

Why Boys Leave the Farm

Why did you leave the farm, my lad?
Why did you bolt and leave your dad?
Why did you beat it off to town?
And turn your poor old father down?

I left my dad, his farm, his plow,
Because my calf became his cow;
I left my dad, 'twas wrong, of course,
Because my colt became his horse.
I left my dad to sow and reap,
Because my lamb became his sheep;
I dropped my hoe and stuck the fork,
Because my pig became his pork.
The garden truck that I made grow
Was his to sell, but mine to hoe.

No Time To Quit

There's a time to part and a time to meet,
There's a time sleep and a time to eat,
There's a time to work and a time to play,
There's a time to sing and a time to pray,
There's a time that's glad and a time that's blue,
There's a time to plan and a time to do,
There's a time to grin and to show your grit—
But there never was a time to quit.

Citizens Long Distance Service



Reaches more people in Western Michigan than can be reached through any other telephone medium.

19,000 telephones in Grand Rapids.

Connection with 150,000 telephones in Detroit.

USE CITIZENS SERVICE

CITIZENS TELEPHONE COMPANY

One Out of Every Five—

Customers who walk into your store have constipation—so the specialists claim.

And almost everybody has indigestion some time or other.

Remember Fleischmann's fresh yeast for these and kindred ailments. Our advertising tells them to "Ask Your Grocer." Remind them to ask you.

The Fleischmann Company

OELERICH & BERRY CO.



O & L
Ginger Cake
and
Red Hen
Brands
are
Real Pure
New Orleans
Molasses



We pack our molasses in standard size cans, which contain from 4 to 6 ounces each more than other packers.



Old Manse Syrup

It always pays to
BUY THE BEST

Distributed by
ALL MICHIGAN JOBBERS

Packed by

OELERICH & BERRY CO.

CHICAGO, ILL.



Get Your Profits

Sugar represents an important percentage of your sales. You can make a real profit on sugar if you sell

Franklin Package Sugars

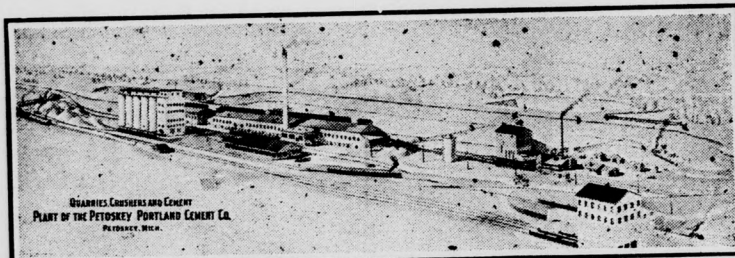
Saving overweight, labor, cost of bags, twine, breakage and waste.

The Franklin Sugar Refining Company

PHILADELPHIA

"A Franklin Cane Sugar for every use"

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



Petoskey Portland Cement

A Light Color Cement

Manufactured on wet process from Petoskey limestone and shale in the most modern cement plant in the world. The best of raw materials and extreme fine grinding insure highest quality cement. The process insures absolute uniformity.

ASK YOUR DEALER FOR IT.

Petoskey Portland Cement Co.

General Office,

Petoskey, Michigan

MICHIGAN TRADESMAN

Thirty-Ninth Year

GRAND RAPIDS, WEDNESDAY, APRIL 12, 1922

Number 2012

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.

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NO SIGN OF TRADE REACTION.

While the number of business failures during the past month continued high as compared with a year ago, this is not to be interpreted as a sign of trade reaction. Many months ago it was stated in the Tradesman that such an increase as has occurred was to be expected as one of the forerunners of business recovery. It represents the clearing up of the wreckage, and is one of the indispensable steps towards economic rehabilitation. Competition is becoming keener, and the weaker concerns are being weeded out. As a rule creditors have been lenient; many business units have been nursed along during the worst of the depression in the hope that they would be able to regain their feet when conditions became more favorable, and those that have failed to respond to this sort of treatment are now swelling the list of bankruptcies. The increase in commercial failures is a transient phenomenon, and with further progress towards recovery the number may be expected to decline. It is not at all probable, however, that it will diminish to the low point reached during the years of war-time prosperity.

The discrepancies between the activity in basic commodities and in commodities ready for immediate consumption have been receiving much attention from business reviewers. Basic industries are increasing their output, while retail distribution is barely holding its own. It is suggested that manufacturers are anticipating a heavier volume of consumer buying in the next few months, and that they are now building up depleted stocks. Some of their increased activity may be due to a desire to forestall an industrial tie-up as a result of the coal strike. In that event there may be some easing off in their business later in the spring. The failure of retail distribution to show any pronounced quickening this spring is being explained in half a dozen different ways. The weather, the late Easter, lower

wages and unemployment are the reasons most commonly advanced. High rents are also offered in explanation. As incomes have been reduced rents have stayed up, and consequently an increasing proportion of the consumer's funds must go for payment for shelter and his buying power remains low, in spite of the recessions in prices.

One explanation for the slackness in consumer buying is that the American public has taken to thrift as a normal reaction from its post-war extravagances. The suggestion, however, that the war-time injunctions to save have at last begun to bear fruit requires too great a strain on the imagination to permit of its ready acceptance. What has most likely been conducive to thrift has been the uncertainty with regard to the future. The possibility of being laid off from work, or of a wage cut, or of part time work furnish the strongest impulses to save for a rainy day. The number of small investors appears to be increasing. The war at least did teach the American people how to buy bonds. Moreover, about one-third of the business of the New York Stock Exchange is now of the so-called "odd lot" sort—that is, it consists of orders for less than one hundred shares. Part of this buying is speculative, but there has also been buying on a considerable scale of dividend-paying stocks for investments since the best bargains in good bonds have been taken. Savings deposits also held up surprisingly well during the period of industrial depression, even in industrial communities where there has been much unemployment.

WHAT ON EARTH IS HE DOING?

Somebody is always slandering the business man. Either he is bright and unscrupulous or he is tired and silly. Now a new accusation is brought against him—that he lacks a sense of humor. What good there is in telling any one that he lacks a sense of humor is not clear. Maybe it is a kind of practical joke. Anyway, the business man, it is charged, talks shop all the time and thus wears himself out when if he would only say something funny every hour on the hour he would be a different creature. This is a downright slander.

Did the critic never see a business man hurrying out to lunch? He hardly has time to grab his hat and say that he will be back in ten minutes. On the street he stops for five minutes to try to see what a lot of other people are craning their necks to see on top of the tallest building in the vicinity. When it turns out to be either a steeplejack or a speck in somebody's eye he hurries on again. At the corner he meets a friend. After a few minutes of conversation about everything except business he hustles

his friend into an eating place. The waiter's heroic efforts to get them to stop chatting long enough to give their order are finally successful. They have a leisurely repast. At 3 o'clock the man bursts into his office all out of breath and tells everybody to get a move on.

Could this sort of thing be gone through every day by millions of business men in a serious mood? Of course not. The thing is incredible. By pretending to be in a continuous hurry while acting as if he had all the time in the world the business man is amusing himself at other people's expense. If he is not doing this, what on earth is he doing?

EVERYONE STILL AT SEA.

There has been a kind of see-saw in the swing of cotton quotations of late, with the range quite narrow. The past week showed no variance in this respect. While some attention is paid to the existing stocks of cotton and to spinners' demands, the main interest centers in the prospects for this year's yield. A heavy rainfall in Texas resulted in sending prices up only to be followed by a reaction when the weather cleared. Planting is backward in most of the growing sections, and reports have it that the quantity of fertilizers being used is too small to warrant a large crop. But there is plenty of time yet for a lot of things to happen, one way or the other, and this makes cotton a good betting proposition to those speculatively inclined. By the end of the month something more definite is likely to be known, but it will take better knowledge and judgment than were shown by the Agricultural Department last year to impart serviceable information to the trade. The goods market continues to show the weakness which has been its portion for a long time. Not even the strikes in mills, with the consequent check on production and lowered stocks, has had the effect of raising prices or stimulating demand. Every one is still too much at sea with regard to the future course of prices to buy even at the present levels. About the only bright spot in the market has been the sustained demand for sheetings for export. In finished goods, lower prices for gingham have been a feature. Scattered buying of underwear for spring still continues as well as calls for bathing suits and sweaters.

It is easy to write a recommendation for a man you don't know very well, but if you want a real job try writing one for yourself.

Consider all comers to the store honest until they show themselves otherwise, but don't let that keep you from watching them.

Another Scheme To Trap the Unwary.

A man who gives his name as M. H. Beach, has come to the city from Ft. Wayne to act as State organizer for the so-called National Brotherhood of Consumers, of which Jessue H. Ryder, of Ft. Wayne, claims to be the "Supreme President." The scheme appears to be a very attractive one—for the officers and solicitors. The dupes pay \$5 "initiation fee," which is probably divided 50-50 between the State organizer and the solicitor. Then the dupes pay \$1.25 per month "lodge dues," in return for which they receive alleged protection on the following basis:

Between 18 and 50, \$10.00 per week for sickness or accident; \$100.00 funeral benefit.

Between 50 and 60, \$7.00 per week for sickness or accident; \$50.00 funeral benefit.

Between 60 and 65, \$5.00 per week for sickness or accident; \$25.00 funeral benefit.

Sickness and accident benefits are paid at the rate of one week's benefit for every two months membership and are limited to fifteen weeks in any one year, as provided by the State Laws of Indiana.

In addition to above, they are permitted to buy goods at stated discounts from regular prices by trading at the stores which enter into exclusive contract with the concern. Of course, any stores which enter into arrangements of this kind are headed for the bankruptcy court about as fast as it is possible for them to travel.

This diaphanous scheme is almost identical with the P. of I. (Patrons of Industry), which flourished like a green bay tree in Michigan about twenty-five years ago. One hundred and sixty-five merchants entered into contracts of this character and within a year over 100 of them had turned up their toes, usually at considerable loss to their creditors. The scheme looks very attractive to the consumer who does not think with his head, but the man of affairs realizes that such a plan has never been workable and never will be, because it violates every principle of good merchandising, square dealing and fair play. The State organizer and the crafty solicitors he may succeed in interesting in the scheme may flourish for a time, but the deluded suckers who bite at the hook will soon find that it is not as attractive as it looks and drift away from the scheme, only to bite on the next bait which comes along their way.

Prosperity that depends solely on money is only preached by the man who does not know.

Two Schools of Thought in Fire Insurance Business.

There are two schools of thought in the fire insurance business when it comes to consideration of efforts to reduce American fire losses. One school says that the business of the fire underwriter is to accept risks as it finds them, put a rate on these risks which will assure a profit and leave the entire matter of fire loss prevention to the public with the understanding, of course, that reduction in fire loss will bring reduction in rates. Members of this school declare that the more the companies do toward fire loss prevention, the more they are expected to do and the less the people will do for themselves directly and through their public officials. The other group maintains that as the fire insurance business has a vital relation to the fire loss and because the companies and their representatives naturally acquire a vast amount of knowledge as to methods of procedure for fire loss prevention, they owe it as a duty to the public to use this knowledge, and their contact with the public through the writing of fire insurance contracts to engage directly in operating to bring about reduced fire losses.

Outside observers know that for the most part the companies follow the plan of taking an active direct interest in reduction of fire losses. Some of these outside observers declare, however, that the companies do everything for fire prevention except the one thing needful, which they inter-

pret to be some fixing of personal responsibility for fire losses upon the careless underwriting methods practiced by local representatives and for which companies are held responsible. They maintain that underwriting is no longer a matter of risk selection, except by the mutual fire insurance companies, which give the stock companies a lesson they ought to heed, but never have and apparently never will. The mutual companies, by accepting only approved risks, take the cream of the insurance business, leaving the skim milk to the stock companies, which act on the assumption that underwriting is only a matter of gathering in premiums sufficient to pay the losses, without much regard to the effect which the premium gathering methods may have upon the fire losses themselves. In other words the criticism is that the fire prevention efforts of the companies is directed in every direction except toward premium gathering methods. Here the companies are said to maintain a free hand and to be little influenced by fire prevention considerations. The answer of the companies to this charge is that it is absolutely impossible to get the necessary improvement and that any single company which set about to revise its premium gathering methods in any way which would affect unfavorably the standing of the company in its agencies, would be futile and would result only in the loss of its own business.

It is easy to state the case. It is difficult to bring about practical reform.

Detroit Wholesalers to Hold Buyers' Week in May.

Detroit, April 11—Detroit wholesalers, through the Wholesale Merchants' Bureau of the Detroit Board of Commerce, have laid plans for a determined effort to win back some of the trade in Western and Northern Michigan, Ohio and Indiana, which in past years has gone more and more to Chicago wholesalers as a result of unfavorable freight rates and lack of proper transportation facilities. The work of the Transportation Bureau, the Wholesale Merchants' Bureau and the L. C. L. Traffic Association of the Board of Commerce, during the last year or so, has corrected these conditions, and it is felt that now is the time to regain the business which properly belongs to Detroit.

The plan as worked out by the Wholesale Merchants' Bureau, under the direction of W. B. Holden, new chairman of the Bureau, is to hold a Buyers' Week for the benefit of retailers from all parts of this territory. This week will begin on May 1 and end May 7. The wholesalers expect to bring at least 2,000 buyers into the city from towns in these districts during the seven days. Each wholesale company will entertain the buyers who come as a result of invitations sent out by the company. The Wholesale Merchants' Bureau will serve as a general clearing house for the work conducted in connection with the Buyers' Week but will take no direct part in the entertainment of buyers.

To start off the campaign the wholesalers will send out thousands of invitations, together with an illustrated pamphlet, identical for all companies with the exception of the individual advertisement inserted in a space reserved for that purpose. The pamphlet will have several pages devoted to information concerning Detroit and Detroit wholesale houses; there will be a page devoted to views of Detroit, with the advertisement of the individual wholesale house printed in

the center, and on the back page will be printed a list of the wholesalers who are participating in the "Buyers' Week" activities. The front page of the folder will be left blank for the mailing address.

The Detroit wholesale houses which are participating in Buyers' Week include Edson, Moore & Co., A. Krolik & Co., E. B. Gallagher & Co., Farrand, Williams & Clark, George F. Minto & Co., Buhl Sons Co., Carey Co., J. T. Woodhouse & Co., Crowley Bros., Crane Co., Burnham, Stoepel & Co., Standart Bros. Hardware Corp., George C. Weatherbee & Co., Murray W. Sales, W. E. Finck & Co., Hamilton, Carhartt & Co., Larned, Carter & Co., J. T. Wing & Co., Victor Vasar, Gitting Mills, George F. Webber & Co., Herman & Ben Marks, and the Commercial Milling Co.

The foregoing list covers only those Detroit wholesalers who have already expressed their determination to participate in the Buyers' Week.

Sold Out.

Smart Traveling Salesman in the country store: Hello, Mister! What is your business?

Farmer Spokes: Farming.

Salesman: Husked your pumpkins yet?

Farmer: Yes.

Salesman: Picked your potatoes?

Farmer: Yes.

Salesman: Your apples all dug?

Farmer: What's your business?

Salesman: Selling. I'm a traveling salesman.

Farmer: What you peddlin'?

Salesman: Well, Uncle Josh, I sell common sense.

Farmer: Well, young man, I'll say one thing for you: you're a mighty good salesman; I see you're all sold out.



Barney Langelier has worked in this institution continuously for fifty years.

Barney says—

By Golly, I almost forgot that spring house cleaning time is here.

Tell the salesmen to be sure and include the following items in this week's orders:

Ammonia	Blueing
Brooms	Brushes
Clothes Lines	Clothes Pins
Pails	Stoves and Oil Polishes
Soaps	Washing Powders
Wash Boards	Wall Paper Cleaners, etc.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO—LANSING

THE PROMPT SHIPPERS

Gabby Gleanings From Grand Rapids.

Grand Rapids, April 11—Lawyer Amberg addressed the You-See-Tee Club at the luncheon last Saturday afternoon, taking for his subject organizations and best way to strengthen them. He said that, without associations, men do not thrive. The lower animals even must go in flocks or herds. If they live by themselves, as the gorilla does, they soon become weak and extinct. He believes a good way to strengthen organizations is to take the talent from within our own circles and use it occasionally as a matter of entertainment.

A blind automobile party was planned for some time in May, arrangements to be made by a committee, of which Mrs. A. F. Rockwell is chairman, with power to select her assistants.

These You-See-Tee luncheon clubs are becoming more popular every day and some of you stay-down-towners who eat any old places are missing a rare treat by not coming up.

The annual memorial services of Grand Rapids Council, No. 131, were held in the council rooms last Sunday afternoon at 2:30 o'clock and were well attended. The officers in charge gave their ritualistic work almost word perfect and without the use of a ritual. The music was furnished by Mrs. Hugh Blacklock, vocalist, and Mrs. F. D. Stokes, pianist. These memorial exercises are held every year on the Sunday preceding the 9th of April, the date of the demise of our first Supreme Councilor, except that when that Sunday falls on the 9th it shall be held on that date. Those members of Grand Rapids Council who have passed on during the year are:

John Hondorp
William W. Morse
Harry D. Hydorn
F. J. Lyons
O. E. Jenne
W. R. Thomas
James B. McInnes
D. C. Scribner
H. J. Shellman
Joshua Speed.

Homer Bradfield delivered the eulogistic address and W. R. Compton, assisted by Alta Bernice Wormnest, acted as flower bearers.

The Vanderveen Co., of Middleville, has purchased the stock and business of Blake & Company.

The Rugg general store, at Middleville, will shortly add a stock of staple and fancy groceries.

N. H. Youngman & Son, of Lakeview, have given up the ford agency and are now handling Overlands. Wood and Gaffield, of Six Lakes, are ford agents for that territory.

J. D. Ginther, of Ithaca, who was a ford dealer, now sells the Durant. Davis & Brown, implement dealers, are now handling ford cars.

George W. Miller, of Mt. Pleasant, representing the Elgin line, has added both the Durant and Olds cars to his list.

Our good friend, Frank S. Verbeck, has favored Tradesman readers with excellent articles the past two weeks. Mr. Verbeck is well versed in matters of state. Frank is more at home in this line than in shooting the bovine (el toro) about the hotels throughout Western Michigan.

Sarah Simmons, for forty consecutive years colored cook at the McElvain House, Vicksburg, died last week at the age of 76. She was admired and respected by the citizens of Vicksburg because of her lovable and sympathetic disposition and thrifty habits and by the traveling fraternity for the wholesome and diversified dishes which she prepared. It is doubtful if any funeral ever held in Vicksburg was attended by more friends and flowers than that of Sarah, who was a mother to any one in need of her sympathy and protection.

C. J. Farley, President of the Grand Rapids Dry Goods Co., is spending the week in New York.

Fred J. Strong, the Waukesha, (Wis.) canned foods broker, was in

the city Monday on his way home from Alma, where he spent the week end with his parents. Fred has grown somewhat mature since he traveled up and down the State for the Tradesman about twenty years ago. He probably has a larger acquaintance among the large buyers of canned foods than any other man in the United States.

Herbert L. Schamberg, managing director of the National Council of Traveling Salesmen's Associations, announces that the twenty-eight member organizations of the council will hold a joint convention in Cincinnati in October. Invitations will be dispatched to the 100,000 salesmen affiliated with the council. This will be the first convention of the National Council which has been established for seven years.

"A campaign for lower transportation rates will be given final impetus at the convention," Mr. Schamberg said. "We also plan to bring to a head our efforts to secure the removal of the surtax on Pullman transportation. Another object of the convention will be to compare baggage transfer rates in cities throughout the country in order to reach a fair figure."

John B. Olney.

Retail Buyers of Gingham Expect Shortage.

Retail buyers of gingham do not expect that the present textile strike, even if it does last for many more weeks, is going to affect the market to any degree. A number of things contribute to form this opinion, but perhaps the most important of all is that great quantities of foreign gingham of fine make are in storage, and inside of a few weeks may be had at about a buyer's own price, they say. The big business in gingham will be done inside of the next eight to ten weeks, with the first part of that time the most important. As soon as the weather becomes very warm the sale in gingham falls off to give preference to some other constructions, tissue or Swisses.

It was said by a big operator in gingham that while America planned a tariff high enough to prevent such a flood of foreign gingham, they came in, were taken over by operators and are being held in storage. One buyer on State street said that if the situation became acute for gingham the demand would be cared for. Another man said he had more on hand right now than he wanted, and he would welcome a shortage. "It would be good for other lines of wash goods, too," he said.

The department stores on Monroe avenue are confident of a good business just as soon as the weather warms up. The earlier this occurs the better for business.

"But the field of gingham has been widely extended," say buyers. "No longer is it used just for dresses, or aprons, it is now included in the home budget for hangings, for pillow covers, for bed spreads, and for dresser scarfs. These items are new, and are on display in some of the important stores of the city. The spreads combined with laces of heavy pattern, cluny and some Irish forms, have a cool summery appearance that interest many women."

Do you try to improve your clerks by practical training methods, or do you just hire them and leave it to them to get better or worse as the case may be?

PLAIN TALKS ABOUT STREET CAR SERVICE

Co-operative
Courtesy and Mu-
tual Helpfulness Will
Improve the Service
of Your Street Car
Company

Facing Forward

All public service institutions are facing an important period. Many of them, like your street railway company, are passing through a financial crisis. To survive, to be of the fullest service, they must be rehabilitated morally and physically.

By morally we mean that there must come between street-car users and street car companies a closer and more helpful relation. To reduce and keep down the cost of fares without taking away from service and equipment, requires the co-operation of the public.

By physically we mean that all, or nearly all, street car properties must be thoroughly reconstructed. We have passed through a severe period of destruction. That which has been torn down must be rebuilt. To rebuild requires money, courage and patience.

To the end that street car patrons of Grand Rapids may know some of the problems which jointly affect our communal comforts, The Grand Rapids Railway company will present, from time to time, in the daily newspapers, ways and means by which, through co-operation and good will, many of these problems may be solved.

The days of miracles in public service have passed. Our books, records, methods and procedure are open to all. We have nothing to hide, nothing to obscure. The choice of what kind of street-car service the people of Grand Rapids want, the price they want to pay, is largely up to them. We will state the case. The public must think and act.

Grand Rapids Railway Co.

J. D. Lamarker
Vice President and General Manager.

GRR

MOVEMENT OF MERCHANTS.

Kaleva—Oscar Miller has engaged in general trade.

Bad Axe—Smith Palewacz has engaged in general trade.

Frankfort—The Paul Mercantile Co. has resumed business.

Lansing—M. Nagy, boots and shoes, has filed a petition in bankruptcy.

Sears—George H. Arndt succeeds Nelson Livermoure in the grocery business.

DeWitt—Mr. Bovee has closed out his bakery and retired from retail trade.

Saginaw—Stanley J. Marz & Co. has changed its name to the Ra-do-la Corporation.

Pontiac—The Quick Change Auto Rim Co. has removed its business offices to Detroit.

Tekonsha—The H. M. Randall cream station has been completed and is open for business.

Ludington—The Ludington Basket Co. has increased its capital stock from \$18,000 to \$50,000.

Detroit—The F. J. Barrett Lumber Co. has decreased its capital stock from \$60,000 to \$50,000.

Grand Rapids—The Marquette Lumber Co. has increased its capital stock from \$60,000 to \$150,000.

Detroit—The Star Wire Hanger Co., Equity building, has changed its name to the Star-Service Hanger Co.

Ortonville—The State Bank of Ortonville has been incorporated with an authorized capital stock of \$25,000.

Detroit—The Wayco Oil Corporation, 5700 Twelfth street, has increased its capital stock from \$10,000 to \$50,000.

Ypsilanti—Carl Alban, former proprietor of the Summit street grocery, has opened a restaurant and cigar stand.

Hemlock—Ross Alderton has sold his store building and grocery stock to Emery Fuller, who has taken possession.

Nashville—J. A. Fuhrman has sold his meat market and butcher's equipment to W. B. Bera, who has taken possession.

Brethren—W. E. Burkholder has sold his grocery stock to Milton Jayre, who has assumed management of the store.

Bad Axe—John Jaroch, recently of Uby, has engaged in the meat business under the style of the East End Meat Market.

Detroit—A. Burdick & Son, leather findings and shoe store supplies, has filed a petition in bankruptcy. Liabilities, \$27,000.

Burr Oak—The Richardson Home Outfitters, of Sturgis, has closed its branch store here, shipping the stock back to Sturgis.

Detroit—The Wise Electro Sherardizing Corporation, 6320 East Fort street, has increased its capital stock from \$15,000 to \$30,000.

Reese—Nolan Greenleaf has engaged in the restaurant and ice cream business, having purchased a store building which he has remodeled.

Kalamazoo—Carroll & Williams, fuel dealers at 236 East Bush street, have dissolved partnership and the business will be continued by James Carroll, who has taken over the interest of his partner.

Detroit—The C. & B. Sample Shoe Store, which recently filed a petition in bankruptcy, is reported as offering to compromise at 20 per cent.

DeWitt—Lankton & Brinkerhoff, dealers in general merchandise, have remodeled and decorated the interior of their store, installing a steel ceiling, etc.

Springport—J. F. Brodberg, of Stockbridge, has purchased the Henry grocery stock and store fixtures and will continue the business at the same location.

Pentwater—Allen H. Williams, of Ludington, has purchased the store building and hardware stock of Charles F. Lewis, taking immediate possession.

Flushing—The Flushing Lumber Co. has been incorporated with an authorized capital stock of \$36,000, \$24,000 of which has been subscribed and paid in in cash.

Owosso—Mr. Lind, of Flint, has opened an American and Chinese restaurant under the style of the Shiawassee cafe on South Washington avenue.

Leslie—William Cowles, of Ovid and T. McEnderfer, of Pompeii, have formed a co-partnership and engaged in the meat business under the style of Cowles & McEnderfer.

Chesaning—Claude Raymond has purchased the store building, restaurant and ice cream parlor of A. R. Babion and will remodel and enlarge it before opening it for business.

Detroit—The Radio Specialty Co., 435 Book building, has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and \$5,000 paid in in cash.

Detroit—The Radio Service Corporation, 5860 Cass avenue, has been incorporated with an authorized capital stock of \$10,000, \$2,500 of which has been subscribed and paid in in cash.

Big Rapids—LeClair & Aggleston, hardware dealers, have purchased the Harwood block, a three-story sandstone and brick structure, with a frontage of 50 feet and 100 feet in depth.

Saugatuck—Capt. George V. Phelps, former lake captain and for the past twenty-two years proprietor of Hotel Butler, has sold the property to Charles Redebaugh, who has taken possession.

Benton Harbor—The Benton Coal Co. has been incorporated to conduct a wholesale and retail business, with an authorized capital stock of \$10,000, \$3,000 of which has been subscribed and paid in in cash.

Holt—Taft & Raycraft, Inc., who conduct a drug store at Lansing, will open a branch store here about May 1, in the Robinson building and under the management of Emil Sundquist. A modern soda fountain will be installed as well as modern fixtures throughout.

Saugatuck—March 7 marked the close of a half century of Charles Bird's drug career. Although he has been engaged in other lines of business at time, he has always maintained an active connection with his drug business. His son, John, is following in his father's footsteps.

Detroit—The Champion Radio Co., 4446 Woodward avenue, has been incorporated to deal in radio supplies and equipment, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Nashville—Charles H. Brown has sold his drug stock and store fixtures to R. C. Townsend, who will continue the business at the same location. Mr. Brown will remain as assistant and registered pharmacist to Mr. Townsend.

Sunfield—Smith Bros., Velte & Co., who recently purchased the grain elevator of George Triphagen, has taken possession and the business will be conducted under the management of Ezra Dell, recently of Woodland.

Kalamazoo—The C. G. Spring Co., 415 Portage street, has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Lansing—Don G. Pamerleau, for the past year manager of the United Economy Shoe Store, has resigned his position and purchased the shoe stock and store fixtures at 511 East Michigan avenue, taking immediate possession.

Sunfield, April 11—R. S. Wiggins, general dealer, has been taken to Lansing for an operation, rendered necessary by an ulcerated tooth, blood poison setting in. He underwent the operation Sunday and it is thought he may recover.

Charlevoix—The Charlevoix Hardware Co. has merged its business into a stock company under the same style with an authorized capital stock of \$30,000, all of which has been subscribed and paid in, \$500 in cash and \$29,500 in property.

Tekonsha—W. B. Abrams, for 42 years in the grain, feed and seed business here, has sold his stock to Earl Warwick, manager of the Tekonsha Co-Operative Association. Mr. Warwick has leased the store building and warehouse and taken possession.

Plainwell—George F. Shepley will store his stock of cigars and tobacco and purchase the Clarke & Meyers bakery and ice cream parlor. Ira Sessions, who owns the building occupied by the Shepley stock, will occupy it with a cigar store and pool room.

Reading—Mrs. Marian Cleveland, who has owned and conducted the Hotel Hazenhurst, at Clear Lake, for the past eleven years, has sold the property to W. Carlton Lewis and Don D. Lewis for \$25,000. The new proprietors will remodel and redecorate the hotel and open it May 30 under the style of Hotel Carldon. It will be made modern in every way and will accommodate more than 100 people.

Manufacturing Matters.

Detroit—The Theisen Trunk Co. has changed its name to the Detroit Trunk and Bag Co.

Holland—The Home Furnace Co. has increased its capital stock from \$150,000 to \$300,000.

Caro—W. A. Higgs has sold his broom factory to Stephen Morris and will retire from business, owing to ill health.

Wayland—The A. D. Hughes Co., manufacturer of flour mill machinery, has decreased its capital stock from \$50,000 to \$20,000.

Detroit—The Milwaukee Die & Tool Co., 314 West Congress street, has changed its name to the American Radio & Manufacturing Co.

Detroit—The Hayes Manufacturing Co. has changed its capital stock from \$2,300,000 to \$800,000 preferred and 150,000 shares no par value in place of common stock.

Detroit—The General Linen Supply Co., 1800 Superior street, has been incorporated with an authorized capital stock of \$9,000, all of which has been subscribed and paid in in property.

Kalamazoo—The Wolverine Casting Co., 406 East Ransom street, has been incorporated with an authorized capital stock of \$10,000, \$5,000 of which has been subscribed and paid in in cash.

Fenton—The Fenton Auto Lock Co. has made application in the Genesee county courts for the appointment of a receiver for the company. Assets total \$6,507, while liabilities amount to \$8,084.

Detroit—The Lee Machinery Co., 439 Theodore avenue, has been incorporated with an authorized capital stock of \$25,000, of which amount \$2,500 has been subscribed, \$1,100 paid in in cash and \$150 in property.

Grand Rapids—The Federal Furniture Co., Buchanan avenue, has been incorporated to manufacture and sell furniture, with an authorized capital stock of \$100,000, \$78,000 of which has been subscribed and paid in in cash.

