks and bonds are sold to get money to go ahead and do more business. That's another way."

"Who buys these stocks and bonds?" asked Jack.

### Kent State Bank

Main Office Ottawa Ave.  
Facing Monroe

Grand Rapids, Mich.

Capital - - - \$500,000  
Surplus and Profit - \$850,000

#### Resources

13 Million Dollars

3½ Per Cent.

Paid on Certificates of Deposit

Do Your Banking by Mail

The Home for Savings



JOIN THE  
GRAND RAPIDS  
SAVINGS BANK  
FAMILY!

44,000

Satisfied Customers

know that we  
specialize in

accommodation  
and service.

#### BRANCH OFFICES

Madison Square and Hall Street  
West Leonard and Alpine Avenue  
Monroe Avenue, near Michigan  
East Fulton Street and Diamond Avenue  
Wealthy Street and Lake Drive  
Grandville Avenue and B Street  
Grandville Avenue and Cordelia Street  
Bridge, Lexington and Stocking

## CLAIM DEPARTMENT

Second to none for prompt and fair settlements.

Live Agents Wanted.

MICHIGAN AUTOMOBILE INSURANCE CO.

Grand Rapids, Mich.

A Stock Company.

**7.37%**  
with Safety

Our Preferred Stock May Be Purchased at  
**\$95 Per Share and Dividend**

Ask any of our employees for information.

**Consumers Power Company**

26

STOCKS AND BONDS—PRIVATE WIRES TO THE LEADING MARKETS

**HILLIER PERKINS EVERETT & GELSTERT**  
BELL M. BLDG. SECOND FLOOR MICHIGAN TRUST BLDG.

STOCKS

BONDS



## Fenton Davis & Boyle

MICHIGAN TRUST BUILDING

GRAND RAPIDS

Chicago

Detroit

First National Bank Bldg. Telephone Main 656  
Citizens 4212

Congress Building

## 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**

**Oil and Natural Gas Companies**

Phone, write or wire for information.

BONDS

*C. M. Furd*

STOCKS

AND COMPANY

INVESTMENT BANKERS

432 Michigan Trust Bldg

Grand Rapids, Mich.

## Grand Rapids Merchants Mutual Fire Insurance Company

Economical Management

Careful Underwriting, Selected Risks

Affiliated with the

Michigan Retail Dry Goods Association,

OFFICE 320 HOUSEMAN BLDG.

GRAND RAPIDS, MICH.



"All sorts of people. Big railways are owned by thousands of people. Thousands of workmen own stock in steel companies, mines and railroads. They save and become part owners. They are capitalists!"

"This morning," said Mr. White, "a manufacturer came in to see me. He needed more room for his plant and new machinery. We loaned him \$100,000. We get the money from deposits and earnings of all sorts. He will go ahead and soon 100 more men will be at work in his plant. It takes a lot of money to build up a big business."

"Well," said Jack, "suppose we, I mean the millions of workers, spent all our wages, what then?"

"Well," said White, "there'd be millions and millions less to loan. Business would be crippled and men thrown out of jobs."

"So my savings are capital?"

"Certainly, Jack. That's where capital comes from — savings or what's not consumed. As I said before, without capital or savings furnished by somebody, business could not go ahead."

"Seems to me," said Jack, "there's a lot of bunk in this talk against capital."

"It's the wild, silly unjust talk about labor that makes us labor men mad. We know we're not all bad. In the same way, I suppose it's bunk to talk against all capital as if it were all bad. If we've got to have capital

there's no sense howling about it. If it does a lot of good and some bad, it's hot air to denounce all capital."

"That's the idea," said Mr. White.

"Well," said Jack, "I'm glad I came. I've learned something. Goodbye, Mr. White."

"Goodbye, Jack, come again."

When Jack lit his pipe that night, after supper, his thoughts ran like this: "By George, it must be some job to gather money, loan it safely, send it all over the world. It must be some job to keep railways and mines going, to keep all the ships on the seas, to keep factories busy, to sell all the stuff and get back the money."

"Crooks couldn't do it. If bankers and insurance companies were not on the square how could business go on. Brains and honesty are needed to run the finances of a country. That's sure."

"We workers couldn't do it."

"If we could, we would quit a factory and be bankers."

"If banks did not exist the factories would close."

Then Jack went to bed, but just as he dozed off to sleep he muttered to himself, "I wonder if I'd want that agitator as my banker. I know White has brains and is honest. He's been on the job all his life. But that agitator, who is he? What is he? Or—" but Jack the mechanic-capitalist was asleep.

Alfred W. Wishart.

Copyrighted, 1920.

#### COMPARATIVE PER CAPITA LOSS CHART.

Canada	\$2.73
United States	\$2.26
Spain	\$1.86
Belgium	\$1.02
Russia	\$0.97
France	\$0.74
England	\$0.64
Norway	\$0.55
Italy	\$0.53
Japan	\$0.51
Sweden	\$0.42
Austria	\$0.32
Germany	\$0.28
Switzerland	\$0.13
Netherlands	\$0.11

### The Finnish Mutual Fire Insurance Co. ORGANIZED 1889

This Company has returned

# 50% Dividends

For 26 Years

Good Mercantile, Dwelling, Hotel and Garage Risks Written  
**BRISTOL INSURANCE AGENCY**  
General Agents for Lower Peninsula  
**FREMONT, MICH.**

### Preferred Risks! Small Losses! Efficient Management!

enables us to declare a

# 30% Dividend For Year 1921

100% Protection and 30% Dividend, both for same money you are paying to a stock company for a policy that may be haggled over in case of loss.

**Michigan Bankers and Merchants Mutual Fire Insurance Co.**  
of Fremont, Mich.

WM. N. SENF, Sec'y

## Bristol Insurance Agency

"The Agency of Personal Service"

Inspectors and State Agents for Mutual Companies

When you want insurance you want the best, then place your insurance with

**The Michigan Shoe Dealers Mutual Fire Insurance Co.**

and

**The Central Manufacturers' Mutual Insurance Co.**

The only companies which have allowed

# 30% DIVIDENDS

for many years.

C. N. BRISTOL,

A. T. MONSON,  
D. J. SUTHERLAND, A. M. NUTTING.

H. G. BUNDY,

**FREMONT,**

**MICHIGAN**

## Pride in Company Reputation

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.

Good faith is needed in business. It is the very foundation of credit and underlying credit is insurance.

We write insurance on all kinds of Mercantile Stocks and Buildings, on a 30% Dividend basis.

One of the Oldest and Strongest Companies in Michigan.

**Michigan Shoe Dealers Mutual Fire Insurance Company**

Main Office: **FREMONT, MICHIGAN**

**ALBERT MURRAY** Pres.

**GEORGE BODE**, Sec'y-Treas.

**INSURANCE IN FORCE \$85,000,000.00**

**WILLIAM A. WATTS**  
President



**RANSOM E. OLDS**  
Chairman of Board

**MERCHANTS LIFE INSURANCE COMPANY**

Offices: 4th floor Michigan Trust Bldg.—Grand Rapids, Michigan  
GREEN & MORRISON—Michigan State Agents

## NEARLY SIXTY YEARS AGO.

## Destruction of the Bronson House By Fire.

Redford, June 21—During the evening of July 13, 1863, the old Bronson House, on the Northeast corner of Canal street and Bronson (now Crescent) street, together with Judge Almy's house on the North side of Bronson street and several other buildings North on Canal street and East on Bronson street, were destroyed by fire.

On the morning of that day, Almy le Grande Peirce, Herbert L. Coman and myself left Grand Rapids for a week of "camping out" away North on the Plain-field road. About noon we halted our wagon-train—one pony and a light vehicle called, in those days, a democrat wagon—well laden with firearms, tents, blankets, bread, fresh beef steak and other foods, not easily obtained "cut in the country" on the roadside shore of Mizner's Lake.

We had arrived and so had the small pony!

Door arrival. His stint, hauling three healthy boys, 14, 15 and 16 years old, respectively, and a wagon quite heavily laden, several miles over a none too good sandy road and wide open to a hot flood of sunshine most of the way—July sunshine at that—had been a decided test, so that our first move was to strip off the harness, rub down the little fellow with grass and a blanket and then tie him under the shade of a group of two or three oak trees.

We found out at once, as we began the putting up of the poles for our tent, that the pony wasn't the only one to be tried out as to fortitude, because flies, mosquitoes and other insects were active and insistent, so that we didn't wait to spread our canvas before we had built—with the wind—two good smudges and then we led our four-footed friend down to the lake for water.

By working steadily we had our tent—covering an area about 6 x 8 feet—up in good taut order with a four inch drain round about, leading to the slope thus to the lake and I had our cooking apparatus in workable shape ready for supper time; that is to say, about 7:30 p. m.

We had our supper very soon thereafter, with good strong coffee, without milk or cream or sugar (someone forget about sugar) but Herb, fixed us fine with fried ham and potatoes, bread and butter.

Presently and almost simultaneously we three began commenting upon the appearance of great clouds of smoke high in the Southern sky and speculating as to the location and the cause. It was not near dark so that we could but imagine a big fire to the South.

Before we finished our supper we caught sight of burning brands in the air. As nearly as we could make out, the fire was exactly in the direction and quite evidently about where John W. Peirce's store and public hall was located and only two or three doors away was the leather store occupied by Mr. Cowan, father of "Herb."

After about ten or fifteen minutes of back-and-forth argument, guess-work and prognostication, we decided that the fire was "somewhere near the Bronson House or Earle's woolen mill" and that the flying flakes of fire were bits of wool from the latter establishment.

That settled it. Within a very short time Gan, and Herb, decided to go to the fire and asked me if I would go, too.

Responding that the fire would be over before they could get there, I disapproved the idea of going to it, and added: "I'll stay here and take care of things, if you two will come back in the morning."

Agreeing to the suggestion the result was the money was hitched up and in a very short time my companions were on their way, while I fell to observing the continued illumination to the South and to listening to the bilious bellowing of about a thousand—it seemed to me—big bull-frogs.

I was doing my first turn alone over night in the open and I enjoyed it despite the loudly croaking questions and replies that came up from all parts of the lake continuously and until I found myself laughingly discussing with myself as to the probable meaning of my friends' conversation. Before I realized that I was alone, but not before I discovered that I was very tired, I was lost in sleep and did not waken until I was aroused about 7 o'clock next morning by a fine young man who, peering through the flaps of our tent, called: "Isn't it time to get up?"

My reply was as to the time of day, followed by, "Where is he big fire?"

Thereupon the young man announced that he was the teacher in a nearby district school. He gave his name as Mr. Wilkinson and confided "I went down last night to see the fire and had to get back to open school on time. It was the Bronson House and some other buildings that burned."

I asked if Peirce's store burned and he replied, "No, the fire hadn't got across Canal street when I left, but seemed to be going up Bronson street."

With this, he said "Good morning" and departed. It was enough. I knew that the property of Messrs. Peirce and Coman was not injured and fairly gloated over what I would do if the boys should fail to come back, as promised.

But they kept the pledge, arriving just before noon, bringing not only the details of the damage done and estimate as to the good work done by the city's three fire engine companies and citizens in general, but a goodly supply of ripe apples, but not a single peach! Think of that, in the heart of Michigan's peach district.

"They're not yet ripe, at least we didn't see any for sale," was Gan's explanation.

By the way, as a finale to this narrative permit me to add that the abbreviations here utilized was the shortened term, handy generally in speaking of or to Almy le Grande Peirce.

He was the son of John W. Peirce and the grandson of the late Judge John Almy who was the father of Mrs. Peirce, mother of Le Grand, as it is usually spelled to-day.

No wonder as to the proud retort to the purely euphonious "le Grande" in naming the first boy in the Peirce household. All honor to the parents who thus voiced their love and appreciation of both the distinguished grandsire and the son who wore his honor with admirable dignity and was a dutiful and delightful son and brother, as well as valuable citizen in all of the requirements of cosmopolitanism.

Just to emphasize the pleasure I now have in living over the good boyhood times and the companionships then my portion, I was most happily surprised early last May by receiving, away out here in Redford township, Wayne county, fourteen miles out Grand River avenue from Detroit's city hall, a visit from Herbert L. Coman.

I say I was surprised and it isn't precisely the word best used here, because I had received some time previously a letter from Herb from some town near Syracuse, N. Y., saying that he was coming to see me. It was, simply, that I had miscalculated. I could not realize so long a period (over twenty years) had elapsed since seeing him, that he would put in an appearance. And knowing somewhat of his peripatetic life for a quarter of a century, like the old Scotchman "I had me doots," but he did turn up, looking hearty and fine and I was sincerely glad to see him.

Sixty years ago Herbert L. Coman, of El Oro (the gold) city, State of Sonora, Mexico, and the writer of this memoir were schoolmates in the stone school house on the hill—the East Side union school at Grand Rapids.

Each one holds as the outstanding good fortune of that experience the fact that they had as their recitation teacher Miss Sara Jenison, still a resident of Grand Rapids. The remembrance of Miss Jenison reminded us of Miss Maggie Hadenpyl, so that for an afternoon, at least, we lived over the botanical surveys.

I apologize for my use of the word: "peripatetic," referring to Mr. Coman. There is this about his whole life. He has been, always, loyal to his calling, always a bit beyond being self-supporting, invariably square and honest and an interesting character, even though he has been a consistent and almost constant traveler.

He lived, as a boy, in Grand Rapids, from 1861 to 1884 with his parents and his late sister, Miss Ann Coman. His father was a dealer in and manufacturer of leather. Herb, learned the trade of currier with Messrs. Cappon & Bertsch in the city of Holland and he was a regular and successful pupil in the East Side union school. In 1884 he moved to Chicago, where he began work at his trade in a tannery, when DuBois Devier was

the manager. Remaining there a short while he moved on to Fort Scott, Kansas—getting near to the section where cattle and hides were the chief products—and his next stopping place was Wichita, Kansas. Here he remained about a year. He then traveled to New Mexico, getting, as he put it, "where riding hell-bent for leather" was a profession, yet sticking closely to the tanning, dressing and coloring of leather. After two years in Mexico—where he learned to write and speak Spanish—he settled in Americus, Ga. There he enlisted in the U. S. army to serve as interpreter and attache to the quartermaster department of the army sent to Cuba. At the close of the Spanish war he returned to Mexico, a civilian. In 1914 he was in Vera Cruz when the U. S. troops were landed there. In 1915 he took passage on the first transport that took Spanish troops abroad and sailed from the mouth of the Matanzas and was one of the Americans in Mexico ordered by our Government to get out of Mexico. They were given passage to Galveston, thence to any port of the United States they wished. And so he arrived, ultimately in Detroit. Returning to his trade as a currier, he worked his way variously to New York, Pittsburg, Cincinnati, Chicago and at last to Grand Rapids. Here he remained but a short

## 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.

### STRAIGHT LINE METHODS

## Profit

The life and vitality of all business is Profit.

Success depends upon it. It is the compelling interest in the simplest transaction—the dominant thought in the greatest commercial enterprise.

With material and labor cost changing over night, sales volume fluctuating, prices indefinite, markets uncertain—SAFEGUARD YOUR PROFITS.

Exact knowledge of costs, based on Sound Methods of Cost Accounting, and intelligently applied by an experienced and competent organization is THE ONLY MEANS OF INSURING PROFITS—

The only GUARANTEE OF PROFITS.

## ERNST & ERNST

AUDITS - SYSTEMS  
TAX SERVICE

OFFICES IN 23 OTHER CITIES  
STRAIGHT LINE METHODS

Grand Rapids  
304 Nat'l City  
Bank Bldg.

Detroit  
Dime Bank  
Bldg.



1921 --

Isn't the first year --

Nor the last one --

To reward FIGHTERS --

For we have been fighting --

For twenty six years.--

Retail battles --

For retail merchants --

And in that time --

Our reward has been --

The unqualified endorsement--

of 15,000 retailers.

At Anderson, Indiana --

We brought \$22,000.00 --

In ten days and --

Forty miles away --

In Huntington --

At the same time --

And in the same time --

Better than \$12,000.00.

Let the coupon --

Bring YOU the details.

No obligation...

*Kelly's Ad Man*

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

Size of my stock \_\_\_\_\_

Name \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_



time, when he returned to El Oro (the gold) City, New Mexico, where he entered the employ of the El Oro Gold Mining Co. He is a competent industrial manager and accountant, which position he still holds.

Among the many variations in his life he served in the American military campaign into Mexico under General Pershing and was connected with Mexican affairs as of interest to the United States Government, was intimately acquainted with the Mexican free booter, Villa, and knows President Obregon well. Of the latter he says: "President Obregon has won the Mexican people and is a man they, as well as governments of other countries, can rely upon."

Charles S. Hathaway.

#### Unsatisfactory Treatment Received in Grand Rapids Restaurants.

Alma, June 21—I was much interested and also pleased at the article in your splendid paper relative to some hotels you have visited and I wish we could hear more of that. As you know, I am practically in the same business, only in a little different way, and I know that there is no occasion and no possible excuse for the conditions we see in some of the hotels with regard to the cleanliness and upkeep.

I was in Grand Rapids last Saturday, June 11. I left Alma at 8:15 railroad time and arrived in Grand Rapids about noon and immediately proceeded to attend to the business that I went to Grand Rapids for. I did not get around to eat anything until about 4 o'clock, fast time. I went to the depot, so as to be ready to take the train home at 5:20, railroad time. I went into the eating part at the depot. I could not sit down to one of the tables, as it was too early. They don't allow you to sit down to the table until 4:30, railroad time so I sat on one of the stools and after some effort I engaged the attention of one of the waiting girls. Of course, it was the off time of day and I did not think they were particularly pleased to have people come around to eat at that time of day. I finally succeeded in giving my order for two poached eggs on toast, a glass of iced tea and two rolls and some butter. After about twenty minutes this was brought in. The toast was not more than equal to one fair slice of bread. The two poached eggs did not look very inviting, but still they were eggs and two of them. After a little I wanted another square of butter and it was with considerable effort that I managed to attract the attention of the waiting girl and then she did not come until I waved my hand to her and spoke loudly that I would like some butter. She came up where I was, evidently peeved and in a very unpleasant way said, "What do you want?" I said, "I would be pleased if I could have some more butter." She whisked away and came back and slammed the dish of butter down before me. I finished my meal. For the eggs, only two on a small piece of toast they charged 40c, which was a little less than 20c apiece for the eggs. I am buying eggs here in Alma at 14c per dozen, so I paid considerably more for one egg than I pay for a dozen here. I did not notice what they charged me for iced tea or the two small rolls for I did not care. I was interested in the price of the two eggs on the small bit of toast. I am not particularly discomfited on account of paying 40c for these two small eggs on the piece of toast, but really I consider such charges as pure robbery, and a regular hold-up and it is too bad that the people have to submit to such outrages. The service was poor—exceedingly poor—and the manner of the waiting girl was almost insulting. Before I went down to the depot I was at the Morton House and there I learned that I could not get served in their cafeteria until 4:30, railroad time, and upon enquiry from a bright young man I was informed that there was no good restaurant open at that time of day in Grand Rapids, excepting a place called "Chop Suey." I didn't care to go there. Once when

I was in Los Angeles I went into a Chop Suey joint and what I got to eat made me sick, so I did not have my real appetite for a couple of weeks and I haven't been into anything that said Chop Suey since. Well, I guess this is enough and, friend Stowe, I don't pose as finding fault or anything of that kind, for as a fact we eat too much anyway and I would probably have been just as well off and better if I had waited until I got home, but I had this chance to show that right in Grand Rapids we of the country find some difficulty and encounter some discomfort in the line of getting satisfactory fare and treatment in the restaurant line.

Herbert Montague.

#### Busy and Bustling City of Petoskey.

Petoskey, June 21—Petoskey people are elated with the early opening of the resort season and are particularly happy in the class of tourists and visitors every day arriving. It would appear that this will be by far the greatest season ever known in the Little Traverse Bay region.

A handsome booklet has just been issued by the local Chamber of Commerce and a request will take a copy to any one interested.

Sunday, June 12, was marked by a special Elk's lodge observance of Flag day in Mineral Well Park. The services were beautiful and the attendance very large.

A Chicago corporation, the Natural Fruit Juice Company, will locate in Petoskey and by July 10 expects to be in active operation here, producing the concentrated extract of Emmet county wild and domestic berries and fruits. This product is distributed largely through physicians throughout the Nation for medicinal purposes.

The Chamber of Commerce of this city is now actively behind an infant industry of local birth which promises to develop into a great manufactory. The basis of this business is a patented kitchen dish-washing machine, revolutionary in its simplicity and in price—about one half that of any other practical device of similar character now on the market. When not in active use it is an ordinary kitchen table. This will be exhibited to Grand Rapids dealers at an early date.

The retail merchants committee of the Chamber of Commerce is "all set" for the finest Fourth of July observance ever attempted here. The features are numerous and all of high grade fully removed from nerve-racking noises. An historical pageant will be a prime feature of the program.

Regardless of delay in securing a court decision in the matter of issuing bonds for improved water service for Petoskey, the City Council has decided to install a new filtration well at once, to be paid for by increased water rates. Extensions of the mains will await the decision referred to, which will settle the question of majority election vote necessary to the carriage of an issue. The city attorney declares, and the State Attorney General concurs, that a three-fifths majority, as required by the State law governing cities of the fourth class, is sufficient. The charter of the city, adopted in 1916 calls for a two-thirds majority. At any rate Petoskey is to have an ample supply of pure soft water as soon as installation can be made.

J. Frank Quinn.

#### Wiles of a Country Editor.

"I've hit upon a great scheme," said the editor of a small local paper. "I nearly doubled our circulation last week."

"See that steel stamp. Well, I just cut out a paragraph in the Society column of the whole edition."

"How'd that help the circulation?"

"Why, every woman in town bought an extra copy to see what had been cut out."

## Announcement

Our increasing business in this vicinity necessitated moving our Head Offices from Grand Rapids to Detroit, and we will be pleased to see our friends and clients at Suite 204 Murphy Building.

The Grand Rapids Office will be maintained as a Branch Office, and under the management of Mr. W. S. Jackson. The Lansing Office, as heretofore, will be managed by Mr. Fred R. Barney, and the Jackson Office under the management of Mr. F. C. Brown.

As Fiscal Agents for COMMERCIAL FINANCE CORPORATION of Grand Rapids, we are authorized to receive applications from persons desiring to sell all forms of commercial paper, trade acceptances and land contracts.

### The John H. Davis Company

Suite 204 Murphy Bldg.  
Detroit

"The House with Ideals"



## United Trucks

Why you will be interested:

1. We aim for quality not quantity.
2. Each truck is given individual attention to insure uninterrupted use.
3. We build a size to fit your requirements.
4. We build each body special to your specifications.
5. We have an outlet for second hand equipment which enables us to make you a maximum allowance.
6. We have a special time payment plan.
7. We would like to get acquainted and talk things over, even though you do not buy a UNITED.

Write us a letter or call on the telephone.

### UNITED MOTORS COMPANY

Grand Rapids, Michigan

Bell Phone, M 770

Citz. Phone, 4472

### Activities of Michigan Retail Dry Goods Association.

Lansing, June 21—I am authorized by our Acting President, J. B. Sperry to call a joint meeting of the Board of Directors, the Convention Committee and the Program Committee at Lansing at 12 o'clock noon on Friday, July 8. One of the purposes of calling this meeting is to fix the date and place of the September convention and to take preliminary steps toward the preparation of a program.

Our President and Vice-President and also Mr. Christian, chairman of the Program Committee, will not be back to their respective homes much before August 1, and there are a few things we should start before that time. It is, therefore, desired that the directors and members of the above named committee reserve the above date and come prepared with lots of suggestions.

We will take advantage of this meeting to extend a general invitation to our members residing within a radius of forty or fifty miles of Lansing, and also all other members, to attend to have a meeting that shall take the place of the ordinary group meeting. A general statement regarding this matter will be sent out in due time.

#### Other July Group Meetings.

Also upon the advice of Mr. Sperry and after consultation with local committees, we have decided to have group meetings at Harbor Beach, Friday, July 15; Benton Harbor, Friday, July 22; Traverse City, Friday, July 29.

As suggested in a previous bulletin, we think best not to call any other group meetings during the hot months. The places above designated are near the lake and many of our merchants would enjoy attending a meeting where they can get a breath of the lake breeze. I also desire to spend some time in a membership campaign in the Northern part of the Lower Peninsula and in the Upper Peninsula. Our members, therefore, are requested to make a memorandum of these dates and make your plans to be present at that time.

#### Honored By the Governor.

I feel very much complimented over the honor bestowed upon me by Gov. Groesbeck in my appointment as a member of the Welfare Commission within the Welfare Department of the newly-organized State government. My acceptance of this work will be conditioned entirely upon the advice and consent of the Board of Directors of the Michigan Retail Dry Goods Association. If it can be shown that my connection with the State government will be as much or more of an advantage than a disadvantage, I shall gladly perform such service as may be required of me in filling the duties of this position. However, my interests are with the Michigan Retail Dry Goods Association and they shall be foremost.

#### Afternoon Closing During Summer Months.

We have a request from one of our members asking for information as to the plan of the dry goods merchants in the State regarding closing of a half day during the summer months. He states in his letter that in his city they have heretofore closed Wednesday afternoons during July and August, but will not do so this year, but will close Saturday night at 6 o'clock instead of 9. I enclose a questionnaire asking for information on this subject and request our members to fill it out and send to us as soon as possible so that we can communicate the information thus secured in a later bulletin.

Jason E. Hammond.

#### Retail Point of View In New York.

New York, June 21—Economy is still the slogan of the New York shoppers. Home sewing apparently remains the most popular indoor diver-

sion. The pattern counters of the department stores are crowded. The ready-to-wear departments are comparatively neglected, although business is said to have been better this week. Women shoppers are buying patterns and piece goods and making up their own summer dresses. There is spirited competition between stores because bargain hunting is indulged in by all classes of buyers. The stores featuring low prices are getting the bulk of the business. Yesterday was rather quiet because of the weather, but last week business was moderately active. In the men's clothing field there is much unsettlement. The question of price is holding up buying, the consumer evidently being obsessed with the idea that clothing prices have not struck bottom. Some of the smaller shops are advertising heavily, featuring men's summer suits at \$25 to \$30.

#### Working Out Vacation Plan.

A big department store is confronted with the vacation problem. Apparently the system that had been worked out has not at all been satisfactory and the management has been honest enough to acknowledge that it has made mistakes and the help of the employees through their house of representatives (this store is run on a congress plan) has been asked so that the difficulties might be ironed out. A bulletin has been sent out to the individuals of the organization of the store which says apropos of this subject:

"We believe it wise to continue vacations according to the plan now operating until the improvements are made, and you will no doubt agree with us in this matter. Our intention in putting the vacation plan through and putting it through quickly was that people might get the advantage of it this season. If we had put the matter up for a long discussion it might have taken several months from the time of the vacation season and the people would have missed the good we are trying to get to them."

#### Wash Silks Are Featured.

During the week there have been interesting sales in some of the department stores, prices generally being rather attractive. John Wanamaker announced new low prices on wash silks, featuring fancy striped crepe de chine wash satin at \$1.55 per yard, white broadcloth and wash satin at the same figure and pongee at \$1.10. R. H. Macy & Co. advertised black satin duchess, 35 inch width, at \$1.59. James McCreery & Co. sold white baronet satin at \$2.75 per yard, which they had formerly been selling at \$2.95.

In Brooklyn Abraham & Straus announced an offering of 40 inch georgette at 95 cents a yard in popular colors. The advertisement described this as an "offering that is unprecedented."

Ginghams, Voiles and Organdies. Ginghams, voiles and organdies are coming in for the major portion of the attention at practically all the department stores. At Hearn's a lively business was done all week in this class of merchandise. Prices range from 17 to 84 cents per yard for ginghams, this being maintained by practically all the stores. There is a noticeable demand for checked ginghams and these departments at Macy's and Gimbel's were well patronized throughout the week. At Altman's ginghams of the better sort were in fair demand, although this store is doing well in the silk department and in some divisions of the ready to wear.

There has been good enquiry for dotted swisses. Obviously all types of merchandise entering into the making of summer dresses are being sought by the shoppers and it is believed by merchandise men that this will continue throughout the summer. Pattern Counters Doing Big Business.

Merchandising men in this city are surprised at the heavy business being

done over the pattern counters. One merchandising manager who has made a keen study of retail conditions for the past 25 years said that never in his experience has there been such a heavy demand for patterns. He seemed to think that nearly every woman who came into the store stopped at the pattern counter and then repaired to the piece goods department. He said:

"Women, rich and poor, are doing their own sewing. That is to say, the women in better financial circumstances are having seamstresses come to their homes, while those who cannot afford to employ seamstresses are

Blanks for Presenting  
**LOSS AND DAMAGE**  
or **OVERCHARGE**  
CLAIMS,  
and other Transportation Blanks.  
**BARLOW BROS.**  
Grand Rapids, Mich.

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

#### 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

**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.

## BOY'S KHAKI PANTS ON THE FLOOR

THREE GRADES } \$6.75; \$8.75; \$10.50  
SIZES 8 to 16

A dandy Wash Pant, 8 to 16, @ \$6.50

This is Khaki Weather

**Daniel T. Patton & Company**

GRAND RAPIDS  
59-63 Market Ave. North

**The Men's Furnishing Goods House of Michigan**

## Wash Ties

We have a beautiful line of Wash Ties. Just the kind you are looking for at popular prices.

Also those comfortable low collars in either soft or laundered.

Quality Merchandise — Right Prices — Prompt Service

**PAUL STEKETEE & SONS**

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.



doing their own sewing. The economy wave has hit them all. That fact has been well established."

#### Retail Clothing Field Unsettled.

The men's clothing situation from a retail standpoint is rather unsettled. Prices have come down, but somehow or other the ultimate consumer apparently thinks that they will go even lower. The chain stores are doing a fair business, according to their own statements, but in the department stores there is no rush for men's apparel. Stern Bros. recently ran a sale of men's suits at \$35 with fairly satisfactory results. McCreery's also ran a sale and the response was not bad.

All the big department stores like Macy's, Gimbel's, Altman's and Hearn's are apparently working toward the \$35 level. In their advertisements yesterday suits ranging from \$35 to \$40 were featured. It is said that the \$35 price for summer suits will be adhered to, the claim being that this class of merchandise cannot be sold for less on the basis of present manufacturing costs. A great many of the smaller shops which are not considered first class are offering summer suits around \$25.

Ready-to-wear Shows More Activity. Ready-to-wear departments in the big retail stores have shown a slight improvement during the past week. There has been greater activity in summer dresses and there has been also a brisk business in the silk apparel departments.

This is due to the fact that prices have been reduced all along the line. Managers of these divisions in the stores say that consumers have shown a more liberal disposition. Whenever attractive prices have been named on merchandise ready to wear the consumers have responded. In the past few days the stores have vied with each other in offering attractive, seasonable goods at attractive prices. Sleeveless summer dresses are becoming more popular with a resultant better demand for waists.

#### How to Avoid Having Remnants Left.

One of the girls at the lining counter accumulated so few remnants from her sales in the course of a week that they were almost negligible.

This was a pleasing result, since it demonstrated that there was an almost complete movement of the merchandise at the regular prices—practically nothing to sell at bargain prices, perhaps to hold indefinitely, with the expense incident to such holding and frequent handling.

How did she do it—or did she do anything to minimize the accumulation of remnants?

Fifteen minutes of watching her disclosed her system. Her method was not intended primarily to get rid of short lengths; it arose from her strikingly cordial nature, and her inclination to do little favors for customers that did not involve loss to the store. For example:

"Two and a quarter yards, please," a customer asked.

"This piece is just 2½ yards," she answered, measuring the cloth. "Do you often need just a mite more than you have?" She said it pleasantly, as though running short were a frequent incident with herself.

And it works the other way, too.

"This is just two yards," the girl says. "Not quite enough? Perhaps you can use this piece for another purpose, and we'll cut 2¼ yards in another piece, for the purpose for which you had planned to use the goods. It's staple, you know, and

very well worth the money."

The sale of the piece may occur once in a dozen efforts—but somehow it gets sold.