Detroit—The General Steel & Machinery Co., 1432 Dime Bank building, has been incorporated with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed, \$5,000 paid in in cash and \$5,000 in property.

Seney—The Hay Products Co. has been incorporated to raise and sell hay and other agricultural and dairy products, with an authorized capital stock of \$100,000, \$35,500 of which has been subscribed and paid in in property.

Detroit—The Holton Hood Clip Co., 2637 West Fort street, has been incorporated to manufacture and sell auto accessories, with an authorized capital stock of \$10,000, \$1,000 of which has been subscribed and paid in in cash.

Detroit—The Resilient Disc Wheel Co., 1540 Anna Place, has been incorporated with an authorized capital stock of \$250,000 preferred and 125,000 shares at \$1 per share, of which amount 100,000 shares have been subscribed and \$100,000 paid in in property.

Detroit—The Woodison-Kelley Co., 7415 St. Aubin avenue, has been incorporated to manufacture and sell chemical compounds, paste, auto accessories, etc., with an authorized capital stock of \$20,000, \$10,000 of which has been subscribed and paid in in property.

Essential Features of the Grocery Staples.

The canned foods season for 1922 is now beginning. Spinach is being packed and will be followed by big peas, string beans, corn, tomatoes and fruit, in the order named. April, May and June are the heaviest consuming months for canned foods and the supply in first hands seems likely to be entirely consumed before the new output of the canneries will be available. Peas are about gone, tomatoes are moving rapidly and it is said that the Pacific Coast and Far West districts are quietly taking out canned corn in steady and constant shipments.

The policy of canners for 1922 will be conservative as to production of canned foods. Their sales for future delivery have been much smaller than usual and bankers have been accustomed to make loans to canners based upon their sales of futures to reliable contracting parties. Consequently the canners, great and small, find themselves unable to secure financial support from the banks to enable them to produce a normal output, and the canned foods output is likely to be restricted to very conservative limits, especially in corn, tomatoes, salmon and domestic sardines.

Michigan canners have announced 1922 prices on all articles in canned foods which they produce except tomatoes. The splendid canneries of this State do not usually specialize or confine their output to one or two articles. Our canners are like those of New York, all-around, competent manufacturers, and know how to conserve fruits and vegetables in all varieties and of splendid quality.

Michigan prices for 1922 for canned berries are considerably lower than Pacific Coast prices and will probably be sold up quickly. Red sour pitted cherries opened out some time ago in No. 10 cans at very reasonable prices in Michigan, Wisconsin and New York and have sold heavily for future delivery. The supply of this last article is entirely exhausted of 1921 pack and the new output will come to a bare market.

It is too early to predict the firm future price of No. 10 canned apples. The 1921 pack will go out clean and several canners have named future prices for 1922 output at \$4@4.25 f. o. b. cannery. This price is much lower than the opening price of 1921, which everybody regarded as too high, many saying that the goods would not sell; but they did sell and are practically all sold now. The price last year was backed up, however, by a very short pack and the consequent high price of barreled stock, and the price that you will eventually pay will greatly depend upon the size of the National apple crop.

Tomatoes are quoted at a wide range, but real standards are not any cheaper, although they have occasionally sold down to \$1.07½ factory for No. 2s. As stocks are being exhausted odd lots here and there are being dug up at out of the way places and where they show pale color, unattractive cans and other defects they are offered at discounts, down to \$1.02½. Buying of new packs is not heavy and rather forced by the broker. The canner is

anxious for contracts but will not cut below 80c for No. 2s, with similar differentials on other sizes. California futures are likewise quiet. Peas are the firmest of the major vegetables, No. 2s being almost exhausted in first hands and No. 10s are even less plentiful. Buyers are not particular as to standards or extra standards, but take either grade at asking prices. Future bookings have slowed down as many jobbers are partly covered and they are unable to get canners to give them straight lots of one particular grade. Corn is the slowest seller in the vegetable line. It shows a dullness which almost amounts to weakness. Future ordering shows conservatism. Minor vegetables are without any special change.

Sugar—The market has shown comparatively little change during the week. Some of the refiners are quoting granulated at 5.25 cents, while others are standing out for 5.50 cents. Naturally, this has interfered with business, and the demand for refined sugar during the week has been light. Raws showed a slight decline Tuesday. Local jobbers have reduced their quotations to 6c for cane granulated and 5.85c for beet.

Tea—There is a livelier tone to the tea market, as jobbers are again forced to buy for immediate requirements. The cheaper gunpowders, especially Hoochows from 12@14c and basket fired Japans at 33@34c are the chief movers, as these grades are very difficult to pick up. Black teas are bought only occasionally, as the new Ceylons and Javas are held on a very firm basis. Oolongs are quiet as are pan fired Japans, as buyers feel that these teas can be bought on a lower basis later on. New York reports some large transactions in standard Congous and Ping Lings.

Coffee—The market continues its upward course, although moving rather slowly. All grades of Rio and Santos are probably ¼c higher than a week ago, but most jobbers in roasted coffees have not yet changed their figures. Jobbing prices, however, will feel the advance in green coffee if such an advance is maintained, as it seems reasonably certain to be.

Canned Fruits—Hawaiian pineapple is the leader among fruits. Winter sliced pack is so scarce and so high in the No. 2½ size of the desirable grades that No. 2s are in better demand as they are cheaper. Business in futures is halted by the absence of offerings from canners. California peaches and apricots in all grades are well cleaned up on the Coast and on the spot and although there is confidence in the situation, buying is light. Outside of the opening prices mentioned previously in these columns no other quotations on new packs have been named. Northwestern small fruits are not in widespread jobbing demand for later delivery. Gallon apples show no change.

Canned Fish—The salmon market is firm in all descriptions of Alaska fish but not active in a large way. Sardines of all types are held with confidence, but there is only moderate buying going on. Maine canners have broken lines which they do not

expect to duplicate at as favorable prices in the way of new pack which will soon start. Naturally they are holding for advances. Lobster is scarce as to 1921 packs, but 1920 lots are neglected. Tuna fish is steady but quiet.

Dried Fruits—Without a single exception, dried fruit offerings are without special interest on the spot or at primary sources. The local market continues below a parity with shipping sections which leads to a concentration of trading on the spot, because it is cheaper to buy here and because smaller lots than straight cars can be had which is an inducement when moderate sized parcels are desired. Prunes show some weakness in all sizes as some holders are inclined to shade their asking prices. Oregon prunes are not as well taken by jobbers as usual at this season. The approach of the cold storage season affects all prune stocks and brings about the unsettled feeling which always prevails in late spring. Raisins are weaker than prunes and favor the buyer, especially in package seeded. This line for some time has been neglected with the only real interest in seedless varieties. Even these are not moving briskly because high prices check consumption. The cheaper grades find keen competition from currants which are often preferred by the bakery trade because of prices and because they make better distribution. Currants rule easy and irregular because weak sellers still dispose of their stocks below replacement values. Buying for forward shipment is naturally light. Apricots are scarce in the top grades of the desirable varieties and are held so high that the consumptive demand is not heavy. Interior cities are doing some buying. Peaches are being taken in the extra choice and choice grades with desirable 1920 packs preferred by some traders. Offerings are light. Pears rule quiet.

Syrup and Molasses—Compound syrup remains unchanged as to price, with only a fair demand. Sugar syrup is dull, with prices unchanged and steadily maintained. Molasses seems to be wanted to a fair degree, without change in price.

Beans and Peas—The demand for dried beans has been quiet during the week, with prices hardly as firm as they were a short time ago. Red kidneys are about as firm as anything, ruling steady to firm. California limas are also fairly strong. Green dried peas quiet and unchanged.

Rice—Foreign and domestic is held with confidence by distributors who have firm ideas as to values, but the volume of trading is not heavy. It is mostly of a hand-to-mouth nature. Stocks of domestic are heavy, and with the country well cleaned up there is no pressure to sell. The disposition is to let the trade take stocks as they are needed at prevailing prices. Southern markets continue in a favorable position. Foreign rice holdings here are also moderate and the same conservative policy as to buying and selling prevails.

Paper Bags—Manufacturers of paper bags including sugar bags have announced that new price lists reflect-

ing advances averaging 15 per cent. will be mailed the present week. The advance is said to be due to conditions in the raw paper market.

Nuts—The Easter demand this season has been a disappointment. First hand distribution was light all week and jobbing sales were not particularly heavy in any offering. Foreign almonds have been strengthened by reports by cable of damage to the coming crop in both France and Spain. Filberts are easy on spot but firm at primary markets. Brazil nuts are irregular, incoming stocks where they are not passed on to the distributing trade being stored by receivers for later sale.

Cheese—The market on old cheese is steady at about the same price as was ruling a week ago. New cheese is increasing, demand is very light and market is ruling 2c lower than last week. The quality of new cheese is good as can be expected so early in the season. Price has to be made to put goods into consumption, as they are not good enough for carrying purposes. We look for still further decline until the quality commences to run fancy, which is not before June.

Provisions—The consumptive demand for everything in the smoked meat line is light and with the asking price about the same the market is barely steady. Pure lard is in very light consumption at prices ranging about ¼c per pound lower than a week ago. Lard substitutes are in very slow sale at unchanged prices. Barreled pork, canned meats and dried beef are unchanged, with a light demand.

Salt Fish—The Lenten season is nearly over and most dealers in fish report a fair demand for mackerel, which was necessarily enhanced by reason of the scarcity. The present stock of mackerel is low on all grades and sizes, without any particular information as to the new pack. The tariff on imported mackerel is still unsettled and the entire future is difficult to predict. Spot mackerel is scarce and firm.

Western Canners To Meet.

The Western Canners' Association's thirty-eighth annual convention at the Hotel Sherman, Chicago, April 14 and 15, is attracting attention on account of the fine programme to be presented. Dr. L. V. Burton, the scientific grower and canner, will talk on testing the maturing of sweet corn. There will be open discussion on all papers and subjects, and of Canned Foods Week. All wholesale and retail grocers, brokers, buyers and supply people have been invited to attend the meetings. Jonas Moore, President National Canners' Association, who always makes a fine address, will be at the convention. James A. Anderson, First Vice-President National Canners' Association, is coming from Utah to tell about Canned Foods Week in the great West.

A man whispered to me the other day that wisdom isn't so much what you know as it is knowing how to use what you know.

THE FOOD ON OUR TABLES.

Americans Better Fed Than Kings a Century Ago.

The miracles of the common-place are those which most easily escape our recognition and appreciation. Sometimes it is decidedly wholesome and enlightening to come down to earth and scan the most familiar things of our daily existence.

Instead of looking always to the marvels of modern mechanical achievement—the wireless, the airplane, the automobile de luxe—to get a realization of the strides made by our civilization, it is illuminating to turn to other and far more ordinary and familiar milestones for a graphic picture of the progress which we have made.

Take the matter of the simplest creature comforts, for example, start with the food on our tables. Volumes of fascinating reflections could be written on this subject alone. The table of the ordinary working man of to-day—the mill-hand, the clerk, the small-town "doctor, lawyer, merchant, priest"—would shame the tables of the emperors and kings of less than a century ago.

How few of us ever stop to reflect upon the amazing geographical reach of the menu of a representative American home! From the four corners of the earth caravans and canoes, queer coast-wise sailing craft and great ocean liners, huge auto trucks and trains of express and fast freight cars are busy forwarding delicious and wholesome table delicacies to the table of the typical American family. This vast net of food traffic covering the globe would be far less significant and interesting if it brought its contributions only to the tables of the rich.

One high favorite of the breakfast table, for example, not only represents an investment of millions of dollars but a scientific achievement of the most fascinating character. Only a few years ago the grapefruit was unknown as a breakfast delicacy on the tables of even the moderately wealthy of this country. But among the wealthy men and women of the North who went to the South for winter pleasure were those of adventurous minds and tastes. The great golden balls on the small, ornamental trees in the yards of Florida homes challenged their attention. These wonderful globes looked so delicious—why not eat them?

"Oh! they're sour and bitter," was the answer of the native.

But there was a tang—a semi-bitter zest to this fruit which pleased the palate of the Northern visitors. They insisted upon having boxes of the fruit sent North—for they had learned that this neglected member of the citrus family had the ability to put an edge on the most jaded breakfast appetite.

There was, however, one serious objection to the popularity and social acceptance of this new-comer. This was its playful but inconvenient habit of filling the eyes of the person attempting to eat it with fine sprays of acid juice. One social leader is said to have sketched the problem of accepting this favorite in these terms:

"A fruit which can only be eaten with comfort and decency in a bath

tub can scarcely expect to become a favorite at social tables, regardless of its distinction of taste."

This edict limited the acceptance of the grapefruit until science took a hand at the task of making it more amenable to the usages of good society. By this time the Government of the United States, in its Department of Agriculture, had secured the services of scientists who had the vision to see and to solve problems of this sort.

One of the greatest of these wizards in horticulture, Dr. Walter T. Swingle, of the Department of Agriculture, took hold of the grapefruit with a determination to cure it of the playful habit of spraying juice into the eyes of its patrons and to tone down its bitter tang to a more temperate taste. This was adroitly done—the squirt being taken out of the grapefruit by changing the cell formation, rather reducing the tissue holding the drops of juice to a thinner texture. Of course, other improvements were made by means of almost super-cunning selection and the rich, temperate and well-behaved grapefruit of to-day evolved.

When it had been educated to proper table manners the social and commercial success of the grapefruit was not only immediate but beyond the dreams of its staunchest supporters in the days of its obscurity.

About seven million boxes containing an average of perhaps forty-six fruits of this high favorite of the breakfast table are produced in America to-day, the value of the crop at producers' prices being not far from twenty million dollars. We import more than half a million dollars worth of grapefruit each year.

And, remember, the grapefruit is a new-comer. While it began to be in demand in the larger cities of the North thirty or more years ago—the first commercial shipments being in the early eighties—its general appearance on the breakfast table of the Nation at large is far more recent. To say that it began to be kept regularly in the groceries of the villages throughout the country about ten years ago probably gives a fairer idea of the extreme youth of this twenty million dollar breakfast table belle.

Many other table delicacies are at present in the sub-deb stage. They are being carefully groomed by scientists in and out of the Department of Agriculture—but mainly in—for a proper social introduction. Who knows but what we may find among these debutantes others who will win a popularity equal to that of the grapefruit. The alligator pear has already passed the debutante stage and has achieved an acceptance which brands it as a favorite.

In my own boyhood an orange was a rare visitor in the average American home. Last year the orange-growers of this country received about seventy million dollars for the fruit of their golden orchards. The crop was not far from thirty million boxes.

The annals of Mount Vernon indicate that the ordinary breakfast of George Washington consisted of two small cups of tea and four "hoe cakes" of Indian meal. There are few wage-workers to-day who would be content

with so simple a morning meal. Perhaps the representative breakfast menu of the average American home is a selection from the following list:

Grapefruit, oranges, bananas, prunes.

A cereal.

Eggs, ham, bacon, fish, sausage.

Rolls or griddle cakes.

Coffee, cocoa, tea, milk.

If the banana is substituted for the grapefruit the Tropics of Central and South America make that contribution.

One of the wisest men I have ever known—in charge of a vast educational project, declared: "Education on an empty or ill-nourished stomach is futile. Education can only succeed with a well-nourished people—and that means a people having not only a sufficient quantity of food, but food in sufficient variety. Variety is almost as important as quantity in the matter of the food which we eat." And this observation was made when the modern science of nutrition was comparatively undeveloped.

Looking at the dining table of the American people from this viewpoint, there is meat for satisfaction and pride in the fact that food served on the table of the average American citizen is richer in variety than were the royal menus of a century ago. The children of millions of workingmen in this Republic are far better fed than were the princes of a few generations ago.

Interwoven in this fabric of progress are a thousand threads of Romance—and of Tragedy, too! The story of ship refrigeration is a striking case in point.

In 1876 Charles Tellier invented a method of ship refrigeration by which perishable foodstuffs could be transported, without deterioration, from one side of the globe to the other. The pleasant fruits of the Mediterranean countries could be delivered to the wharves of Philadelphia in a fresh and wholesome condition and at a cost far from prohibitive. Naturally, the man who made possible the vast refrigerated traffic of the seas—amounting to many billions of dollars a year—would have every right to look forward to a life of great wealth and luxury and to the honor and recognition of the entire civilized world.

Through a series of strange misfortunes, of cruel manipulations by the hand of a sinister fate, he missed every high reward which was legitimately his. Only the citizens of Argentina appeared to remember the world's debt to his inventive genius. They presented him with a fund intended to provide him with a comfortable maintenance in his old age. But even this generous provision failed of its purpose and ten years ago he died in Paris in extreme poverty and almost forgotten.

But his contribution to civilization will eventually receive the recognition which it deserves. How many Kings and Emperors have given as much to the world as Charles Tellier gave in the invention of ship refrigeration? This is a far more practical and straight-thinking day than that in which he perfected his benefaction to a hungry world and one which judges achievement on its merit and with a

smaller regard for the specious claims of kings. When the names of the ruling monarchs of his day are well nigh forgotten, the name of Charles Tellier will be remembered by the school children of the civilized world as well as by its students and economists.

In the wake of the refrigerated ship followed the refrigerated car. To-day there are more than eighty thousand of these cars in use in the United States. The average load of a refrigerator car is said to occupy 1500 cubic feet. This would give a total load, for the 86,837 cars of this character plying our railroads, of 130,255,500 cubic feet. While those refrigerator cars which ply between the Pacific and Atlantic Coasts make relatively few trips a year, those engaged in the short-haul service receive and discharge their loads almost daily.

But to forget the dining table on wheels would be to miss one of the most striking highlights of the whole picture of modern food distribution. The "diner" is distinctly an American institution; a luxury within reach of almost the entire traveling public.

Only by a bold stroke of imagination is it possible to achieve even a meager realization of what modern refrigeration means to the human race and especially to the people of the United States. Suppose, for instance, that the refrigerator ship, the refrigerator car, the refrigerator chest of the dining car and the great stationary refrigerated warehouses or cold storage plants were suddenly stricken out of existence! The food supply of the Nation would be revolutionized—shrunk to the meager limitations which existed when each community, each general locality, was dependent so far as perishable products were concerned, upon its own resources. What a cry would go up from the great Atlantic Coast cities when the strawberry trains from South Carolina no longer poured their fragrant burdens—as fresh as when picked—into the markets of the North! Turkeys from Tennessee are now landed in New York and Philadelphia in perfect condition—yes, and turkeys from the ranges of Texas, California, and Oregon, too!

The American people are now feeling the burdens of taxation keenly and they are not hesitating to give voice to their feelings—but the National complaint on the score of burdensome taxation is as a whisper compared with the lament which would go up from the dining tables of millions of homes if the refrigerator systems of sea and land were suddenly wiped out of existence! The cold storage refrigeration of the United States—that of a character which serves the consuming public directly—is sufficient to receive five hundred million cubic feet of foodstuffs. Consider what this means in giving the people more food by preventing the waste of perishable products; consider what this vast system does in the way of expanding the market of the producer and in setting at naught the boundaries of the seasons!

We have given altogether too little honor to those who have made the United States the garden and the

granary of the world, to those who have invented and perfected those agencies which have made the production, distribution and preservation of food stuffs the marvel of the world.
Forrest Crissey.

Dislike For Family Virtues.

One of the abhorrent characteristics of Soviet and Bolshevist government and propaganda is its instinctive hatred of the family as the basic institution of society. This trend toward degeneracy is observed in socialistic and other radical organizations. The men who seek revolution and the overthrow of existing governments want no family ties to bind them, neither a wife nor children. This fact alone trumpets to normal intelligent men and women their utter unfitness to rule.

The Soviet laws in Russia make no distinction between marriage and free love, so far as descent is concerned, grants divorce to any husband or wife who wants it, such a desire being held sufficient. The Bolshevist government dared not go absolutely to its ultimate purpose of abolishing marriage, but approaches it by legalizing all sorts of illicit relations between men and women. Marriage is to have no support in Russia, the family is gradually to go out of existence, and free, transient and wholly irresponsible relations between the sexes are to become the rule.

Upon the family rests the stability of all enlightened modern government. Honorable wedlock, the home, and the pure influences of virtuous family life are the sturdiest pillars of justice and righteousness that support any government fit to exist. The labor union (Soviet) government of Russia is hostile to all of them. That fact alone is sufficiently damning, to say nothing of its hatred of all religion.

Promise Yourself—

To be so strong that nothing can disturb your peace of mind.

To talk health, happiness and prosperity to every person you meet.

To make your friends feel that there is something in them.

To look on the sunny side of everything and make your optimism come true.

To think of the best, to work only for the best, and to expect only the best.

To be just as enthusiastic about the success of others as you are about your own.

To forget the mistakes of the past and press on to the greater achievements of the future.

To be too large for worry, too noble for anger, too strong for fear, and too happy to permit the presence of trouble.

To live in the faith that the world is on your side so long as you are true to the best that is in you.

The lesson of fire prevention should be taken to every rural home and community. Precautionary measures will do much to cut down a loss that takes millions of dollars out of the possession of rural Americans every year and leaves nothing in its place. Prevention is better than regret.

NEW ISSUE:

The following described loan which is **unconditionally guaranteed**, principal, interest, and sinking fund, by the **United States of Brazil**, offers an exceptionally high yield, an attractive opportunity for market appreciation, ready marketability, with a call price high enough to give investors assurance that the investment will not be disturbed for years.

WE OFFER:

\$13,000,000

CITY OF RIO DE JANEIRO

(Federal District of the United States of Brazil.)

Twenty-Five-Year 8% External Secured Sinking Fund Gold Bonds

Guaranteed principal, interest and sinking fund by the Federal Government of the United States of Brazil.

Dated April 1, 1922.

Due April 1, 1947.

Interest payable April 1 and October 1 in New York at the office of Blair & Co., Fiscal Agents of the Loan.

Principal and interest payable in United States Gold free of all Brazilian Taxes.
Coupon Bonds in the denominations of \$1,000; \$500.

Not redeemable except as a whole on any interest date from April 1, 1924 to April 1, 1931, inclusive at 110 and interest; redeemable thereafter, in whole, or in part on any interest date at 105 and interest.

The City of Rio De Janeiro is the federal capital of the United States of Brazil—population approximately 1,200,000. It ranks as the largest city of Brazil and the second largest city in South America.

The estimated value of the property which serves as the basis for collection of the imposto predial, figured at the par of exchange, amounts to approximately \$895,000,000.

SECURITY:

These bonds are to be the direct obligation of the City of Rio de Janeiro (federal district of United States of Brazil.) They are to be specifically secured (upon redemption of the external serial dollar loan of 1919) by deposit of £7,500,000 principal amount 4½% bonds of 1912 which, together with £2,500,000 of the same issue, constitute a charge of the imposto pedial house property tax, the largest and most important source of revenue of the city. The receipts from this tax for the last three years are officially reported as follows:

1919	1920	1921
18,688,660 milreis	19,629,202 Milreis	22,688,000 milreis

The above amounts converted at the average rates of exchange for the respective years, after deducting prior charges similarly computed at the average rate of exchange, average approximately \$2,100,000 per annum available for the security of the new loan.

The receipts from the imposto predial for 1922 are officially estimated at 26,000,000 milreis, or about 15% more than in 1921.

GUARANTY:

These bonds will have as further security the unconditional guaranty as to principal, interest and sinking fund by the Federal Government of the United States of Brazil.

PRICE 103 AND INTEREST TO YIELD ABOUT 7.75% TO MATURITY

Telephone or Telegraph Orders at Our Expense.

Howe, Snow, Corrigan & Bertles

INVESTMENT BANKERS

310 Ford Building
Detroit, Mich.

Grand Rapids Savings Building
Grand Rapids, Mich.

Statistics and information contained herein while not guaranteed are taken from sources we believe to be reliable.

INDUSTRIAL CO-OPERATION.

The coal strike has served to emphasize the need of producers' co-operation of the sort that properly conducted trade associations are designed to bring about. Conditions of production in the bituminous fields, apparently from circumstances for which no one in particular is to blame, are little short of chaotic. Wages are high while the worker is actually employed, but because he insists on keeping every holiday and refuses to work Saturdays, he is idle about half the time, and his total earnings are barely a living wage. Mining methods are far from economical, and the consumers pay for the waste. Co-operation among the mine owners, with a view to co-ordinating production and consumption, eliminating waste and securing full employment for labor should also result in lower prices for the consumer. It goes without saying that such co-operation among producers should be under Government supervision, so that the interests of the general public may be fully safeguarded. The initiative, however, should come from the operators, with the Government acting only in an advisory capacity and as an agency for publicity so as to prevent abuses from creeping in.

Secretary Hoover in his address before the lumber men in Chicago last week recommended a similar line of action for the building trades and urged that they should co-operate on their own initiative in eliminating the evils that have grown up in recent years and that have almost strangled construction work in some communities. The remedy for the troubles lay in their own hands, he told them, and he appealed to them to apply it without waiting for the Government to lift its arm in defence of the public welfare. In other words, a socially desirable form of trade co-operation should be employed as an antidote for another kind of trade co-operation that has been peculiarly malignant. It is well to note the distinction between the two. The exposure of the abuses in local building trades in New York and Chicago has received so much notoriety that the general public is not likely to discriminate between the good associations and the bad, although the latter are a very small minority. The Department of Commerce is endeavoring to encourage the organization of persons engaged in a given line of business for constructive and legitimate purposes, while the Federal Trade Commission and the Department of Justice may be counted on to go after those with ways that are dark and tricks that are devious.

Nowhere have the benefits of such co-operation been more effectively shown than in the field of banking. The Federal Reserve system, by providing the machinery for banks to co-operate through a mobilization of their reserves, made it possible for this country to finance a war without going on a paper basis and enabled it to pass through a period of record-breaking deflation without the accompanying of a financial panic.

Nevertheless, the possibilities of co-operation in the field of banking have by no means been exhausted. In spite of all that the Reserve system has accomplished, the banks as a whole still tend to give an impetus to inflation in the height of a speculative boom period like that of 1919-20. The fault does not lie in the Reserve system, but in the competition for credit business among the thousands of local and independent banks. This at times causes banks to expand credit when they ought to be contracting it and to curtail it when they should be doing the reverse. Co-operation in extending credit needs to be substituted for competition, and there is reason to believe that the next important step in banking progress may be in this direction.

PRICE IS A CONSIDERATION.

Springtime is the usual period for the peak of labor disturbances and this year there are rather more of them than customary. The coal strike looms up largest because of the number of persons directly involved. But the various strikes, lockouts and controversies in the different textile lines, in building construction, etc., are as serious in their way and as significant in marking the course of deflation in wages as is the more spectacular outbursts of the coal miners. Hardly any one doubts the outcome. The logic of events points to but one result. A lowered unit cost of production is inevitable if industry is to be sustained and business is to progress. The primary markets are dull and listless awaiting the settlement of the labor controversies and the resultant readjustment of prices to levels that will be attractive to consumers. With more stability there will be shown more of a disposition than there is to plan and order ahead for the future. Meanwhile, retail trade is showing more activity in seasonal lines, the nearness of Easter stimulating purchases of things to wear. These would be even larger were it not for the streaks of untoward weather which have been experienced. Even as it is, sales in the stores have been fairly satisfactory so far as concerns units. The totals in dollars and cents when tabulated may not, however, loom up so large. Price is a consideration and promises to remain a dominating one for some time to come.

It is unfortunate to see men like MacNider and John Emery use—misuse would be the better term—the American Legion by dragging it into the mire of party politics. The same unfortunate situation developed in the early history of the Grand Army of the Republic and it put the organization on the rocks until it was rescued therefrom by the determined effort by a few sturdy souls who refused to see the organization stultified by the action of crafty schemers whose connection with the G. A. R. was wholly selfish and unscrupulous. Until creatures of the MacNider ilk are banished from membership of the Legion, it will have little standing in the estimation of good citizens and American patriots.

STILL UNABLE TO PLAY FAIR.

Reinstatement of the patent convention with Germany has become a live subject of discussion. The chemists are especially aroused about the matter because of its bearing on synthetic dyes and pharmaceuticals. The target against which the missiles of argument are aimed is Germany, of course. There is no doubt but that, before the war, the Germans took advantage of the protection of the patent laws of this and other foreign countries. They took out patents simply to check the people of other countries from entering into certain industries, and then kept a monopoly of such industries without attempting to work them in foreign countries. To the latter were sold the products of German factories. Great Britain tried, and is still trying to circumvent this plan by a law requiring that patents taken out in that country must be worked there on a commercial scale within a given period or else licenses would be issued to Britons permitting them to make use of the patents. This has not worked very well because of subterfuges which the Germans resorted to, such as having only the final processes worked out in Great Britain on intermediates made in Germany. Both in the United Kingdom and in this country, furthermore, the patent specifications put on file were either incomplete or intentionally misleading. As a remedy the chemists here are now proposing the adoption of an act similar to the British one. Perhaps a better method would be to refuse patent protection in cases where trick specifications are put in and also to decline granting patents or other protection on products. Measures of this kind would be needed to supplement legislation on the lines which Great Britain found to be inadequate, because time has demonstrated that the German people are tricky and dishonest, from head to foot, and that no one can have any dealings with them or touch elbows with them at any angle without getting the worst of it. This is a severe arraignment, but is fully justified by the perfidious character of the German people.

WOOLS AND WOOLEN GOODS.

Taking into account last week's auction sales of wool in England and Australasia, the net result shows a firmness in prices due to competitive demand. But it must be remembered that there is no such thing as an open market for British Colonial wools, these being all doled out in quantities which can be absorbed. The implied guarantee against offering more than can be handled by the trade is one of the factors helping to keep up prices. In this country shearing is in good clip. In connection with this matter it is worth calling to notice that the clip of last year, on a scoured basis, was only 11,294,165 pounds smaller than in 1920, although some figures recently put out as official would make it appear about five times as great. Much interest is shown in the outcome of the Senate Finance Committee's lucubrations on the proposed wool tariff. Woollen manufacturers resent the notion of taxing on

the scoured basis, not only as being impracticable, but also as being needlessly burdensome. With 33 cents per pound duty on clean wool, several dollars will have to be added to the price of each suit of clothes or else mixtures of cotton will have to be substituted for wool to bring clothing within the reach of the mass of the buying public. The goods market remains quiescent pending the action of the manufacturing clothiers in making full purchases for fall. The reduction of wages of clothing operatives in the Chicago district is hailed as the forerunner of similar action in all parts of the country where abnormal wages prevail. Dress goods buying at retail has been quite brisk, rather more so than the buying by the garment manufacturers, who will soon face a labor problem of their own.

WHAT MERCHANTS KNOW.