#### Illuminated Darning Egg.

An "illuminated darning egg" is the novel and clever idea of a New Yorker John B. Warren, its most important object being to relieve the eyestrain which ordinarily attends the job of mending socks and stockings.

The egg is of translucent china, and it enters the egg, carries a tiny electric

handle which contains an electric battery. The handle, at the point where it enters the egg, carries a tiny electric lamp. A push with the thumb on a switch at one side of the handle starts the lamp to glowing.

When the egg has been inserted in a stocking, the fabric of the latter is brightly illuminated. For the lamp inside is provided with a reflector, supplemented with a diffusing lens. Thus the threads of the stocking are shown up conspicuously, to the special ad-

vantage of a mender whose eyesight is poor.

The darning, indeed, may operate on the stocking in a light that is otherwise poor; and it is claimed that much better work may be done when the illuminated egg is employed.

If desired, the battery may be dispensed with, and the lamp connected with the ordinary house circuit.

Poverty would soon die out if babies were permitted to select their parents.

## An Attractive and Substantial Investment

### IS OFFERED IN THE 8% CUMULATIVE PREFERRED STOCK AND NO-PAR VALUE COMMON STOCK

#### OF THE

## PETOSKEY TRANSPORTATION COMPANY

### CAPITAL STOCK

100,000 Shares 8% Cumulative Preferred Stock 100,000 Shares No-Par Value Common Stock

ALL STOCK IS FULLY-PAID AND NON-ASSESSABLE

The Petoskey Transportation Company is under contract to transport the products of the Petoskey Portland Cement Company, which includes cement and crushed limestone, and will also haul coal from Toledo and other lower lake ports to the plant of the Petoskey Portland Cement Company.

It is guaranteed all of the tonnage that its three boats can deliver at their maximum capacity. For this transportation service the Petoskey Transportation Company will receive market rates. Any Company that can keep its investment in equipment fully occupied at market rates, whether it has for sale certain products or transportation service, is in a position to make a very good earning.

In estimating the net earnings of the Petoskey Transportation Company, each boat has been given credit for only its minimum earning for the season, but each boat has been charged with the highest possible operating expense. Yet there is left a net earning of over \$175,000 annually, or more than twice what is required to take care of the 8% dividend of \$80,000 on its \$1,000,000 preferred stock. The surplus of \$95,000 which remains assures a very substantial earning for the common stock.

It must be evident to anyone who will use his judgment that this enterprise is built on a sure and safe foundation. It has no experimenting to do. It has nothing to sell. It has no competition. But it has a definite job to do and one on which it cannot help but make a very substantial earning.

As an investor of judgment, you must admit that no enterprise could possibly be safer or more certain of definitely knowing what it should be able to show as a net earning.

Every member of the Board of Directors is a business man with a clean record of success and ability. They have never backed an experiment, either individually or collectively. They have been identified only with successful business enterprises.

You can find a chance any day to invest in experiments, but the opportunity to invest in an enterprise that possesses the safety, future, substantial earning possibility and strong management of the Petoskey Transportation Company, is a rare one.

The opportunity to purchase an interest NOW while five shares of the common stock can be purchased at \$1.00 per share with every ten shares of preferred stock at \$10.00 per share, is one worth your immediate investigation and consideration, inasmuch as the price of the common stock will advance to \$1.50 per share on July 1st.

Send for all the particulars immediately.

## F. A. SAWALL COMPANY

313-314-315 Murray Building

GRAND RAPIDS

MICHIGAN

Citz. 62209

Bell M. 3596

Gentlemen:

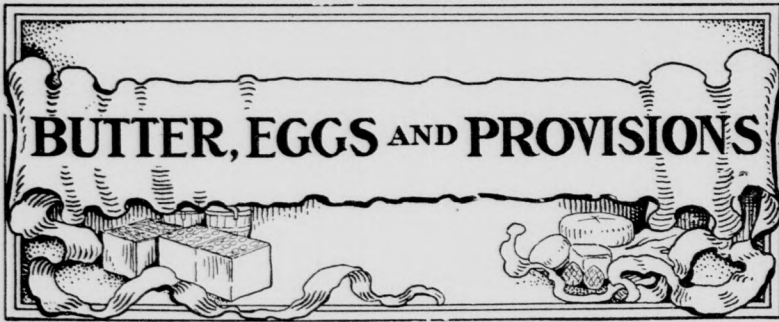
I am interested in an investment in the Petoskey Transportation Company.

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

Yours truly,

Name \_\_\_\_\_

Address \_\_\_\_\_



**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.

#### Judging Eggs by Color.

Eggs in the winter time are likely to have pale yolks. A popular impression prevails that they indicate poor feeding of the hens. This is denied by the Government Bureau of Animal Husbandry, which declares that lack of green feed is the cause.

Most people think that eggs with pale yolks have less flavor than eggs with richly colored yolks. This is probably true; but the housewife's notion that they impart less richness to cakes and custards is contradicted by the experts—though, of course, they do contribute less color.

Egg whites are often slightly yellowish or greenish. But high-class restaurants and hotels demand eggs whose albumen shall be when cooked as pure white as possible. Furthermore, it is particularly important that two or more eggs served with an order shall match in color. Inasmuch as such eggs command an extra high price. It is good business for the poultry raiser who caters to the fancy market to meet these requirements.

Boiled eggs should match in color of shell. No first-class restaurant or fashionable club would think of serving a brown egg and a white one together. Even in shade they should match. In New York only pure white eggs fetch the highest price. In Boston, on the other hand, brown eggs bring five cents more per dozen than white ones.

Many people are firmly convinced that brown eggs have a richer flavor than white ones, and nobody can persuade them that they are mistaken; but the experts say that the notion has no basis whatever in fact. In Massachusetts chickens have been bred to lay brown eggs—and the darker they are in color the more acceptable they are in the market.

#### Dried Vegetables.

The Government Bureau of Chemistry is trying to popularize the "dehydrated" vegetables which are beginning to be sold for soup mixtures. It is thought that these mixtures of vegetables, which are absolutely water-free, might be used to great advantage by housewives. They are quite as good for soups as fresh material, and far cheaper. One hotel to which sample packages were sent for trial reported that one pound of the stuff made 125 "portions." The only important obstacle to the introduction of these concentrated soup vegetables

seems to lie in the difficulty of overcoming old prejudices.

#### Play the Game.

Tho' hope lies dead  
 In shadows shed  
 By sleepless night  
 And days of blight;  
 Tho' life be rife  
 With care and strife,  
 And youth lies stark  
 In grave's deep dark,  
 There still is time  
 To rise and climb,  
 To lose your pain  
 In work again.  
 Tho' some may say  
 On that same day  
 You beat "retreat"  
 You knew defeat.  
 Heed not their cry,  
 Go on and try  
 The game to win.  
 For you are in  
 Till He says "Out,"  
 And puts to rout  
 Man's life-long foe  
 Of gloom and woe.  
 A. H. Dudley.

#### Tea Day for Grocers.

A Chicago wholesaler suggests that retailers that wish to increase their sales of tea distribute samples among their customers. Put samples of the envelopes and give one to every kind of woman that enters the store. "The result will be surprising," says the suggester.

The price of farm products has dropped precipitately from a high level of about 148 per cent. above pre-war level in 1920, to around 25 per cent. above pre-war level at the present time. This is well below the average of all commodities, which is still about 60 per cent. above the pre-war level.

Since 1899 the annual production of automobiles in this country rose from zero to over 2,000,000 cars in 1920, worth over \$2,000,000,000. In 1912 there was one machine to every ninety-four persons. In 1920 there was one machine to every eleven persons.

A man is known by the company he keeps out of.

**You Make  
Satisfied Customers**

when you sell

**"SUNSHINE"  
FLOUR**

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

**Genuine Buckwheat Flour  
Graham and Corn Meal**

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

**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**

**M. J. DARK & SONS**

**GRAND RAPIDS, MICH.**

Receivers and Shippers of All

**Seasonable  
Fruits and Vegetables**

**Kent Storage Company**

Wholesale Distributors  
**PROCTER & GAMBLE PRODUCTS**  
 Grand Rapids, Mich.



**There is only One Ivory**



**The Largest and  
Best  
Laundry Soap**



**The Shortening  
Best Cooks Use**

P. & G. White Naptha—Luna—Ivory Flakes  
 Chipso Soap Chips—Star Naptha Powder



### Pertinent Paragraphs For Busy People.

Written for the Tradesman.

"Monsieur," a Parisian men's fashion magazine, gives quite an article on the proper clothes to wear in a sleeping car. In this country we do not have much money for clothes after buying the car.

Word comes from all directions that a "back to the farm" movement has been started. Yes, the boy is going home to eat some of Pa's good provisions, accumulated by long hours of work in all kinds of weather. The boy is also taking the wife and kids along.

No wonder there was an Easter freeze. The Central Illinois Public Service Co. has actually been refused an advance in rates.

Chicago is asking for an increase in school taxes from \$1.33 to \$2 on the \$100, claiming it cannot provide high school accommodations for the native and emigrant children unless this increase is allowed. Why not give National relief by simply shutting off the emigration? There is no particular reason why we should furnish high school education free for Europe.

When it costs 2c freight per orange to ship California to Chicago we can readily see why retail prices are so high that consumption is greatly curtailed. Most of these oranges are shipped again by freight before they reach the retailer.

Lower wages and lower railroad rates will not only mean more business for the railroads but more business and more profit for all lines of industry and more work for people to do. What else is necessary to make prosperity?

The Ozark creamery men want a National law to compel the coloring of butter substitutes green. That is a great idea. It will give us a chance to make lettuce sandwiches without lettuce.

The engineering division of the United States Army has perfected an airplane so small that a pilot might almost stumble over it. If we remember right there has been a good deal of stumbling done over the regular sized ones.

Up in South Dakota they do not all believe in donating cows to Germany, as someone turned them out of the stockyards again after they were ready for shipment. South Dakota is not alone in this feeling. Better send them to France or Belgium. Germany lost no cows in the war except those killed to feed the army that was killing our boys.

In prohibition states men have been forced for years to either get a permit from a doctor to get liquor of the local drug store or order their liquor from mail order houses outside the state. The Minnesota legislature, for prohibition enforcement purposes, now proposes to force women to go through a similar process before they can buy flavoring extracts,

and to limit the sale to drug stores. As mail order houses can sell without any of this bother, the law will mean the killing of the extract business so far as the Minnesota merchants are concerned.

Whenever business men learn that it pays to neglect their own business a little to take care of the business of the community, they will make that community thrive, and their own business along with the rest.

The Government proved to merchants, by bunching them together for war work, that much could be accomplished by united effort. Now the Department of Justice is trying to show such gettings together are illegal for the purpose of price fixing, etc.

Lenine is finding out that something else besides power is needed in his Russian power plant. The United States demands a few safety appliances be installed before it does business with the concern.

The head of the National Union of Railwaymen of Great Britain must have been favorably impressed by the wonderful example made by the United States Government in handling railroads. He has introduced a bill in the British Commons providing for Government ownership of railroads.

We are mighty glad we saved that ton of coal during the mild winter. We will now be able to buy an apple next fall. F. A. Parker.

### Peculiar Arithmetic of Some Hotel Landlords.

Escanaba, June 20—The following may interest other road men who are compelled to put up with the peculiar tactics of some hotel men:

I checked into Hotel Menominee, Menominee, Sunday night, 10:50 p. m.

Checked out Thursday, 9:30 a. m. I was there 3½ days. Rate, \$4 per day. I was charged \$14.75. In other words, this hotel charged \$2.75 for a half day.

Upon arguing with the landlord that a half day should be one-half the regular daily rate, he sprung a printed card on which is specified, "½ day, \$2.75."

Now this half day was composed of bed and breakfast. Naturally, we suppose, then, that dinner and supper, in order to make the \$4 rate, would cost 62½c each. Well, it does not work that way, for the reason that dinner and supper would comprise ½ day—"2.75, please," which is at the rate of \$5.50 per day.

After fifteen years' road work the writer is still endeavoring to ascertain who supports the hotels—whether it is the town the hotel is in or whether it is us birds on the road.

Traveler.

### His Predicament.

The corn in Happy Valley  
Has grown, this writer hears,  
Until the average farmer  
Can't reach up to his ears.

**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

Grand  
Rapids  
49 Market  
St., S. W.,

**W. E. Roberts**

EGGS AND PRODUCE

Cltz.  
1361  
Bell  
M. 1361



## Knowing the Facts

ONCE your customer has tried National Biscuit Company products she knows that they are the best that she can buy or that you can sell. The woman who adds one more item to her list of National Biscuit goods pays a tribute to the facts in National Biscuit Company advertising.

The first purchase of National Biscuit Company product by your customer will surely lead her to using a variety of them—a fact that you can prove for yourself.

A complete assortment of National Biscuit Company goods in the famous In-er-seal Trade Mark packages or the attractive glass front cans means better merchandising and more biscuit business.

NATIONAL BISCUIT  
COMPANY

**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.

We Use Leigh's



Non-Returnable Crates

Tropically Ripened  
**BANANAS**  
Packed Right

Our expert care in ripening and handling makes them delicious, nutritious, wholesome.

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 Hardware Dealer and His Summer Holiday.

Written for the Tradesman.

"I can't afford it," is the usual argument urged by the busy merchant when a summer holiday is suggested. "I can't spare the time from the business. The store can't get along without me."

Such arguments were heard even in the years when war-time prosperity was at its height. In a year like this, when careful management and close attention to business are essential to even a tolerable success, these arguments are even more likely to be urged. They sound, too, more than usually plausible.

It is a curious circumstance that the merchant who needs a holiday the most is the one who protests most vigorously against breaking away from the everyday routine. With some hardware dealers, the summer holiday is a recognized institution. When the time comes they pack their grips and set out; and never pause to consider whether or not the business can spare them. They calculate on a holiday, just as they calculate on certain items of overhead expense—as something the business must be trained to carry.

There are others who defer the holiday to a more convenient season or even to a less convenient season in order to get just the sort of outing they want. Perhaps duck-hunting in the fall may appeal to them. Perhaps a mid-winter trip to the sunny South may suit them better than a mid-summer trip to the North woods. But with even these the holiday is recognized as necessary, and the plans of the business are dovetailed into the holiday arrangements.

Then there are the extremists both ways—the chaps who holiday so much that they neglect business to its detriment, and the chaps who refuse to holiday at all until they are too fagged, mentally and physically, to give proper attention to business.

The hardware dealer's holiday is essential, and so is the hardware clerk's holiday. A man can have too much holidaying, or too little; but he needs some holiday at least once a year. Two weeks outing is not too much.

I have noticed that the most successful merchants in my own town are the chaps who take these regular outings, and are not afraid to break away from everyday business now and then.

It pays a man to give close attention

to business. Anything that is worth doing at all is worth your best efforts. The hardware business is no exception. To succeed in it, you have got to watch it closely, to study it from every angle, to make it the biggest thing in your life, and to give it your best efforts.

Yet every man should be bigger than his business. He ought to keep a wider outlook on life. But he can't do that if he stays so close to business that his perspective is sacrificed. He has to break away now and then, to withdraw to a little distance, and get a fresh viewpoint of things.

To master your business is important, even vital. But it is dangerous to let your business master you.

So plan now for your holiday; and see that it is a real one—a complete breaking away from the daily routine that has engrossed you for the past eleven months.

One of the biggest merchants in our town sent for me a year ago. "I want you," he said, "to give the boys some pointers now and then on advertising. I am going away for three weeks. Drop in and see George every other day, and he will show you his copy. Give him any hints you can."

Next time I dropped in the merchant was there. He nodded—that was all. I talked advertising with George. George was in charge. I made some suggestions; George and I discussed them. George never suggested referring them to the proprietor. The holiday had already started, and the merchant, although he didn't leave town for another day, had thrust the details of the business quite out of his mind.

I spoke to him a minute or two afterward. "Aren't you afraid," I asked him, "to leave this big business?"

He smiled.

"George is a promising young chap," he rejoined. "The responsibility is on his shoulders now; and it will do him good." And as a matter of fact, business went on smoothly during the

### 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

## FISHING TACKLE

We wish to advise our many friends that we have added to our ever increasing line a complete stock of fishing tackle and are in position to take care of your requirements from a "Cane Pole" outfit to a high class sportsman's outfit, as well as, the accessories that help make up the kit.