The inclination of statisticians to compare business in one month with that of the months immediately following or preceding it is something that at times amuses and at other times arouses the wrath of merchants. To compare dollar sales in two successive months may mean nothing to the retailer. As one of them recently expressed it, "To tell us that a certain kind of store sold less in January than in December is about as enlightening as to tell us that the mean temperature in September is less than in August. What we want to know is how sales in January this year compare with those of the same month last year. When figures are used to indicate a seasonal movement they should show whether it is above or below the average for a period of years, or whether the performance was above or below what should reasonably be expected. If they don't convey this information they are of little value."

Within the last two years the country's consumption has undergone radical changes, but production has been slow in meeting the new situation. Readjusting production on a different basis is not an easy undertaking, and especially so when many producers insist on "going it alone." If each trade had a more definite idea of just what it can sell and where it can be sold, and then made its productive operations harmonize with these facts, business would soon be on a sound footing. To determine these facts, however, will require a considerable amount of investigation by trained men, and no single establishment can carry out such a programme; it must be done by co-operative effort by the members of each trade. Investigations of this kind are being encouraged by the Department of Commerce, and they afford the most hopeful means of getting out of the woods with the least difficulty. The past year has shown that it is a great blunder to suppose that business troubles can be driven away merely by repeating some catchy slogan. Intelligent and co-operative work, rather than a magic formula, is needed to drive out the evil spirit.

If you treat some men courteously they think you are "easy."

THE SOLDIERS' BONUS.

Position of the Tradesman on the Subject.

Adrian, April 5—I was rather surprised in reading a recent editorial in the Tradesman to find you using some of the self same phrases that some of the large money men are using in their fight against the bonus. I am an ex-service man and I surely take issue with you when you begin to flay the man who has given so much for you as well as for the rest.

Possibly when you used the phrase "illy advised service man" you had not gone entirely upon facts, as some of these men know them. I have clippings before me from the largest and best advised newspapers and periodicals of the country and it seems that most any service man can tell you that there were three billions paid out to big business for unfilled war contracts. Another large and similar amount was paid out as bonuses to shipbuilders and Government workers. These people were awarded what the big business men wanted them to have without so much as a protest. These same people were in a position to make from \$15 daily to any amount in the millions. I have in mind one railroad employe who received \$1600 bonus. If he was worth it I say he should by all means have it, but what about the fellow who gave up his job making \$2,000 or \$3,000 per year to get down and work two years and get fed on things you would not feed a dog, and pay him \$30 per month?

I can tell you truthfully that I have been hungry a good many times for want of meat and bread which I know should have been there to feed us, but some dirty democratic politician was holding out on us and sending us meat that was positively rancid.

I wonder if you ever go to Chicago. If you do, it will pay you to call at the Veterans Bureau, State and Van Buren streets. There is a story in the eighth floor of the Leiter building which I wish I could write. Do you think that you would think an editor or any one else really human or fair if you had been shot eighteen times? I could go over the list of 400 or more of those poor half men who are waiting day in and day out to get a crust of bread or a pillow to lay their heads on.

The good book says: "Am I my brother's keeper?" I say that you and I both are. While we may neither of us suffer, and should either of us feel that the few dollars or cents, as the case may be, turn us against our brother who saved our home and write editorials which are read by thousands who are informed only through such publications as yours? Do you think it fair to attack this bonus as Mellon has?

Had your son or daughter come home a physical wreck and you unable to give him a helping hand, would you have written that editorial?

E. A. Fuller.

Reply of the Tradesman.

Grand Rapids, April 7—Nations have gone to war over the definition of a word.

In these days of broader comprehension and greater charity, good men can differ on nonessentials and still be good friends.

I believe I have more contempt for the war profiteers than any other man in America. I have so much regard for the American soldier that I dislike seeing him do anything which will place him in the same light before the American people as the war profiteer.

If two wrongs made one right, the bonus would be justified; but two wrongs are just twice as bad as one wrong.

If Roosevelt or Cleveland had been President in 1914 there would have been no war. Germany would never have crossed into Belgium. Because we were so unfortunate as to have a

weakling at the head of our Government, we were dragged into the war years after we should have been in evidence. By exempting walking delegates from the draft; by adopting the cost plus plan; by putting cheap politicians in positions of great responsibility; by refusing to listen to men of brains and experience to prepare for war before the storm broke, Wilson made the war cost us five times as much as it would have cost if we had had a man of force and energy and business sagacity at the head of affairs.

I am descended from a family of patriots. Six of my ancestors fought in the Revolutionary war. All were wounded (one of them three times), but returned to the front as soon as their wounds were healed. None of them ever applied for a pension.

I had six forbears in the Mexican War. All were wounded, but none of them ever applied for a pension.

My father was refused enlistment in the Civil war, because of being overweight, but he was so determined to do his duty to his country that he obtained employment under Grant as a clerk and aid. He contracted a disease in the South which subsequently caused his death. The burden of supporting the family and educating my brother fell on me. I gloried in the opportunity it gave me to do my part in the great work of the world.

When MacNider seeks to justify his arrogant and insolent demands for a universal bonus by stating that "Washington got his and Lincoln got his"—which statement is as false as hell—I naturally write him down as an ass and have only pity for an organization which tolerates such a cheap demagogue at its head.

I want to think of the American soldier as a patriot. I want to feel that the man who exposed himself to German bullets was actuated by the highest motive a man can cultivate, next to love for his God, because any attempt to put a commercial value on patriotism stultifies the man who takes such a stand in the eyes of every honest man and true American.

I think every man who was incapacitated by the war should be properly compensated at once and provided with a living income by the Government.

I believe that every man who got on the fighting line should be granted extra compensation a few years hence when the Government has had time to rally from the reckless extravagance of Wilson and can make such a payment without impairing our credit or depressing the bonded indebtedness we now have in the hands of patriotic investors.

I believe the men who did not get over and the thousands who occupied swivel chairs during the war should be content with the sums they have already drawn from the public treasury.

Because a flat bonus, such as the American Legion advocates would do most of the men receiving it more harm than good, I oppose it as strenuously as I know how.

You may not agree with me in my conclusions. I don't think any the less of you because you differ from me. This is a free country and every man has a right to think along his own lines and express himself accordingly, providing he keeps within the bounds of reason. The man who refuses to accord other men the same right he assumes for himself is too narrow and bigoted to amount to anything in a land where free speech is the foundation stone of stable government and good citizenship.

E. A. Stowe.

Don't display goods where customers can handle them and then allow your salespeople to wear a "hands off" look on their faces.

Of what value is the new idea that you put away with the promise that you will use it "some day." Why not now?

KINGDOM OF NORWAY

Internal Loan of 1921-1931

Redeemable in ten years at par by half-yearly amortization through drawings at par or purchase below par beginning April 1st, 1922.

Principal and interest (April and October 1st) payable in Norway in Norwegian Kroner, or may be cashed in New York at our offices at the rate of the day.

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The attractions of this issue above other Norwegian issues are:

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19c.	11.40	5.56%
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23c.	13.80	6.73%
25c.	15.00	7.32%
26.87c.	16.12	7.86%

Purchasing a bond which has a par value at normal rate of \$268.75 for \$205.00 is equal to purchasing at 76¼%.

The yield on a 10-year bond at 76¼% is 9.77% and in order that this yield be obtained, the Kroner should have to go to normal prior to October, 1922, the first coupon date. This is not likely to happen, but in view of the rapidly improving conditions in Scandinavian countries, the Swedish Krone having already returned to normal value—it would seem conservative to assume a probable yield of 9%.

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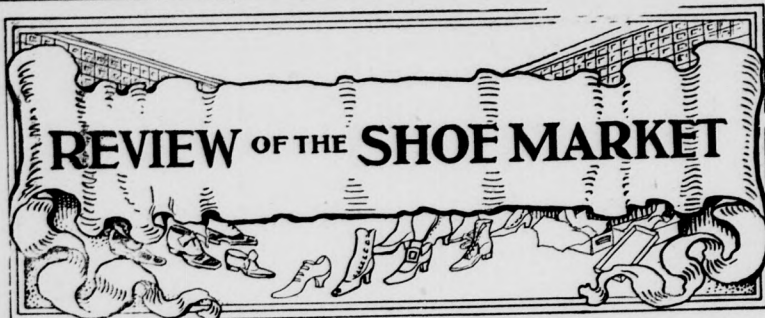
GRAND RAPIDS, MICHIGAN

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CHICAGO

Price Subject to Change Without Notice.



Some of the Big Possibilities in Findings.

Written for the Tradesman.

Yes, the writer admits this is an old subject—but you are bound to agree with him that it is important. The retail shoe dealer simply cannot afford to let his mind get rusty on the subject of findings.

All shoe dealers sell findings, more or less. And it is generally a fact that they might just as well sell more findings than they actually do. It is largely a matter of a dealer's attitude towards findings as merchandise.

Shoe findings are so closely related to footwear that the shoe store is the logical place for them. True enough one finds them nowadays in the 5 and 10 cent stores, in the dry goods establishments, and at numerous other places where notions and innumerable small commodities are dispensed. But the shoe store has first claim on them—just because of their relatedness to footwear as merchandise.

And the lines are interesting in themselves. The manufacturers of the things in these lines understand the selling value of attractive containers or packages, and these serviceable commodities are put up in such a way as to appeal to the eye. Also to permit of easy and convenient stock arrangement. Also so as to lend themselves readily to effective trims. Mighty good idea.

Because the various things belonging to the general class designated findings are useful, attractively put up, and comparatively inexpensive, the sale thereof is either quickly made, or it is quickly to be seen by the clerk that further insistence is, for the time being at least, unwise. Take it all in all, the stock turns quickly. That is, of course, on the supposition that the stock has been judiciously bought, to start with.

And, finally, the margin of profit is big enough to appeal to the dealer. All you have to do is to increase sales. This, to be sure, raises an interesting question, namely: What is the limit of the consumption of findings in any community? Your community, for instance? The writer will not presume to say, but feels that he will be well enough on safe lines to rise up and remark that he bets your clientele isn't buying half as much in the way of findings as it really could use to advantage.

In other words, it is pretty well agreed by the folks who have given considerable thought to this matter that people generally are not more than half sold up on findings. So it is thought that an intensive cultivation of the findings field everywhere—in your community and mine—will yield big and surprising results.

Gratifying results to the shoe dealer who rolls up his sleeves and qualifies as a real factor in this intensive cultivation scheme.

There are a few thoughts the writer is just now minded to jot down on this subject—under the following subdivisions.

First, the goods.

Your stock of findings should be carefully assembled. Much depends on getting the right kind of stock. In paste, dressings and polishing materials—and all other materials to be applied to leather—get dependable stuff—brands backed up by guarantees—something that will not injure the leather and cause subsequent dissatisfaction. There are staples in findings just as there are in shoes. And there are new things. Have a well-balanced, fairly complete stock; but not an enormous quantity of any one thing.

The arrangement of the goods. It is not surprising that some dealers do not find it easy to sell findings—their arrangement of them is so poor. People don't see them, hence don't know that you have them. Sales are, for the most part, limited to folks who have specific and expressed needs in the findings line. Bad policy. All goes back to the poor stock arrangement. Have your findings department located at a conspicuous place so folks coming in or going out of the store can't help seeing it. And somebody ought to be specially charged with findings. If your store is small and it wouldn't pay at all to have some one devote all his time to this class of merchandise, one of the regular shoe salesmen or salesgirls can be also in charge of findings. Call him (or her) head of the findings department.

The display of findings. The display of merchandise creates wants therefor. Old principle. Have trims—interior trims—built up of just findings. Put findings in your windows from time to time—along with shoes, of course.

Your policy with reference to findings. This too, is important. Have you any definite policy with reference to findings, or are you just sliding along? Many dealers are apparently just sliding along, taking it mighty easy. Haven't given much thought to the subject. Don't seem to realize that there are worth-while possibilities in it. Buy a few findings—mighty few—then apparently forget to try to sell them. Such dealers are not enthusiastic on the subject of findings. Often get rather sore on the whole proposition. Figure that findings are over-touted, and all that. Trouble? No policy with reference to the matter; i. e. they have developed no pro-

gram for buying, arranging, displaying and pushing them. Naturally they go slow. Any class of merchandise goes slow if you don't get behind it.

Special sales of findings. Why not? You have all sorts of special sales of shoes: Spring openings, Fall openings, twice-annual sales, mid-season specials, etc. Why not just a special sale of findings? Nothing to prevent it. Nothing like it to arouse an interest in this class of merchandise.

Special trims. Goes along with your special sales. Instead of putting just a few tins of paste or boxes of polish in your window, put in enough to build up a design—a real eye-catcher.

In other words, keep findings in the limelight.

Now, in closing, a few don'ts. Don't imagine findings are going to sell themselves. They can't. Don't let your stock of findings run so low that you haven't got anything

Home Case
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 Black Kid, Flexible, McKay.
 Stock No. 700.
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 Ask about our way
BARLOW BROS. Grand Rapids, Mich.

WHITE GOODS?

If you have not bought your white low shoes give us a call. Our line is the best money can buy.

Our line is complete in price, style and widths when desired.

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Tanners—Shoe Manufacturers

GRAND RAPIDS,

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A dressy Shoe— that will stand hard work

The man who must have a shoe that looks reasonably dressy for business but will stand hard service is sometimes a hard customer to please. The Herold-Bertsch Black Gun Metal shoe is just the shoe for this man. It is good-looking without being extreme, and is made to stand up under exacting service that would ruin a fine, soft dress shoe. This is the ideal shoe for the merchant, the delivery man, the mail man, the high school boy, the inside railroad man, and many others. It is also a favorite with farmers, who wear it first for dress, and later for work.

HEROLD-BERTSCH SHOE CO.
 GRAND RAPIDS

**Herold-Bertsch Black
 Gun Metal Line**

to speak of. You can't sell the goods if you haven't got them.

Don't buy too much of the unknown and untried commodity.

Don't forget that it takes enthusiasm and salesmanship to interest people in findings.

Don't imagine that you already know the selling points about new things in the findings line. Let the salesman or the house tell you things.

Cid McKay.

Leather Demand Better—Patents Most Popular.

There is better demand for leather in practically all kinds. Upper leather is moving in small lots, but tanners report considerable more activity. Patent leather continues to hold its popularity in demand for women's shoes and is by far the leader. Black kid is in some demand for women's shoes also, but is probably not as much in demand right now as are whites and light browns. Calfskins are in very slow demand by the women's manufacturers. Kid and calf continue to be the leaders for the men's trade, however, among manufacturers of the higher price lines, but these manufacturers are not running to capacity and the activity of calf and kid in men's weights is therefore somewhat limited. Manufacturers of men's popular priced dress and work shoes, however, are busy and are causing considerable activity in the demand for light snuffed chrome side leathers, mostly in mahogany shade, and in heavy chrome and bark leathers in the unlined work shoe lines.

Sole leather is moving only in limited lots of bends and backs to the manufacturers and usually in weights in 9 iron and up. Finders are showing very little interest in offerings of good tannages of oak bends and strips, and do not even respond to offerings of heavy leathers, so much in demand a short time ago. Offal seems to show the most activity in sole leather and good quantities of bellies and shoulders are reported moved yesterday. Heavy shoulders are in good demand and practically cleaned from the market.

Belting butts seem to hold the interest of buyers in the Eastern markets and Boston and Philadelphia report a better feeling and increased trading in heavy butts which tanners are asking 65 cents for. Light butts are in good supply and tanners willing to make concessions in price to move lots.

Demand Strong For Country Hides.

Country hides in the light weights, 25-45 pounds, are very firm, due to the excellent demand from patent leather tanners, who are enjoying brisk trade. Dealers at Minnesota and other points in that section could readily secure 10 3/4c for their 25-45 pound stock, with a slight percentage of grubs, and dealers in the better sections, such as Ohio, etc., can get 11c, and some scattering cars have sold at 11 1/2c, and some operators now say they would not sell under 12c.

Tanners of other classes of upper leather contend they cannot afford to pay these prices on basis of what they can secure for their leather, admitting that patent leather tanners can af-

ford to pay several cents per pound more. The latter, however, are cautious about buying hides beyond their leather sales, figuring, no doubt, that the demand for patent leather might sag off abruptly. Hence, they are not forcing the market on extremes any more than possible, much to the comfort of tanners of other classes of leather.

The 45 to 60 pound weights from good sections, running 10 to 15 per cent. grubby, are easily disposed of at 8 1/4c, but dealers ask 8 1/2c, and some talk 9c. Tanners, on the other hand, say they can secure fairly good stock from Iowa, etc., at 8c per pound. The 60 pound and over cows and steers are in the same position, and possibly in a little larger supply than the 45 to 60 pound buff weights. However, they are generally held at 8 1/2c.

Horsehides can be sold if they are fresh and run well to renderer take-off. Some lots have sold at \$3.65 or \$3.75, and some straight renderers are reported to have brought \$4.

Hogskins are about worthless, and can be bought in large quantities at 20c a skin, with no sales. Some dealers are figuring on having their supplies of hogskins rendered to secure the grease in them, but renderers tell them this would not pay.

Dwindling Gold Imports.

Gold imports have fallen to the lowest point within a year and a half, but during the last few days there has been more of a gold movement to this country than for several weeks. The yellow metal has arrived in small quantities from England, France, and South America. Now that the mining of gold in South Africa has been partly resumed, the metal is again moving to Europe from that part of the world, but it is not being immediately trans-shipped to the United

States, as was the case some months ago. The bulk of it for the time being is going to India, where it is in greater demand. Meanwhile the increasing flotation of foreign loans in this country may eventually bring about the exportation of some of our gold surplus, a step which our financiers generally would welcome, inasmuch as it would reduce the danger of renewed inflation and would improve foreign exchanges, thus making it easier for foreign countries to purchase our products. Their present inability to buy explains the slump in our exports.

He Was Hard Up.

The credit manager of a large leather company in St. Louis received this letter from a slow customer in Arkansas: "I received your letter about my account. Now be pachment. I ain't forgot to pay you. When folks pay me I'm going to pay you. If this was judgment day and you wa'n't no more prepared to meet God than I am to meet my debts you shore would go to hell."



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EXCELLENT OPPORTUNITIES for investment are offered at this time in the stock of Steamship Companies. In spite of the bad years of 1920 and 1921, most Steamship Companies operating on the Great Lakes have been able to show remarkable earnings.

Experienced steamship men all predict a much greater business for the year of 1922 and for years to come.

Write for information regarding steamship lines in which stocks can now be purchased.

F. A. Sawall Company

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GRAND RAPIDS

MICHIGAN



What Misunderstood Mexico Deserves at Our Hands.

Sir: The best way to understand a people is to like them; the next best way is to live with them or close to them and to study their every day lives.

There is a land just to the South of us, a vast, beautiful, wonderful land which we Americans know hardly at all. On one side of the Rio Grande is education, thrift and respect for law; on the other side lies that strange, unknown country, Mexico. One who has explored all the interesting corners of the earth, from the Gobi Desert to Magellan, from Bagdad to the Land's End, said recently: "When you cross the border into Mexico you slip back as if by magic to Bible times. Mexico is more pastoral and more nearly Biblical than the Holy Land itself." This backs up the advice of a friend, writing from a mine in Chihuahua: "Just remember that when you cross the border you leave some hundred years behind. Get into the spirit of Mexico if you want to get the best out of it. Forget the hurry and bustle and infinite exigencies of our modern world and just stop rushing and thinking fast and ranting about."

And how can one help forgetting the modern civilization over the border to the North when—almost as soon as he has crossed it—the traveler feels himself in a different atmosphere? The flaming parrot sitting calmly beside the door of a 'dobe hut, from whose open door issues a faintly sad, wistful minor tune played on a languid guitar; the burro plodding towards you through the heavy sand, bearing a woman, while her man walks at the beast's shoulder, even as Joseph and Mary traveled to Bethlehem—all these things belong to a different land and time than ours.

Mexico is perfectly safe now, despite anything we may hear to the contrary. A friend writes from there that when he returned to Chihuahua after several years' absence the "presidente municipal," or mayor, of the little town near by came out to the end of the railroad with his mules to bring my friend and his party to their destination—a mine—which was presently visited by the people from miles around, who flocked there to see and welcome the gringos. Four of the visitors were Indian chiefs, who came to assure the white man that they were happy to see and welcome him back; that he would be perfectly safe, and that they and all their tribal following were at his orders; and they have kept their word. They are the Tarahumara Indians, and in their Marathons over the hill and valley—mostly hill—they will sometimes run for three days. They are lithe as

panthers, beautiful and straight of body—even the old ones.

They eat mainly "pinole" (parched ground corn)' goat's milk, greens and wild things, and they do not even smoke. When they become ill, drugs act upon them with instantaneous effect because their splendid bodies have never been doped. With a seventy-five or eighty pound pack on his back, one of these Indians travels sixty miles a day, sometimes more, over rugged mountains, and races home fresh and laughing. Their help is invaluable to the white man, who is dependent on these wonderful Indian runners for his mail and supplies, all of which have to be carried afoot over precipitous mountains.

The delay in our recognition of the Obregon government, while perhaps wise and unavoidable, is holding back Mexico industrially to a calamitous extent, for there is much American capital awaiting enterprises; and this capital, when it flows back across the border, will bring work, food, clothing to thousands of industrious Indians and half-breeds who are looking forward longingly to that day. Industrial Mexico has been almost destroyed by eleven years of revolution, and the people are now so poor that it is difficult for us to realize the depth of that poverty. As my mining friend says: "Just now the crying need in Mexico is work for the people. They are so poor it seems a crime for us to be sending help to every remote crack and corner of the world and not feeding the hungry right at our back door. One of the men said the other day that he wished the Americans would come back to Mexico; that there was hardly a Mexican who had not worn a pair of overalls bought by working for the Americans, and that since they had left pants had been awful scarce! And they are good workers and anxious to work, only there is no employment for them. We could get three hundred men for the work here in two weeks if we could use them."

How many of us know these conditions? I venture to say not one in a hundred thousand does. All the Americans I know who have lived, not in Mexico City, but close to the real Mexican people in the outland places, love them for their winning virtues, their charm and simplicity and friendliness. And surely the unclothed, the starving, at our Southern door deserve our generous help fully as much as the Central European.

Orville H. Leonard.

Everything comes to those who wait; the prodigal son returns to the village old maid, and the uncalled-on staller comes to the office to make a payment—sometimes!

Fenton Davis & Boyle

BONDS EXCLUSIVELY
MICHIGAN TRUST BUILDING
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First National Bank Bldg. Telephone Main 656 Citizens 4212 Congress Building

WE OFFER FOR SALE United States and Foreign Government Bonds

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

HOWE, SNOW, CORRIGAN & BERTLES
401-6 Grand Rapids Savings Bank Bldg., Grand Rapids, Mich.



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 E. Street
Grandville Avenue and Cordelia Street
Bridge, Lexington and Stocking

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

Things Worth Knowing:

When your WILL is made naming this old Trust Company as your Executor and Trustee, you have engaged the services of a perpetual good servant.

You know that absolute fidelity to trust will be observed.

You know that every economy developed by experience will be practiced.

You know that our financial strength saves the extra expense of a surety bond.

You know that you have cut out the duplicate fees of individual executors—that your estate will not have to pay the consequences of their mistakes or failures.

A wealth of information is contained in our new book: "What you should know about Wills and the Conservation of Estates."

"Oldest Trust Company in Michigan"

THE
MICHIGAN TRUST
COMPANY

Grand Rapids, Michigan

Co-operation With the Farmer.

The steady increment in land values during past years has frequently been the farmer's only means of showing anything on the profit side of his ledger, says a banker. Since deflation set in, nearly two years ago the farmer has not been able to include the appreciation in the value of his lands in order to balance his books. It is probable that much time will elapse before there will again be an appreciable upturn in farm values. The farmer, therefore, will have to rely upon his ability to sell his produce above its cost in order to realize a profit. This means that he will not only have to put in a lot of hard work and practice economy—he is already doing these things—but that he will need better credit and marketing facilities than he has formerly enjoyed. The banks during the recent crisis saved the farmer through their considerate treatment of him in his period of embarrassment, and the farmer has shown them that their faith in him was not misplaced. The farmers' troubles are not all over, even though the agricultural crisis is ended, and the co-operation of bankers and business men in enabling them to solve their marketing and credit problems is still needed for speeding up the recovery of business.

By an interesting coincidence the latest indices of wholesale food prices for the United States and of retail prices in ten cities, compiled by the Bureau of Labor Statistics, are identical. The index for food prices at wholesale at the end of February stood at 38 per cent. above the 1913 level. That for retail prices of food on March 15 stood also at 38 per cent. above the pre-war figure. There is, however, this striking difference. During the preceding month wholesale food prices rose about 3 per cent., while retail prices dropped 1.7 per cent. Obviously this counter movement can be only temporary. If wholesale prices continue to advance, retail prices must soon follow, and an arrest of their decline which, during the last twelve months has amounted to 10.4 per cent., will be inevitable. Wholesale food prices at present are out of line with the general average, and they could advance for several months, as they did during February, without reaching the level to which house furnishings, building materials, and clothing are still clinging.

Economic Education.

A movement on the part of the leading business men, bankers and financiers of the country was initiated in New York last week for conducting a campaign of economic education, in order to assist the American public to "think straight" with regard to present economic problems and their solution. Such a campaign would prove useful at any time, but it has never been needed more than at the present, when the country is confronted with an unprecedented situation. Moreover, a period of industrial depression, like that through which the whole world has been passing, is always conducive to the spread of economic fallacies. When business is sound and healthy no one cares particularly about remedies for ills that

do not exist, but when functional disturbances arise the quack doctor can usually gain a wide hearing, because he always promises more than any one else in the way of a "cure." The crises of the seventies and of the nineties gave us the greenback and the free silver nostrums. In this present period of trouble economic quackery has again made its appearance, and it has gained more followers than the country's financial leaders have been ready to believe. Most of the quacks have centered their attacks on the gold standard and the Federal Reserve system, the two foundation stones of the country's well-being, and the dissemination of sound economic doctrines will help to supply a useful antidote. There are other matters than money and banking, however, on which sane instruction is also needed. This is especially true with regard to taxation, foreign trade, and the tariff.

Corporations Wound Up.

The following Michigan Corporations have recently filed notices of dissolution with the Secretary of State:

Auto Sales Company, Owosso.
Moran Construction Co., Detroit.
Western Hotel Corporation, Big Rapids.
Economy Center, Big Rapids.
S. J. Anstey Company, Detroit.
Purity Company, Grand Rapids.
Great Waters Transportation Company, Benton Harbor.
Rickman Construction Company, Kalamazoo.
Detroit Iron & Steel Company, Ecorse Township, Wayne County.
Kinross Mercantile Company, Kinross.
Riverview Realty Company, Detroit.
C. S. Routt & Company, Detroit.
Flint North End Wholesalers Assn., Flint.
Positive Nut Lock & Tie Company, Grand Rapids.
Scandia Club Association, Detroit.
Holly Realty Company, Holly.
Kalamazoo Celery Growers' Assn., Kalamazoo.
Park Realty Company, Midland.
Forest Hill Elevator Co., Forest Hill.
Detroit Photographic Co., Detroit.
Hancock Building Co., Hancock.
Wayne Hotel Company, Ltd., Detroit.
Universal Humidifier Co., Grand Rapids.
M. Schneider Co., Detroit.
North Star Clothing Co., of Escanaba, Mich., Escanaba.
Motor Necessities Corporation, Detroit.
Fairman Block Co., Big Rapids.
North Western Shows, Detroit.
Mt. Clemens Storage Battery Co., Mt. Clemens.
Surety Corporation of America, Detroit.
Northrop, Robertson & Carrier Co., Lansing.
E. C. Brink Co., Detroit.
Wolverine Bond and Mortgage Co., Limited, Detroit.

There is no point in hurrying any transaction to such an extent that it is done wrong. Better not get it done at all.

A CENTURY BACK—A CENTURY AHEAD

TRUST companies are recognized as the ideal managers of estates.

They are permanent, stable, safe. They will be functioning in 2022 as they are today, and as they have been since 1822—because of the fundamental soundness and advantages of the trust company idea.

The man who appoints a trust company as the executor and trustee of his will is assured that his appointee will be prepared to act when called upon, and to continue to serve, whatever may be the term of trusteeship.

We are distributing a booklet entitled "Safeguarding Your Family's Future," which outlines in detail the kind of fiduciary service we are prepared to render. May we send you a copy?

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.

OTTAWA AT FOUNTAIN

BOTH PHONES 4391

Grand Rapids National Bank

The convenient bank 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 institution must be the ultimate choice of out of town bankers and individuals.

Combined Capital, Surplus and Undivided Profits over

\$1,450,000

GRAND RAPIDS NATIONAL BANK

GRAND RAPIDS, MICH.

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

Public Ownership No Solution of Coal Strike.

Whenever we have trouble with any of our public utilities or basic industries, no matter the character of that trouble, we have persons who cry out immediately: "What we need is public ownership!"

Just now we have to reckon with a great coal strike, and Senator Borah—along with many other persons of similar ideas and ideals, and trends and habits of thought—is declaring for government ownership of all coal properties.

Suppose the Government owned and managed our coal mines—then what? How much better off should we be?

Oh, we shouldn't then have strikes, contentions, or interruptions in the business—these persons hold! That is what these enthusiasts favorable to Government ownership jubilantly declare.

Are they right? Let's see.

We have about twice as many men engaged in mining coal in this country as we need. One-half the number of miners, it is figured by those who have made a close study of the needs of the industry, could mine all the coal we can market and use.

That is the very reason the miners are asking for a six-hour day and a five-day week. They desire to be on the payrolls—all of them; and they would receive enough wages for their thirty hours of labor a week to enable them to live—and live well.

If the Government owned and managed the mines, could it persuade one-half the miners to seek employment in other industries? If it could not persuade them, could it force them to do so?

Would the Government do either of these things? Certainly not! Politics would step in and forbid! What could the Government do? What would it do?

In order to keep the mines running uninterruptedly it would be compelled to grant the miners just what they are asking—or have the same troubles with them we are having to-day.

If it granted the miners' demands—what then? One of two conditions would face us: Consumers would have to pay a price for coal that they could ill afford to pay—a price that would close down some industries, greatly hamper and embarrass others, and put almost unbearable burdens upon thousands and thousands of poor individual consumers.

Or the Government would have to market the coal at a loss, realize a monthly and yearly deficit—and compel the taxpayers of the country to make up that deficit.

Our Government postal system always experiences a deficit. Government ownership of utilities and industries has always been a business failure; public ownership, of all kinds, has always been a business failure.

Senator Borah has about served out his days of usefulness in the United States Senate.

Infamous Crusade Conducted By Stock Companies.