We offer you the following well known lines:

**South Bend Bait Company.**

**J. Heddon's Sons, Dowagiac.**

**Rush Tangos.**

**Shannon Twin Spinners.**

**Al Foss Baits**

**Wilson Wobblers.**

**Moonlight.**

**The Union Hardware Company's Steel Rods.**

**Richardson Rod & Reel Co.'s Steel Rods.**

Also, we have a complete stock of very fine Bamboo Fish Poles from 12 ft. to 22 ft., and our prices are right.

Give us a trial and we will demonstrate our Service and Quality.

## Michigan Hardware Co.

Exclusively Wholesale

**Grand Rapids**

**Michigan**

## Foster, Stevens & Co.

### Wholesale Hardware



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

**Grand Rapids, Mich.**

## Brown & Sehler Co.

"Home of Sunbeam Goods"

Manufacturers of

### HARNESS, HORSE COLLARS

Jobbers in

Sadlerly 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**



three weeks, nothing untoward happened, and the proprietor came back fresh and reinvigorated for a hard year's work ahead of him, and with clear cut new ideas as to how to meet the pending conditions of readjustment.

The readjustment is, perhaps, the strongest argument with many hardware dealers for postponing or eliminating entirely the usual two weeks' holiday.

But, just because conditions are exacting, is no reason for sticking to the daily grind so close that your mental perspective is lost, and you are no longer in shape to deal with new and difficult conditions. Rather, it will pay you to draw off to a little distance, take a bit of healthful exercise, get some sea or lake air in your lungs, and come back at last fit and ready to cope with the difficult problems of the year ahead of you.

Readjustment conditions form an argument for an economical holiday; but they do not form an argument for discarding the holiday entirely. A great trouble with many business men is that they don't understand what a holiday should be. To them, a holiday is a chance to get out with a noisy crowd and spend a lot of money for railway fares, hotel bills, tips and the like, with endless worries about train connections and baggage.

Some years ago I was talking to a New York editor on the nineteenth floor of a Broadway skyscraper.

"Every summer," he said, "I get away from all this for a month. I go up into the woods of Northern Ontario, and build a cabin near a stream where there is nobody for miles around. I loaf and fish, and fish and loaf, for an entire month. Then I pack my grip, burn down my cabin, stamp out the coals, and come back for another eleven months of the daily grind."

The real holiday—the holiday tired humanity welcomes—is just a change of air, a change of scene and a change of occupation. The sort of change depends entirely on what you have been doing.

You may find what you want in a cottage at the nearest beach, or a trip across the continent, or a week or two sitting on your back veranda and working in your garden. You may get it going back to the cross-roads hamlet where you spent your boyhood, or visiting the wholesale establishments and big retail stores at the State metropolis. The great thing is to break away completely from your daily work, and put it entirely out of your mind. Say to yourself:

"I won't think of business for two whole weeks, even if it breaks me."

Toward the end of two weeks you'll get to thinking of business. You'll be fairly hungry to get back to the old store, and your mind will be full of bubbling new plans to achieve greater efficiency and cut down needless expense. You'll go back to the store with a lot of new energy at your disposal; and the results will more than make up for the time you have "thrown away" in these two weeks of holiday.

A fatal tendency in some hardware dealers is to center all the details of the business in their own hands. Far from trying to develop individual initiative in their helpers, they aim to direct every branch of store activity. The hardware dealer maps out the advertising, designs the window displays, does all the buying, directs the selling, watches the drafts and collections—all these things require his personal attention if they are to be done properly. Or, at least, he is convinced that nothing will be done properly unless he does it.

A hardware dealer of that sort naturally feels that his business can't spare him, and that he can't afford to take a holiday.

Now is a good time to check that fatal tendency. Instead of trying to direct everything yourself, put a little of the responsibility on your helpers. Pick out the one or two best men on your staff, and train them for responsibility. Plan always to have at least one man in the store who can take your place in emergency.

Your helpers won't be any the less efficient in the performance of their every day work just because they are able, for a day or two or a week or two, to step into your shoes and look after the business. Then you'll be able to take the holiday you need and put your worries out of your mind.

Of course there is the tendency in some merchants to swing to the opposite extreme, where they take on a lot of outside interests and leave business on the least excuse. But the average dealer doesn't need to be warned against that danger. He is pretty nearly always engrossed in the success of his business. That is why, right now, it will pay him to plan for a holiday.

Victor Lauriston.

#### Sand and Water Display.

A beach can be reproduced in the window by utilizing a 40-inch-wide strip of tin the same length of the window, painted and grained to look like sand, with the sides turned up so that it will hold water. Heaps of sand and shrubbery of potted plants will aid it in creating the illusion of a seashore background. Toys of various kinds, harmonious to the scene, can be shown here.

We are making a special offer on  
**Agricultural Hydrated Lime**  
in less than car lots.

A. B. KNOWLSON CO.  
Grand Rapids Michigan

**COLEMAN (Brand)**  
Terpeneless  
**LEMON**

and Pure High Grade  
**VANILLA EXTRACTS**

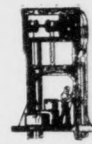
Made only by  
**FOOTE & JENKS**  
Jackson, Mich.

**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

#### 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.

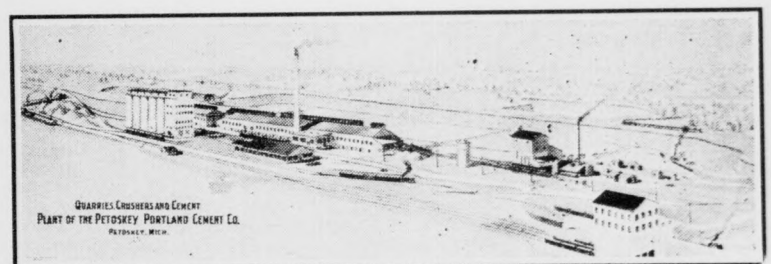
#### Sand Lime Brick

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

## PETOSKEY PORTLAND CEMENT COMPANY



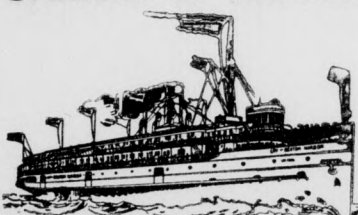
Now producing a high grade, uniform, dependable Portland Cement from the famous Petoskey Limerock which has very successfully been used in cement manufacture for the past fifteen years.

Shipments by rail or water.

Dealers send in your orders and secure agency.

**Petoskey Portland Cement Co.**  
General Office, Petoskey, Michigan

#### Graham & Morton



City Ticket Office PANTLIND HOTEL  
Tel. Citz. 61111; Bell, M 1429  
Leave Chicago: Mon., Wed., Fri., 10:45 p. m.  
Chicago Time. Leave Holland: Sun., Tues., Thur.,  
9:30 p. m. Grand Rapids Time.

#### CHICAGO

\$4.35 Plus  
War Tax

Sundays, Tuesdays, Thursdays

Michigan Railway Lines

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

Tel. Citz., 4322; Bell, M 4470

FREIGHT TO AND FROM  
CHICAGO AND All Points West  
Daylight Trip Every Saturday.  
Boat Train 12 Noon G. R. Time



### What Kind of a Travelingman Are You?

F. Marsena Butts, of Butts & Ordway, Boston, recently gave a talk to salesmen in which he classifies them as either Gentlemen, Dirty Story Tellers, Time Wasters, Crooks or Hustlers. Mr. Butts has been both a salesman and a buyer and knows the traveling man, his faults and his virtues. You are classified in this story somewhere. Pick your own title.

Upon the salesman depends the very fabric of our life. Upon the selling of goods at a profit depends the very existence of every manufacturer, dealer and jobber in our and every line. We can have the best run factory in the world, but we won't pay dividends until some salesman goes out and hustles and brings home the bacon.

I have always been on the sales end of our business in the past, and have bought comparatively few goods until very recently when I took over the management of my department, so buying is more or less a novelty to me—somewhat disagreeable, somewhat pleasant. Whether disagreeable or pleasant depends, I presume, upon two things: First, the condition of my digestion. Second, upon the salesman who is calling upon me.

There are six or seven classes of salesmen, grouped in the three main divisions of good, bad or indifferent. Those that I call the "good" salesmen get into my office; those that I call the "poor" ones, I meet at the front door, where it is close to the gutter. I do not have to spend any more time with them than I wish. The "indifferent" salesmen sometimes get in and sometimes stay out, depending on their line, who they are and circumstances. Of course, there is no rule about this.

The seven groups I list about as follows, and I will discuss them one by one later:

First, the Gentlemen. A real, high-grade salesman, oftentimes a member of the firm he represents. He is in the good division.

Second the dirty story salesman, and the fellow who is always pushing out cigars. He is in the bad class.

Third, the manufacturer's representative. He is indifferent; sometimes good, sometimes bad.

Fourth, the visitors and missionary men, to whom time evidently is no object. There also are sometimes good and sometimes bad.

Five, the price salesman. He is bad.

Six, the cooks, liars, double crossers. They are bad.

Seven, and fortunately, this one of

the large groups, are the hustlers, who push the line that their boss tells them to push—get out and sell it. They are in the good class.

Now, we will take them up one by one.

The group I class as "gentlemen" usually represent good concerns, for gentlemen do not very often have to work for poor concerns. If they are owners of high-grade concerns, or experienced men, they usually realize that as a matter of best business policy, they can sell their goods by marketing them through jobbing channels with car equipment as a drawing card, for it is an assistance to the jobber at times. These salesmen are careful to avoid the "gyp" jobber, the price cutter, the so-called "semi-jobber," the "fly-by-night" upstart and other enemies of good jobbers who have found that the only way to pay dividends, year after year, is to make a profit on each sale. Such salesmen are usually tactful and constructive in their suggestions. They realize that the jobber is to sell the goods again and so suggest sales arguments for jobber salesmen to use, showing their advertising campaigns, etc. These gentlemanly salesmen are helpful. They are a pleasure to meet.

The buyers who themselves are gentlemen, whether they may or may not like a risqué story once in a while, have darn little time for rough stuff. It is cheap at the best, and it is foolish, out of date as the ancient, wasteful custom of pushing a cigar across the desk to the buyer every time a salesman calls. Some few years ago, when the horseshoe nail business was an active one, one of the Missionary men used to come in every Saturday to our store with the orders which he had taken to be filled by us as jobbers. Every single Saturday, just as regularly as he called, he would come in, sit down and say, "Will you have a smoke, Mr. Butts?" It was one of the jokes in the store. We used to call it the blank weekly cigar.

The third group, manufacturers' representatives, and the fourth group, visitors and missionary men, I have classed among the time wasters. This isn't just, I know, to many manufacturers' representatives, who really do business, but it is hard indeed to be patient with a manufacturer's representative after we have spent half an hour or so, going over one line very carefully and thoroughly—a line in which we may be interested to have him—instead of getting up and going out, turn around and bring something like a spark plug and on top of that a blowout patch, and then something or other else, that he is selling. The missionary men who

The Newest  
in Grand Rapids Well Known for  
Comfort and Courtesy

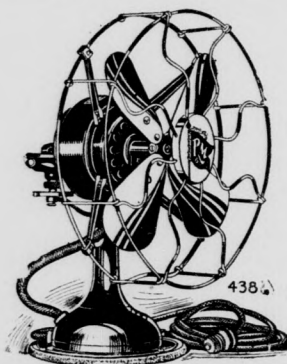
**HOTEL BROWNING**  
Three Short Blocks From Union Depot  
Grand Rapids, Mich.

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

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

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



### IT'S FAN TIME

Nothing will buy you more real comfort these hot days than an electric fan. We have a complete stock at right prices.

We have a complete stock of fixtures on display.

Estimates furnished free.

**Ackerman Electric Co.**  
Citizens 4294  
549 PINE AVENUE

**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.

**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

### 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 reason-  
able.

WILL F. JENKINS, Manager.

**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. Bag-  
gage 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.

### HOTEL WHITCOMB

St. Joseph, Mich.

European Plan

Headquarters for Commercial Men  
making the Twin Cities of

ST. JOSEPH AND BENTON HARBOR

Remodeled, refurnished and redecor-  
ated throughout.

Cafe and Cafeteria in connection  
where the best of food is ob-  
tained 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.



come in to go around with our salesmen, sometime creators of business, often, however, seem to feel that time is no object whatever—that they have all they want to waste or spend as they choose.

Other time wasters are those visitors who overstay their call; who come in and do business and then sit around and visit for some time. We seem to be busy almost all the time and have very little time to spend that way. Many of these visitors defeat their own purposes in making their sale. Some time ago a salesman called to interest us in a salesmanship course. He asked F. H. Butts, if he could have three minutes of his time. At the end of about five minutes, Mr. Butts was interested; at the end of fifteen or twenty minutes, however, he was very far over-sold and told the man he would have to leave the office and furthermore, gave him a gentle reminder that if he were a live example of the salesmanship course, we would upon no consideration take the course, for he had overstayed his time too much.

Price salesmen, except men who mention comparative prices when the question of price naturally arises in the conversation, or any man who comes in to sell, using price as his principal argument, usually makes a quality buyer see red. It is hard, particularly when some of these cheap fellows selling goods on price, talking with their hands a good deal, try to tell us how to run our business. It is certainly hard to respect this freely offered advice which many of these men offer. While salesmen ought to know more about their goods than the buyer does, the salesman would not know as much about the buyer's business as the buyer does.

Now, for the double crossers, the liars and crooks. Why can't all the salesmen play fair? It really is so much cheaper. If you sell Tom Jones "the gyp," and say so like a man, then good jobbers can take that fact into account and perhaps you will get some business just the same, in spite of the doubtful policy of your house, but if you talk big talk about your Simon Pure Policy, that you sell only recognized jobbers (then only the best) and that is the reason you come down to sell us, etc. (you all know the line) and then sneak up to Tom Jones' Sneak Joint and then get found out—for you will—do you think you will get a whole lot of business from the jobber to whom you have lied? Not to-night!

The hustler is a pleasant type. He is a good salesman. He comes in; talks business; pushes the line the boss tells him to push; makes a good suggestion for possible resale for the jobber's benefit, and then, usually with an order in his fist, gets out.

He is the fellow I like to see. Talks business, not weather. If the weather is good I can see it. If it is hot, I can tell that, to, without having some ten or a dozen come in and telling me so. It is the salesman who talks business, who makes money for himself, for his firm, for his customer, the jobber.

Some years ago I made up a little parody of Kipling's "If" dedicating it to salesmen, as follows:

If you can talk, and not make such a chatter  
As makes men say, "He's really such a bore;"  
If you can listen, too, to buyers' patois  
That hands you one, and never once get sore.  
If you make friends, firm friends  
Where'er you wander  
Keep them as friends, though seldom you may see;  
If you're not stingy, yet if you don't squander  
The cash the boss sends you, with hand too free;  
If you can know your line and keep up with it  
And tell the buyer all its finest points,  
And promise dates on which you'll really ship it  
And keep away from fancy boozing joints;  
If you can keep your nerve when competition  
Seems overwhelmingly submerging you  
If you can keep the price, though Sears & Roebuck  
Sell shoes for three fifteen, freight pre-paid through;  
If you sell goods so good that every buyer  
Says, "Send some more the same's the last you sent;  
If you can watch the always needed profit,  
So some is left when Boss has paid the rent;  
If you can wait, and not be tired by waiting  
And never knock, for every knock's a boost;  
If you can work all day and all the evening,  
Yet early hike to work from your nights' roost;  
If you can give for every dollar wages  
One dollar twenty-five in profits won  
You're on the job, my man, through all the ages  
A title holder: "Salesman Number One."

#### Gabby Gleanings From Grand Rapids.

Grand Rapids, June 21—Sidney Kilburn, who has been engaged in the grocery and confectionery business at the corner of Jefferson avenue and Logan street for the past two years, has sold his stock to S. Ybenia, who will continue the business at the same location.

W. R. Roach returned Sunday evening from a month's absence on the Coast. He started in at Los Angeles and worked North to Victoria, taking the Canadian Pacific home. He sold upwards of \$250,000 worth of canned goods during his absence.