Samuel Untermeyer, counsel for the Lockwood Investigation Committee, has given some interesting facts

regarding stock company propaganda vs. mutuals. His statement as made to the press follows:

"The onslaught upon the mutuals fairly illustrates the malign control of these companies over legislation and public officials. The mutuals admittedly furnish workmen's compensation insurance at twenty-five per cent. less cost than the stock companies. As there are many of them which are larger and have larger surpluses than stock companies, and no insurer in mutual companies in this State has ever lost a dollar in a mutual company while the losses in stock company failures have been frequent and heavy, one would imagine that under these conditions the mutuals would get all the business.

"In point of fact, they get only a small fraction of it. Why? The stock companies maintain a running fire of propaganda and misrepresentation to destroy their credit, notwithstanding the fact that it is safeguarded by the law at every step. The same Superintendent of Insurance who stepped from that office to the head of the bureau that is conducting this infamous campaign has handicapped and discriminated against the mutuals at every point. Even though they have greater assets and surplus than many of the stock companies, they are barred from writing certain lines of insurance, such as plate glass, burglary, fidelity, surety and the like. No one knows why.

"Just consider the situation for a moment. British and other foreign companies are permitted to write in this State all these lines of insurance that our own New York State mutual companies are barred from writing. And all because the mutuals are willing to do the business twenty-five per cent. cheaper than the others.

"But that is not yet the worst of the incredible story of oppression and discrimination. Through the medium of administrative despotism and legislative jugglery unequalled in brazenness, the mutuals are discouraged and well nigh prevented from coming into the State by a regulation to the effect that, while barred from writing certain lines in this State, they must give up writing in all other states the lines they are barred from writing here in order to write here the permitted lines, although they otherwise have the authority to write those lines in other states.

"Could anything be conceived more diabolical in its ingenuity? That is the sort of vise in which the people of this State and country are being held in this important field.

"An effort should and I hope will be made to compel these companies to dispose of their 'wildcat' stocks, and in fact of all stocks, as the life insurance companies were compelled to dispose and invest a reasonable proportion of their assets in bonded mortgages on real estate from which they get their principal revenue."

Gossip is the hammer of the coward. It never can have a good motive. Gossip always attacks the one absent, and this is a dirty, low-down trick. Gossip is long-tongued lying; nothing else.

Michigan Shoe Dealers Mutual Fire Ins. Co.

LANSING, MICHIGAN

PLAN OF BUSINESS

CLASSES INSURED	General Mercantile Business.
POLICIES	Michigan Standard Policy, with Mutual Conditions added—approved by Michigan Insurance Department.
RATES	Full Michigan Inspection Bureau Tariff.
DIVIDENDS	Payable at end of policy year—current dividends 30%.
CONTINGENT LIABILITY	Limited to one additional annual premium.

OUR SERVICE

Insurance to Fit Your Individual Needs
Fire Prevention Engineers at your service without additional cost

OUR SLOGAN

BETTER CARE FEWER FIRES LOWER COST

FIRE

TORNADO

BETTER INSURANCE

AT

LESS COST

During the year 1920 the companies operating through

The Mill Mutuals Agency

paid more than \$4,000,000 in dividends to their policy holders and \$6,300,000 in losses.

How do they do it?

By INSPECTION and SELECTION

Cash Assets Over \$20,000,000.00

We Combine

STRENGTH and ECONOMY

THE MILL MUTUALS AGENCY

120 W. Ottawa St.

Lansing, Michigan

Grand Rapids Merchants Mutual Fire Insurance Company

Economical Management

Careful Underwriting, Selected Risks

Policy holders whose policies have been issued since Jan. 23, 1921, will be accorded 30 per cent. return premium at the end of the year, instead of 25 per cent., as heretofore.

Operating Expenses During 1921	19.4%
Loss Ratio	19.3%
Surplus over re-insuring reserve per \$1,000 insurance carried net	\$8.94
Increase of net cash balance during 1921	\$10,621.64
Dividend to policy-holders	30%

Affiliated with the

Michigan Retail Dry Goods Association,

HOME OFFICE 320 HOUSEMAN BLDG.

GRAND RAPIDS, MICH.

Proceedings of St. Joseph Bankruptcy Court.

St. Joseph, April 3.—In the matter of the Moline Milling Co., bankrupt, of Moline, the final meeting of creditors was held at Kalamazoo and the trustee's final report and account were considered and approved and allowed. Contests were heard upon certain claims and an order was entered by the referee disallowing claims to the amount of \$5,933.81, from which notice was given that petition for review would be filed with the district judge. Pending the petition for review, no final order of distribution was entered or no final dividend declared. If the decision of the referee is sustained by the district judge a final dividend of 35 per cent. will be declared. If the matter is not sustained by the district judge a final dividend of 25 per cent. will be declared. All other matters were disposed of and the meeting adjourned for three weeks.

April 4. Arthur L. Reed, engaged in general farming, stock raising, and dairying in Hartford township, Van Buren county, filed a voluntary petition and was adjudged bankrupt and the matter referred to Referee Banyon, who was also appointed receiver. The schedules of the bankrupt disclose liabilities in the amount of \$25,764.99, as follows:

Prior and Secured Claims.	
Leo B. Rodgers, Hartford	\$ 105.00
Rolland Reed, Hartford	30.00
Spring & Buckner, Watervliet	13.76
L. P. Walker, Hartford	1,000.00
Charles E. Anderson, Hartford	689.00
Charles J. Jackson, Hartford	8,500.00
Emma Cargill, St. Joseph	8,500.00
	\$17,837.76

Unsecured Creditors.	
Harry Johnson, Bloomington	\$ 60.00
B. St. Johns, Hartford	70.85
Tom. Watson, Hartford	567.00
Gleaners Elevator Co., Hartford	467.00
Olney National Bank, Hartford	763.00
Oscar McGowan, Hartford	565.00
Myers & Sanders, Chicago	503.00
Carmody Drug Co., Watervliet	35.00
Ben Willmings, Baninridge Center	125.00
A. Z. Perry, Ann Arbor	90.00
Wm. Godshalk, Vicksburg	145.00
Rorick & Cornwall, Colome	56.00
John Bowman, Watervliet	200.00
Nelson Brothers, Watervliet	104.00
James Walker, Hartford	20.30
Watervliet Oil Co., Watervliet	11.00
Albert Bessey, Grand Rapids	60.00
Leo Rodgers, Hartford	520.00
Rolland Reed, Hartford	90.00
	\$4,440.15

Assets.	
Equity in real estate	\$1,500.00
Horses, cows, etc.	1,140.00
Farming tools and vehicles	565.00
Household goods and personal property	450.00
Stock, notes and accounts	298.20
	\$4,003.20

April 5. In the matter of Peter Weber, bankrupt, of Bridgman, the first meeting of creditors was held at the court house in the city of St. Joseph, and Loomis K. Preston, of the latter place, was elected trustee. His bond was fixed at \$500. R. E. Adams, of Kalamazoo, G. A. Zick and A. E. Chauncery, of Bridgman, were appointed appraisers. The bankrupt was sworn and examined without a reporter. At request of the parties in interest, an order was made authorizing and directing the trustee upon the inventory and report of appraisers being filed to sell the entire assets at public or private sale, but without further notice to creditors. The inventory and appraisal was filed showing a small stock of shoes of the appraised value of \$1,503.39.

April 6. Max Benton, engaged in the retail plumbing business at Paw Paw, filed a voluntary petition and was adjudged bankrupt. The matter was referred to Referee Banyon, who was also appointed receiver. The following are scheduled as creditors:	
Bond Supply Co., Kalamazoo	\$170.59
The Meyers Furnace Co., Peoria	255.00
A. Harvey & Sons Mfg. Co., Detroit	841.00
Grand Rapids Steel & Supply Co.	127.90
F. Meyers & Bros., Peoria	20.00
Edward & Chamberlain Hardware Co., Kalamazoo	212.88
Kellogg, Mackay Co., Chicago	333.00
Menion & Hubbell, Chicago	1,033.29
Standard Oil Co., Grand Rapids	23.38
Premier Warm Air Heater Co., Dowagiac	413.00
Holland Furnace Co., Holland	16.85
Flint & Walling, Kendallville	63.04
U. S. Register Co., Battle Creek	230.92
Richardson & Boynton, Chicago	413.80
The Beckwith Co., Dowagiac	56.93
Crane Co., Grand Rapids	107.06
Woolverine Brass Works, Grand Rapids	132.81
Paw Paw Preserving Co., Paw Paw	200.00
	\$4,657.18

Assets.	
Stock in trade	\$1,735.74
Accounts receivable	680.12
	\$2,465.86

April 7. In the matter of Clements & Pauley, bankrupt, of Benton Harbor, an order was entered by the referee directing the trustee to proceed to sell the assets of the bankrupt estate at public auction and at the store formerly occupied by the bankrupts.

In the matter of George W. Merriman, bankrupt, of Hartford, the trustee filed

petition for authority to sell the remaining assets of the bankrupt estate, consisting of certain notes and accounts receivable, stock in fire insurance company, and a 110 acre farm for which the trustee has received an offer of \$4,000. The petition was considered and an order made by the referee, as requested by the trustee. From present indications depositors in the Hartford Exchange Bank, which was conducted by the bankrupt, the creditors will receive a final dividend of about 10 to 15 per cent., making total dividends of 50 to 55 per cent.

April 8. In the matter of Earl A. Marcey, bankrupt, of Kalamazoo, the trustee filed his first report and account, showing total receipts of \$3,024.81 and disbursements of \$61.00. The same was considered and approved and allowed at the adjourned first meeting of creditors held on this date at the referee's office. Upon recommendation of the trustee, administration expenses incurred to date were ordered paid and a first dividend of 10 per cent. declared and ordered paid on or before ten days from date. The first dividend list of creditors was filed and order of distribution entered, whereupon the meeting was adjourned for sixty days.

Clare Sets the Pace.

Clare, April 11.—The proposition voted on her Monday to light McEwan or Main street with boulevard lights carried three to one. The system will be established at once. (Chamber of Commerce effort.)

A big force of men are now at work in constructing the new \$100,000 hotel. (Chamber of Commerce effort.)

The large new school building is almost completed. It is one of the best and most up-to-date school buildings in Michigan. It has a fine large auditorium and a large gymnasium room.

Fred Morgan is closing out his grocery stock.

J. T. Brown has sold his produce business to Bart Barrus.

The new bank building of the Clare County Savings Bank will soon be completed. It will rank well in beauty and convenience with some of our large cities. J. F. Tatman.

The King of Dreams.

Some must delve when the dawn is nigh;
Some must mull when the noonday beams;
But when the night comes and the soft winds sigh,
Ev'ry man is a King of Dreams.

One must plod while another must ply
At plow or loom till the sunset gleams,
But when the night comes and moon rides high
Ev'ry man is a King of Dreams.

One is slave to a master's cry,
Another serf to a despot seems,
But when night comes and the discords die
Ev'ry man is a King of Dreams.

This you may sell and that may buy,
This you may barter for gold that gleams,
But there's one domain that is fixed for aye,
Ev'ry man is a King of Dreams.
Clinton Scollard.

Don't Blame the Angels.

The new baby had proved itself the possessor of extraordinary lung power. One day baby's brother, little Johnny, said to his mother:

"Ma, baby came from heaven, didn't he?"

"Yes, dear," answered the mother. Johnny was silent for a minute, then:

"I say, ma!"
"What is it, Johnny?"
"I don't blame the angels for slinging him out, do you?"

Must Keep Them at Home.

A married man may kiss another man's wife in a public park, according to a Kansas City, Kan., judge, and the other husband has no recourse, as the lawyers say. This puts it up to jealous husbands to park their spouses at home.

Good values may be essential to success, but unless you advertise them they will not bring success.

Finnish Mutual Fire Insurance Co.

ORGANIZED IN 1889.

COMPARATIVE STATEMENT.

Amt. Ins. in force 12-31-21	\$4,552,274.00	Premium Income for 1921	\$84,379.71
Total Assets	268,700.00	Assets per \$1,000. of Risk	50.40
Surplus above Liabilities	215,911.00	Surplus per \$1,000. of Risk	40.48
Average of 12 Leading Stock Co.'s		Assets per \$1,000. of Risk	12.00
		Surplus per \$1,000. of Risk	3.10

PLAN OF OPERATION.

ALL POLICIES WRITTEN AT FULL MICHIGAN INSPECTION BUREAU RATES. POLICIES ARE RENEWED EACH YEAR AT FULL BUREAU RATES, THEREFORE THIS COMPANY ALWAYS HAS THE SAME AMOUNT OF PREMIUMS BEHIND ITS POLICIES AS THE LARGER AND STRONGER OLD LINE OR STOCK COMPANIES. THE PROFITS ARE RETURNED TO THE POLICY HOLDER IN THE FORM OF DIVIDENDS EVERY THREE YEARS.

DIVIDENDS **50%** FOR 27 YEARS.

FOUR THOUSAND POLICY HOLDERS in Michigan. Are you one? Are you saving ONE HALF your Insurance Bill? If not write,

I. W. FRIMODIG,
General Manager,
Calumet, Mich.

C. N. BRISTOL, Gen. Agt.,
For Lower Michigan
Fremont, Mich.

The Central Manufacturers' Mutual Insurance Co.

ORGANIZED IN 1876.

Amt. Ins. in force	\$145,972,213.00	Total Assets	\$2,229,350.94
Total Liabilities	1,226,512.65	Surplus over Liabilities	1,002,838.29
Losses paid since organization	6,000,000.00	Dividends paid since organization	2,000,000.00

In Best's Insurance Reports, this Company is rated A-1 (Excellent Loss Paying Record, Excellent Management) NO COMPANY HAS A BETTER RATING.

This COMPANY with its Large Resources, affords its Policy Holders the same EXCELLENT PROTECTION, as the best Old Line or Stock Companies, and SAVES ITS

POLICY HOLDERS 30% OF REGULAR RATES.

Cut Your Overhead by Reducing Your Insurance Costs.

CLASS MUTUAL AGENCY - - - - - Fremont, Mich.

PERKINS, EVERETT & GEISTERT



Direct wires to every important market east of the Mississippi.
A statistical service unsurpassed.

OUR FIRE INS. POLICIES ARE CONCURRENT

with any standard stock policies that you are buying.

The Net Cost is **30% Less**

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

WM. N. SENF, Secretary-Treas.

Misuse of Legion by MacNider and Emery.

Chicago, April 11—Harrison MacNider, commander-in-chief of the American Legion, who was a prominent candidate to fill the vacancy made by the resignation of United States Senator Kenton, of Iowa, was turned down by the governor of that State, who evidently was willing to face the possible antagonism of the Legion rather than to appoint some one who had no legislative experience of any sort.

Perhaps the Iowa governor did not have an abiding faith in the diplomatic ability of MacNider, who recently made very exhaustive and nation wide criticism of Secretary of the Treasury Mellon, who could not see any way of providing the wherewithal to pay a soldier bonus without resorting to special taxation. Mellon, who has a strenuous time looking after such financial affairs, was not, according to MacNider, a proper authority to speak on the subject of National credits. He (MacNider) knew it would be very easy to finance the scheme, but did not, so far as known, suggest any way of assembling the money. Still he was willing to try and fill the shoes of the illustrious Kenyon as the candidate of the Legion, which was primarily organized as a non-political institution.

Major John G. Emery is also willing to sacrifice himself on the political altar of Michigan, and has a very comprehensive program of procedure, which includes the incorporation of American Legion influences toward this goal. The Major, no doubt, is a man of exceptional character, but, like MacNider, has yet much to learn along legislative lines, and it may be a matter of much doubt if the substantial electors of Michigan finally conclude to take any chance on a purely amateurish enigma. In fact, I do not to any extent find that the American Legion are a solidarity on the wisdom of the Emery promulgation. Many of our younger voters who saw service over seas are not too strong in their allegiance to their former superior officers and make no bones about saying so. As a result of some considerable investigation I should say that if the Major is politically wise, he will reserve his attacks on the political ladder to a much lower rung and await a further call at such time as Vox Populi sees him in a more familiar light.

Major Emery, who just now is cultivating the acquaintance of the electoral through the medium of social teas and spelling bees, has declared himself in favor of paid-up insurance policies as the best form of National bonus for veterans of the world war. He "believes" 90 per cent. of the veterans would be satisfied with such a form of compensation, but he does not state by what particular method he arrived at such a conclusion, and probably does not absolutely know whether 10 per cent. of the proposed beneficiaries would be satisfied with such a plan.

By this plan of paid-up insurance the beneficiary could go to any financial institution and negotiate a cash loan equivalent in amount to the ordinary plan for a cash bonus, and still retain his insurance policy, thus demonstrating that one really may "eat his cake and keep it."

Insurance actuaries smile at such a fallacious proposition, knowing that at the maturity of his myriad of policies, either by the death of the beneficiary or because of subsequent legislation for political purposes (and it would be sure to finally arrive at that stage) the Government's resources would be so inadequate that the trying times through which our present Secretary of the Treasury is now trying to pilot us would be a Sunday school picnic in comparison. The drain upon the treasury would be enormous, away beyond present comprehension.

Granting even that Major Emery's views as to the proportion who would be willing to accept paid-up life insurance is correct, or even if the present

program of adjusted compensation certificates is carried out, who is to furnish the money for the policy loans or cashing the certificates? The larger city banks who neither make small loans nor accept unimportant deposits would not be interested, hence the burden would finally fall on the smaller or country financial institutions, which would thus be placed in a very embarrassing position, as they would feel they would hardly be able to decline to lend the money, because in the smaller community the relation between the would-be borrower and the banks is ordinarily so intimate that to decline the loan would create intense bitterness.

Even Mr. Fordney's bill realizes this condition, and while it provides that the large city banks may, at their discretion, accept these certificates from country banks, in the same breath it prohibits reserve banks from so doing.

Unhappily, the country banks are already having their troubles in their endeavor to finance their former constituency, consequently should this enormous extraordinary demand be made upon their resources, some one would have to face disappointment—the soldier, farmer or small local manufacturer.

Of course, the problem is absolutely without parallel. It is not simplified by experience of any nature. It is purely guess work. The only sure result of any form of reasoning resolves itself into the fact that whether it be paid-up life insurance or time certificates, the bill will have to be met and Secretary Mellon fully realizes the complexity of the situation. He already sees breakers ahead for the coming fiscal year. The result of the income tax compilation was a bitter disappointment to financial estimators, the shortage being over \$200,000,000; and to add to other complications, the delinquencies are much greater than ever before, hence the possibility of even a much larger deficit in revenues than is already discovered.

While I am on the subject I am reminded that during the period when the Michigan soldier bonus bill was under consideration by the legislature, many of its members stilled their own consciences by expressing the belief that a very large percentage of the bonus payments would be left on deposit in the smaller banks, with consequent accrued benefits. I have often wondered how it worked out, for the banks have never responded with much enthusiasm when I have interrogated them on the subject.

Personally, I have known of many beneficiaries under the State disbursement who could not be interested in any vocational pursuit during the time they were awaiting the receipt of their bonus checks and many of them are still unwilling to perform any remunerative labor, lest they be overlooked when Uncle Sam distributes his melon slices.

Whether patriotism should be rewarded on a strictly cash basis does not enter into the controversy at this stage of the game, for it seems that our National representatives have decided it will be a good stroke of political policy to shear the public lamb oftener, for their own private ends, and perhaps it is just as well, for if not bonuses then it would be river and harbor improvements, free garden seeds or investigations which include junkets and whatall.

The Government at Washington will, doubtless, endure just the same, but poor old Uncle Sam will have unusually strenuous exercise in hurdle jumping, or rather the poor taxpayer who only participates in the disbursing stunt to the extent of being the recipient of a few mildewed garden seeds will most certainly have to "pay the freight."

Wouldn't it be a great joke if some day certain of these public servants "by and with the consent of the governed" became cognizant of the fact their "chickens were coming home to roost," and the dear people applied the

fly swatters by relegating them to future private life? Occasionally this has been done. Is this not an occasion? W. H. Istler.

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PLAINWELL, MICHIGAN

PEACE AND PLENTY.

Valley Where Fish, Game and Fruit Abounded.

O-wash-ta-nong, "the Far-a-way waters," the "longest stream," was the Indian name for the Grand River and its valley.

To the red man, the O-wash-ta-nong was a land where the foaming river spread out from winding shores, a land where the Sun God came first in the spring to free the sleeping waters.

Here was a valley of peace and plenty, where fish, game and fruit abounded and here the Indians of all the woods and waters came and feasted and made merry. Here the forests murmured a welcome and the song birds sheltered their young; here the young man paddled his canoe to meet the maiden, the Indian mother swung her papoose from the grape vine and here the body of the aged was laid away when the soul had gone with the Great Spirit to live in the Happy Hunting Grounds beyond the sunset hills.

Gathered about the wigwam fires of the days when the white man first came to the Grand River Valley were Ina-ki-zik, or Chief Noon-day of the Ottawas, Mig-is-o-nee-nee (the Wampum Man), Muck-ita-wa, (the Black-skin), Cob-mu-sa (the Traveler), Waba-sis (the Hazy Cloud), all great medicine men; and as the pipe of friendship passed about the circle, the smoke in fragrant waves charmed forth the memories of their youth. While in the darkness without the O-wash-ta-nong went rippling over rock and pebble and the night birds called in plaintive song, thus spoke Ina-ki-zik to his companions reclining in the weird shadows cast by the wigwam fires, of the teachings and traditions of his people, as handed down by many generations before the coming of the Che-mi-ku-man (the pale face.)

And then Man-i-bo-sho, the Creator of all, made the red man of the woods to have all that is upon the land and in the water and in the air. With his pack upon his back, he traveled far and visited with his creations.

To the land of the sleeping Sun God beyond the hills, he journeyed; to the land of the great war eagles that called in anger and sent fire from their mouths; to the land of ice and snow whence come hunger and distress, and then at the last to the land of warm winds and song birds to the "Far-a-way waters," the "O-wash-ta-nong."

Here, old and weary, he built a wigwam that he might rest where the waters were pure, where the fish were many in the waters, where the fruits were many and the birds were happy in the air, where the forest was painted many colors and the animals of the forest were as many as the leaves on the trees when the Sun God smiled.

Paddling his canoe down the winding course of the river, Man-i-bo-sho talked with the bird of the happy song, the Bob-o-link. No sorrow had he in his life, no winter, so the Creator gave him painted wings and a home in the bush just above the water.

And when the bird of the blue dress, the King Fisher, scolded from a tree,

Man-i-bo-sho made a white belt from the feathers of a loon and placed it about his neck, a war cap from the feathers of a hawk on his head and gave him the voice of a robber for his throat and the bare limb of a tree for his home.

He taught the Beaver to form the quiet streams that make the meadows of ferns and grass for the water-loving birds and other wood folks, and trailing through the forest to meet the morning Sun God he rested his pack against a tree and taught O-pee-chee, the bird of the red breast (the Robin) to sing his rain song.

Pleased with his creations he took from his pack, tobacco and pipes and placed them upon the rocks about the water, that the red man might smoke to charm away the evil spirits. Then Man-i-bo-sho rested, for he was old and had traveled far.

Then came the Sun God to walk with the spirits of the water and the trees, and the land of the O-wash-ta-nong was reddened with fire. The spirits of the night made fires in the wigwams of the sky, but Man-i-bo-sho saw it not, for he was old and had traveled far.

But the red men were busy upon the water with spear and torch, for the fish were many, and the wigwams hung with fruit and corn, with skins of bear and deer and beaver, for the Sun God walked far in the waters of the O-wash-ta-nong.

The squaws sang of Nin-a-ma-sho (my sweetheart) and the papoose was singing in the vine. All was happiness for all had plenty, but Man-i-bo-sho knew it not, for he was old and had traveled far. So the white spirits (the white gulls) winged his soul away to the hunting grounds beyond the hills of the O-wash-ta-nong.

Charles E. Belknap.

Helped a Customer in the Universal Swindle.

Decatur, April 11—In regard to the Universal Stores Corporation, on which you and our Attorney General are not of the same mind, permit me to say that a well-to-do farmer and stock grower in my locality (in fact, he belongs to Marcellus, but buys his flour, sugar, etc., from me) told me about a stock salesman being in his neighborhood and asked me what I thought about it. I explained to the best of my ability at that time. He then told me that he had bought some stock the day before, giving a check on the Marcellus bank for 10 per cent. of the stock and, of course, his note for the balance. I advised him to get in touch with his bank and see what arrangements he could make. He saw the salesman first and told him he had changed his mind and wanted to know what he (the salesman) would offer for his stock. The salesman did not want to buy, but wanted to sell and told this man that he would take it off his hands later. I told him not to put it off, so he made arrangements with the bank at Marcellus and lost his 10 per cent. cash investment and was glad to get out that easy. This was the Cassopolis store which he was investing in. Names and further details if you want them.

Theodore Borst.

The mistakes made in handling the store cash are almost always in favor of the other fellow. They never add to your profits. Make your cash handling system as near airtight as you can.



They'll thank you for the tip

Your customers are always looking for something to make their cooking better. Let them know about HEBE and they'll thank you for the tip.

Every HEBE sale means just that much additional profits for you because HEBE is something different. There isn't anything else just like it in the store.

HEBE is pure skimmed milk evaporated to double strength enriched with vegetable fat. Sell it for just that and you create a new demand that doesn't cut into the sales of evaporated milk.

HEBE is a "cooking liquid" for cooking and baking—it moistens, shortens and enriches.



HEBE is nationally advertised. Your customers are reading the HEBE advertisements monthly in the women's magazines. You can tie up to this advertising and benefit directly by decorating your windows and shelves with HEBE. Write for attractive window hangers, wall posters, counter cards, leaflets, etc. Address 2438 Consumers Bldg., Chicago.

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SEND US YOUR ORDER NOW FOR

Putnam's **LOWNEY'S** *Paris*

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SUCCESSFUL SALESMAN.

John S. MacGlashan, Manager National Trading Co.

Twenty years is but a chapter in human life yet when that twenty years comes in the prime of a man's career, when his mind is clearest and his will is strongest, when the enthusiasm of youth is tempered by the first conservatism of age, it is important that it shall be well spent. It is a period of greatest opportunity and therefore of greatest responsibility. The years before have been of preparation; the years to follow should be years of results; and what those results are to be will depend on how those twenty years have been utilized.

In judging the life work of a man, success should be measured not by what he accomplishes for himself but by what he does for others. The million dollars that a wealthy man acquires for himself are less important than the hundred dollars he gives wisely to the needy. The advancement that a man secures is less vital than the help he gives to others to advance. For, after all, our best work is not done in the service of ourselves, but in the service of others.

We are to consider at this time the career of a man who is just now at the threshold of that period which we call the prime of life. We shall find in analyzing it that it meets the highest standards of which mention has been made; that it has been passed in the service of houses of high character and that the progress of the man himself has been secondary to the progress of the industry he has espoused with, with all his heart. Those twenty years represent the best years of his life. We shall find that they have been well spent and that they constitute a record of faithful service of which his friends may well be proud.

John Seixas Mac Glashan was born at Thomasville, Georgia, March 24, 1875. His father, Gen. P. A. S. MacGlashan, was born in Scotland. He was a Brigadier General in the Confederate Army, being attached to Gen. Longstreet Corps of the Army of Northern Virginia and participating in all of its principal battles, including Gettysburg, Antietam, Petersburg and Shenandoah. The latter battle is described in the South as the Battle of Cedar Creek, where Sheridan unexpectedly turned defeat into victory for the Northern arms. He was wounded and captured while covering Lee's retreat at Sailor's Ditch, shortly after the fall of Richmond, and was imprisoned with about five hundred other Confederate officers at Johnson's Island until released by order of President Johnson. He died about fourteen years ago at Savannah and at the time of his death was Commander-in-Chief of the Confederate Veterans organization, with headquarters at Savannah.

Mr. MacGlashan's mother was Anne Willis Seixas, a native of Thomasville and a descendant of Gen. Nathaniel Green. She was a devoted Southern mother and the son feels that he owes much that is good in him to the carefully instilled principles from her, tending to the making of character,

which she regarded as far more important than material success in life.

Mr. MacGlashan moved with his family to Savannah when he was 12 years of age and entered Chatham Academy, where he remained until he was 17. He then spent three years as clerk in the harness and saddlery store of his father. At the age of 20 he went to New York, where he secured a position in the notion department of Charles Broadway Rouss, the pioneer catalogue house in the United States. He obtained this position largely through the friendship of Mr. Rouss and his father. Three years later he resigned to become notion buyer for the New York Dry Goods

house in his field was not large. Under his management and direction it showed a steady and satisfactory growth every year. His efforts and accomplishments found recognition at the hands of his employers by his being admitted as a partner in the business and made salesmanager of the house, with headquarters in New York. After fifteen years with that house, he sold his interest in the Pratt & Farmer Co. and removed to Chicago to take charge of the notion department of Worms & Loeb, 226 West Adams street. Two years later he resigned that connection to align himself with the National Trading Co., 630 South Wabash avenue. He

work, but those who know him best assert that he has so many of the attributes of the Scotchman that he would achieve success in any business he happened to espouse. He is a tireless worker and full of plans for the expansion of his business and the benefit of his house, which is always very close to his heart in all his thoughts and aspirations. He is a man of charming personality, the seductive manners of men of Southern birth and environment mingling with the sturdy Scotch character and producing a combination that is irresistible in a social and business way.

They May Be in a Dangerous Way.

Praise is always pleasant, and like all other pleasant things is useful—in moderation.

It is easy, however, to become a praise addict—to consume it with a very ill-seeming gluttony.

If you discover that you are becoming a praise hound, it will be well for you to check that tendency before it is too late. You know the sort of person who is fond of praise—usually weak-minded, always vain.

Women who have character as well as beauty soon learn that most praise is flattery—and pay little attention to it.

Silly and stupid women "eat it up," as the saying goes, and are soon so hungry for it that they cannot endure people who do not continue to tell them how lovely they are.

But beauty is so rare that praise hunger for that reason does not do a great deal of mischief. It is the man or the woman who hunts praise for every piece of work performed—for every good action—who stands in need of warning.

Actors, drinking praise in the form of applause over the footlights, are prone to become so spoiled in a little while that their real value soon vanishes. Writers, artists, people of public or semipublic life, are always in danger of becoming "praise hounds."

Kind words are so agreeable and so difficult to classify that it is natural to purr like a comfortable cat while they are being rained on one.

But they are always dangerous. They tend to create a feeling of self-satisfaction—and as soon as a human being becomes satisfied with himself he loses the necessary incentive to improve.

"I cannot thrive without appreciation," many of your friends will tell you. "I must be understood and commended for what I do, otherwise achievement is impossible."

Achievement is always impossible to people who talk or think like that.

Earned praise is pleasant. But praise simply because it is praise is one of the most destructive things in life. If you are becoming too fond of it, look out. It is more dangerous than most of the drugs that the doctors tell you to avoid, and it will always be prevalent because, unlike drugs, it can never be prohibited by law.

John Blake.

Why do some clerks chuck the customer's change down on the counter instead of putting it into his hands? The time and labor saved are certainly not worth considering.



John S. MacGlashan.

Exchange, a buying syndicate representing about sixty retail department stores. He served three years in this capacity and resigned to engage in the handkerchief business with the Howland & Wheaton Co. He was connected with the New York house of this corporation three years, resigning nineteen years ago to take the management of the sales department of the Pratt & Farmer Co. for the Western territory, comprising twelve states from Ohio to the Dakotas. He had an assistant who called on the jobbing trade in the smaller cities while he confined his activities to the larger cities in his territory, seeing his trade four times a year. When he took the territory the trade of the

is Vice-President and sales manager of that corporation. He suffered a great shock in the death of the President of the company, which occurred March 17 as the result of a gun shot inflicted by a highway robber while going home in his automobile the evening of March 16.

Mr. MacGlashan is married and has three children—two girls and a boy. The family reside in their own home at 629 Greenwood avenue, Glencoe, one of the finest suburbs of Chicago on the North shore.

Mr. MacGlashan is a member of the Union church at Glencoe and is a Blue Lodge Mason. He is a veteran of the Seventh Regiment, New York. He attributes his success to hard

What is the best investment— the busy business corner or the lot in the suburbs?

Real estate experts say that the two most valuable business locations in America are at Broadway and Wall Street—and at Fifth Avenue and 42nd Street. Both in New York City.

Every city, town and village has its relatively dominant real estate value.

Demand for the location; ready money for mortgage if necessary; ready salability—combine to make these prominent plots the safest investment.

The wide-awake grocer knows that similar elements govern the true value of branded food products.

The every day demand by the public for POSTUM CEREAL, INSTANT POSTUM, GRAPE-NUTS and POST TOASTIES, the fact that these four food products represent "ready money," and are commercially noted for their quick turnover, combine to make each brand A LEADER IN ITS LINE.

The peculiar success of POSTUM CEREAL, INSTANT POSTUM, GRAPE-NUTS and POST TOASTIES is not accidental. "There's a Reason."

Persistent and truthful advertising messages throughout the year, and EVERY year since these popular food products were offered to the public, is as much a part of the business policy of the Postum Cereal Company as its desire to serve the public the "best there is" in the brands it manufactures.

What can any grocer demand more than this: Quality, assured and reasonable profits, and a guaranteed turnover?



Postum Cereal Company, Inc.
Battle Creek, Mich.

DEHYDRATED FOOD.

Vast Economic Advantages Will Soon Outweigh Aversion.

Fashions in dress and fashions in food have almost nothing in common. When the stylists indicate that a high crowned, narrow brimmed straw hat is worn by the better people the average man tosses his low crowned, narrow brim into an ash can and makes a dash for the nearest hat store. There is no argument, no discussion. Whether it is the passing of the trouser cuff or the introduction of the pocket lapel, he feels in honor bound to conform with the edict of the tailors. Besides, he takes a certain amount of personal pride in stepping along briskly with the fashion parade.

Yet in the matter of food this same man will throw a spasm of protest before submitting to the slightest change in his regular menu. He declares emphatically that he wants everything "like mother used to make." That is the creed of his table and the motto of his daily diet. Although he expects progress and improvement in every other branch of civilized living, he recognizes no new fangled notions in the food line. He may be obstinate about it, but he positively refuses to stand for any deviations from the culinary ways of his maternal ancestors.

Confronted with this arbitrary situation the food administrators are obliged to fight their way every inch of the journey. As a rule they can bring in their innovations only after a struggle that fairly tears open the heart of the world.

It took the civil war to bring the Nation to a point where the canning industry could be mentioned in polite circles without starting a private revolution. It took a world conflict before the scientists dared to utter the word "dehydrating" beyond the walls of the research laboratory. Even today dehydrating has to be surrounded with all manner of high sounding verbiage to evade the general disapproval of the universe.

Thus, gently and with all the diplomacy at our command, do we lead up to the prediction that the pantry shelves of the next generation will hold cartons of dehydrated fish, meat, eggs, vegetables and fruit in every bit as convenient form as the present day can of salmon or package of crackers.

Prof. Ralph H. McKee, of Columbia University, is the author of the prediction, and his opinion is corroborated by the few men in the country who have devoted their time to perfecting dehydrating processes. Prof. McKee has a working plant in operation at Havemeyer Hall on Morning-side Heights, where he is daily adding to the store of dehydrating information.

"Of course," said Prof. McKee, "we should not expect dehydrated food to be quickly taken up for home use. Following the past history of food changes, the first general use of dehydrated foods will probably be in institutions and armies, then in the larger civilian units, such as hotels and hospitals, and finally in the kitchen of the private house.

"Probably in no other phase of life

are we as slow to make changes as in food and the methods of cooking it. More than fifteen years ago armies began the use of dehydrated foods. Hospitals and hotels in this city and a few others have been using them in large amounts for three or four years, and within the last few months the manufacturers of these products have been making their first efforts to bring them to the attention of the housewife."

Dehydrating in its simplest form is little more than removing the water from foods to protect them against spoilage. Industrially, the idea has tremendous ramifications. If the farmers and producers from Maine to California would subject their crops to a dehydrating process before shipping the saving in the cost of packing and transportation would represent a considerable item in the National budget. The ultimate consumer could replace the water from his own kitchen faucet, and the vegetables, according to the dehydrating authorities, would never know the difference.

Annually the Nation spends millions of dollars transporting tons of water about the country for the benefit of the very small percentage of food that swims around in the water.

The ordinary tomato, fresh from the vines, contains 94.3 per cent.

water. Beets contain 87.5 per cent. water; cabbages, 91.5 per cent.; carrots, 88.2 per cent.; celery, 94.5 per cent.; corn, 75.4 per cent.; spinach, 92.3 per cent., and turnips, 89.6 per cent. Meats and fish are made up of 65 to 75 per cent. water. Dehydrating reduces the amount of water on the average to less than 10 per cent.

A two pound can of tomatoes contains less than two ounces of real, bona fide tomato. An official estimate, coming from the Department of Agriculture at Washington, states that one carload of dried tomatoes will save the railroads from handling thirty cars of canned tomatoes; and that if all the handling of the lumber for boxes, tinplate, etc., is included, one car of dried tomatoes gives an aggregate saving of 105 carloads of freight.

Actually, food drying is not a novelty. As a means of food preservation it has been employed for hundreds of years. Both for vegetable and animal foods, early colonists resorted to drying from necessity. Along the New England coast the drying of fish became an important industry. But most of the methods in use were quite crude. The food was exposed to the sun and wind until the excess moisture had been removed. While successful in preserving the food, there was a

certain loss of color and taste that invariably accompanied the process.

Approximately 100 years ago the canning industry was introduced from England, and drying fell into the discard. The newer method could be applied to a greater variety of food materials, and the canned products could be transported into any climate. Later, with the development of cold storage, pasteurization, salting and smoking, drying was practically forgotten.

During the gold rush in the Klondike the demand for foods which could be easily transported brought about the importation of dried potatoes from Germany. Some effort was made to dry potatoes in Washington and Oregon, but the result was not pleasing to the gold miners. Even in the Klondike they preferred potatoes that didn't taste of sulphur, and they were particular about having white potatoes white and not black.

Throughout the great war there was continual speculation concerning the food situation in Germany. How long could the German larder hold out? How could she go on feeding her armies and civilians, isolated as she was from the rest of the world? Recent figures on Germany's dehydrating industry uncover some of these secrets.

"In 1898 there were three small dry-

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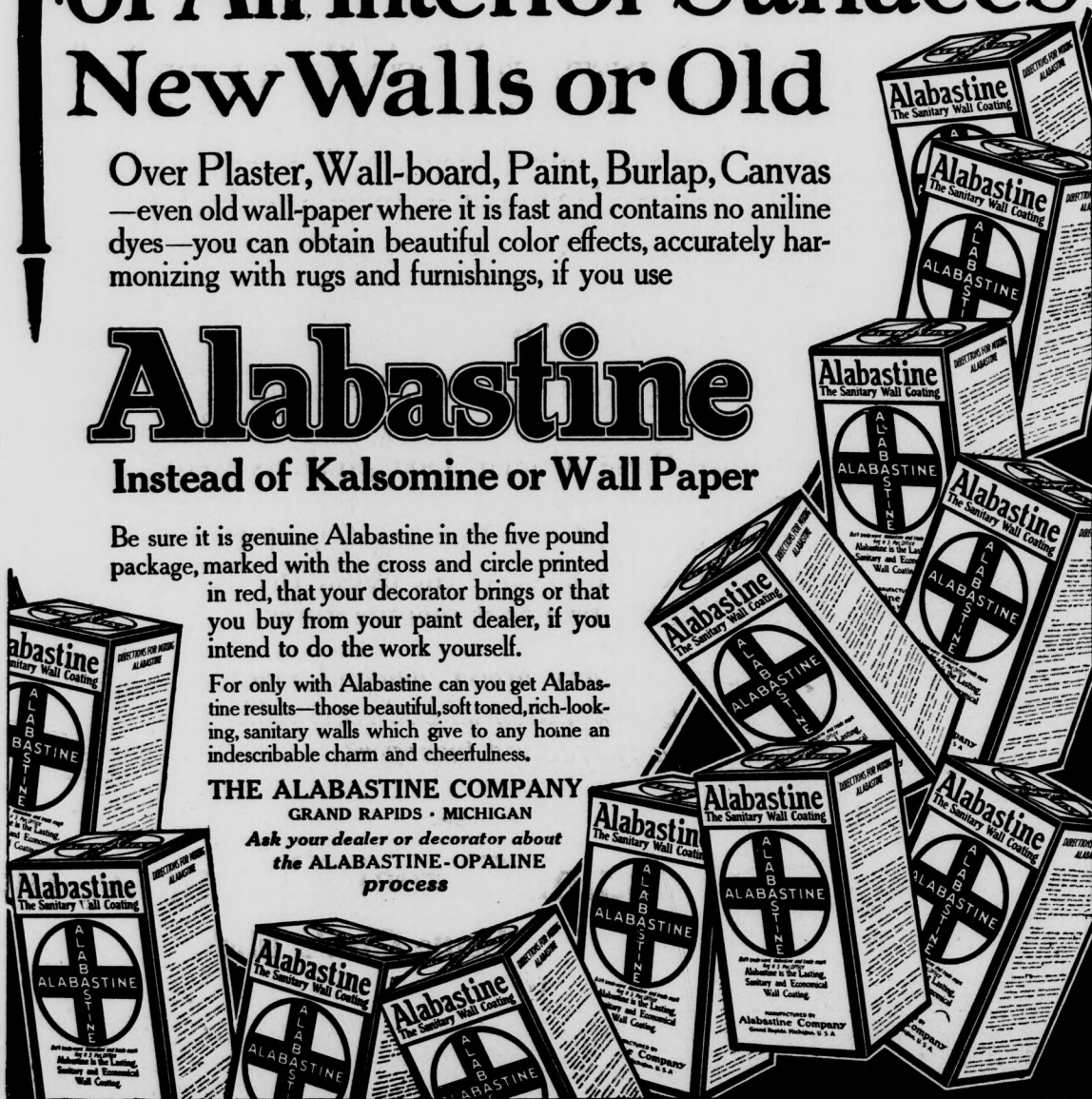
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ing plants in Germany," says a Government folder. "Five years later there were still three plants there with an output large enough to be worth mentioning. This method of preservation may be regarded as apparently successful, for in 1906 the number of plants in operation had increased to thirty-nine, in 1909 to 199, in 1914 to 488 and in 1916 to 841. In addition to this, 2,000 breweries were utilizing some portion of their equipment in the drying of food materials. It is stated that in 1917 about 1,900 plants were in operation or under construction and the total quantity of potatoes alone dried in Germany was more than three times the total crop of the United States. These facts will explain one of the reasons why Germany was able to maintain her food supplies during the war."

Canada, too, did some war dehydrating. During 1915, 1916 and 1917 Canada prepared for the British army 44,000,000 pounds of mixed dried vegetables. One pound of the preparation was sufficient to give a nutritious soup ration to sixty men for one meal. In 1918 the United States Army followed along with many thousands of tons of dried vegetables. At present there are in the country less than thirty vegetable and fruit dehydrating plants, most of them small.

At the request of the Army Medical Department three years ago the Hariman Research Laboratory at Roosevelt Hospital took up the study of improving methods of preserving meats. After some months Drs. Falk and Frankel developed a new laboratory method of dehydrating, using a

method of mild heat in a vacuum. The work on the process was then transferred to the department of chemical engineering of Columbia University, where Prof. McKee took an active hand in the work.

"The process as finally developed," explained Prof. McKee, "is applicable to meats and fish as well as to vegetables and fruit. A vacuum shelf drier is used, the shelves of which are heated by means of steam or hot water. The food is placed on trays and these placed on the heated shelves the door closed and the vacuum pump started. This type of apparatus is made by a number of firms in this country and abroad.

"In some cases the new method gives products of no apparent improvement over the old type process but in other cases the product is better than has hitherto been produced. The drying is completed in shorter time, permitting the handling of products sensitive to spoilage, such as meat and fish. Potatoes and apples are not discolored by oxidation, carrots show fewer changes and fruit keeps its original color.

"The process is not applicable to roasts and other thick pieces of meat. Steaks can be dehydrated, but the trouble comes in getting them to take up water in sufficient amount, and it would seem that the process should not be considered for steaks unless they are cut exceptionally thin. We have been surprised that the fat in the meat does not become rancid. The fat of dehydrated meat seems to keep sweet indefinitely."

Prof. McKee exhibited several sam-

ples of his work fresh from the laboratory. A quart box of dried strawberries contained all that was left of four quarts of fresh strawberries. The cellular structure of the fruit had not been disturbed by the dehydrating process. When soaked in water the berries would regain their original bulk and serve most of the purposes of the original product.

A bushel or so of potatoes appeared in compact form, snuggling in an ordinary cracker box. While boiled and baked potatoes would have to be stricken from the menu of the housekeeper using the product in the dried form, Prof. McKee said that a very palatable dish of mashed, fried or stewed in cream potatoes could be served by handling the material in the proper way.

When asked how long vegetables in the dried form would keep, he said that under favorable conditions he didn't see why they shouldn't keep indefinitely. He cited the instance of a Canadian manufacturer who found himself with several tons of dried soup mixture left on his hands at the conclusion of the Boer war. As there was no local sale in the domestic market for the product the manufacturer rather than throw the material away put it in barrels carefully paraffined and stored it away. At the outbreak of the war in 1914 the barrels were shipped to the British army and utilized in the preparation of soup, just as the bulk of the lot had been used fifteen years before.

Possibly there are numerous ex-Tommies who will exclaim over this fact and declare indignantly that they

recognized the soup all along as dating back at least to the Boer war.

Invariably, as the market runs, when there is a heavy crop, prices fall well below the average. This situation is usually followed by a lean year with scanty crops and high prices. It is a feast or famine for the whole Nation. With dehydration the bumper crop of one year could be converted into material to eke out the slender product of a poor year.

As for the conservation of food materials, it is estimated by the Department of Agriculture that over 50 per cent. of the fruits and vegetables grown in this country now never reach the consumer as a result of poor transportation facilities, irregularities in marketing or other causes.

Summing up the advantages of dehydration, it seems probable that there would be a great economic saving, an equalization of prices, a prevention of food shortages and a greater variety of foods available throughout the year. If the dehydrated products can be made palatable there appears no good reason why the process should not take its place beside the canning industry.

His Affliction.

"Howdy, Gap!" saluted an acquaintance. "What have you got your head wrapped up thataway for? Got a car-buncle?"

"Nope, got no sense!" replied Gap Johnson, of Rumpus Ridge. "Wife's maw is visiting us, and I acted the fool last night by starting an argy-munt with her when she had the skillet in her hand."

THE Brecht COMPANY
ESTABLISHED 1853 ST. LOUIS

A typical Brecht installation. Modern display counters and refrigerators will add fifty per cent to the appearance, economy and sales power of your store. Let us tell you why Brecht six-inch wall refrigerators are preferred by progressive market men. Write Dept. B.

THE BRECHT COMPANY - ST. LOUIS, MO.

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MAIN OFFICES AND FACTORIES: ST. LOUIS, MISSOURI



Michigan Retail Hardware Association.
President—Charles A. Sturmer, Port Huron.

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Cassius L. Glasgow, Nashville; Lee E. Hardy, Detroit; George L. Gipton, Britton.

Pushing the Sale of Sanitary Mops and Dusters.

Written for the Tradesman.

In the sale of chemically treated dry and oiled mops and dusters, demonstration is a very important factor. When goods of this sort are being introduced and sold there is really nothing to equal the benefits accruing from good displays and intelligent demonstrations.

This was particularly true a few years ago, when the first of these chemically treated mops came into prominence. A good many people ten years ago were skeptical as to the possibility of these "new-fangled" devices replacing the broom. Even the dealers themselves were not entirely "sold" on the proposition.

Since then the chemically-treated mop has proven its value. Until its advent it was necessary to get down on hands and knees to clean, dust and polish hardwood floors. With the advent of the sanitary mop it is now only the work of a minute to run the mop over the floors, around the rugs, and have the floors bright, clean and polished.

When chemical mops were first introduced many objections were raised as to their utility and practicability. At first appearance it seemed a fad or luxury with limited possibilities, but a few years of actual use dispelled all such objections, and today there is not an up-to-date home which does not recognize in this new mop a great labor-saving and health-working device. The mop appeals to women who are compelled by one condition or another to do their own work, and it has demonstrated its value wherever it was tried, and it is to-day no longer an experiment.

Much the same process as was undergone with the buying public at the beginning must be gone through, however, in selling to individual customers. True, you have in your favor the favorable impression created by very general use in scores and hundreds of homes in your community. But a great many people are still dubious; and you must still their doubts if you are to make sales.

The one way to meet such doubts is by actual demonstration.

Show the people of your community just what this mop will do. Acquaint them with its tremendous advantages and the great economy that comes of using it. You will then con-

vert skepticism into enthusiasm. The article is its own best argument. It comes nearer to being a self-advertising, self-selling specialty than anything else in the world.

This is an age of progress, and the man who would stay in the business game must keep abreast of the times. The live, wide-awake merchant anticipates the wants of the public and endeavors to satisfy them. He does not wait for the other fellow to blaze the way. If you are satisfied to sit down and wait until numerous enquiries convince you that there is a certainty of your selling new specialty goods, you will have waited until the profits are cut down by excessive competition.

In this connection the method of one merchant may prove of interest. Having purchased a large quantity of the oil type of mops, he sought an effective means of introducing them to his customers. A list of more than fifty of the merchant's best and most up-to-date customers was made up; and a mop with a small supply of oil was delivered to each person on the list. The following letter was simultaneously dispatched through the mails:

"We are deliberately taking the liberty of delivering to your address a mop and a small supply of oil for renewing its effectiveness from time to time. This mop is sent you with the request that you try it out on your hardwood, waxed and less finished floors, with the assurance that if you follow the brief accompanying instructions you will be more than pleased with the results.

"If we were not sure of your position in this matter, we would not presume to deliver the mop without first securing your consent.

"Please understand, this is sent you entirely on our own initiative and responsibility, you incurring no obligation in accepting it, because if you are not entirely satisfied we do not want you to keep it, and we will call for the mop without expense or inconvenience to you, and cancel our memorandum charge; with thanks to you for having given the article and this letter your consideration.

"If you like the mop and we have not heard from you to the contrary within a reasonable length of time, we shall assume you will be willing to receive our invoice for the amount printed on the mop container and the bottle.

"A few drops on your dust cloth will make your furniture and woodwork like new, and we especially recommend it for pianos, automobiles, oil paintings and all finished wood surfaces."

When leaving either oil or dry mops

Foster, Stevens & Co.

Wholesale Hardware



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

Grand Rapids, Mich.

W. M. Ackerman Electric Co.

Electrical Contractors

All Kinds of Electrical Work.

Complete Line of Fixtures.

Will show evenings by appointment.

549 Pine Avenue, N. W., Grand Rapids, Michigan

Citizens 4294

Bell Main 288

Our travelers are out with the new things in robes, blankets, sheep lined coats and mackinaws. In the past our line of this merchandise has always been a strong and active one and for 1922 you will find many fine additions.

Kindly wait until our salesman calls on you and then look over the line. You will be glad you waited for this.

Brown & Sehler Co.

Grand Rapids

::

Michigan

Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

Exclusive Jobbers of Shelf Hardware,
Sporting Goods and
FISHING TACKLE

on trial, the merchant should by letter or otherwise take care to urge a thorough trial of the comparative value of the two methods of cleaning. A fair trial is all he needs in most cases to make a sale. The result of the two methods—a comparison of the old way with the new—would fairly demonstrate the merits and advantages of the chemically-treated mop as to saving of time and labor, and more sanitary cleaning.

A practical demonstration of what chemical mops and dusters will do is worth endless talk upon the subject. Various ways of showing mops in operation may be employed that, if used in conjunction with other household specialty demonstrations, will prove effective and productive of good results.

Experience shows that many new specialties are sold through the customer seeing them demonstrated when she visits the store to buy some other article.

In arranging your mop demonstration, select floor display space either in the center of your store or in the main aisle leading from your door. An old oil-cloth or linoleum about 3 x 6 size is preferable, as it shows an average condition usually found in the home. Have signs and showcards prominently displayed, calling attention to the demonstration, the make of mop handled, and its price. Also have advertising matter and folders placed in conspicuous places throughout the store.

Newspaper advertising will help your demonstration and tend to give it wide publicity and bring in the crowds. Use all the newspaper space you can afford, as it will make your effort much stronger and more valuable. A window display will also add to the general effect and help round out the demonstration satisfactorily.

Victor Lauriston.

Environment Is a Strong Force.

Are the people in your community, as a general thing genuinely interested in public affairs? Or are they so absorbed in their own concerns that they give little thought to civic problems and issues? Is their prevailing spirit one of hearty neighborliness? Do they co-operate to maintain a pleasant community life?

Are they free from the snobbishness of wealth? Are they tolerant in regard to religious questions? Do they frown upon petty gossip and all scandalmongering?

Have they a proper pride in the appearance of their homes and streets so that the neighborhood maintains an attractive appearance? Or is their attitude in regard to this—as in regard to compliance with public-health regulations—one of indifference?

These are questions of more than academic interest to you. They bear directly on your welfare, and in especial on the future well-being of your children.

It goes without saying that you wish to see those children grow to be efficient and worthy men and women. Do not forget that the kind of community in which they are reared is bound to play a part in determining the kind of men and women they shall be.

According to some good authorities the conjoint influence of the family, the school and the community actually outweighs by far any other factor in the development of human beings, not excluding the factor of personal heredity. Or, as it has been put by that famous savant, Sir Edwin Ray Lankester: "The heredity with which civilization is most supremely concerned is not that which is inborn in the individual. It is the social inheritance which constitutes the dominant factor in human progress."

By "social inheritance" is meant the social setting—the teachings and traditions, the manners and customs, the prejudices and possessions of the family and the community. From his social setting, in the plastic years of youth, the individual derives ideas which, because of the tendency of all ideas to pass over into action, shape his behavior.

Do not think that if the life of your community is an inferior life your children will be unaffected by it. They are certain to absorb something of its spirit, to their lasting hurt. Whereas, if it is a superior life the benefit will be equally lasting.

Now ask yourself whether, as a member of the community, you are helping to raise or to lower community standards. Put to yourself regarding yourself the same questions I have put to you regarding the community as a whole.

H. Addington Bruce.

Two Good Little Tips.

One grocer in a Middle West town last summer bought up a large supply of ripe tomatoes and then he placed a large card in the center of the display featuring a recipe for Spanish chili sauce which he thought would taste good on the roasts and steaks during the winter months. The women in his neighborhood undoubtedly thought it was good, too, for he sold more tomatoes in the next two weeks than he had ever dreamed could be sold through his store. After that little sale he heard "opportunity knocking again. And by this time he had his ear trained so that he did not pass up the slightest semblance of opportunity's knock. A lady entered his store one day and asked if he knew anything about marmalade. He confessed his ignorance, but made up his mind to know something about it. Next day women shopping in his store saw a huge mass display of oranges and in the center of this pile he had placed a large card with a marmalade recipe lettered on it. He also had several dozen copies of the recipe typewritten on slips of paper so that the shopping housewife, if interested, could take a copy home with her. This sale on oranges outclassed the one he had just held on tomatoes a few days before, and proved conclusively to him that opportunity often came in a peculiar guise.

Americans Eat More Sugar.

The total consumption of sugar in the United States during 1921 was 4,709,362 tons, a per capita consumption of 97.6 pounds, as compared with 91.6 pounds in 1920 and 83.5 pounds in 1913. The increase per capita over 1920 was 8.4 per cent.

DIAMOND MATCHES



THIS IS OUR TRADE MARK, and its use on a package assures quality and satisfaction to the user; a prompt sale and a fair profit to both the Retailer and the Wholesaler.



THE DIAMOND MATCH CO.

BOSTON NEW YORK CHICAGO ST. LOUIS
SAN FRANCISCO NEW ORLEANS

The Name on the Sack is a Guarantee of its Contents

When specifying cement insist that it be the kind with the name—

NEWAYGO PORTLAND CEMENT

on every sack.

You can then be assured that this important part of your construction work is being supplied with material that has proven its worth, one that will readily adapt itself to your job, no matter what problems or complications may arise.

Newaygo Portland Cement is not limited in use to the construction of buildings. It may be used above or under ground, in or out of water. Its many uses have brought about a universal demand for the cement with a guarantee of uniform quality.

Newaygo Portland Cement Co.

General Offices and Plant
Newaygo, Mich.

Sales Offices
Commercial Savings Bank Bldg.,
Grand Rapids, Mich.



Electric Lights In City Hotel Carry Lesson.

Written for the Tradesman.

"You left the lights on, Daddy, I'll go back and put 'em out."

"No, never mind. I did it on purpose. I've paid for them, a good many times over," the father said. "It is the only way I can get square with the hotel."

The little boy trudged along the hall beside his father and mother. They were just ahead of me.

The child said nothing more until we were all in the elevator. I could see that he was thinking hard. As the car started, he said:

"But isn't that just waste? The lights aren't doing anybody any good, and it is burning up coal and making people work for nothing. Our teacher said—"

"We'll go back and put out the lights," the father interrupted, looking at me queerly out of the corner of his eye. I could see that a thought had gone home. I wish I could hear what I imagined would be the rest of the conversation. Somehow my mind went back to the war-time days when we were working so hard to teach the children thrift as a patriotic duty. One little boy anyway had got something out of it; and now had passed it along to his father. Possibly father was reminded of some remarks of his own!

One of the reasons—though by no means the only or the most important reason—for giving children hand work to do and letting them see and understand and participate as much as possible in the processes of making things of all kinds, is that it helps them to realize that everything they use and enjoy and consume represents somebody's labor. If a child has helped in the sweeping or dusting of a room, he is less likely to be careless about tramping in with muddy feet. If he has done a little cooking or preparing of food, he is more likely to appreciate the difficulty of making it good and to be grateful to those who prepare it for him. The greater the extent to which he has seen and understood what the good things that surround him have meant in materials and work the less likely he is to be wasteful.

Americans are proverbially wasteful. It is a sad defect of personal and National character. The Europeans have learned and still more are learning in these terrible post-war days of deprivation to conserve what they have. During the war we had in this country a little taste of the necessity for economizing in "goods and services" so as to release both for the National purposes; but I fear the lesson did not sink very deep. And yet this

thing lies at the very roots of character.

When I was a little girl a nickel was a lot of money. I remember hearing my brother, who is now a banker, say one day when he was a very little boy:

"I do hate to break a nickel; the rest of it goes so fast."

Nowadays even poor children think lightly of a nickel. But I am not so much interested in their attitude towards money as I am in their learning that anything—electric light in a hotel, for instance—that is being wasted, without use or benefit for any purpose, is a social injury; that it is throwing away something that is a part of the property of all of us.

Not many children, perhaps, would visualize in the uselessly burning light the unnecessary consumption of coal and the extra wear and tear on the generator, or the wasted labor of men, as did my little friend in the hotel who reminded his father of it. But it is perfectly easy to get the idea in some form to very little children. When you teach a child to put away the toys he is not using; to care whether they are broken; to wipe his feet on the door-mat; to think whether he is causing unnecessary labor to others; to hang up his hat and coat so that they will dry properly, and so on in innumerable ways, you are doing something very important for him and for his fellow-men. You are taking real steps towards making him a useful, considerate, self-reliant, and self-supporting citizen. You are laying the foundations of social responsibility.

No doubt it is valuable for the comfort of your home and the saving of your own steps and your own family resources that your children should be careful of the family property and thoughtful about causing unnecessary trouble and expense. It is much more valuable in its effects upon the whole after life of the child as an individual and as a member of the community.

Prudence Bradish.

Copyrighted, 1922.)

Easily Pardoned.

That even the school teacher is human is evidenced by this story which comes from Washington:

A little girl was discovered whispering in school and the teacher asked: "What were you saying to the girl next to you when I caught you whispering?"

The culprit hung her head for a moment and then replied: "I was only telling her how nice you looked in your new dress."

"Well, that—yes—I know—but we must—the class in spelling will please stand up!"

Advised To Comply With the Law.

A well-meaning mercantile friend of the Tradesman writes as follows:

I see by the last issue of the Tradesman that I may not sell epsom salts, tincture of iodine, etc. We have two drug stores in our village and I have sold these goods since 1911. Is this against the law? Our druggists sell cocoa, coffee, etc., in the grocery line and I am going to continue to sell this stuff until I get a personal letter from you that I am taking serious chances. Then I will take it from my shelf and "bootleg it."

Our advice to the writer of above is to obey the law, whether the law is fair or not. Any time a sufficient number of merchants bring the proper pressure to bear on the Legislature, the law can be amended or repealed, but until this is done it is the duty of every good citizen to obey the law. In view of the monopoly the druggist has created by law, it is manifestly unfair and unethical for him to sell cocoa, tea, coffee and other staple articles which properly belong to the grocery trade.



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

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

Catalog—to merchants

Wilmarth Show Case Company

1542 Jefferson Avenue

Grand Rapids, Michigan

Made In Grand Rapids

This Is Worth a Million to You

To know you can be cured of Rheumatism, Neuralgia, Neuritis, Bright's Disease and Diabetes, high blood pressure and prostatic troubles and all rectal and colon affections at the Teller Hospital by a new method called the Teller Method—after the author and originator. Come and see and be convinced.

Teller Hospital

296 South Gratiot Ave.

MOUNT CLEMENS, MICH.

Gabby Gleanings From Grand Rapids.