E. W. Jones, the Cass City grocer, is elated over the appearance of a little stranger in his home, Earle Wing Jones, Jr.

R. Blandford has erected a new store building at the corner of Alpine road and Cogswell street, where he has engaged in trade under the style of the Fairview Cash Store. The stock was furnished by the Worden Grocer Company. The building is 24 x 36 feet in dimensions, two stories and basement.

Sidney F. Stevens (Foster, Stevens & Co.) and wife have gone to St. Joseph, where they will be guests of the Hotel Whitcomb for a couple of months. Mr. Stevens is sanguine that by fall Mrs. Stevens will have completely regained her health.

A. B. Thomas, who has been Assistant Manager of the Mac Sim Bar Paper Co. for several years, has been elected General Manager of the Eddy Paper Co., which includes the Three Rivers and White Pigeon mills, the box plants and coating mills. Mr. Thomas has made a careful study of paper making all his life and is very generally regarded as one of the best posted men in the business.

Since the former kaiser's American dentist came home and told all about his royal employer, dentistry has been established as a part of the curriculum in the University of Berlin.

A too smiling countenance really does make one long for a certain sweet seriousness, if only to supply the contrast necessary for the avoidance of monotony.

The Edinburgh Scotsman tells of a very sick woman who called her maid to her bedside and told her to care for her children and marry her husband when she was gone. The girl burst into tears and said: "We were just talking about that." The wife recovered but what happened to her husband is not related.

'Tis passing strange that in the mad rush for raisins and dandelions, no-

body is interested in rice as a producer of stimulating beverages. Samshu, rice wine, is made in great quantities in China, where there is little intemperance.

President Harding denies a story that he is to play golf on Sundays. Even if he would like to do so, and regarded it as a proper recreation on that day, he has too fine an appreciation of the proprieties of his exalted station to thus offend the religious convictions of many people. Mr. Harding is no blunderer of that sort.

Tariff legislation promises to be with us all summer and fall. Bitter fights are so sure on many schedules that no one in Washington, in and out of Congress, sees any chance of early passage of the measure. It will be August before the House passes the bill, it is held, and then there will be the Senate to do its part of the work. They are saying in the Capital that Congress cannot possibly escape remaining in session until well along in October.

The farmer who lives ten miles from the nearest coal supply does not wait until winter sets in to get his supply. He stocks up while the roads are in good condition for hauling. What his judgment and experience have proved prudent applies with equal force to cities, many hundreds of miles from the mines. Their winter stocks should be in before transportation is hindered by wintry conditions.

Industrial endeavor is understood from authentic reports to be showing unmistakable improvement. It is stated with equal authority that the agricultural situation is yet to show a decided turn for the better.

A statistical physician deducts from the records of an industrial plant that single men are more reliable than married—a strange conclusion not justified by general experience. A man gains some things by avoiding matrimony, but the things he loses in life without wife, children and home are incalculably greater and more desirable than those he gains. It is absolutely true, in our opinion, that the man without a wife is only half a man in the finest experiences and emotions which nature provides for humanity. He may go far in business, profession and politics. The Hall of Fame may glorify his career in some direction, but the best results of the mysterious forces which develop the soul are lost to him. Even the memory of "the one woman" who gives herself to a man only to be lost to him later, is more fragrant than all the achievements he may have to his credit. The intangible values of a true wife to a man never have been, never can be, fully estimated, because in mortal life there is no measure for the fineness of human love.

There are many hotels in Chicago, in and out of "The Loop." Of these many hostleries, two have seen a great light and declared the war is over. They have announced a 20 per cent. reduction in their charges. Hotels are down in the "black books" of a good many people as holding a place in the vanguard of the more notorious and exasperating of profiteers. The managements looked out at the long lines of would-be guests, patiently waiting for accommodations, and the managements smiled and rubbed their hands with unction. The hostleries and taverns followed the lead of the United States Government. The war was not over for the hotels. They passed no peace resolutions and they made no treaties. Hotel prices that were higher than a cat's back in war time, when all things were high, refused to come down. They stayed higher than a hawk's nest. There were protests, of course. Traveling men's organizations made verbal and written remonstrances. Lobby and smokingroom denunciations were blistering. The trouble was that all the world had contracted the itching

foot and wanted to go somewhere. The traveler has been plentiful and he usually had money. As long as the traveler lined up and pleaded for shelter and food the hotel man kept in mind that saying about the traffic and what it would bear. It has borne much—this particular traffic. It is time, high time, that the hotel industry undertook its own deflation. True, it is under way. The Chicago hotels are not isolated instances. A good many hostleries have made a start.

If these far-seeing hotels cause a few others to emulate their very good examples, another important industry will be on the road to "normalcy."

Daniel V. Lynch, formerly engaged in the special sale business here, but now located in Washington, where he has built up a large and lucrative business, has been in town for a week, visiting his brothers, John and Joseph. He was accompanied by his wife.

At the annual meeting of the Michigan Wholesale Grocers' Association, held at Detroit yesterday, Harry T. Stanton (Judson Grocer Co.) was elected President for the ensuing year. Mr. Stanton has been identified with the wholesale grocery business for nearly a quarter of a century and his election to the highest office within the gift of his Michigan fraters is an unflinching indication of the esteem in which he is held by them.

#### Boyne City To Make the Eagle Scream.

Boyne City, June 21—Boyne City is planning to entertain the whole of Charlevoix county on July 4. Last year we all went to Charlevoix and next year we expect to go to East Jordan, but this year Boyne City is going to show how it is done. The committee headed by F. O. Barden, promises that no one shall go away dissatisfied or unsatisfied. What is going to be done, with and to the guests, we don't know. The only thing that we can say with certainty is that they won't be done.

The first cargo of lumber to be shipped this season was loaded on the Nessen to-day—350,000 feet for Chicago by the W. H. White Co. Boyne City would be just as well satisfied if it were ten times as much. The Charcoal Iron Co.'s steamer, Griffin, is still at her winter dock in ordinary, with no definite date set when she will move. Things are not as brisk as in former years, but we are all hoping for a change.

The city dads are doing a lot of catching up this spring on street work. Many streets are being put in first-class condition and two blocks on Lake street will be paved with concrete. The work is already begun. Help is plentiful and efficient. The street work, together with the work on the State park, which is nearing completion, and on county roads out of the city, has kept a large number of men in employment. County Commissioner House is putting in three miles of fine gravel road North of the city, to the beautiful Wildwood Harbor resort on Walloon Lake, as well as a stretch of road on the South shore of Pine Lake to the Hayden Point and Chula Vista resorts. Maxy.

#### Too Good to Be True.

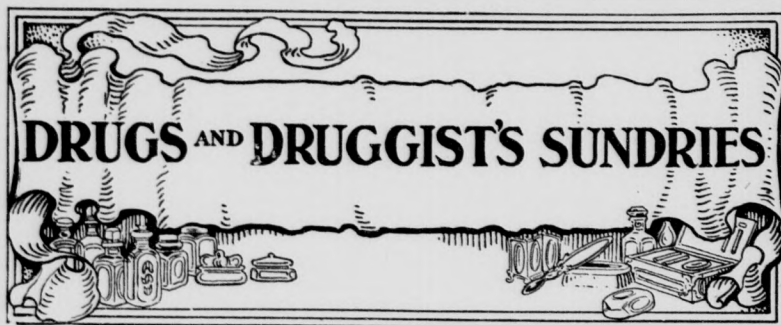
"Taste that sirup once, and see if it isn't the real maple!"

"I did. It tastes so perfectly like maple, that it surely must be adulterated with something! That we used to make from the tree didn't taste that way."

#### Saginaw To Be Well Represented.

Saginaw, June 21—At our meeting last Saturday night, we elected O. M. Leidlein, 1311 Federal avenue, Saginaw, as official scribe for the ensuing year and he will furnish you with news from Saginaw Council from time to time. G. A. Pitts, Sec'y.





### Annual Meeting of State Pharmaceutical Association.

The thirty-ninth annual convention of the M. S. P. A., which was held in Detroit during last week, was one of the most profitable that our Association has ever held. The registration numbered nearly four hundred and if you were not one of the four hundred, it was your own fault, for profitable papers, good entertainment and sociability were all there in plenty.

The convention opened at the convention room in Hotel Statler, Tuesday afternoon, promptly at one-thirty. And this was a feature of the convention. All the meetings were opened on time. This gave the parties attending a good chance to make the most of the sessions without crowding the most important parts into too short a space of time. After the addresses of the President and Secretary, the greetings from affiliated associations and the reports of the committee chairmen were read. The report of the Membership Committee was most noteworthy. The remarkable increase in paid up memberships seemed to put new enthusiasm in the members present. The address of the afternoon was by Prof. Wilbur Scovell, author of several text-books in pharmacy, on the Normal Pharmacist. Prof. Scovell's paper was well presented and received a favorable response in the discussion.

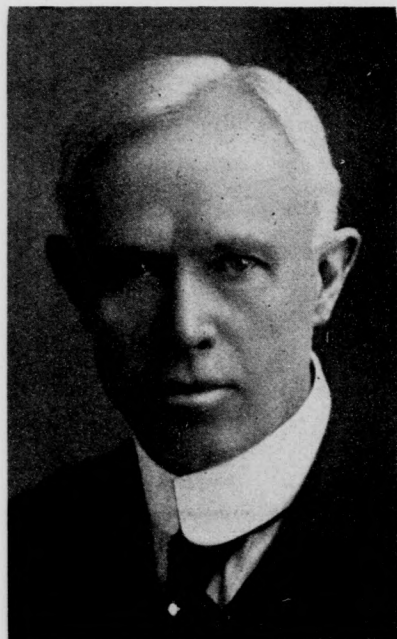
In the evening, the ladies were entertained by the Detroit Retail Druggists' Association at the Madison Theater. The men were entertained at the Wayne County Medical Association rooms with a Dutch lunch and smoker under the auspices of the Michigan Pharmaceutical Travelers' Association. Leo Caro, old time favorite of the druggists and travelers alike, staged his initiation in the Hilarious Order of Laughing Hyenas. For years Leo Caro has staged this initiation and the initiate have produced entertainment for the older members, but this time he met his Waterloo. One wag saw that he received the slap-stick that was prepared for his victim.

Wednesday morning the convention was placed under the care of D. G. Look, chairman of the Legislative Committee, the topics being of interest from the standpoint of legislation. President East, of the Detroit Dental Society, and Dr. J. B. Kennedy, of the Wayne County Medical Society, spoke on the amalgamation of the doctors, druggists and dentists in one alliance for legislative reforms for public health safety. A. C. Graham, Federal Prohibition Director for Michigan and his inspector, Mr. Biggs, gave constructive talks on the operation of the Volstead law and the relations of their offices with the druggists of the State. Representative G. S. Barnard, of Benton Harbor, outlined the legislation that had been enacted during the past session of the Legislature affecting druggists.

The ladies had been entertained by the Detroit Creamery Company during the morning and the gentlemen were invited by this Creamery Company to take dinner with the ladies, which they did very gladly. Upon the return of the men to the convention hall, the Creamery Company re-

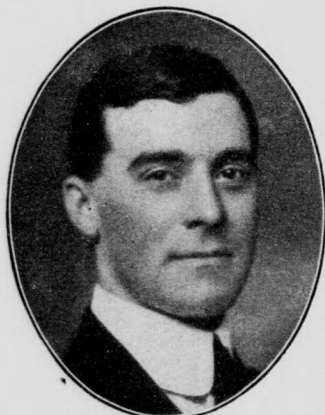
sumed their care of the ladies by giving them a moving picture and vaudeville program.

In the afternoon, Wednesday, J. J. Possell, President of the National Association of Retail Druggists, delivered a valuable address on National Association Work. He was followed by Frank Stockdale, former editor of System Magazine. Mr. Stockdale called attention to the fact that the green or growing business



John G. Steketee, President.

was the one to be desired. "Because" he said "when one ceases to be green, he gets ripe and there is only one step between greenness and rottenness." The talk was so good that Ed. Austin, conservative as he was, wanted a typewritten copy right away, owing to the many profitable points brought out. In place of this, the copy will be the first one to be placed



J. H. Webster, Chairman Executive Committee

in the hands of the publishers of the Journal and every druggist will be supplied with a copy at the earliest possible moment.

Wednesday evening the druggists and their wives were entertained with a dinner dance at the Hotel Statler. Addresses were made by President

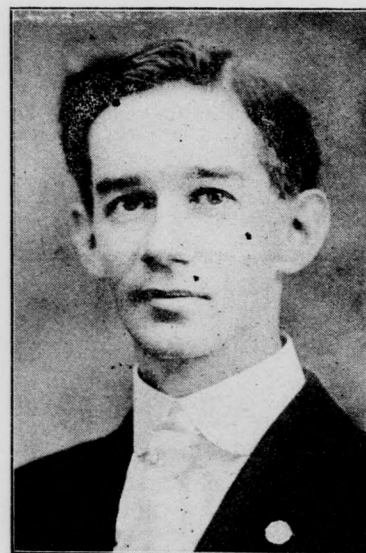
Skinner, President of the N. A. R. D. Possell, Harry Mason, of Parke, Davis & Co., and Ed. Austin.

Thursday morning the reports of the State Board of Pharmacy were read, as was also the report of the Prescott Memorial Fund. This Prescott Memorial Fund is not widely



E. E. Faulkner, Treasurer

known. There are a great many young men who would avail themselves of a chance to take a course in pharmacy at our State college if they knew there is a fund to assist them in this work. Mr. Grommet then made his report on his survey of the drug business in Michigan. This was as full of real explosive facts as an egg is full of meat. Some of the results



L. V. Middleton, Secretary

obtained even startled the Trades Interest Committee themselves after they had gone over the replies. This report was the surprise of the convention. Following these papers came the annual election of officers, which resulted as follows:

President—John G. Steketee, Grand Rapids.

First Vice-President—Herbert Baker, Allegan.

Second Vice-President—Claude Jones, Battle Creek.

Secretary—Louis V. Middleton, Grand Rapids.

Treasurer—E. E. Faulkner, Middleville.

Members of the Executive Committee—J. H. Webster, Detroit; E. W. Austin, Midland.

Members of the Executive Committee (2 year term) A. J. Miller, Three Rivers; (1 year term), G. H. Grommet, Detroit.

Member Prescott Memorial Fund—Charles Mann, Detroit.

During this session, the Michigan Pharmaceutical Travelers Association held their annual election. W. O. Gladding was elected to the office of President. Mr. Gladding is with the Hazlitt & Perkins Drug Co., of Grand Rapids. Walter S. Lawton, of the Miles Medical Co., was re-elected Secretary-Treasurer, which office he has held so long that it seems as if it will be a life job.

During the afternoon the druggists and their families were entertained by Parke, Davis & Co. with a boat ride on Detroit River and they shook hands on the dock, promising to meet each other at the next convention.

Invitations for the next convention were received from Flint, Ann Arbor and Grand Rapids. The Executive Committee will decide on the convention city for 1922 at a later date.

Louis V. Middleton, Sec'y.

### An Appropriate Air.

He pounds his wife and she pounds him,  
And when the row is done  
They hold each other's hands and sing,  
"Two hearts that beat as one!"

A man is seldom as old as he feels  
or a woman as young as she says  
she is.

**Fiegle's**  
**Chocolates**

Package Goods of  
Paramount Quality  
and  
Artistic Design



"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**



### Giving Some Dealer Helps the Preference.

The chief reason that retail druggists buy in such small quantities is because the salesmen expect them to and even in many cases suggest small quantities. "When salesmen are selling a new article," says Mr. Hurwich, the proprietor of a typical, small, good Chicago drug store, "they seem to assume that to sell more than one carton or the very smallest unit of packing would be an unheard-of procedure, and all their talk about hundred thousand dollar advertising campaigns, bill-board advertising, window displays, and that sort of thing, is supposed to sell me only to the extent of putting in the very smallest possible amount."

The secret of getting co-operation in selling from the retail druggist would be for the salesman to put in a little more work and sell a larger quantity. A salesman very frequently places so small an amount that it is sold out in a few days, and if he does not come back and make another delivery the goods are not in stock long enough to create a demand. Potential customers pleased by the new goods are obliged to switch back to their old favorites.