Grand Rapids, April 11—What is the outlook for the traveling salesman for the coming season? This I hear salesmen say to each other from day to day. They say business is quiet. That the trade are not buying and all of that. Now in many cases it is the salesman's fault. He is the one to blame. He gets it into his head that things are slow, that trade is dull and he slows up. This is the time for him to buckle in. This is the time for him to put his shoulder to the wheel. This is the time for him to show to his employer that he is a salesman and not an order taker. Get it out of your mind that the trade is not buying, for some one is getting it. Why not you? If you will just carry the thought that you are going to get business and that you are going to get orders, both will come. Work hard. Stick to the job all the while. Think, use your head all the while, and, in fact, use all the power nature has bestowed upon you, and good results are bound to follow. It can't be otherwise.

The fellow who laid down in the desert sandstorm was found, but he was a dead one. The fellow who staggered under the load, who pushed through the heat and sand until he got to his destination is a live one today. One had the grit and accomplished his purpose. The other gave up and is no longer in the game. Which are you—the one who laid down or the one who through perseverance won out?

Don't be afraid of your goal. Like the prize-fighter says, "The bigger they are the harder they fall." If your goal looks far away, continual smashing at the line will bring you over. It is the heart within the man to do, no matter how hard the task, no matter how difficult things look, that gives to him the saying of his friends and those who know him, "He is a Man." Good, live business concerns are hiring MEN. They are looking for those who have grit to stand and fight for business when it is hard; men who do not know when to quit; men who do not know the word NO. Understanding, judgment, work and pluck must be the combination to make up this Supersalesman.

Therefore, I say to you, "Get into the grind; don't listen to the knocker; don't let him talk dead tales of woe; for it is only a waste of your good time to listen."

The worker, the booster, the salesman who is doing day and night to make good—he is the one to talk to, for his words are words of encouragement, of pluck, of getting his from the gist of every day's business.

Have for your motto, "Business is to be had and business I will get!"

It was on a Sunday morning, many years ago, so we are told, that a certain man strolling along the shore of a lake discovered that fishes could be fooled into striking at sticks of wood. It may have been a longing for the fresh air of an early summer's day or contemplation of an overdraft at the local bank that caused Jim Heddon to take the aforesaid morning walk, whistling and whittling as he went according to the custom in those days. After a time the bit of wood he had been whittling was carelessly tossed out into the lake, where it was savagely attacked by a big fish. The incident interested Jim and he tossed out other small pieces of wood and these were likewise assaulted with much splashing of water and great commotion. Slipping back to the house and around to the side door Jim procured a number of fish-hooks and brass wire. Now, it is said that Jim wouldn't fish on a Sunday, but he wanted to experiment just this once. Shaping a stick similar to the first he fastened the hooks and attached a line thereto. In a short space of time enough fish were secured by the new method to supply the neighbors and thus began the manufacture of the now famous Dowagiac line of artificial baits. From this small beginning Jim builded himself a large factory and when suc-

ceeded by his sons, business continued to increase until now it is one of the important industries in Lower Michigan, employing a small army of men and women. New ideas and designs are brought out from time to time, for no self-respecting bass will interest himself in a bait of last year's model. Catalogue No. 19, Heddon's Dowagiac Bait Casting Equipment, is just off the press. The front cover is in many colors and the design would thrill anyone who has ever been fishing. It is of a big bass breaking water as only a hooked bass will do. In the distance are two men in a boat and back of them on the shore are tents and camping equipment. A Mr. Tyrell is the artist and he must have enjoyed the experience of "going after them." Inside the front cover, bordered by outdoor scenery, is a letter from Irving S. Cobb in which Irv. leads off thusly: "Fishing is one of the most ancient of human institutions, as it is also one of the most honorable. With human intelligence, fishing originated; with human speech, the fish lie. Hand in hand these two—the gentle art of angling and the gentle art of prevaricating about it—have marched down through the endless corridors of time." The next page shows a picture of Jim Heddon himself, with the decorations in an especially pleasing color scheme and a border of all-out-doors. Following this are a dozen pages with illustrations of various artificial baits in their natural colors. Type styles and general arrangements are well calculated to speed up the heart-action and make one long for the opening day. No expense has been spared in preparing this new catalogue, each page having passed seven times through the printing press. It is on heavy weight "Fold-Well" enamel, a well known product of the Chicago Paper Company. Since there were only fifty thousand copies printed it will be well to write early as there is sure to be some two million disappointed fishermen. Art work and printing was done by the James Bayne Company of Grand Rapids.

The April issue of Wood's Railway Guide does not show the latest change in the Ann Arbor schedule. Trains 16 and 17 have been discontinued. Petitions are being circulated among business men in the towns most seriously affected in hopes of restoring the service. Until April 1 competition by motor buses with the Ann Arbor would have received but little encouragement.

"High specialization is the worst crime against humanity," says E. J. Evans, Brotherhood of Electrical Workers. "Henry Ford may have conferred a blessing on automobile owners but the workers sit at their benches half dead, doing their bits of work mechanically, over and over."

If auto buses would solicit patronage from the traveling salesmen, why are not time tables and other information contained in recognized railway guides? Schedules are frequently made out many days ahead. Only a few of the many bus lines are listed in the Wood Guide. Who is at fault?

John B. Olney.

Likes the Sound of "More Anon."

Mears, April 11—A mutual acquaintance was in Mears to-day. He is the mighty Michigan bear hunter, or, to be more explicit, the traveling man with the flowery smile—E. P. Monroe. Think the E. P. means Early Peas. It happened thusly: A stranger had made a few purchases in my store and, in payment, tendered a large bill. As I had only a week's cash receipts on hand, I could not make change, so skipped over to the bank to break the bill. In the doorway stood the renowned Monroe, sneezing his head off, catching cold from an overdraft. Between sneezes, E. P. gushed his usually rapid fire questions, Billy Sunday style. You know his method, but he never waits for an answer, all I had to do was to listen. He wanted me to [illegible] remember him to you and also invited

bear hunting trip. I had to tear myself away, as I remembered the stranger was waiting for his change. So I had the cashier change the dollar bill and went back to the store. This is a small village, but it supports two good banks, one on each side of Main street. If you want to prove this, come up soon as our road commissioner threatens to remove both banks to fill up some of the mud holes soon. More anon. I don't know any more about the "anon" stuff than you

do, but a regular writer used it once and I liked the sound of the word.
C. A. Brubaker.

If you make large profits be careful to conceal the fact as far as possible. The consumer does not like to see his merchant make too much money.

You may be sure that the customer who resents having a bill presented is not a first-class credit risk.

National Glove Co.
926 Main St., Columbus, Ohio.
Gentlemen: Please send me a free pair of Napa Goat gloves.

Firm Name _____
Address _____
My jobber is _____
His address is _____



NAPA GOAT

The Better
All-Leather
Work Glove

This Coupon Brings You a Pair of Napa Goats—FREE

Whether you ever stock a single pair of Napa Goats, we want YOU to get a pair of these better, all-leather work gloves FREE for your own use—just to test their wonderfully soft, "feel-free" texture. Fill in and

MAIL THE COUPON TO-DAY

Napa Goat is a soft, pliable, ALL-LEATHER glove that fills a need no ordinary leather glove can meet. It is more flexible. Its toughness insures long wear. Its low price of 50c makes it THE BIGGEST-VALUE GLOVE ON THE MARKET.

Napa Goat is selling big, right now, in your section. All styles. Sold through all reliable jobbers. MAIL THE COUPON TODAY for your free pair.

Look for the Goat-Head Trademark



THE NATIONAL GLOVE CO.

926 E. Main St.

Columbus, O.

Brief Messages

from
Merchants
who sell

Nu-Way
or
EXCELLO
RUBBERLESS

Suspenders, Garters and Hose Supporters

Mr. Wm. Oppenheimer of Mulford, Ind. said: "The Nu-Way Stretch Suspender is my biggest seller."

J. W. Seitz of Republic, Ohio, says: "The Nu-Way Line is sure gaining friends because of the lasting wear. We could not keep house without Nu-Ways."

—and hundred more like this in our files.

Keep Them Displayed.

Let folks know you are the Nu-Way Merchant. Get this attractive Display Stand. It keeps the Nu-Way Line moving. Ask for Price List and latest offerings.

Nu-Ways sold direct to Dealers.
Excellos sold through Jobbers.



A New wide-web Garter.
No metal touches the leg.
Selling big—Order now.



Nu-Way Stretch Suspender Co.
THE STRETCH IS IN THE SPRING
Adrian, Michigan, U. S. A.



Michigan Retail Dry Goods Association.
President—J. W. Knapp, Lansing.
First Vice-President—Geo. T. Bullen, Albion.
Second Vice-President—H. G. Wesener, Saginaw.
Secretary-Treasurer—Fred Cutler, Ionia.

The Act of Selling Dry Goods Well. Written for the Tradesman.

With respect to the manufacture, advertising and display of the various commodities usually carried in stock by progressive dry goods dealers it may be said that a high degree of perfection has been attained. Furthermore, the attention bestowed upon store rooms, store windows, store furniture, stock arrangements, illumination and decorative features, has been both prodigious and fruitful. Every imaginable store need, it would seem, has been met by some provision, some clever mechanical device or accessory, while many charming art and luxury features have been thrown in just by way of good measure. In the larger towns and cities—and in some of the smaller ones as well—there are dry goods stores which are both convenient and beautiful, and, in the larger centers, no end of charming little shops de luxe wherein notions and trimmings are sold.

Furthermore, the refinements in the matter of cost accounting, stock control, publicity, deliveries, and the courtesies and amenities which make for good will, are little short of marvelous when contrasted with the more leisurely and less exacting methods of two generations ago. Quick and exact processes in the dry goods office have displaced the guesswork of a by-gone era. Now everything is system; and the head man of the big dry goods emporium calls in his department heads and they plan the season's campaign for customers much as a general staff arranges beforehand the details of a surprise offensive on a wide front.

In the matter of service—which is a little word with a big meaning—so many interesting, novel and even revolutionary things have been attempted and carried out by progressive dry goods dealers one sometimes wonders if anything worth while has been overlooked. In fact the whole scheme of merchandising insofar as the dry goods business is concerned has been speeded up. And now the time is ripe for a new motive of improvement and advance to become operative. A new idea complex, a new stimulus is needed in the dry goods business—a new disengagement of a dynamic and stimulative nature. Call it what you will, but anyhow something adventurous, potential, and rich in possibilities.

Every advance along the highway of merchandising progress has been both

inspired and made possible by some new fruitful idea. Is there now such an idea available for the rank and file of merchants interested in the distribution of dry goods and notions?

The writer fully believes that all and sundry of the conditions above are fully met in the idea of service. Service is a talismanic word. Service connotes an idea so big and fruitful that we may correctly speak of it as an idea complex.

Underlying the marvelous improvements that have taken place in store-keeping within the present generation, is the service idea. Manufacturers, jobbers and retailers alike have been stimulated by the thought of service. Is it not true that service has dictated the attention now being paid to store rooms, windows, furniture, stock arrangements and illuminative and decorative features? Back of those clever mechanical devices and accessories with which our stores are equipped, back of the charming art and luxury features is the thought of service.

And I, for one, do not believe for a moment that we have exhausted the possibilities of the service idea. On the contrary I am inclined to the opinion that we have thus far done little more than scratch the surface of it. The big advances of the future will, I believe, be made along the line of service. We have plenty of things to sell; and when the public begins to tire of the commodities we now have, other and newer and more attractive ones will be forthcoming to take their places; but in the meantime—and ever as the science of merchandising advances—we will be learning the art of selling things well.

More attention is going to be given to service in the coming days than this matter is now claiming. We are going to know more about it, and the laws and principles involved in it. And, for another thing, we are going to think so highly of service that we will play it up in our advertising, along with our merchandise and prices.

Some dealers are doing this already. It is a distinctly new and significant departure. Just simply to sell merchandise isn't the sole purpose of the advertisement. As some one has put it, one of the important functions of advertising is to "sell" the store to the public. In order to do this the traditional scope of merchandising must be broadened. Real service features must be introduced.

The rest room, comfortable chairs for aged or infirm folks accompanying shoppers, a telephone booth, tables, stationery, ice water in hot weather, fans, a play room (or a railed off compartment) for children—and equipped with playthings of in-

terest to little folks; an information bureau, a check room, a branch library—and ever so many other things that one might enumerate—these suggest a few service features that have been installed or might be installed.

Service calls for merchandise plus. And it is right here in the domain of this plus something that the greatest differences amongst stores is observed. Comparatively few lines carried by the dry goods dealer are exclusive; and if Blank claims an exclusive line of something or other, Blank can parallel the line with something from another house, and he can also crow over its exclusiveness. But in the matter of service there is ample room for the play of originality and merchandising resourcefulness. And here is the fruitful reason why one estab-

lishment differs from another, and why one concern is enlarging its clientele and increasing its good will, while another is plugging along at the same old rate. Read up, study up, speed up in the matter of service.

Frank Fenwick.

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.

A Few Special Suggestions

No. 5 Club & Spade	Stifels 2.65 Wt.		
No. 13 Rope Stripe	Overalls & Jackets	@ \$12.00	Doz.
No. 19 Wabash Stripe			
Lawrence Shirts & Drawers		@ 6.87 1/2	Doz.
No. 1, 68 x 72 Percale Dress Shirt		@ 9.00	Doz.
No. 2, 80 Square Percale Dress Shirt		@ 12.00	Doz.
No. 8, 64 x 60 Percale Dress Shirt		@ 7.12 1/2	Doz.
President or Shirley Suspenders		@ 3.75	Doz.
No. 605, Good Khaki Pants		@ 13.50	Doz.
No. 251, Black Duck Work Shirt		@ 7.97 1/2	Doz.
No. 621, "W. T." Corsets		@ 9.50	Doz.
No. 635, Ladies' Merc. 220 Needle, Mock Seam Hose		@ 3.85	Doz.
No. 800, Men's Merc. 220 Needle, Mock Seam Hose		@ 2.62 1/2	Doz.
Master Mechanic Men's Heavy Wt. Cotton Rib. Hose		@ 1.65	Doz.
No. 31, Pickaniny, Misses' Merc. Lisle 344 Needle Hose		@ \$3.85 on 7, R. 10, F. 5	
Big Injun 4-4 Bleached Cotton		@ 11 1/2 c	
Bravo, 4-4 Bleached Cotton		@ 13 1/2 c	
Auto 4-4 Bleached Cotton		@ 14 1/2 c	

GRAND RAPIDS DRY GOODS CO.
Wholesale Only

36-in. Unbleached Muslin

If you can use Cotton by the bale or in fair quantities—write us about the following brands:

Value—Parsons—Giant—Valley City—Columbus LL and Black Rock.

Also 10-30—short lengths.

Quality Merchandise—Right Prices—Prompt Service

PAUL STEKETEE & SONS
WHOLESALE DRY GOODS GRAND RAPIDS, MICH.

It is the underlying principle of true value that is responsible for the increasing demand for

Principle Shirts

A SHIRT DEVOTED TO PRINCIPLE

Signed, Daniel T. Patton.

Daniel T. Patton & Company
Grand Rapids, Michigan—59-63 Market Ave. N.W.
The Men's Furnishing Goods House of Michigan

New Tourist Camp at Petoskey.

Petoskey, April 11—Great interest is being shown in the new tourist resort camp site, located half a mile West of the Petoskey business district. This property is owned by the Connable brothers, formerly of this city, and gives Petoskey one of the finest and best located tourist camps in Michigan. The land is high, commanding a wonderful view of Little Traverse Bay and surrounding territory, and with the introduction of sewerage, water and light conveniences, this park will delight the camping visitors to our city. Standing timber will provide ample shade and close proximity to city stores will make the securing of supplies very easy. Hundreds of touring parties were forced to "keep on going" last season because of our lack of accommodation along camp site lines, but this year we will be able to take care of them very comfortably.

The Trade Extension department of the Chamber of Commerce held a luncheon meeting at the Braun Hotel Thursday, April 6, and made plans for cooperative work during the spring and summer seasons.

We are anxiously awaiting the arrival of our summer friends, that they may tell us just how wonderful they think our new water supply really is. Petoskey has always been known as having an exceptionally fine water supply, but the new supply is far superior to the old, both in coldness and softness.

Great enthusiasm is being shown regarding the wireless outfit operated by Harold Hurd. Crowds gather each evening to listen in on concerts, stock market reports, weather reports, time signals, lectures, etc.

Afton Holm.

Why the Editor Left Town.

Somebody sent the editor of the Poketown Gazette a few bottles of home brew. The same day he received for publication a wedding announcement and a notice of an auction sale. Here are the results:

"William Smith and Miss Lucy Anderson were disposed of at public auction at my farm 1 mile East of town. She wore a beautiful cluster roses on her breast and two white calves, before a background of farm implements two numerous to mention in the presence of about 60 guests, including 2 milch cows, 6 mules and 1 bob sled. Reverend Jackson tied the nuptial knot with 200 feet of hay rope and the bridal couple left on 1 good John Deere gang plow for an extended trip with terms to suit purchasers. They will be at home to their friends with 1 good baby buggy and a few kitchen utensils after 10 months from date of sale to responsible parties and some 50 chickens."

GRAND RAPIDS KNITTING MILLS

Manufacturers
of
High Grade
Men's Union Suits
at
Popular Prices

Write or Wire

Grand Rapids Knitting Mills
Grand Rapids, Mich.

PRICES CURRENT ON STAPLE DRY GOODS.

List prices corrected before going to press, but not guaranteed against changes.

Bleached Muslins.

Auto	15
Fruit of the Loom	17 1/2
Bravo	14 1/2
Cabot	16
44 in. Indian Hd. S.F.	25
Big Injun	12 1/2
Lonsdale	16
Hope	15
36 in. Indian Head	20
33 in. Indian Head	18 1/2
54 in. Ind. Head L. F.	32 1/2

Unbleached Muslins.

Plaza	09 1/2
96A 36 in.	12 1/2
Giant	12 1/2
40 in. Exposition	13 1/2
40 in. 96A	12 1/2

Pillow Tubing.

42 in. Seneca	32 1/2
45 in. Seneca	34 1/2
42 in. Pepperell	32 1/2
45 in. Pepperell	34 1/2
36 in. Edwards	26 1/2
42 in. Indian Head	30
42 in. Cabot	31 1/2
45 in. Cabot	33 1/2
42 in. Pequot	35
45 in. Pequot	37 1/2
40 in. Quinebaug	30

Denims, Drills and Ticks.

220 Blue Denim	18 1/2
240 Blue Denim	17
260 Blue Denim	16
Steffels Drill	17 1/2
8 oz. Canvas	17 1/2
Armour, ACA Tick	27 1/2
8 oz.	27 1/2
Cordis, ACA Tick	25
Warren Fancy Tick	32 1/2
Thorndyke Fy. Sat.	35
Amoskeag, ACA	27 1/2

Cambrics and Longcloths.

Berkley, 60 Cambric	19
Berkley, 60 Nainsook	19
Berkley 100 Nainsook	27
Old Glory, 60 Cambr.	18 1/2
Old Glory, 60 Nain.	18 1/2
Diamond Hill, Nain.	16 1/2
Diamond Hill, Cambr.	16 1/2
77 Longcloth	13 1/2
81 Longcloth	16
84 Longcloth	17 1/2
7001 Longcloth	15
7002 Longcloth	19 1/2
7003 Longcloth	19 1/2
7004 Longcloth	24 1/2

Ginghams.

A. F. C. du Nord	17
Tolle de Nord	18 1/2
Red Rose	17 1/2
Dan River	17 1/2
Everett Classics	15
Amoskeag Staples	12 1/2
Haynes Staples	12 1/2
Lowe Cheviots, 32 in.	16
Bates, 32 in.	22 1/2
Treffeau 32 in.	27 1/2
B. M. C. Seersucker	18 1/2
Kalburnie 32 in.	22 1/2
Jacquelin, 32 in.	40
Gilbrae, 32 in.	45
32 in. Tissue	42 1/2
Manville Chambray	16 1/2
Red Seal Zephyr	18 1/2

Prints and Percalines.

Columbia, Lights	13 1/2
Columbia, Darks	15
Am. Prints, Greys	10
Am. Prints, Indigo	10 1/2
Manchester 80x80 Lt.	18 1/2
Manchester 80x80 Dk.	19 1/2
Scout, 64x60, Lights	12 1/2
Scout, 64x60, Darks	14 1/2
Shirtings	09
Reds	11

Childs' Waists.

"Cub" Knit Waist	2 50
"Bear" Knit Waist	3 75
"R & J" Muslin Waist	\$2 25, \$3 50 4 50

Ladies' Knit Summer Vests.

1x1 Rib Gauze Vest, Bodice Top	
V nk., Band top ect. reg. szs. 36-38	2 00
extra sizes 40-42-44	2 25
Mercerized 1x1 and 2x1 rib vests,	
Asst. Styles, reg. sizes 36x38	4 50
extra sizes 40-42-44	5 00

Ladies' Knit Summer Union Suits.

12 Cut Double Carded, Asst. Style,	
reg. size 36-38	4 75
extra sizes 40-42-44	5 25
14 Cut Combed Yarn, Asst. Style,	
Regular Sizes 36-38	6 00
Extra Sizes, 40-44	6 50
14 Cut Mercerized Lisle, Asst. Styles,	
Regular Sizes	7 50
Extra Sizes	8 00

Hosiery—Misses and Ladies.

Misses 300 needle combed hose,	
bxd. 1 doz. \$2.25 on 7 rise 10 fall	05
Boys' 3 lbs. on 9, extra clean yarn	
on 8 (R10F5)	2 25
Ladies' 220 needle combed yarn	
hose, seamed back	2 50
Ladies' 220 needle merc. hose with	
440 needle rib. top fashion seam	
in back	5 25
Ladies' fleeced hose, hem top	2 25
Ladies' fleeced hose, rib. top	3 00
Ladies' fleeced hose, rib. top	3 25

Outings and Cantons.

Cashmere Twill	14 1/2
27 in. Unble. Canton	14
100 Flannelette	12 1/2
1931 Outing Lights	13 1/2
1921 Light Outings	13 1/2
Scotchdown Shaker	15
Appledown Shaker	15
Appledown Shaker	11 1/2
24 in. White Shaker	12 1/2
26 in. White Shaker	12 1/2
Daisy Cloth	15
1931 Dark Outings	15

Draperies and Cretonnes.

Hamilton Twill	16
Dresden Fy. Drapery	18
Tudor Fy. Drapery	20
Nu. Drape	35
Westmoreland Creto.	16
Fancy Silkoline	16 1/2
Stratford Cretonne	16
3544 D. B. Scrim	13 1/2
8177 Curtain Net	35
8432 Curtain Net	62 1/2
4039 Marquiesette	20
Dragon Drapery	30
36 in. Art Cretonne	25
36 in. Elco Tapestry	30

Linings and Cambrics.

Tico D Satine	30
No. 40 Blk. Satine	16 1/2
No. 1 White Satine	14 1/2
No. 50 Percaline	16 1/2
DD Black Satine	25
Satin Finished Satine	42 1/2
Raldant Bloomer Sat.	42 1/2
36 in. Printed Satine	60
Windsor Cambric	09
Parkwood Wash Sat.	57 1/2

Meritas Oil Cloth.

5-4 White	3.25
5-4 Mossaics	3.10
5-4 Blue Figure	3.25
6-4 White	4.25
4-4 Fancy	4.10
5-4 Sanitas	3.50
All oil cloth sold net cash,	
no discount.	

Flags.

16x24 in. Spearheads	1 32 1/2
18x30 in. Spearheads	1 90
24x36 in. Spearheads	2 95
Each	
3x5 ft. Reliance Prt.	70
4x6 ft. Reliance Prt.	1 30
5x8 ft. Reliance Prt.	1 90
6x9 ft. Reliance Prt.	2 90
8x12 ft. Reliance Prt.	4 25
1x6 ft. Defiance Swd.	2 05
5x8 ft. Defiance Swd.	2 75
6x9 ft. Defiance Swd.	3 60
8x12 ft. Defiance Swd.	5 20
10x15 ft. Defiance Swd	8 00
6x9 ft. Sterling Wool	7 50
8x12 ft. Sterling Wool	11 50
Gross	
No. 7 Muslin Flags	7 20

Sheets and Pillow Cases.

63x90 Pequot Blea.	15 85
63x90 Pequot Blea.	17 35
72x90 Pequot Blea.	17 35
72x90 Pequot Blea.	19 00
81x90 Pequot Blea.	18 85
Less 5%	
81x90 Standard	13 50
42x36 1/2 Utica Cases.	4 15
42x36 Pequot Plain	4 32
45x36 Pequot Plain	4 56
42x36 Pequot S. S.	5 32
45x36 Pequot S. S.	5 56
Less 5%	
42x36 Meadowbrook	2 75
42x36 Lenox	3 00
42x36 Standard	3 15

Wool Goods.

36 in. Hamilton, All	
Wool Storm Serge	57 1/2
No. 75, 44 in. Storm	
Serge	87 1/2
No. 4040, 50 in. Storm	
Serge	1 10
40 in. Julliards Pla.	1 32 1/2
50 in. Julliards Pla.	2 00
6120, 50 in. French	
Serge	1 50
K S. 36 in. Storm	87 1/2
Serge	1 22 1/2
2215, 50 in. Storm	
Serge	1 22 1/2
56 in. All Wool	
Coating	2 00
D R N Tricotine	1 65

Carpet Warp.

Peerless, White	42
Peerless, Colors	48

Diaper Cloth.

18 in. Seconds	75
20 in.	1 25
22 in.	1 85
24 in.	1 45
27 in.	1 60
30 in.	1 75

Notions.

1225-F Boston Garters	2 25
Rubber Fly Swatters	90
Per M	
Roberts Needles	2 50
Per Box	
Stork Needles	1 00
Per Box	
Steel Pins, S. C. 300	42 1/2
Steel Pins, M. C. 300	45
Brass Pins, S. C. 300	75
Brass Pins, M. C. 300	80
Doz.	
Coats Thread	59
Clarks Mile-End Td.	59
J. J. Clarks Thread	56
Gainsborough Hairnets	
D. Mesh	1 00
Gainsborough Hairnets	
S. Mesh	80
Per Box	
R. M. C. Crochet Cot.	75
B-4 Clarks Crochet C.	90
Silkline Crochet Cotton	90
Sansilk Crochet Cot.	55
Dexters' Knitting	
Cotton, White	1 50
Dexters' Knitting	
Cotton, Blk., col'd.	1 75
Allies' Yarn, bundle	6 50
Found	
Fleishers Knitted	
Worsted, skeins	2 30
Fleishers Spanish	
Worsted, balls	2 60
Fleishers Germantown	
Zephyr, balls	3 70
Fleishers Saxony, ba.	3 70
Fleishers Knitted	
Worsted, balls	2 60
Fleishers Scotch &	
Heather, balls	2 90
Doz.	
Ironweave Handkfs.	90
Rit Dye Soap	80
Wolverine Dmesh Cap	
Net	80

Hosiery—Men's.

Men's 176 Needle Cotton Cut Toe	1 00
Men's 200 needle full combed yarn	
hose	1 85
Men's 220 needle full merc. hose	2 85
Men's 240 needle fiber silk hose	4 50
Men's pure silk hose	6 00
Nelson's Rockford socks, bds.	1 20
Nelson's Rockford socks, bds.	1 30
Nelson's Rockford socks, bds.	1 50

Infants' Hosiery.

Cashmere, Silk Heel and Toe,	
60 per cent. Wool	4 12 1/2
Infants' Cotton Hose 1x1 Rib	1 00
Infants' Mercerized 1x1 Rib	2 50
Infants' Fibre and Wool Hose	6 50

Boys', Misses and Ladies' Hosiery.

Misses 1x1 Cotton Ribbed Hose	
\$1.35 on 7 R. & F. 5c	
Boys' 2x1 Cotton Ribbed Hose	
\$2.25 on 8 R. 10c, F. 5c	

Bathing Suits for Spring Delivery.

Men's all pure worsted, plain	22 50
Men's all pure worsted with chest	
stripes	27 00 to 33 00
Ladies' all pure worsted, plain	25 00
Ladies' all pure worsted striped and	
color combinations	27 00 up

Athletic Underwear For Spring.

B.V.D.'s, No. 01, Men's union suits	12 62 1/2
Seal Pax, No. 10, union suits	10 50
Men's 72x80 Nainsooks, may be	
had at	7 25 to 9 00
Men's Solsettes, highly mercerized	
at	13 50
Men's No. 150 "Hallmark" 72x80	
Nainsook	9 75
Men's 64x60 Nainsooks	6 50
Men's 84 Square Nainsooks	9 00
Men's Fancy Nainsooks	9 00

Wide and Medium Stripes.

B. V. D. Shirts and Drawers,	
Shirts	6 87 1/2
Drawers	7 25
B. V. D. Athletic Style No. U-101	12 62 1/2
U-D Youth's B. V. D.	8 50
Boys' "Hanes" No. 756, 72x80,	
Nainsook Union Suits	7 25
Boys' "Hanes" No. 856, 72x80,	
Union Suits	6 25
Boys' 64x60 Union Suits	5 00
Boys' 72x80 Union Suits	6 25
LSSI—Girls' "Sealpax" pin ch'k N'sk.	8 50
LBBI—Boys' "Sealpax" pin ch'k N'sk.	8 50

Men's and Boys' Cotton Underwear for Spring.

Men's Egypt Balbriggan Shirts	
and Drawers	\$ 4 50
Men's Egypt Balbriggan Union	
Suits	7 50
Men's Egypt Ribbed Union Suits	8 00
Lawrence Balbriggan Shirts and	
Drawers	7 50
Men's Cotton Ribbed Union	
Suits, Egyptian	8 50
Men's Combed Yarn Cotton Union	
Suits, Egyptian	12 00
Boys' Balbriggan Union Suits,	
Egypt	4 50

Men's Dress Furnishings.

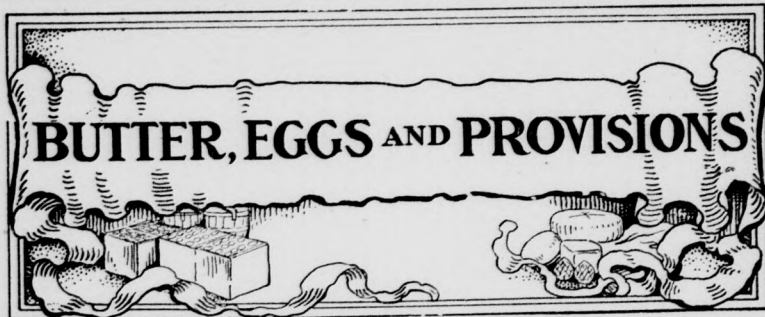
Slidewell collars, linen or soft	1 60
Neckwear 2 10, 3 75, 4 50, 6 00, 7 50	9 00
Flannel night shirts	10 50
Dress pants	22 50 to 48 00
Mufflers	12 00 to 19 50
Dress shirts	8 00 to 48 00
Laundered stiff cuff shirts, 80 sq.	
percale	16 50
President and Shirley suspenders	4 50
Men's "Linine" Collars, per box	34 1/2
Men's "Challenge" cleanable, doz.	2 75
Men's Wash Ties	\$1 35, \$2 00 2 75
Men's Muslin Night Shirt, doz.	9 00
Men's Muslin Pajamas, per doz.	16 50

Men's Work Furnishings.