"Only recently," said Mr. Hurwich, "a man came in telling me all about a big advertising campaign on a new kind of metal polish. He was enthusiastic to the nth degree. He even polished part of my fountain to show how good it was. Frankly, I was pretty well sold on the proposition, and was glad that he let me down so easy when he suggested that I put in a half dozen cans. I think I would have bought two dozen on my own initiative had he not suggested the smaller amount. Then and there I began to lose interest in his proposition. The advertising did appear, and we

sold the six cans, and that's the last I've heard of the company."

Few dealers are likely to hunt up the product of which they have had too little in order to feature it.

Harry Hurwich.

### Utilizing Sales Possibilities.

When a druggist stocks up with toilet preparations it pays him to select only goods Nationally advertised. These lines carry prestige and are backed up with invaluable helps from the manufacturers. The toilet goods department can be made a good sales getter all the year around and should be given the most prominent position in the store. Customers frequently drop into the store without any thought of buying toilet articles, but a display attracts attention and sales result. One druggist who felt he was not doing justice to this line bought a nice display cabinet and added an up-to-date marble-base showcase for displays of toilet goods. Sales were encouraging from the first and have been on the increase ever since. The department is proving a great drawing card for the store and sales in almost all other lines have increased. Another druggist offers a prize to the clerk putting in the best-selling window display during the month and the sales power of his windows has increased more than threefold. Shaving materials, once established, mean big sales. Druggists have found that if each clerk is made responsible for one department and bonuses are offered, greater effort on the part of the sales force results. A small booklet listing all the toilet goods and mailed to a list of women with a letter calling attention to the druggist's large stock is a sales stimulator.

Don't expect to save money by hiring low priced help. Cheap help is the most expensive you can get.

### We Are Pleased to Recommend—

**Monogram Fly Spray**  
**Monogram Disinfectant**

These are two of our own products and should find a general sale at this season of the year in every retail drug store and general store.

Monogram Fly Spray is a liquid preparation designed to keep flies off of cattle and horses and to repel other vermin.

Monogram Disinfectant is a phenolated coal tar disinfectant for use in farm or home. It is powerful, yet non-caustic and non-poisonous.

Order today for immediate delivery.

**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.)	17½@	25	imitation	60@	1 00	Aconite		21 85
Boric (Xtal)	17½@	25	Amber, crude	3 00@	3 25	Aloes		21 65
Carbolic	31@	36	Amber, rectified	3 50@	3 75	Asafoetida		21 60
Citric	65@	70	Anise	1 50@	1 80	Belladonna		23 80
Muriatic	4@	6	Bergamont	8 00@	8 25	Benzoïn		21 35
Nitric	10@	15	Cajeput	1 50@	1 75	Benzoïn Comp'd		22 40
Oxalic	27½@	35	Cassia	2 50@	2 75	Buchu		23 15
Sulphuric	4@	6	Castor	1 20@	1 44	Cantharadial		23 00
Tartaric	58@	65	Cedar Leaf	1 50@	1 75	Capsicum		22 50
			Citronella	65@	1 00	Catechu		22 10
			Cloves	2 25@	2 60	Cinchona		22 10
			Cocoonut	30@	40	Colchicum		22 00
			Cod Liver	85@	1 00	Cubeb		23 00
			Croton	2 25@	2 50	Digitalis		21 40
			Cotton Seed	00@	1 10	Gentian		21 80
			Cubebs	11 00@	1 25	Ginger, D. S.		22 00
			Elgeron	6 00@	6 25	Guaiac		22 80
			Eucalyptus	1 00@	1 25	Guaiac, Ammon.		22 50
			Hemlock, pure	2 00@	2 25	Iodine		21 20
			Juniper Berries	3 75@	4 00	Iodine, Colorless		22 00
			Juniper Wood	1 50@	1 75	Iron, clo.		21 50
			Lard, extra	1 25@	1 45	Kino		21 40
			Lard, No. 1	1 10@	1 20	Myrrh		22 50
			Lavender Flow	9 00@	9 25	Nux Vomica		21 50
			Lavender Gar'n	1 75@	2 00	Opium		23 50
			Lemon	1 75@	2 00	Opium, Camp.		21 80
			Linseed Boiled bbl.	12 00@	12 25	Opium, Deodora'd		23 50
			Linseed bld less	97@	1 05	Rhubarb		22 00
			Linseed raw, bbl.	88@	90			
			Linseed, raw, less	95@	1 04			
			Mustard, true oz.	2@	75			
			Mustard, artifil. oz.	50@	50			
			Neatsfoot	1 10@	1 30			
			Olive, pure	4 75@	5 50			
			Olive, Malaga,					
			yellow	2 75@	3 00			
			Olive, Malaga,					
			green	2 75@	3 00			
			Orange, Sweet	5 00@	5 25			
			Origanum, pure	2@	50			
			Organum, com'l	1 25@	1 50			
			Pennyroyal	2 50@	2 75			
			Peppermint	6 00@	6 25			
			Rose, pure	15 00@	20 00			
			Rosemary Flows	2 50@	2 75			
			Sandalwood, E.					
			I.	12 00@	12 25			
			Sassafras, true	2 50@	2 75			
			Sassafras, art'il	1 25@	1 60			
			Spearment	8 00@	8 25			
			Sperm	2 75@	3 00			
			Tansy	11 50@	11 75			
			Tar, USP	50@	65			
			Turpentine, bbl.	65@	74			
			Turpentine, less	71@	79			
			Wintergreen,					
			tr.	12 00@	12 25			
			Wintergreen, sweet					
			birch	6 00@	6 25			
			Wintergreen art	75@	1 00			
			Wormseed	5 50@	5 75			
			Wormwood	22 50@	22 75			



# 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

Fruit Jars  
Corn  
Hay  
Milk Compound

DECLINED

Olives  
Prunes  
Flour  
Wheat  
Oats  
Baked Beans

AMMONIA

Arctic Brand

16 oz., 2 doz. in carton,  
per doz. ----- 1 75  
Mosre'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 80  
Quaker Brst 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  
Krumbs, 24s ----- 2 80  
Krumbs, 36s ----- 4 20  
Krumbed 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 ----- @5 25

Blackberries

3 lb. Standards ----- @14 50  
No. 10 ----- @14 50

Beans-Baked

Brown Beauty, No. 2 1 15  
Campbell, No. 2 ----- 1 15  
Fremont, No. 2 ----- 1 10  
Van Camp, No. 1/2 ----- 60  
Van Camp, small ----- 90  
Van Camp, medium ----- 1 15

Beans-Canned

Red Kidney ----- 90@1 50  
String ----- 1 60@3 30  
Wax ----- 1 60@2 70  
Lima ----- 1 15@2 35  
Red ----- @1 10

Clam Bouillon

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  
Soused, 1 1/2 lb. ----- 1 60  
Soused, 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 Soused ----- 2 00  
California Mustard ----- 2 00  
California Tomato ----- 2 00

Sauerkraut

Hackmuth, No. 3 ----- 1 50  
Silver Fleecce, 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 ----- 6 00

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  
Beeman's Pepsin ----- 65  
Beechnut ----- 75  
Doublemint ----- 65  
Juicy Fruit ----- 65  
Spearmint, Wrigleys ----- 65  
Zeno ----- 65  
Wrigley's P-K ----- 65

CHOCOLATE

Walter Baker & Co.

Caracas ----- 48  
Premium, 1/4s ----- 47  
Premium, 1/2s ----- 44  
Premium, 3/4s ----- 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  
Pais, 50s ----- 97 50  
Imperial, 25s ----- 115 00  
Agreements, 50s ----- 58 00

Royal Lancer Line

Favorita, 50s ----- 75 00  
Imperiales, 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.

Delicades, 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  
Cocquettes, 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,  
Tissue Wrapped ----- 58 00  
R. B. Invincible, 50s,  
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 ----- 53 00  
Knickerbocker, 50s ----- 53 00  
Iroquois, 50s ----- 53 00  
B. L., 50s ----- 53 00  
Hemmeter Cham-  
pions, 50s ----- 57 50  
Templar Blunts, 50s ----- 70 00  
Templar Perfecto,  
50s ----- 105 00

CLOTHES LINE

Hemp, 50 ft. ----- 2 25  
Twisted Cotton, 50 ft. 2 15  
Twisted Cotton, 60 ft. 3 00  
Braided, 50 ft. ----- 2 50  
Sash Cord ----- 2 50@2 75



## HIDES AND PELTS

Hides	
Green, No. 1	05
Green, No. 2	04
Cured, No. 1	06
Cured, No. 2	05
Calfskin, green, No. 1	12
Calfskin, green, No. 2	10 1/2
Calfskin, cured, No. 1	13
Calfskin, cured, No. 2	11 1/2
Horse, No. 1	2 50
Horse, No. 2	1 50

Pelts	
Old Wool	25@ 50
Lambs	10@ 25
Shearlings	05@ 10

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

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

JELLY	
Pure, per pall, 30 lb.	5 50

JELLY GLASSES	
8 oz., per doz.	44

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

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 00
Bulk, 5 gal. kegs, each	6 50
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
12 lb. pails	12
12 lb. pails	12
5 lb. pails, 6 in crate	10
10 lb. pails	15
15 lb. pails	25
25 lb. pails	50
50 lb. tins	100
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	13 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	28 00
Half barrels	15 00
5 gallon kegs	6 00

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

## PIPES

Cob, 3 doz. in box	1 25
PLAYING CARDS	
No. 90 Steamboat	2 75
No. 808, Bicycle	4 50
Pickett	3 50

## POTASH

Babbitt's, 2 doz.	2 75
-------------------	------

## FRESH MEATS.

Beef	
Top Steers and Heifers	15
Good Steers and Heifers	14
Med. Steers & Heifers	12
Com. Steers & Heifers	10

Cows	
Top	13
Good	12
Medium	10
Common	07

Veal	
Top	13
Good	12
Medium	10

Lamb	
Good	23
Medium	26
Poor	24

Mutton	
Good	14
Medium	13
Poor	11

Pork	
Heavy hogs	09
Medium hogs	12
Light hogs	12
Sows and stags	09
Loins	22@23
Butts	16
Shoulders	14
Hams	22
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

Lard	
80 lb. tubs	advance 1/4
Pure in tierces	11 1/2@12
Compound Lard	09 @10
69 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
20 lb. pails	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1
3 lb. pails	advance 1

Smoked Meats	
Hams, 14-16 lb.	27 @ 28
Hams, 16-18 lb.	24 @ 26
Hams, 18-18 lb.	24 @ 26
Hams, dried beef	
sets	38 @ 39
California Hams	15 @ 16
Picnic Boiled	
Hams	34 @ 36
Boiled Hams	42 @ 44
Minced Hams	14 @ 16
Bacon	20 @ 43

Sausages	
Bologna	14
Liver	12
Frankfort	16
Pork	18@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	1 35
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	
1/4 bbls.	2 15
1/4 bbls., 35 lbs.	3 75
1/2 bbls.	7 00
1 bbl.	14 15

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

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

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

RICE	
Fancy Head	7@11
Blue Rose	6 00
Broken	3 00

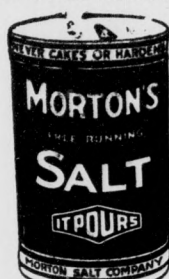
ROLLED OATS	
Monarch, bbls.	7 00
Rolls Avena, bbls.	7 50
Steel Cut, 100 lb. sks.	4 00
Monarch, 90 lb. sacks	3 25
Quaker, 18 Regular	2 15
Quaker, 20 Family	5 10

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 1/2s	3 00

SAL SODA	
Granulated, bbls.	2 50
Granulated, 100 lbs cs	2 75
Granulated, 36 2 1/2 lb. packages	3 90

SALT	
Solar Rock	
56 lb. sacks	75
Common	
Granulated, Fine	3 00
Medium, Fine	3 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, 8 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

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	35
Norkoping, 10c 8 for	64
Norkoping, 1 lb. glass	35
Copenhagen, 10c 8 for	64
Copenhagen, 1 lb. glass	35

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. Pwdr., 100s	3 90
Star Nap. Pwdr., 24s	5 75

Lautz Bros. & Co.	
Acme, 100 cakes	8 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, five bxs	4 25
Black Hawk, ten bxs	4 00
Box contains 72 cakes. It is a most remarkable dirt and grease remover, without injury to the skin.	

Scouring Powders	
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

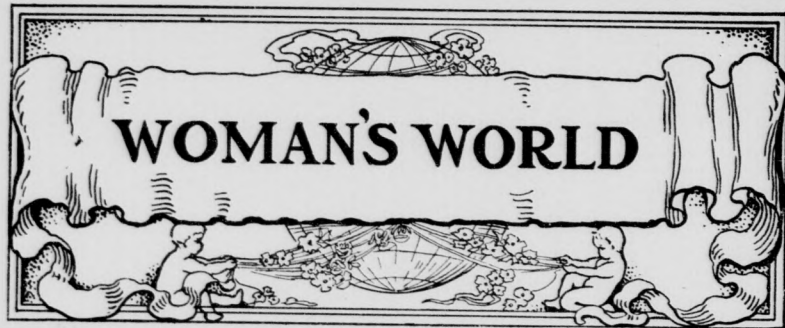
Soap Powders	
Johnson's Fine, 48 2	5 75
Johnson's XXX 100	5 75
Lautz Naphtha, 60s	3 60
Nine O'Clock	4 10
Oak Leaf, 100 pkgs.	6 50
Old Dutch Cleanser	4 75
Queen Anne, 60 pkgs.	3 60
Rub-No-More	5 50

## CLEANSERS.

TEA	
Japan	
Medium	38@42
Choice	45@54
Fancy	60@76

Backed-Fired Med'm	
Basket-Fired Choice	
Basket-Fired Fancy	
No. 1 Nibbs	@ 65
Siftings, bulk	@ 21
Siftings, 1 lb. pkgs.	@ 23





### Recipe For Happiness in Wealthy Homes.

Written for the Tradesman.

A little Pennsylvania girl, now about fifteen years old, came recently, through the death of both her parents, under the care of an aunt whom I know very well.

"I have been trying," this aunt said to me the other day, "to find or to awaken in Dorothy some symptoms of human feeling for the welfare of others. I don't understand how a child could come to her age and be so completely selfish. I have not been able to discover one single trace of response to things that you would expect to bring any human child to tears.

"I told her about the terrible flood in Colorado, showed her pictures of the destruction, and tried to make her visualize what it meant to have homes swept away, fathers and mothers drowned, children left orphans and homeless. I have tried to interest her in the condition of children in Europe, sick and even starving as the result of the war. I took her in the automobile through the slum districts of the city and showed her where the children had to live and play in the crowded and dirty streets. I took her through a children's hospital and let her see the little people crippled, sick, and suffering."

"Wasn't she interested?"

"Not a bit. Mostly bored, and a little resentful at my inflicting unpleasant things upon her. She hadn't the least notion that any of it meant anything to her or that now or ever there could be anything that she ought to do about it."

"How does she feel about the loss of her own parents?"

"She doesn't seem to care very much. They didn't mean anything in particular to her. She saw very little of them. Her home intimates were her governess—a brilliant but rather heartless woman—and the servants. She has not gone to school, and has had few, if any, playmates, except her sister and brothers. Her parents did not wish her to associate with the ordinary sort of children. Her outward behavior, her manners, are reasonably correct—except when she is thwarted in something, when she flies into a passion, or if she doesn't quite dare to do that, she sulks."

I had not seen this child since she was a good deal younger; but I remember some things about the way she was dealt with then that perfectly account to me for what she is now. I do not attribute it altogether to the fact that she was brought up in luxury except in so far as that meant that she has never known what it is to go without anything that might

contribute to her comfort. I know many a child of wealthy parents whose human sympathies are very tender, and to whom the appeal of suffering or poverty comes with even exaggerated force by reason of the very contrast.

The reasons are deeper than that. She is the youngest of several children, and from her infancy the whole family has treated her as a baby, to whose slightest wish or whim all the rest must give way. The other children, indeed, acquired some traits of unselfishness through having to deny themselves for her.

It does not take long for a little child to recognize her position in such a situation; while she was very little she came to know that her wanting a thing was the sufficient reason why she must have it. She was definitely taught to regard herself as the most important person in the world.