No. 220 overalls or jackets	13 50
No. 240 overalls or jackets	12 00
No. 260 overalls or jackets	10 50
Stiefel rope stripe, Washash stripe	
Club or Spade overall or jacket,	
2 seam, triple stitched	13 50
Coverall khaki	25 50
Cottonade pants	15 50 to 21 00
Black sateen work shirts	9 00
Nugget blue chambray work shirts	8 00
Golden Rule work shirts	7 50
Piece dyed work shirts	6 50
Best Quality work shirts	9 00 to 16 50
Work suspenders	2 25 to 7 50
Shirley Police or X Back work Sus.	4 50

Boys' Furnishings.

Knickerbockers	6 00 to 15 00
Mackinaws	4 25 to 8 50



BUTTER, EGGS AND PROVISIONS

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.

Monument in Honor of an Apple.

Who ever heard of a monument erected in honor of an apple? Nobody, until the other day, when, at Proctorville, in Lawrence county, Ohio, a large assemblage of persons gathered for that purpose and to offer their respects to the "Rome Beauty."

More than a century ago—in 1817, to be exact—the first tree of that now famous variety of apple was planted near Proctorville by a boy named Alanson Gillette. It was a mere twig, which his father threw to him, saying, "You can have that; I don't want it."

The boy planted it carefully and it grew and flourished, bearing in later years fruit that proved to be of an extraordinary quality. Thousands of buds did it yield for grafting, and in the course of time many and extensive orchards came to be made up of its progeny and descendants.

To-day the "Rome Beauty" is the leading variety grown in Ohio. As remarked by one of the speakers at the dedication of the memorial, it is "Ohio's best gift to the apple-growing industry."

The monument, established by the Ohio State Horticultural Society, is a huge boulder, somewhat applelike in shape, bearing a bronze tablet with an inscription that recites the virtues of this remarkable apple and its history.

Market For American Fruit in Europe.

A shortage of dried fruits in the United Kingdom, together with the rise in exchange and the drop in freight rates, should stiffen prices until the new crop reaches the English market in October, according to a report to the Department of Commerce from Vice-Consul Howard Donovan at London. Sales of California raisins would be larger if they arrived in time for the Christmas trade and if they were packed like the Spanish product. In 7 pound tins, faced and scalded, giving them the golden brown color which attracts buyers. Smyrna sultans, offered at lower prices than California seedless raisins, are furnishing competition difficult to meet. The amount of dried currants and raisins entered for consumption was appreciably larger in 1921 than in the previous year. Stocks of California and Oregon plums and prunes and of dried apricots, pears and peaches in London bonded warehouses at the end of the year considerably exceeded those of 1919 and 1920.

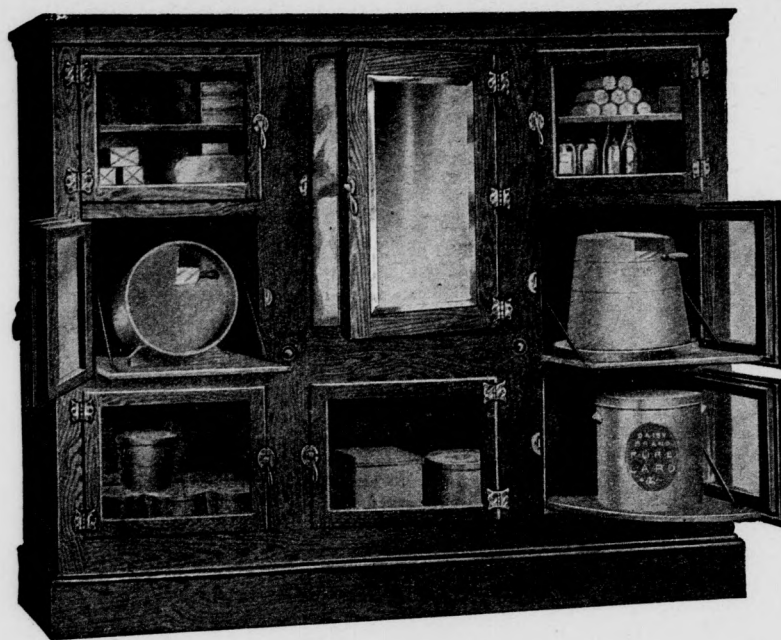
The oranges, mandarins and bananas seen in the best shops of France are not of a quality to attract the notice of an American tourist, writes Vice Consul J. Lee Murphy from Nantes. Grape fruit is practically unknown. If American shippers can meet the market with the adverse exchange rate and the long-haul freight charges they may be able to do some business on a consignment basis with regular buyers.

During 1921 the United States furnished practically all the imports of dried apples and pears into the Netherlands, the Department of Commerce is informed by Consul General George E. Anderson, Rotterdam, who says there is a steady demand for these products. American exporters also sold 53 per cent. of the canned fruit and 25 per cent. of the preserved fruit purchased by the Netherlands last year. The fall in value of the German mark in 1921 enabled Hamburg jobbers to sell American dried prunes and apricots in the Dutch market at prices lower than those obtaining in the United States.

What Is a Sardine?

It has been learned that the term "sardine" was originally applied to a fish conserve packed, presumably of fish of the anchovy type, on the island of Sardinia about the middle of the last century by Guiglia Trentino. Earthenware jugs with sealed tops were employed. The origin of the pack on Sardinia led to the use of the term "sardine" more as a means of identification than as descriptive of the fish. Some seventeen species of fish, all members of the herring family, are now packed as sardines. The word now is generally accepted as a designation of the manner of packing rather than of a particular variety of fish. Included among the types of sardines now of commercial importance are the pilchards of France, the sprat and the chinchard of Spain and Portugal, the brisling, sild and mussa of Norway, the sprat of England, the small herring types of Japan, the species of pilchard of California and the small herring of Maine. Many traders regard the term "sardine" as a coined word which aptly covers the fish now commercially known in all of the markets of the world, and they think that it is splitting hairs to attempt to make a narrower classification to mark the variation in type of fish produced in the various countries.

If you have ever had synecdoche, hyperbole, antithesis, logarithms, bacilli, misfit, tight fits, plain fits, pip, an idea, or a dollar—forget it. Most people have had troubles of their own and do not care to listen to yours.



Famous Belding-Hall Refrigerators

New Low Prices.

Many Different Styles.

Call or write

Boot & Company

5 Ionia Ave. N. W.

Grand Rapids, Michigan

We are in the market to buy and sell
POTATOES, ONIONS, BEANS, FIELD SEEDS
Any to offer, communicate with us.

Both Telephones.
Pleasant Street,
Hilton Ave. & Railroads.

Moseley Brothers,
GRAND RAPIDS, MICH

MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
Grand Rapids, Michigan

MAKES
THE

Insist Upon
**Tea Table
FLOUR**

IDEAL
BREAD

BLUE
GRASS

STANDS FOR QUALITY
IN DAIRY PRODUCTS



Better
Butter

Better
Milk

The Repeat Sales makes it profitable for "Grocers" to handle these lines.

KENT STORAGE COMPANY
GRAND RAPIDS - BATTLE CREEK
Wholesale Distributors

Bad Results From Use of Poisoned Bran.

Grant, April 11—Poisoned bran, if freely used for the destruction of grasshoppers, is destined to lead to disastrous results in another direction no less than the complete destruction of bird life, which, once accomplished, would lead to far more disastrous results than the grasshopper pest could possibly cause.

Should not this fact be taken into consideration when dealing out poisons to the indisputably destructive locusts? There ought to be some way of abating the one evil without resort to another evil of even greater extent.

A few days residence in the country this Spring convinces me that bird life is rapidly on the wane and that unless something is done to curtail the indiscriminate use of poison brans and the like, the time is not far distant when the fruit industry of Michigan will be entirely wiped out. Not a pleasant prospect, I'll admit, but it is better to look the facts in the face rather than to close our eyes and pretend to be asleep at the switch.

This is no false alarm. The fact that birds are not in evidence along country lanes and roadsides and in the groves and orchards is manifest to the most casual observer, and it is a painful as well as a startling condition which the husbandmen of Michigan have to face. Where once the forests and woods lots teemed with feathered songsters, to-day a barren silence reigns. There is no denying this and we are led to ask what are you going to do about it?

It is up to the people of our State to take account of conditions which portend ruin not only to the fruit growing industry but to many other crops the farmer depends on for a livelihood. It certainly is a serious matter, this dealing out poisons, no matter for what specified purpose, the result of which is the wiping out of all bird life in the State.

The agricultural interests have got to a point where they must take cognizance of conditions as they are and meet them courageously, else lose out in the battle for existence. There are fewer birds this year in Michigan than ever before. Bird life had been depleted very much in previous years, but the year 1922 marks a decided change for the worse, a change that is sufficiently startling to call for public attention and legislative investigation. Shall we have it?

Another year of bird destruction such as the one just passed is going to be felt in a manner that will open the eyes of our people to the perils of the situation.

Better that we take effective measures to preserve what we have than to wait until the horse is stolen and then go out and lock the door.

Old Timer.

The Ten Commandments of Retailing.

1. Serve every customer as you would want to be served.
2. Study to know your merchandise—its kind, quality, price and location in the stocks.
3. Study to know your store—its character, its clientele, its methods.
4. Study to know your customers—their station in life, their needs, their means, their interests.
5. Study to know other stores like yours—their offerings, their inducements, their methods.
6. Study to know your fellow-workers, that you may treat them as you want to be treated.
7. Study to know your store executives, heads of stock, buyers and assistants, floor superintendents, and others, that you might appreciate their problems and help them help you.
8. Study to know your store's advertising by daily reading, by com-

paring the same with the goods you sell and thus learn the best presentation in selling.

9. Study to know store windows, yours as well as others, that you may be able to appreciate their value in helping you to sell merchandise.

10. Finally, get a glorified sense of your job, to make it something more than order taking, that you might prepare for bigger things ahead, and thus elevate the standards of the people behind the counter.

Rural Buying Power.

Those who have been looking to the big mail order houses in the Middle West to show signs of increasing buying power on the part of the farmers are somewhat confused by the reports of their sales for March. The sales of Montgomery Ward & Co. in March were slightly more than 8.5 per cent. in dollar values above those in March, 1921. When the year's recessions in retail prices are considered, the gain in actual volume is seen to be much more than the gain in dollar turnover. This would seem to indicate a fair gain in buying by rural communities served by such an establishment. On the other hand, the sales of Sears, Roebuck & Co., which were nearly double those of its competitor in March, were nevertheless 21.41 per cent. less in dollar value than those of March, 1921. For the first quarter of 1922, Montgomery Ward sales were about 4.4 greater than for the corresponding period a year ago, while the Sears, Roebuck sales were about 14 per cent. less. The combined sales of the two concerns for the first quarter of this year were 9.4 per cent. less than for the corresponding period a year ago. For March the combined sales were 13.3 per cent. less than for the same month in 1921.

Adopt Orange Drying Test.

The "drying out" test hereafter will be applied to oranges packed for shipment in Southern California. It was determined that from now on inspectors can best decide upon the suitability of oranges for market purposes by looking for indications of "drying out" rather than crystals between the segments. No oranges will be permitted to move if 15 per cent. or more of the fruit in any car or other lot shows a marked drying in 20 per cent. or more of the surface when cut transversely. This was the standard employed to control the shipment of frosted oranges in 1919 and is the same as that used by the United States Bureau of Chemistry. State Department of Agriculture officials expressed the opinion that the movement of merchantable oranges would be accelerated from now on and that the guarantee of quality on remaining shipments would help materially in returning high prices to the grower.

It costs money to light the store well enough so there are no dark corners, but it costs more money to have dark corners where stock may be lost or forgotten.

When a customer is in a hurry, help him to make time. Do not aggravate him by being needlessly slow.

PIOWATY METHODS

INSURES

PLEASURE AND PROFIT

TO YOUR

FRUIT AND VEGETABLE DEPT.



M. PIOWATY & SONS, of Michigan

You'll be surprised when you see our stock of Store and Office furniture.

Five floors crowded full. Sold for cash or on easy payments. Come in and see us when in the city.

GRAND RAPIDS STORE FIXTURE CO.

7 Ionia Ave. N. W.

Grand Rapids, Michigan

Order a bunch of GOLDEN KING BANANAS of

ABE SCHEFMAN & CO.

Wholesale Fruits and Vegetables

22-24-26 Ottawa Ave.

Grand Rapids, Mich.

WHEN YOU THINK OF FRUIT—THINK OF ABE.

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

The Vinkemulder Co.

Grand Rapids

offers for Easter demand—

Fancy Tomatoes
Iceburg Head Lettuce
Hot House Cucumbers
Celery, Spinach, Radishes
and complete stock fruit.

Quality — Reasonable Prices — Service

Remarkable Accomplishments of Detroit Retail Merchants' Bureau.

Detroit, April 11—The year 1921-22 was a remarkable one in the development of the Retail Merchants' Bureau of the Detroit Board of Commerce. The year saw the fulfilling and completion of activities previously proposed as well as the development of new endeavors and additional services. These accomplishments were only made possible by the close co-operation of the membership as a whole and by the excellent work of the Executive Committee.

Financial.

The Bureau operated during the year on a \$15,000 budget furnished by the Detroit Board of Commerce, for which the Executive Committee pledged the full support of the membership of the Bureau in the Board's plural membership campaign. Former contributing members of the Retail Merchants' Bureau instead of contributing in cash to the sustaining fund of the Detroit Board of Commerce, will take out additional individual memberships in the Board in proportion to their contributions of cash.

Stores Mutual Protective Association.

The Stores Mutual Protective Association began operating about September 1, 1921. The purpose of this organization is to give protection to the members from operations of shoplifters, dishonest employees, impostors, pickpockets and thieves. The service has been furnished to members without additional cost to them. John B. Downey, former superintendent of police, was employed as manager of the Association.

Since the Protective Association was organized convictions have been secured in 90 per cent. of the cases prosecuted. Special operatives and checkers have been placed in a number of stores by our manager.

The Stores Mutual Protective Association acts also as a clearing house for downtown retail stores on all matters pertaining to store losses. All court cases in which members are interested are watched by our manager until the case is concluded. Store detectives are assisted in preparing cases and suggestions are made as to submission of evidence. Bulletins of warning to members on bad checks, stolen money orders, shoplifters and impostors, are sent out. Notices received from other cities are immediately forwarded to our membership. In fact we have exchanged quite a lot of data with other mid-western cities. The Manager has made quite a collection of pictures of professional shoplifters. When he learns that one of these operators is in the city, pictures are shown to the detectives of the downtown stores so that they may be on the lookout for such a person.

Stores telephone in to the central office notifications of loss of goods. The manager of the Association has a file of these and checks his file when goods are recovered by the police department. Besides these records our files contain lists of convictions, names, descriptions and pictures of offenders.

Steps have also been taken to organize the various stores' detectives into an association.

Employees' Reference Bureau.

The Employees' Reference Bureau is a branch of the Stores Mutual Protective Association and is for the purpose of keeping a record of all employees of stores belonging to the Protective Association. There is no additional charge for the use of the Employees' Reference Bureau. Stores must, however, furnish data relative to their employees before being eligible to membership in the Stores Mutual Protective Association. There has been an appreciable saving in the items of stamps alone to the larger stores since the Reference Bureau began operating. In the files of the Reference Bureau are listed approximately 15,000 employees of downtown stores. Members clear references through this Bureau on all prospective employees. Over 12,000 references

have been cleared since the Bureau was formed in September.

Credit Bureau.

While the Merchants' Credit Bureau is not at the present time a part of the Retail Merchants' Bureau's activity, it was formed as the result of work done by the Executive Committee and members of the Retailers' Association. Necessary financing was done principally by members of the Retail Merchants' Bureau. The Credit Bureau, which was formerly privately owned, is now owned by the merchants of the city and is operated on a cooperative and cost basis. Better service is secured and continued improvement is confidently looked forward to.

Solicitors' Agreement.

An agreement has been entered into by about 90 downtown stores under the terms of which all solicitors requesting donations of money or merchandise, or soliciting space in advertising mediums are referred to the secretary's office and in turn investigated by a special committee, which committee either approves or refuses the solicitors' request.

There have been 45 requests acted upon; 26 were not approved. In addition, a number of solicitors were referred to the Secretary's office but failed to show up, consequently saving all stores unnecessary and useless giving.

Monthly Business Letter.

A monthly business letter is issued from the Secretary's office to the entire Retail Merchants' Bureau's business conditions based upon information gathered from trade magazines, leading newspapers and periodicals, statistical services, and business reports. The letter includes a volume of business comparison of various kinds of retail trade in downtown Detroit.

Detroit Society of Retail Accountants.

As a service to retail merchants, the Bureau has sponsored the organization of accountants, controllers, bookkeepers and office managers of retail firms. The association is known as the Detroit Society of Retail Accountants. This organization considers problems of retail merchants such as standardization of retail accounting systems, reduction of stock shortages and taxation.

Department Stores Music Association.

As a result of co-operation in Music Week, October 16 to 23, 1921, a Department Stores Music Association was formed. Singing now takes place in all of the stores belonging to the Association, and singing contests and music festivals were held in the Armory during November and in the Arcadia later.

Co-operative Buying of Supplies.

Investigation has been under way some time on the possibilities of co-operative buying of store supplies. At an early meeting of the new Executive Committee this proposition will be submitted in detail and if approved it is believed will financially benefit participating stores.

Shop Early Campaign.

The Bureau conducted their annual Shop Early Campaign preceding Christmas with very good results. The school children of the city were interested in a Shop Early essay contest. Prizes were offered. About 10,000 essays were turned in to the central committees. In addition to this, a moving picture film was prepared and shown in the leading theaters of the city. Beautiful "Shop Early" posters were secured and used in retail stores throughout Detroit. Stickers were put on merchandise packages and on letters going out from retail establishments several weeks before the Christmas season. Small reproductions of the Shop Early poster were sent to customers in merchandise packages and as stuffers in letters. Newspaper publicity was used to advantage.

Salesmanship Courses in the Public Schools.

As a result of work of the Bureau during the year, arrangements were made with the Bureau of Vocational

Education and the public schools so that at the present time prospective store employees can receive part time training in stores and at the same time receive credit for their school work.

Membership Campaign.

During the year the Bureau conducted a membership campaign in conjunction with the Membership Department of the Detroit Board of Commerce.

Conventions.

The Retail Merchants' Bureau raised during the summer \$1,000 in cash and brought to Detroit the convention of Michigan School teachers. The Bureau has co-operated with the Detroit Convention and Tourists' Bureau in other conventions.

Space was given by large retail advertisers in calling to the attention of the public activities of Thrift Week, January 17-23, 1922. Banners and streamers were displayed in stores during the week.

Co-operative work was done at the time of the Clean-up Campaign, Safety Campaign and Community Fund Drive.

Legislation.

The Legislative Committee was interested in a number of bills affecting merchants, and good work was done by this committee. This is particularly true of the Price Maintenance Bill, Transient Merchants Ordinance, State and National Merchandise Branding Bills, State Garnishment Law, State Continuation School Bills, Sales Tax and American Valuation. In connection with legislative matters the Bureau subscribed to and co-operated with the Detroit Bureau of Governmental Research.

Removal of Street Car Tracks

At the time of the threatened removal of street car tracks from Woodward avenue and Fort street the merchants were very active. Resolutions of protest against such removal were adopted and signed by practically all

"SERVICE Is Our MOTTO"

We have a Most Complete Line of

Calendars and Advertising Novelties of All Descriptions

Will be pleased to submit samples and quote prices.

Grand Rapids Calendar Company

572-584 Division Ave. So.

Grand Rapids, Michigan

We Do This For You

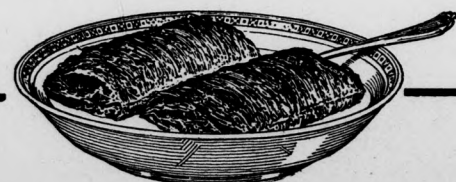
We spend a half million a year to create a demand for our product. We are glad to have you tell your customers all about

Shredded Wheat Biscuit

but we do not ask you to talk it. We try to sell it before it goes on your shelves, then we ask you to distribute it for a fair profit. It has a steady sale all the year 'round. With a consistent fair trade policy and a good profit, we hope to merit the continued co-operation of our friends and distributors.

MADE ONLY BY

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



downtown merchants. Committees from the Bureau appeared before the mayor and common council in an effort to show the very grave consequences that would result to the city should the tracks be torn up.

E. J. Hickey, President.

Circumstances Under Which Uncle Tom's Cabin Was Written.

No book written in America or by an American has been so widely read and commented upon as Mrs. Harriet Beecher Stowe's Uncle Tom's Cabin. It was a sensational novel, written at a time when the country was stirred by factional strife, and there have been many and varied viewpoints as to its merits. It is classed as a book of fiction written for a purpose. Various points introduced may have had a foundation in fact, but most of them were obtained by the writer from a second-hand source; but their publication produced a sensation at the North, at a time susceptible to the accepting of anything written against slavery, and at the South as entirely misrepresenting the existing conditions.

Mrs. Stowe wrote the greater part of Uncle Tom's Cabin in Brunswick, Maine. Several of the chapters were written in Boston, at the home of her brother, Edward Beecher, and the concluding part of the last chapter was written in Andover, Mass.

"Uncle Tom's Cabin" was begun as a serial in an abolition paper, the National Era, published in Washington, D. C. The first installment appeared on June 5, 1851. In that form it made little impression, but upon its being put forth in a bound volume on March 20, 1852, by a Boston publisher, it had a sale in America of 10,000 copies in the first month and reached 800,000 during the first year of its issue. In three months Mrs. Stowe received \$10,000 in royalties, and for years she derived a steady income from the sale of the novel.

Mrs. Stowe is said to have written the book under the most trying circumstances. Her husband was a professor in the Theological Seminary in Cincinnati. In 1850 it was thought that the condition of the family would be improved if Mrs. Stowe moved, with the children, to Brunswick, Me. To furnish a little home at that place she had about used up all her resources, and to add to her worries her husband became ill in Cincinnati.

It was through necessity that Mrs. Stowe was compelled to support herself and family with her pen. She began communicating with publishers and she received small remuneration for her first efforts. Then she began the book that made her famous.

In Boston in 1850 Mrs. Stowe met the Rev. Joshua Henson, a colored minister, who gave to her his story as to how he had escaped from slavery. About him she built her character of Uncle Tom. She wrote out the death scene first. When she started the work she had not sufficient writing paper at hand and so utilized some brown paper bags in which groceries had been delivered, scribbling out the story with a pencil. This narrative formed the chapter entitled The Death of Uncle Tom, and it appeared in the book subsequently just as written on the brown paper.

It was the first work she did on "Uncle Tom's Cabin."

Mrs. Stowe's domestic duties occupied so much of her time that she laid this chapter aside and had almost forgotten it when her husband came across it and she says she found him reading it in tears. It was at his suggestion that she wrote the serial story.

In Mrs. Stowe's household in Cincinnati was a colored woman whose little boy furnished the chapter for Little Harry, and the experience the woman related gave her the inspiration for the scene describing the flight of Eliza over the floating ice in the Ohio river.

Mrs. Stowe secured her character of Simon Legree from her brother, the Rev. Charles Beecher's description of a real Legree that he had met on a Mississippi steamboat who took pride in showing his fists and how hard they were, as he said, "from knocking down niggers."

Mrs. Stowe always stated that every character of her book was drawn from some description that had been given to her. Frequently, when residing in Cincinnati, she had made trips to Kentucky, but she never had the opportunity of studying slavery herself, except as it came to her attention in the North.

Have You the Heart—

To do mean, underhand things that will hurt another?

To repeat idle gossip when you know it may blast another's character?

To idle away your days while others are toiling to support you in luxury?

To spoil the promise of another's future by your selfishness or greed?

To neglect your wife and children, and spend your time and money in dissipation?

To bring sorrow or disgrace to your parents by your dishonesty or willful ways?

To neglect to make the most of the college education others have made sacrifices to give you?

To sit at the piano and sing and play while your tired, wornout mother toils in the kitchen?

To fail to provide for your mother or father, or to deprive them of the evidences of your interest and affection?

To keep up, unremittingly, jazz, song, and dance, long into the night, to the discomfort of the invalid next door, or the hard-working neighbor whom you are depriving of needed sleep and rest?

To be cruel to, or neglectful of, the faithful dog that guards you from dangerous intruders, or the cat that rids your home of annoying and destructive rodents?

To spend money freely for your own pleasure or satisfaction and to see others about you suffering for necessities?

To speak discouragingly to a fellow-being when a few words of hope or cheer might help him to overcome great obstacles and win a name and place for himself?

The merchant with the old-fashioned methods cannot hold even the trade of the old-fashioned customers.

Department Store Test.

A large department store recently sent out one of its shoppers to investigate the service rendered in rival stores. The record sheet provided for the purpose of analyzing the service embodied the following queries:

Did the salesperson have book and pencil ready, without searching for them?

Did she call back to you the amount of money you gave her?

Did she count out your change to you?

Did she show you your name and address on the sales check or call it back to you?

If a package was delivered to you unwrapped, what precautions did she take?

The professional qualities of the saleswoman were checked as good, fair or poor on the following points: Appearance, approach, manner, knowledge of merchandise, selection of merchandise shown, substitution, suggestive selling.

The selling test wound up with the following query: If you visited the department again, would you want this clerk to wait upon you?

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

Saginaw Brick Co., Saginaw
Jackson-Lansing Brick Co., Rives Junction

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

A. B. KNOWLSON CO.
Grand Rapids Michigan



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 the platform wanted, as well as height. We will quote a money saving price.

Sidney Elevator Mfg. Co., Sidney, Ohio

**"A MOTOR CAR
is only as good
as the house
THAT SELLS IT."**

We consider our Service
organization second to none in
Michigan.

Consider this when you buy your
NEXT CAR.

WE SELL

**Pierce-Arrow
Franklin
Oldsmobile**

F. W. Kramer Motor Co.
Grand Rapids, - Michigan

IT'S TIME FOR
**GLENN-ROCK
GINGER ALE
ROOT BEER
SARSAPARILLA**

**From the Famous Glenn Rock Spring
of Waukesha**

JUDSON GROCER CO.

DISTRIBUTORS

GRAND RAPIDS

MICHIGAN



News and Gossip About Michigan Hotel Men.

Detroit, April 11—Chet Bliss, probably as popular with the traveling fraternity as any one of his profession in the State, presides over the destinies of the Hotel Bryant, at Flint. His hotel, while not of the newer type, has been made modern in every respect and contains the most spacious rooms I discovered anywhere and they possess all modern conveniences. Neatness prevails in every nook and corner. His patronage is excellent and rates reasonable.

When the automobile factories began their inroads on female labor and took away his help, Mr. Bliss philosophically adapted himself to changed conditions and suspended operations in his dining room, but he tells me that at no distant day he will re-open same and resume a service which was always exceedingly popular.

Chet told me of an experience he had in the bad check line, which might prove interesting to his fraternal brethren:

A young man came into the Bryant on a Saturday night, registered and stated that he would remain there several days tossed over some baggage claim checks which he advised the clerk were for his sample trunks which he desired to use early on Monday morning, but did not care to have the baggage delivered to his room until that time.

On Sunday afternoon he approached the cashier, presenting a printed check purporting to come from a large commercial concern and asked to have it cashed. On reference to Mr. Bliss, who promptly O. K'd same, said traveler got his coin.

Early on Monday morning the baggage transportation man reported that there were no such articles at the station and they had no way billing for same and when the clerk went to said traveler's apartment he found the room had not been occupied and the bird had flown.

Chet says it was worth the price—\$50—but he prefers a diversified entertainment hereafter.

Physically speaking, the three biggest hotel men in Michigan whose acquaintance I enjoy are Ed. Swett, Fred Pantlind and John Shuck, of the Hotel Shuck, Saginaw. John is always a familiar and useful figure at all hotel conventions and enjoys an amazing friendship at home and abroad. Just at present he is girding his armor for the coming political fray and wants to break into the sheriff's office. His democratic tendencies are his biggest handicap, but I was informed that he has a long chance to realize on his aspirations, even in a Republican county.

Mr. Shuck, in addition to his hotel work, is a collector of antique books, pictures and old prints, having one of the finest collections in his line in the country. The writer spent many hours inspecting this most wonderful collection and it is worth a visit from anyone interested and is always open to the public.

At Muskegon one frequently hears of the Heavenly Twins, who are no less personalities than Edward R. Swett, of the Occidental, and George W. Woodcock, of the Hotel Muskegon. They are conducting rival hotels and vie with each other in trying to secure business, but in private life they are almost inseparable.

Mr. Swett had his inning in a recent issue of the Tradesman, but I am going to try and show up George Woodcock as the public sees him.

In the first place the Hotel Muskegon is an institution which is strictly abreast of the times—modern in every respect—and possesses every comfort and convenience. Its location, directly opposite the union depot, and about a block distant from the Grand Trunk station and Goodrich docks, makes it especially convenient for transients. Its rates are reasonable and personal service is everywhere in evidence.

In the cafe club breakfasts are served at prices ranging from 25 to 75 cents. Portions are ample and the kitchen service is beyond criticism. A luncheon, decidedly popular, as evidenced by the splendid patronage bestowed, is represented by the following menu, which, with some minor changes, also constitutes the evening dinner, either of which are supplied for 65 cents:

Cream of celery soup
Choice of:
Boiled Finnan Haddie—Drawn Butter
Baked Spaghetti with Mince Ham
Roast Pork with Brown Gravy
Potatoes or Boiled
Mashed or Boiled
Stewed Onions
Fresh Apple Pie or Rice and Raisin
Pudding

Hot Rolls and Creamery Butter
Coffee Tea Milk

Mr. Woodcock does not believe in "hiding his light under a bushel." He is almost always in evidence, is said to have a most wonderful faculty for remembering faces and names, and enjoys the association of his patrons.

Recently one of your correspondents criticised the meal service at Park Place and Whiting hotels, at Traverse City, stating that the portions were too meager.