During the war, the opportunity to teach her, as thousands of other children were taught, to deny herself anything whatever for the common cause was non-existent. White bread, sugar, and every other thing that most of us took thought about came to her just as usual—though the rest of even that family made certain sacrifices. Now her sympathies for any person or any cause are dead, or so soundly sleeping that only some great experience, of deprivation or suffering, ever will awaken them.

Doesn't this show how tremendously important it is to teach little children, if only for their own sakes, to take thought of others? Doesn't this emphasize the fact that every child, rich or poor, should be given opportunity every day to do something, many things, for those about them?

Little acts of kindness and self-denial, writing a letter to grandmother, taking a few flowers to the hospital or to a sick friend, giving way to sister and brother in something that means real deprivation—all these things, valuable as they are for their own sake, have a reaction upon character the absence of which means for all the rest of life a warping of soul and a narrowing of vision; in the long run unhappiness.

Prudence Bradish.

(Copyrighted 1921.)

#### The Man Who Loves His Job.

Are you trying to climb where the chosen are.

Where the feet of men are few?  
Do you long for "a job that is worth one's while?"

Well here's a thought for you:  
The pots of gold at the rainbows end  
Are sought by the teeming mob—  
But the fairies who guard them choose  
as friend

The man who loves his job.

It is easy for a man in health to preach patience to the sick.

### Proceedings of Local Bankruptcy Court.

Grand Rapids, June 17—On this day was held the adjourned first meeting in the matter of Arend J. Smith, Bankrupt No. 1952. The bankrupt was present in person and by attorney, Raymond Visseher. Trustee Arthur Van Duren was present in person and by attorney, D. Ten Cate. Geo. S. Norcross was also present. The bankrupt was sworn and examined before a reporter, the testimony not to be transcribed unless ordered. From the examination notes were offered and denominated exhibits "A, B, C and D" respectively. The meeting was then adjourned without date.

June 17. On this day was held the special meeting in the matter of A. S. Krause, Bankrupt No. 1946. The meeting was for the purpose of considering the

petition to reclaim filed by the G. R. Dry Goods Company. After consideration of the same, it was determined that the same was a valid claim and therefore allowed and an order made to pay cash in lieu of goods sold with the balance of the stock, under a stipulation that the rights of the parties shall follow the funds, as the court may determine.

This being the day fixed for the first meeting of creditors in the matter of William T. Moore, Bankrupt No. 1953, the following proceedings were had: The bankrupt was present in person and by attorney, Raymond W. Starr. C. V. Hilding represented creditors. The schedules were amended as to the cash on hand and many claims proved against the estate. The receiver reported verbally of the appointment of appraisers and of the appraisal of the stock and the receipt of cash from the bankrupt and the accounts receivable. On motion, the re-

## Four Stores For Sale At Bargain Prices

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

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

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

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

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

These stocks will be sold at a big sacrifice immediately. Purchaser can step right into a going business.

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

## "THE GIRL OF MY DREAMS"

At Ramona Every Evening This Week

Musical Treat You Cannot Afford to Miss

The biggest amusement bargain ever offered in Grand Rapids. Take your family and enjoy this most tuneful of light operas presented by Dunbar singers of national repute.

The Change of Policy Announced by the Management provides Pictures and Vocal Selections by members of the Dunbar Company for the matinees, affording a Refreshing and Restful variation for the Popular Afternoon Entertainment.



ceiver was discharged upon turning over the assets of the bankrupt to the trustee. Creditors failing in the choice of a trustee, the referee appointed Frank V. Blakely as such and fixed the amount of his bond at \$5,000. The bankrupt was then sworn and examined without a reporter. The bankrupt having announced his readiness to stipulate as to his exemptions and to take pro rata in cash in lieu thereof, the trustee was directed to proceed accordingly. The meeting was then adjourned without date.

On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Ignatius Gadziemski, Bankrupt No. 1956. The bankrupt was a grocer in the city of Ludington. It is a voluntary petition. The proceedings have been referred to Benn M. Corwin, as Referee in Bankruptcy, and who also has been appointed receiver. Owing to the fact that the assets of the bankrupt are of such type as to be of doubtful value, the court has written for funds to prosecute the case and the date of the first meeting of creditors cannot be stated until the receipt of this expense fund. From the schedules of the bankrupt his assets are listed as \$1,769 and liabilities in the sum of \$4,765.18. A list of the creditors of the bankrupt is as follows:

Mrs. Valentine Gadziemski, Ludington	\$736.15
F. C. Larson, Manistee	439.55
National Grocer Co., Grand Rapids	285.43
Day-Bergwall Co., Milwaukee	128.67
A. E. Sclaff Paper Co., Milwaukee	30.79
Northern Oil Co., Bay City	31.86
Morton Salt Co., Ludington	23.86
Crescent Candy Co., Manistee	40.81
E. J. Brach & Sons, Chicago	31.16
Heckman Biscuit Co., Grand Rapids	63.30
H. C. Schrink & Son, Ludington	51.80
Stewart Bros., Cigar Co., Ludington	19.02
Roundy, Peckham & Dexter Co., Milwaukee	101.36
Buffalo Specialty Co., Buffalo	20.40
A. Grosenbach Co., Milwaukee	117.26
Hume Grocer Co., Muskegon	93.24
M. G. Madison Seed Co., Manitowoc	52.60
Valley City Milling Co., Grand Rapids	105.00
Reliable System Co., Sturgis	94.70
Ross Broom Co., Ludington	41.73
C. W. Mills Paper Co., Grand Rapids	18.20
Lewellyn & Co., Grand Rapids	26.07
Garabaldi Cuneo, Chicago	110.75
Crame Medicine Co., Chicago	63.05
E. R. Godfrey & Sons Co., Milwaukee	24.65
Butler Bros., Chicago	187.75
Loose-Wiles Biscuit Co., Chicago	81.76
Dennison Hardwood Co., Chicago	65.47
John Hoffman & Sons Co., Milwaukee	57.45
Schust Co., Saginaw	69.77
Cornwell Co., Saginaw	150.00
Pill Shop, Ludington	136.70
Arbuckle Bros., Chicago	16.00
W. F. McLaughlin & Co., Chicago	68.77
J. F. Rappell Co., Manitowoc	46.30
American Vinegar & Pickle Co., Milwaukee	375.50
Henry Meyers, Grand Rapids	63.35
Reliable System Co., Sturgis	7.20
Pearl Sheban, Ludington	2.23
Adamezak, Manistee	40.18
	154.90

R. W. Olson, Ludington	18.99
Standard Oil Co., Grand Rapids	5.13
Plannington Packing Co., Milwaukee	8.23
McDonald Bakery Co., Ludington	73.50
City Bakery, Ludington	64.70
Alpha Creamery, Scottville	87.50
Grand Rapids Butchers' Supply Co., Grand Rapids	20.00
Steindler Paper Co., Muskegon	95.00
L. E. Vorce & Son, Ludington	15.91
Ole Anderson, Flint	13.00
Stearns Light & Power Co., Ludington	10.00
United Home Tel. Co., Ludington	7.50
Frank & Co., Milwaukee	40.99
Standard Detective Bureau Co., Muskegon	18.00
Lewis Eliasohn, Ludington	13.48

June 20. On this day was held the final meeting in the matter of the Metropolitan Business Institute, Bankrupt No. 1871. No one appeared for the bankrupt. The trustee was present in person. Attorneys Charles Lillie and A. E. Ewing were present. Several additional claims were proved and allowed and two rejected. The trustee's report was amended by the addition of \$25 received for the sale of certain property and further amended by the deduction of \$10 listed thereon as paid for the bond of the trustee, which was not paid by oversight. The bill of Charles Lillie as attorney for the trustee in the sum of \$60 upon which the sum of \$25 has been paid, was approved and allowed by those present, and the balance ordered paid. Final dividend sheets were filed and distribution and payment of the expenses of administration ordered. The meeting was then adjourned without date. Nothing more will be done to this estate except to make the several formal orders of closing the same and to return it to the District Court.

In the matter of Elmer C. Johnson, Bankrupt No. 1905, an offer has been received for the remaining assets of the estate and a meeting has been called for July 5 for the creditors to show cause why the same should not be accepted.

In the matter of the Wescott Groceries Co., the trustee has filed in the court his report of an offer of compromise received from the directors and stockholders of the defunct corporation. The offer is to pay into the estate the sum of \$1,000 and, in turn, the estate is to release notes signed by certain parties and to waive all further and other rights that this estate may have under this matter against them. A meeting has been called for the purpose of considering the same on July 5 and the result of this meeting will determine whether or not the proposed compromise will be accepted.

On this day was received the supplemental final report and account in the matter of Jay B. Symes, Bankrupt No. 1839. All the funds in this estate have been distributed and nothing remains to be done except to close the same and return it to the district court. No discharge in bankruptcy will be certified in this case, owing to the fact that the bankrupt absconded and refused to file schedules and to obey other lawful orders of the court.

## 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 60 cents. Small display advertisements in this department, \$3 per inch. Payment with order is required, as amounts are too small to open accounts.

**FINE MANGANESE PROPERTY**—In Virginia, for sale, 145 acres of fine high-grade manganese property, 48% manganese, one mile Southern R. R., good roads, ample timber for all purposes; a bargain. Phil Grasty, Danville, Virginia. 388

**For Sale**—Two billiard and two pool tables; also racks, balls, cues, cabinets, chairs, etc. Address No. 389, c-o Michigan Tradesman. 389

**FOR SALE**—Sand Lake Co-operative Elevator, a fine business proposition. Also fuel, brick, cement, lime and tile business, can be sold separate if desired. For particulars address C. B. Ashley, Sand Lake, Mich. 391

**For Sale**—Six-drawer National register, cabinet style. Used short time. Half price. Kuhn Grocery, Lowell, Mich. 392

**For Sale**—Drug store—money maker—Good clean stock, best in town. Proprietor in the business over thirty years, ready to get out. If you really want a good one, here it is. Address No. 393, c-o Michigan Tradesman. 393

**For Sale**—Dry Goods and grocery stock, farming town near Grand Rapids. Invoice about \$5,000. Reasons for selling. Address No. 394, c-o Michigan Tradesman. 394

**FOR SALE**—Good clean grocery stock, well located on Alpine Ave., Grand Rapids. Stock and fixtures will inventory about \$1,500. This is an extra good chance for someone. Owner intends leaving city. O. M. McLaughlin, 216-17 Widdicombe Bldg., Citz. 69354, Main 4680.

**WANTED**—High class experienced hardware man to be active and invest \$50,000 in large old established export business. Company increasing capital to establish branches in Juarez and Mexico City, to handle foreign goods along with American goods. Company increasing capital from \$400,000 to \$600,000 to cover countries of Mexico, Central America, Cuba, and Porto Rico. Write fully, stating age, to P. O. Box 902, El Paso, Texas. 396

**Profit-Calculating Booklet**—The profits are figured on the selling price, from 5c to 5%. No figuring, guessing, or time wasted. Every wholesaler, sales manager, salesman, and retailer needs one. Send one dollar for one by mail. W. J. Gressinger, Halstead, Kansas. 397

**For Sale**—The lease on a good-sized, all-modern commercial room in new building, nicely located in a county seat. Western Iowa town. Suitable for any mercantile purpose and especially for shoe store, etc. Man Land Co., Denison, Iowa. 398

**EXPERIENCED HARDWARE MAN AND TINNER** wants steady position in retail hardware store. Age 43, married with small family. Must have work. Can speak German. Best references. Wm. J. Grummer, Conway, Arkansas. 399

**FOR SALE**—One of the best drug stores in Muskegon. Steady, all-year-round business. Best of reasons for selling. Address No. 387, c-o Tradesman. 387

**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

**STIMULATE** and increase your sales fifty per cent. by a liberal distribution of stickless fans and fancy blotters. Free samples. The Charlotte Leader, Charlotte, Mich. 367

**WANTED**—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

**IF YOU WANT TO SELL YOUR BUSINESS, STORE, STOCK, OR PROPERTY, LIST SAME WITH US.** Our advertising DETROIT, TOLEDO, CLEVELAND, CANADA, and TRADE JOURNALS reach real buyers with money. Reasonable commission basis; strictest business confidence. NO EXCLUSIVE CONTRACTS ASKED. Quick action if your price is reasonable. References, "Past Clients." Call, or write fully. CAMPBELL AND COMPANY, 204 EMPIRE BUILDING, DETROIT, MICHIGAN. 379

**BUSINESS FOR SALE:** WE OFFER LARGE LIST OF GENUINE BUSINESS OPENINGS IN ALL LINES. BEFORE YOU BUY ANY BUSINESS (ANYWHERE) CALL, OR WRITE US IN CONFIDENCE. LET US KNOW WHAT YOU WANT. WE HAVE IT OR CAN GET IT. NO CHARGES OR OBLIGATION. CAMPBELL AND COMPANY, 204 EMPIRE BUILDING, DETROIT, MICHIGAN. 381

**PARTNERSHIPS ARRANGED; CAPITAL PROCURED; SYNDICATES FORMED; COMPANIES ORGANIZED AND ASSISTANCE GIVEN IN PLACING STOCK.** We specialize in matters of this kind and our business connections and advertising place us in constant touch with INVESTORS WITH MONEY. Large or small amounts (with or without services). If you need HELP OR CAPITAL and your proposition is good, WE CAN HELP YOU. Call, or write fully in STRICTEST CONFIDENCE. Reasonable commission, small expenses. CAMPBELL AND COMPANY, 204 EMPIRE BUILDING, DETROIT, MICHIGAN. 380

**For Sale**—Grocery stock and fixtures on So. Division Ave., Grand Rapids. Owner has other business. Will offer fixtures at a sacrifice. Excellent money-making opportunity. Will inventory about \$1,700. Address No. 393 c-o Michigan Tradesman. 393

**FOR SALE**—Stock of general merchandise and fixtures amounting to \$17,000. Best location in city of 5000. Building can be rented. Good reasons for selling. No trades, only cash. Address Box 310, St. Peter, Minnesota. 385

## 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.

Greene Sales Co., Special Sales Conductors, 212 E. Main St., Jackson, Mich. 377

Bell Phone 596 Citz. Phone 61366

## JOHN L. LYNCH SALES CO. SPECIAL SALE EXPERTS

Expert Advertising  
Expert Merchandising  
209-210-211 Murray Bldg.  
GRAND RAPIDS, MICHIGAN

**SALESMEN WANTED**—To handle SCOPO, the sanitary sink shovel as side line. SCOPO typifies quality in sink scoops. Nothing else approaching it in the market. Widely advertised in the leading trade papers. Sells on sight. Address: Scope Manufacturing Co., 393 High St., Newark, N. J. 345

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 274 East Hancock, Detroit. 566

**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

2,000 letter heads \$5.90. Samples. Copper Journal, Hancock, Mich. 150

## Bond Printing

Is a Business in Itself

It requires not only the proper Bond Blanks but a knowledge of Bonds coupled with skill and painstaking care.

We Have the Blanks  
We Have the Skill  
We Use the Care

## BOND PRINTING IS OUR BUSINESS

We undoubtedly print more Bonds and Certificates of Stock than any other printers in Michigan

TRADESMAN COMPANY

# Hot Weather Beverages

Glenn Rock Ginger Ale,  
Lemon, Root Beer, Orange  
Glenn Rock Sparkling Water

JUDSON GROCER CO.

Wholesale Distributor

GRAND RAPIDS

MICHIGAN



## FOR STORE PROTECTION.

### Petty Thieves and Dishonest Employees To Be Spotted.

Detroit, June 21—All preliminary work has been done and plans perfected for a Stores Mutual Protective Association of Detroit. The Protective Association will be one of the activities of the Retail Merchants' Bureau and will have as one of its branches an Employees' Reference Department. It is expected that these new activities will be in operation within the next ten days.

A committee composed of W. T. Wright, (J. L. Hudson Company), C. Wagner, (Ernst Kern Company) and Z. Himelhoch, (Himelhoch Brothers) has been working for the last three weeks on final plans for the Association, which will begin to function in the very near future.

Service from the newly-formed association will be given to members of the Retail Merchants' Bureau without any additional charge. This is also true of reports from the Employees' Reference Department.

At an early date a manager for the Stores Protective Association will take active charge of this phase of the work.

The purpose of the Protective Association is to bring together the members of the Bureau into a closer unit in their fight against professional and amateur shoplifters, dishonest employees, petty thieves, etc. The central office of the Association will be a clearing house for all information pertaining to these criminals. The manager in charge will actively co-operate with detective departments of the various downtown stores; will assist in preparation of cases when necessary and will follow through these cases to conclusion. He will keep records of convictions and will endeavor to secure ample publicity, particularly in regard to amateur shoplifters and thieves. The manager will also endeavor to bring together the detectives of the various stores into an association of some kind so that they can operate more efficiently and through co-operation obtain results which have not been possible in the past.

Stores protective associations are now in active operation in about ten or twelve large cities throughout the country. The methods followed in the various localities are rather similar, and it is planned ultimately to connect up these local associations into a National protective body which can wage even more efficient warfare against thievery.

Another very interesting feature of the Protective Association will be the Employees' Reference Department. Records will be kept of all employees in those stores that are members of the Retail Merchants' Bureau. The references given by prospective employees will be investigated and the results of these investigations will be tabulated and on file for the benefit of the members of the Bureau.

The necessary forms to take care of this phase of the Bureau's activities are now in the hands of the printers and will be distributed to members of the Bureau the early part of this week. Over 90 per cent. of the members of the Bureau have signified their intention of co-operating in every way possible, and it is believed that if the members will co-operate, there will be no question as to the ultimate success of the Employees' Reference Department as well as the Stores Mutual Protective Association. It has been thoroughly demonstrated by the committee in charge of the preliminary work that neither the Protective Association nor the Employees' Reference Department can hope to function properly unless 100 per cent. co-operation is given by all members participating in these activities.

In order to bring to the attention of the public as well as to professional and amateur shoplifters the fact that

the store belongs to the new Association, neat bronze plates are being furnished bearing the inscription: Member Stores Mutual Protective Association, and these signs will be displayed in prominent places throughout the establishment.

The Retail Merchants' Bureau has agreed to raise one-half of the sum necessary to secure for Detroit the next encampment of the Grand Army of the Republic. This encampment will be held the last week in September, and the Commander-in-Chief has informed the Retail Merchants' Association that the veterans, as well as the auxiliary and subsidiary organizations, would come to Detroit if a comparatively small amount is guaranteed them to cover necessary expenses.

The Retail Merchants' Bureau agreed to raise one-half of this sum on condition that the city of Detroit and the Convention and Tourist Bureau furnish the other half. It has not as yet been definitely decided whether it will be possible to obtain financial aid from the city.

The officials of the Grand Army of the Republic guarantee that there will be approximately 50,000 visitors to the city during the week of the encampment. This will include about 7,000 veterans. The remainder will be made up of the families of the old soldiers, members of the affiliated organizations and visitors, who will be attracted from all parts of the country to Detroit at that time.

The members of the Retail Merchants' Association realize that this is, perhaps, the last opportunity that Detroit will have of entertaining the old veterans. Officials of the Grand Army of the Republic estimate that only three or four more conventions can be held and meeting places for these remaining conventions have been already provided for.

The retailers also feel that, in addition to the fact that Detroit should take this opportunity of entertaining the veterans, a convention of National importance as this one is would turn the eyes of the Nation upon Detroit.

The holding of the convention in Detroit depends all together on what the city officials may be able to do towards aiding in the financing of the encampment. The members of the Retail Merchants' Bureau do not feel that they can guarantee the total amount asked for, but have signified their intention of being perfectly willing to co-operate in every way possible and, in addition to this, will subscribe one-half of the necessary funds.

### Tender Tribute To the Late Mr. Orr.

Saginaw, June 14—William J. Orr, a prominent figure in the development of the rich Thumb territory of Michigan, widely known banker and business man, and an important figure in the United States food administration during the war, died at his home, 1026 South Jefferson avenue, Saginaw, Sunday afternoon at 1 o'clock.

Although Mr. Orr had been in poor health ever since his strenuous work with the food administration, and had traveled extensively in an effort to find relief, he was believed to be improving, and his sudden death Sunday came as a shock to his family and friends. He had been at his office Saturday and it was not until Sunday morning that his condition was known to be critical. Death came as a result of heart failure following rheumatism.

Mr. Orr started in business in Bay Port in 1895, becoming associated with W. L. Webber in what was then the Bay Port Mercantile Co. After the death of W. L. Webber, the name of the company was changed to the Wallace & Orr Co., W. H. Wallace being a partner. Associated as partners in the business also were George B. Morley and T. A. Harvey, of Saginaw, who bought out the Webber interests.

Mr. Orr's natural business sagacity

had good opportunity for development in his early days at Bay Port. The Thumb district was new and he was one of the leaders in its development. Under his management the company established grain elevators in many of the Thumb towns, assisted in the development of the fishing industry on Saginaw Bay and conducted banks in Central Michigan.

It was in connection with his work in managing and directing the grain elevators that he became interested in, and an authority on, beans. He encouraged the farmers to plant beans learned all he could about bean culture and passed the information on to the farmers. Likewise he became interested in the marketing of the product, sought markets and established them in all parts of the East and South for choice hand-picked Michigan pea beans.

One especially backward spring, when farmers were discouraged in their attempt to plant crops, because of almost incessant rain, he encouraged them, when the weather showed signs of settling the last week in June, by sending letters to all in the territory urging them to plant beans. He did this with such supreme confidence and enthusiasm that the farmers took heart, planted a large acreage to beans and raised a bumper crop, even though some acreage was planted as late as the first week in July—an unheard of procedure at that time and in that locality.

Mr. Orr was so engrossed in business that the so-called hobbies of other men had little attraction for him. His hobby was beans, as all who knew him can testify. It was natural that one so interested in the industry should eventually be elected to the Presidency of the Michigan Bean Jobbers' Association, a position he filled with great satisfaction to the Association. His efforts on behalf of the Association are in a great measure responsible for the success it has enjoyed. He held this office when the war broke out and was appointed by Governor Sleeper on a State food conservation committee. Later, when the Federal Government entered into the work of food conservation and distribution, Mr. Orr was summoned to Washington by the United States food administration. It was while engaged in this work that Mr. Orr's health failed him, and it is believed that his work for the Government was largely responsible for the illness that resulted in his death. He went to Florida, Arizona and California in the effort to improve his condition.

Mr. Orr moved from Bay Port to Saginaw about fourteen years ago and became one of Saginaw's most prominent business men. In 1915 he disposed of his interest in the Wallace & Orr Co., turned over the fishing and elevator interests of the company to his partner in exchange for the Central Michigan banking branch of the business which he retained. Later he organized the Michigan Bean Co., of Saginaw, and the Orr Bean & Grain Co., of Midland, and through these two companies, of both of which he was president, conducted a number of bean elevators in the Central part of the State, becoming one of the State's leading operators in this line. He also conducted banks at Remus, Blanchard, Vestaburg and Six Lakes, being President of all of them.

Besides these business interests Mr. Orr was interested in other enterprises. He was a director of the Michigan Millers Mutual Fire Insurance Co., of Lansing, was formerly connected with the Bad Axe Grain Co., and had other important interests.

William John Orr was born in Kilkeen, County Down, Ireland, November 20, 1863, the son of William and Mary Jane Orr. When only six months old he came with his parents to Canada, the family settling in Beaton, Ont. While he was still a

boy the family came to Port Hope, Mich., settling on a farm which he helped to clear, getting his education in the country schools of that locality.

After he grew to manhood he became a traveling salesman for a Kalamazoo firm, and it was while engaged in this work that he met Miss Emma J. Shaw, to whom he was married in Huron, May 15, 1889. Shortly after their marriage, Mr. and Mrs. Orr moved to Crosswell, going soon afterward to Bay Port, where Mr. Orr joined forces with W. H. Wallace in the Wallace & Orr Co.

Mr. Orr was a prominent Mason and was a member of Windsor Lodge, F. & A. M., Bad Axe Chapter, R. A. M., Bay City Commandry, of Knights Templar, Lodge No. 47, B. P. O. E. He was a constant attendant of the Warren avenue Presbyterian church.

Mr. Orr leaves his widow and five children: Andrew W. Orr, Blanchard; Mrs. Duane W. Draper, Emma R. Orr, Willa Orr and John Orr, all of Saginaw.

### Condition of the Hide Market.

Little trading is reported in country hides, although reports from the East say that several more cars of extremes have sold for export. This export business is due to a strong demand for patent leather in England. It is said there is an order in the Chicago market for 5,000 extremes at 9 cents, but no one is willing to accept the order at this low price. A lot of 5,000 Ohio packer light cows sold at 10 cents for May and June take-off. This is about steady for such hides although the quality is so much improved that packers' were expecting to get more money. An Eastern dealer who was offering stock in the Chicago market has withdrawn his offerings and says he will hold for a higher market.

Some operators refer to the declines in the stock market as indicating that hides will go lower. When it is considered that hides are now worth about 10 to 18 per cent. of the prices that were being paid in the fall of 1919 and that prices are lower than they have been at any time in twelve years, it seems that they must be near the bottom.

### Investigations.

Now it is proposed to investigate the agricultural situation. The day when everybody will be investigating everybody else will soon be dawning.—Daily Paper.

Investigate the farm, good sirs—  
Investigate the farm;  
Stir up a dust and raise a noise—  
It can't do any harm.

You'll find the cider has a kick—  
Down in the cellar cool;  
But, if you search, you'll find more kick  
In the lean old sorrel mule.

Investigate the honey bees—  
They're insects that have wings;  
The doctor—he can tell you what  
Will cure you of your stings.  
Go to the weedy pasture lot—  
And interview the lamb;  
But keep your weather optics peeled  
For the old Merino ram.  
You'll find the Holstein cow is kind—  
Performs a noble part;  
But the Durham bullock has no milk  
Of kindness in his heart.

Go, then—and do your duty well;  
If you, by chance, survive  
We'll tell you to your faces that—  
We're glad you are alive!

### Was Familiar With Shakespeare.

Bobbie (Whose father has just helped him to a skimpy piece of pie): "Dad, your name ought to have been Brutus."

"Why?"

"You gave me the most unkindest cut of all."



SELL  
**Red Crown**  
CANNED MEATS

AND  
*Increase Your Business*



*All Popular Varieties*  
**ACME PACKING COMPANY**  
Green Bay, Wis. (Formerly Chicago)  
*Independent Packers*

**DIAMOND  
CRYSTAL**

*The Salt  
that's all salt.*

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

ASK YOUR JOBBER FOR

**Hart Brand Canned Foods**  
HIGHEST QUALITY

Our products are packed at seven plants in Michigan, in the finest fruit and vegetable belts in the Union, grown on lands close to the various plants; packed fresh from the fields and orchards, under highest sanitary conditions. Flavor, Texture, Color Superior.

***Quality Guaranteed***

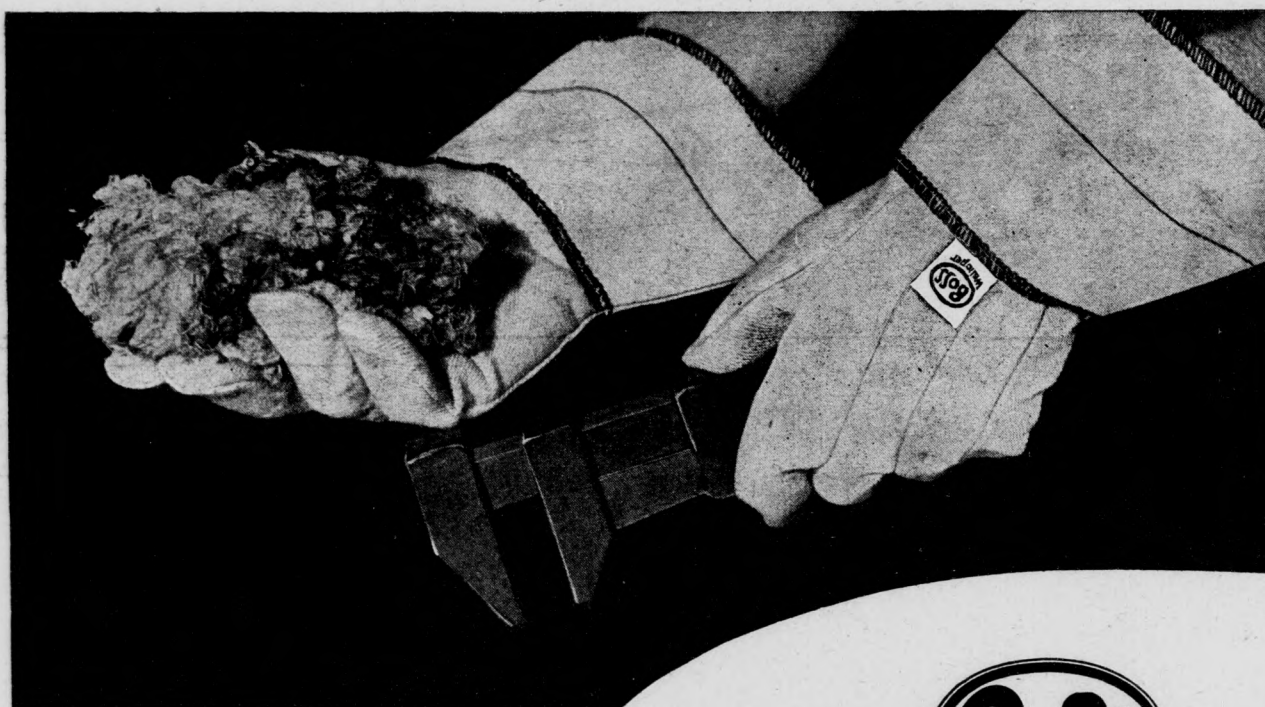
**The HART BRANDS are Trade Winners and Trade Makers**

Vegetables—Peas, Corn, Succotash, Stringless Beans, Lima Beans, Pork and Beans, Pumpkin, Red Kidney Beans, Spinach, Beets, Saur Kraut, Squash.

Fruits—Cherries, Strawberries, Red Raspberries, Black Raspberries, Blackberries, Plums, Pears, Peaches.

**W. R. ROACH & CO., Grand Rapids, Mich.**

Michigan Factories at  
**HART, KENT CITY, LEXINGTON, EDMORE, SCOTTVILLE, CROSWELL, NORTHPORT**



## Gloves that Everyone Needs Every Day

**C**ONSIDER this! Every man, woman, and child with hands has a daily need for Boss Work Gloves. This includes the vast group of handworkers who need them for their regular work, and folks who need them in their homes, around their cars, and for dozens of odd jobs.

That gives every Boss dealer a mighty big list of prospects. And every one of those prospects knows about Boss Work Gloves. For every month, a long list of national magazines carries the Boss advertising to the four corners of America.

This advertising has created a large demand and a fast turnover. Figure that the profit per sale is good, and you will agree that Boss Work Gloves are very attractive merchandise to handle. They come in sizes for men and women, boys and girls; and in ribbed, band and gauntlet wrists. Stock the complete line and you can meet every imaginable work-glove demand.

*The Boss Line includes highest quality leather palm, jersey, ticking, and canton flannel gloves and mittens.*

**THE BOSS MANUFACTURING COMPANY**  
Sales Offices: Kewanee, Ill.—Brooklyn, N. Y.



Trade Mark  
This Trade-Mark identifies  
genuine Boss Work Gloves.  
Be sure it is on  
every pair you buy.

### These are the Trade-marked gloves

- THE BOSS MEEDY**—best quality, medium weight canton flannel.
- THE BOSS HEVY**—very best quality, heavy weight canton flannel.
- THE BOSS LETHERPOM**—heavy canton flannel with tough leather on palms, fingers and thumbs.
- THE BOSS JERZY**—highest quality cotton jersey cloth in many colors.
- THE BOSS XTRA HEVY**—finest grade of extra heavy canton flannel.
- THE BOSS WALLOPER**—highest quality, heaviest weight canton flannel.
- THE BOSS TIKMIT**—Roomy mittens made of ticking that wears like iron.
- THE BOSS ELASTO**—strong canton flannel. Made by a patented process in one weight only.

# BOSS WORK GLOVES