As I frequently visit both of these institutions and my own appetite is usually fully up to normal, I must take issue on the facts as presented. Even were the statements true, there is always shown a willingness in the dining rooms of either hotel to supply additional helpings without comment.

Among hotel men who are interested in the tourist traffic there seems to be more or less criticism on the action of the State on its liberal attitude in providing camping places and equipment for this class of business and there is reason for this claim. Municipal hospitality is very commendable and good publicity, but it is easy to carry altruism too far on the taxpayers' money.

The State has gone into an elaboration in its provisions for the entertainment of camping parties which is making such parks or camps attractive to people of means who can well afford to patronize the hotels which have been provided for this purpose at great outlay and who bear a very large proportion of the tax burden.

It is well enough to be kind to the stranger within your gates, but what is the big idea of supplying comforts which they would hardly find at home—at municipal expense? It is either inviting people who have not the means to tour or taking business from established hotels and garages and giving it to people who can well afford to pay for these accommodations.

Every chamber of commerce or municipal association contemplating the supplying of these conveniences

should satisfy themselves as to how far they ought to go in matters of this kind and not invade the rights of business men or dissipate the resources provided by the taxpayer.

The providing of a camping site, with water supply and necessary toilet provisions, ought, to my notion, to constitute the limit of free entertainment of tourists.

Personally, I am so situated that I am not worried with the problem, but I have talked it over with members of the hotel fraternity and many of them seem to feel that hospitality is being "piled on a little too thick."

The recurring annual meeting of the Western Michigan Development Bureau customarily re-elected David H. Day, of Glen Haven, as its President for the twentieth time. I rejoice to know that his colleagues in this association appreciate the great service rendered by this most resourceful and energetic individual.

For eight years, as a member of the board of directors of the Bureau I enjoyed the friendship of this untiring and versatile individual, and I can say with all sincerity that had it not been for his unexampled enthusiasm and financial support, the Bureau would not be in existence today.

Therefore, I say—and I voice the sentiment of a legion of admirers from every portion of the State—"Long live David H. Day." Call him King David if you like. There is nothing too good for him.

Frank S. Verbeck.

Pickled people pine for brine.
Home is the place we are treated

HOTEL WHITCOMB

St. Joseph, Mich.
European Plan

Headquarters for Commercial Men making the Twin Cities of

ST. JOSEPH AND BENTON HARBOR

Remodeled, refurnished and redecorated throughout.

Cafe and Cafeteria in connection where the best of food is obtained at moderate prices.

Rooms with running water \$1.50, with private toilet \$1.75 and \$2.00, with private bath \$2.50 and \$3.00.

J. T. TOWNSEND, Manager.

3 Short Blocks from Union Depot and Business Center

HOTEL BROWNING

MOST MODERN AND NEWEST IN
GRAND RAPIDS

ROOMS with Duplex Bath \$2.00; With Private Bath \$2.50 or \$3.00

HOTEL RICKMAN

KALAMAZOO

One block from Michigan Central Station. Headquarters U. C. T.

Barnes & Pfeiffer, Props.

OCCIDENTAL HOTEL

FIRE PROOF
CENTRALLY LOCATED

Rates \$1.50 and up

EDWARD R. SWETT, Mgr.

Muskegon :-: Michigan

HANNAFORDS NEW CAFETERIA

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For The Past 10 Years

Prop. of Cody Hotel Cafeteria

CUSHMAN HOTEL

PETOSKEY, MICHIGAN

The best is none too good for a tired Commercial Traveler.

Try the CUSHMAN on your next trip and you will feel right at home.

Western Hotel

BIG RAPIDS, MICH.

Hot and cold running water in all rooms. Several rooms with bath. All rooms well heated and well ventilated.

A good place to stop.

American plan. Rates reasonable.

WILL F. JENKINS, Manager.

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Bookkeeping, Accounting, Auditing, Shorthand, Typewriting, Secy. Training, Salesmanship, Telegraphy and English subjects. Catalogue free.

New Term { Day { Starts
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Henry Smith
FLORIST
139-141 Monroe St.
Both Phones
GRAND RAPIDS, MICH.

NEW
MERTENS
FIRE PROOF
One half block East
of the Union Station
GRAND RAPIDS MICH

Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION

PARK-AMERICAN HOTEL

Near G. R. & I. Depot

Kalamazoo

European Plan \$1.50 and Up

ERNEST McLEAN, Manager

Snap-Shots or Time Exposures.

Ann Arbor, April 11—There were only three unused negatives in the camera when on Thursday afternoon, March 30, 1922, the ice-laden rows of maples proclaimed that they were "set" for their pictures. To put off until the morrow for the morning sunlight was to risk that the trees might also "put off" their coats during the night. No weather report, calendar or almanac guaranteed a freezing temperature to continue, so the three negatives were given the best possible chance to take in the visible beauty of the grandest ice display seen in a life time. What the photos will show can only be known when we visit the drug store where such work is taken care of—along with selling postage stamps, albums, one-year watches, pocket knives, razor strops, et cetera.

No new films were to be had short of a special trip to the city, several miles over almost impassable roads, and so we went forth several times and stood and gazed at the wonderful sight, hoping that nature's self supplied plates would retain for the remainder of our lifetime the pictures which nature so seldom exposes to our view.

A row of large maples resembled weeping willows with coats of frozen tears. If we do not always get what is promised we often get something good that was not promised or expected. The ice remained for more than forty-eight hours and on Saturday morning the spruces were holding their decorations on their Eastern sides, and with a new supply of films were snapped also.

The camera is a wonder, but the human eye and brain is more so. With black branches and trunks everywhere fully visible we can still see in daylight or dark, with eyes open or closed, the long row of maples, like frozen fountains, with great columns rising upward thirty, forty feet, then curving outward in every direction and reaching downward to the ground. Not a broken branch, not a black trunk or bare branch visible, but every bud, twig, branch and trunk completely coated, ice above and below, on every side absolutely perfect.

And then destruction began. Branches groaned, creaked, popped, snapped, crashed and fell. All through the night, and the rain continued, increasing steadily the coating of ice up to almost an inch in thickness. If we had no cameras, if our brains could not retain and reproduce beautiful sights, we still have another way of preserving these perishable products of nature, and that is—pen pictures. Hoping that many such will be recorded by capable writers, we can only submit one which we copied weeks ago from the Christian Endeavor World by Grace Treat Holmes:

The Ice Storm.

O, the vision of the morning!

How it thrills!

How this sparkling, dazzling world

With wonder fills!

See the strand of homely wire

Now a flashing line of fire,

And my rose bush is a fount

Of frozen rills.

See the cherry tree so burdened,

Bending low;

Will it's branches e'er again

Wave to and fro?

When the blossoms burst victorious

'Twill not be a gift more glorious

Than this morning in its chains

Of ice and snow.

O' the morning has transfigured

With it's dazzling light

All the beaten, storm-swept objects

Of the night.

Fence and bush and bank and tree

Shine through jewelled chains to me.

There's a promise—"Ye shall shine

As stars so bright."

E. E. Whitney.

Flower Lower on Account of Decline in Wheat.

Written for the Tradesman.

Mill feeds have developed a decided weakness, particularly bran, a decline of \$4@5 per ton having been scored during the past two or three weeks, with tendency still downward. Wheat

has also eased off 3@4c per bushel. The heavy decline in feed has prevented a reduction in the price of flour corresponding to the reduction in the price of wheat.

On an even wheat market a decline of \$1 per ton on mill feed would mean an advance of 3.7c per barrel on flour so that \$5 per ton decline is equivalent to an advance of 18c per barrel on flour.

Domestic business has not been heavy enough on flour, nor the foreign demand strong enough for wheat to hold prices in the face of the improved condition of the growing crop in Kansas and elsewhere in the winter wheat section.

Continued improvement will result in comparative declines. On the other hand, loss of condition in the growing crop will certainly result in stronger prices.

The trade should bear in mind the fact that cash wheat is only 5c per bushel below the high point on this crop year, whereas May wheat has declined nearly 20c per bushel during the past thirty days. Had cash followed futures down, considerably lower prices on flour would have developed.

Choice milling wheat, however, is rather scarce. It is none too plentiful and is going to bring a fairly good price until the new crop is available.

It is advisable for the trade to have ample supplies to care for trade requirements, but there is nothing to be gained in buying too far in advance.

Lloyd E. Smith.

Grand Rapids Gossip.

The Michigan Cannery Association will hold a meeting at the Hotel Panslind April 26 and 27.

Gerrit Lindemulder, city salesman for the Worden Grocer Company, is confined to his home by illness this week. His customers are being served in the meantime by James De Kraker.

John D. Martin has returned from a month's trip around the State, greatly improved in health.

J. W. VanZooeren, manager of the Double-Wear Shoe Co., 211 Ashton building has been transferred to Bridgeport, Conn., where he will take charge of the business for the same company.

The Hazeltine & Perkins Drug Co. booked an order yesterday for a new soda fountain for J. T. Perham, the Kent City druggist.

Earl Cassada, proprietor of the Robinson Road Pharmacy, has formed a co-partnership with his chief clerk, Charles Russell, under the style of the Star Drug Co. to engage in the drug business at 1321 East Fulton street. The stock, fixtures and soda fountain will be furnished by the Hazeltine & Perkins Drug Co.

Better Postal Service.

The Postmaster-General has set the week beginning Monday, May 1, as postal improvement week, when country-wide effort will be made to enlist better co-operation between the patrons of the many offices and the personnel of the postal system. The Government invites suggestions for the development of the program for this observance in which every citizen is concerned.

Review of the Produce Market.

Apples—Spys, \$4.50 per bu.; Baldwins, \$4 per bu.; Russets, \$3.50 per bu. Box apples from the Coast command \$4@4.25 for Jonathans and Spitzenbergs.

Bananas—7@7½c per lb.

Beets—\$2.25 per hamper for new Texas.

Butter—The market is steady on the present basis of quotations, with a fair consumptive demand. Butter arriving is very good quality for the season. We do not look for much change until the production increases, and that is not likely to be for a few weeks. Local jobbers hold extra creamery at 35c in 63 lb. tubs for fresh and 33c for cold storage; 36c for fresh in 40 lb. tubs. Prints, 35c per lb. Jobbers pay 15c for packing stock.

Cabbage—\$3.50 per 100 lbs. for home grown or Texas.

Carrots—\$2.25 per hamper for new Texas.

Cauliflower—California, \$3 per case of one dozen heads.

Celery—Florida, \$5.50 per crate of 4 to 6 doz. stalks.

Cucumbers—Illinois and Indiana hot house command \$2.50 per doz. for fancy and \$2.75 for extra fancy.

Eggs—The market is steady at prices ranging about ½c per dozen higher than last week, with a good demand both for consumption and for cold storage purposes. Prices are ruling considerably higher than was generally anticipated by the trade. Eggs are going into cold storage at as high a price as they did a year ago. It is the opinion of the majority of the trade that prices will be lower in the near future, as the season is about two weeks later than it was a year ago and it is reported that the production is much heavier. Local jobbers pay 23c, cases included.

Grape Fruit—Present quotations on Florida are as follows:

36	-----	\$4.25
46-54	-----	5.00
64-70-80	-----	6.00
96	-----	5.75

Green Onions—Shalots, 90c per doz. bunches.

Lemons—Sunkist are now quoted as follows:

300 size, per box	-----	\$6.75
360 size, per box	-----	6.75
270 size, per box	-----	6.00
240 size, per box	-----	6.00

Choice are held as follows:

300 size, per box	-----	\$6.00
360 size, per box	-----	6.00

Lettuce—Hot house leaf, 22c per lb.; Iceberg from California, \$6 per crate.

Onions—California, \$11.50@16, according to size per 100 lb. sack.

Oranges—Fancy Navels and Valencias are now held as follows:

90 and 100	-----	\$7.75
150, 176 and 200	-----	7.75
216	-----	7.75
252	-----	7.75
288	-----	7.25
324	-----	6.75

Choice Navels sell for 50c per box less than fancy; Sunkist sell at 50c higher; Floridas are held at \$7.50 per box.

Parsley—60c per doz. bunches.

Peppers—Florida, \$1.25 per basket.

Pieplant—15c per lb. for Southern hot house.

Pineapple—\$7 per crate for Cubans.

Potatoes—The market is weak. Locally potatoes are selling at 85c per bu.

Poultry—The market is unchanged. Local buyers pay as follows for live:

Light fowls	-----	18c
Heavy fowls	-----	25c
Light Chickens	-----	18c
Heavy Chickens, no stags	-----	25c

Radishes—90c per doz. bunches for home grown hot house.

Spinach—\$2.25 per bu. for Florida.

Strawberries—\$5 per crate of 24 pts. from Louisiana.

Sweet Potatoes—Kiln dried Georgia command \$2.25 per hamper.

Tomatoes—\$1.10 per 6 lb. basket from California.

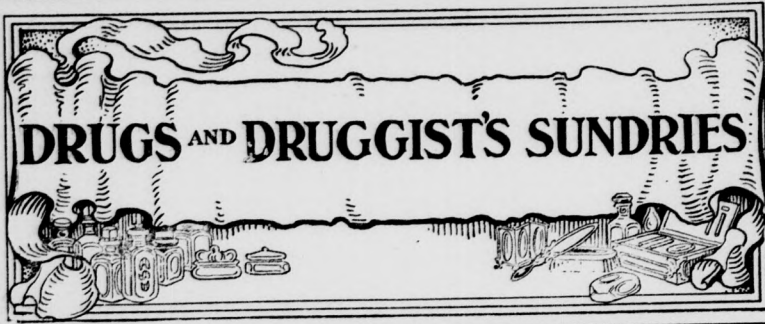
Keep the Territory of Sick Salesmen Alive.

The Cottrell Saddlery Co., of Richmond, Va., had an experience that shows how well the retail trade is disposed to come to the aid of the salesman who is flat on his back. Tom Harvey, one of the salesmen, was operated on and consequently was laid up for several months. T. J. Palmatary, the president of the company, is a staunch believer in direct-mail advertising. He saw no reason why the illness of Tom Harvey should keep him off his territory. So he had a series of postal cards, letters and other material of that character sent out to Harvey's customers at frequent intervals. These letters were sent not only to the trade, but to other salesmen traveling over Harvey's territory as well. As a result, Harvey was the most-talked-of salesman in that part of the country for months. The letters were in the nature of bulletins and were semi-humorous in tone. Here is a fair example:

Mr. Harvey offered a million dollars a week before last for a swallow of water; evidently he wanted water and was doing some dreaming. He is now able to take milk shakes every two hours, with the promise of something more substantial this week. Mr. Harvey's nurse says he is getting mighty frisky—he pinched her the other day and said he thought it was his wife. You can see by this that he is improving right along. Mr. Harvey is a little restless, but this is perfectly natural for a man who has led an active life, otherwise he is getting along fine. Mr. Harvey gets credit for all mail orders you send in, and if there is ever a time when a man needs help it is when he is on an elevated bed. Mr. Harvey's address is Richmond, Va., care of the Johnston-Willis Hospital. Says he will be glad to hear from you.

Throughout the series, the same style was used. In one of the letters a self-addressed stamped postcard was enclosed. These were comical, and were all different. The trade was asked to send these to Mr. Harvey. For a few days he was swamped with replies.

Amos O'Neill.



Michigan Board of Pharmacy.
President—James E. Way, Jackson.
Sec'y and Treas.—Charles S. Koon, Muskegon.
Director of Drugs and Drug Stores—H. H. Hoffman, Sandusky; Oscar W. Gorenflo, Detroit; Jacob C. Dykema, Grand Rapids; J. A. Skinner, Cedar Springs.
March Examination Session—Grand Rapids, March 21, 22 and 23.
June Examination Session—Detroit, June 20, 21 and 22.

Pro and Con Regarding Sale of Prohibited Drugs.

Lansing, April 11—Answering your letter of April 7, containing clippings from the Michigan Tradesman, also copy of letter to Theo. Borst, desire to say that the Board of Pharmacy has always tried to be very lenient and reasonable in its efforts to enforce the drug laws of this State. While there are no provisions made whereby a permit may be issued to a person selling drugs other than the license provided for in Act 134, Public Acts of 1885, as amended, we have in many cases advised that persons having articles on their shelves—the sale of which would be contrary to law—to dispose of same with as little delay as possible. It is generally advisable that they be sold to parties who have a right to resell them.

I think your letter to Mr. Borst is very reasonable and do not believe there would be any danger of getting in trouble by following same. There are instances where such advice has been given and abused by parties adding to their stock and claiming that the articles on hand, found some months later, were the same as previously found in stock.

Herbert H. Hoffman,
Director of drugs and drug stores.

Mears, April 11—Can't you please tell your readers just what that lovely 1909 drug law covers. Most merchants live within the five mile limit of a regular druggist. Lots of grocers sell the tabooed articles in some towns which have drug stores. Why doesn't it apply to the co-operative associations or private warehouse men who sell paris green, hellebore, sulphur, etc.? When you hear a hen pecked husband or a farmer complain that "every one picks on the farmer," offer them my sympathy. And to think I helped send 'em to Lansing to tie me hand and foot in this manner! Oh, well, Barnum said it.

Chronic Kicker.

Lansing, April 11—Our attention has been called by a large department store belonging to our Association to the fact that the representative of the State Drug Department has called and given some directions as to the kind of pharmaceutical goods that can be sold by stores not employing a registered pharmacist.

This letter has caused me to make some investigations with the State Department here and I have been provided by H. H. Hoffman, State Director of Drugs, with a copy of an opinion by the Attorney General, which covers the case quite fully. It will be observed that the opinion of the Attorney General applies specifically to stores within five miles of a registered pharmacist.

I am quoting the entire decision rather than to abridge it in any way. The articles of merchandise mentioned in the first paragraph of the At-

torney General's opinion are the articles that may be sold in stores not employing a registered pharmacist. Mr. Hoffman also gives as his opinion that such materials as bay rum and turpentine can also be legally included in this list.

For the purpose of those who desire further information on this subject, I would suggest that you write to H. H. Hoffman, Michigan Board of Pharmacy, Lansing. Mr. Hoffman can furnish you with a little pamphlet giving a summary of all of the Michigan Pharmacy laws. This office will be very glad to be of further service along this line and with the help of the State Department will give full and complete replies to any questions which we receive.

Jason E. Hammond,
Mgr. Mich. Retail Dry Goods Ass'n.

Two More Events in Store for Michigan Druggists.

Grand Rapids, April 11—Fortieth annual convention of the Michigan State Pharmaceutical Association at Ann Arbor, June 6, 7, and 8.

Mark these dates on your calendar now. They are days chock full of new business ideas, excellent entertainment and a chance to see the University of Michigan at its best.

N. A. R. D. convention in Detroit, Sept. 25, 26, 27, 28 and 29. The biggest thing ever pulled off in the drug history of Michigan. Let's be there and make the Michigan crowd big. Let's tell them that Michigan has a 100 per cent. membership in its State Association. If your dues are not paid for 1922 send it in with two dollars. You may send it to Louis V. Middleton direct or enclose it with your remittance to Secretary Charles S. Koon, making five dollars in all should you mail it to Mr. Koon.

Ripley Brothers, Incorporated, of Montague, have increased their capital stock from \$15,000 to \$20,000.

John C. Johnson & Son, of Lansing, have dissolved partnership, John C. Johnson taking over the interest of B. Wirten Johnson.

The newest chemical and pharmaceutical plant in Michigan is the Blayne Laboratories, Inc., of Detroit. They have an authorized capital stock of \$5,000, \$3,000 of which has been paid in, \$1,000 in cash and \$2,000 in property.

The list of speakers for the M. S. P. A. convention program at Ann Arbor includes President Henry J. Steining, of the National Association of Drug Clerks, and Secretary Samuel C. Henry, of the N. A. R. D. The talk by Lieut.-Col. A. H. White, of the Department of Chemical Engineering, University of Michigan, on "Fixation of Nitrogen and the Muscle Shoals Plant," will be illustrated with lantern slides, as will also be the talk by W. A. McDonald, of the Connor Ice Cream Co., on the manufacture and sale of ice cream. The Rusby expedition should arouse additional interest in the talk on "The Search for Drug Plants in South America" by Prof. Alexander Ruthven, of the Department of Botany, University of Michigan. President A. R. Burton, of the University of Michigan, will address the Association and the banquet. George R. Swain, official photographer for the Kelsey expedition, will speak on "Conditions in the Far East," and Prof. William A. Patton, of the Department of Economics, University of Michigan, will address the conven-

tion on "Business Accounting." Although the headquarters of the convention and many of the sessions will take place in the Michigan Union, some of the papers will be delivered in the Science auditorium and Hill auditorium.
L. V. Middleton.

Getting Fat an Easy Job.

Any fat woman will tell you that she is a very small eater. To this rule there are few if any exceptions.

Nevertheless, at meal times she seems to be a very hearty consumer, especially of foods that fatten. She has a weakness for bread and butter, and is fond of pastry and sweets. The temptation of candy, between meals, she finds it hard to resist.

Of "reducing" diets for fat people there is no end—most of them based upon wholly mistaken ideas; for the quack and the every-day medical practitioner are almost equally ignorant, as a rule, of the fundamental principles involved. But nobody pays any attention to the skinny folks who are anxious to gain flesh.

It should be said parenthetically that the notion that drinking water at meals helps to fatten people is a silly delusion. This widely accepted idea has been utterly exploded by the systematic experiments of scientific experts in nutrition. Water, and plenty of it, at meals importantly helps digestion, thereby encouraging the normal functions of the body. Thus it is rather an anti-fatter than otherwise.

An anti-fatter for fat people, that is to say. For the same reason, plenty of water should be drunk at meals by persons who are underweight.

There is nothing like milk to build up weight. Unless it disagrees (as it does with some people), three to five glasses a day will often do wonders. But the milk should be "certified," from a reliable dairy. Ordinary milk is apt to leave a slightly disagreeable taste in the mouth. That is because a preservative (commonly formalin) has been put into it. Such chemicals retard digestion.

The milk should be rich in cream. Cream is butter-fat, and butter-fat, if properly digested, is tremendously fattening.

Sugar, as every one knows, is a fat-making food. In cakes, pastry, etc., it enters importantly into our every-day diet. A person who is under weight may eat candy to advantage in considerable quantities if he will drink plenty of water with it. Otherwise it might disagree. Milk chocolate is wholesome and one of the most fattening of foods, being rich in fat as well as in sugar.

Nothing fattens like fats. Bread, potatoes and other starchy foods are fatteners, but butter, olive oil and meat fats are at least four times as fattening, weight for weight, as starch or sugar. Milk fattens largely be-

cause of the butter-fat it contains in a readily assimilated form.

The facts here stated come from a source no less authoritative than the nutrition section of the Government Bureau of Home Economics. They may be accepted as gospel; and no additional data are needed for the intelligent framing of dietary rules for fat people who want to get thinner, or for thin people who want to get fatter.

The fat people have one notable advantage over the thin people. They can, in every instance, if they will stick to it, get rid of their superfluous adipose, while eating as much as they want, by restricting their diet to lean meats (including poultry), fish, soups, eggs and non-starchy vegetables, with a little thinly buttered bread or toast for consolation. Some thin folks, on the other hand, are constitutionally skinny, and, no matter what or how much they eat, they can never gain the plumpness they desire.

We Have Too Many Brains.

The world war gave unprecedented opportunities for the study of injuries to the brain.

There were instances in which individual fighting men lost as much as a teacupful of brain substance without impairment of their mental faculties. Extraordinary!

The reason is not easy of explanation. But apparently nature provides us with more brain material than we need to think with, and we can spare quite a bit of it without serious consequences, unless some essential structure be entirely destroyed.

One thing the brain will not endure is compression. In childhood the skull may be squeezed all out of shape without harmful result. The Flathead Indians do that, and so do aboriginal peoples in other parts of the world. But even a clot of blood, due to cerebral hemorrhage, is liable to cause paralysis and local pressure of a bone may render a person insane.

A Song of the Hen.

Let others pipe lays in the war eagle's praise
And eke to the peacemaking dove;
For each is a bird, at least so we've heard,
That is worthy the national love.
Be ours the task—it is all that we ask—
To sing to the down-trodden hen,
Who ne'er foully shirks, but constantly works
For the profit and pleasure of men.
Does the dove, we enquire (we ask without ire),
E'er pay for her board or her keep?
And the proud bird o' prey, we ask, does he pay?
The thought of his cost makes us weep.
But gaze on the hen, and ponder again,
Does she wait for a crisis, we beg?
Does she demand glory, either stainless or gory,
Ere laying her valuable egg?
Nay, the sinews of war, we look to her for,
She adds to our income in peace.
Does she scream or yet coo? No, she "cackles," she do,
That your wealth and your pleasures increase.
Let us all join in, then, to a song of the hen,
Who makes no pretensions to rank.
In the annals of glory you'll not find her story,
But—she stands mighty well at the bank.

Novelties—Advertising—Specialties

The Calendar Publishing Co.

G. J. HAAN, President-Manager

1229 Madison Ave.

Grand Rapids, Michigan

CITIZENS PHONE 31640

A Tribute To Traveling Salesmen.

We hate to fool you, but we're going to.

You expect us to get funny about traveling men. We won't.

Traveling men, a fellow's mother, his church denomination—these are not funny subjects.

Traveling men are soldiers of commerce, trading their lives for their living.

Not only that—they trade their lives for their family's and their employers' living.

Traveling men wander from place to place in cold and heat and discomfort, put up with (and for) bad accommodations, and don't kick much.

And whenever one of them sights a hotel where the proprietor treats him halfway white and smiles at him and tries to have the grub clean—just tries, that's all—and really cares whether the traveling man is comfortable in his room—then you ought to hear the boosting that traveling man gives that hotel.

You'd think he was paid wages for it.

But he's not.

When the lay traveler gets all balled up in his railroad connections and does not know what to do, the traveling man pulls out his railroad guide or a bit of his own clear memory, and tells the lost one how to head in or make a short cut.

He will take chances on missing a train himself to do this.

There are pinheads in this world who think traveling salesmen are fresh guys who live for the sake of flirting, gambling, etc.

These pinheads need another guess.
Most of the traveling men we know

have sons and daughters, and nearly all of them have wives, of their own. And if those wives are as square with traveling hubby as we know

Soda Fountains

1922—The Banner Year—1922

Let us remind you again that we are the distributors for the Guarantee Iceless Soda Fountains manufactured by the Fountain Specialty Co., of Grand Haven.

We have placed since Jan. 1, 1922, over 4 score of Fountains in Drug Store, Candy Stores and Lunch Rooms in Michigan.

We are still in a position to give your wants immediate attention. Write our Mr. A. W. Olds for plans and prices.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

hubby is in nine cases out of ten his wife, when they are separated, the lack of virtue in this country is sadly overestimated.

Once in a while there is a traveling man who is all that the pinhead thinks they are; but he is an exception, and he doesn't hold his job very long.

If we wanted a square deal—wanted to be sure of it, and of genuine Christian, unselfish charity thrown in, we should never hesitate to submit our case to a jury of traveling men.

We are for him, strong.

For we have met him away from home.

To Discuss Selling Radio Sets.

Problems incidental to procuring and distributing radio apparatus will be discussed at a conference of department store executives called by the National Retail Dry Goods Association. The meeting will be held at Hotel Pennsylvania, New York, April 18, at 10:30 a. m. The development of this business has been so rapid that merchants would like to see better merchandising methods than are used. The former outlets for such apparatus were confined mainly to hardware and electrical stores, but they have been unable to cope with the demand. Selling terms of the manufacturers are also understood to have been based upon this form of distribution rather than upon bulk sales to the department stores, which have now become the principal distributors.

Don't think you can charge a little more than other merchants for similar goods and not get the reputation of running a high-priced store.

Character is the most important thing in life—next to that is to know when to stop talking.

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	-----	@ 1 80
Boric (Xtal)	17½@	25	Amber, crude	2 00@	2 25	Aloes	-----	@ 1 45
Carbolic	30@	36	Amber, rectified	2 25@	2 50	Arnica	-----	@ 1 10
Citric	60@	65	Anise	1 25@	1 50	Asafoetida	-----	@ 2 40
Muriatic	3½@	8	Bergamont	8 00@	3 25	Belladonna	-----	@ 1 35
Nitric	9@	15	Cajuput	1 50@	1 75	Benzoïn	-----	@ 2 10
Oxalic	20@	25	Cassia	2 50@	2 75	Benzoïn Comp'd	-----	@ 2 65
Sulphuric	3½@	8	Cedar	1 32@	1 56	Buchu	-----	@ 2 55
Tartaric	40@	50	Cedar Leaf	1 50@	1 75	Cantharadaries	-----	@ 2 85
			Citronella	85@	1 10	Capsicum	-----	@ 2 20
			Cloves	3 25@	3 50	Catechu	-----	@ 1 75
			Cocconut	25@	35	Cinchona	-----	@ 2 10
			Cod Liver	1 15@	1 25	Colchicum	-----	@ 1 80
			Croton	2 25@	2 50	Cubebæ	-----	@ 3 00
			Cotton Seed	1 15@	1 25	Digitalis	-----	@ 1 80
			Cubebæ	9 50@	9 75	Gentian	-----	@ 1 35
			Eligeron	4 00@	4 25	Ginger, D. S.	-----	@ 1 80
			Eucalyptus	75@	1 00	Guaiac	-----	@ 2 20
			Hemlock, pure	1 50@	1 75	Guaiac, Ammon.	-----	@ 2 00
			Juniper Berries	3 00@	3 25	Iodine	-----	@ 95
			Juniper Wood	1 50@	1 75	Iodine, Colorless	-----	@ 1 50
			Lard, extra	1 25@	1 45	Iron, clo.	-----	@ 1 40
			Lard, No. 1	1 10@	1 20	Kino	-----	@ 1 35
			Lavender Flow	5 00@	5 25	Myrrh	-----	@ 2 50
			Lavender Gar'n	1 75@	2 00	Nux Vomica	-----	@ 1 55
			Lemon	1 75@	2 00	Opium	-----	@ 3 50
			Linseed Boiled bbl.	@	86	Opium, Camp.	-----	@ 85
			Linseed Boiled bbl.	@	86	Opium, Deodor'd	-----	@ 3 50
			Linseed bl. less	95@	1 03	Rhubarb	-----	@ 1 70
			Linseed, raw, bbl.	@	86			
			Linseed, raw, less	93@	1 01			
			Mustard, artifl., oz.	@	50			
			Neatsfoot	1 15@	1 30			
			Olive, pure	3 75@	4 75			
			Olive, Malaga,					
			yellow	2 75@	3 00			
			Olive, Malaga,					
			green	2 75@	3 00			
			Orange, Sweet	5 00@	5 25			
			Origanum, pure	@	50			
			Origanum, com'l	1 00@	1 20			
			Pennyroyal	2 50@	2 75			
			Peppermint	3 00@	3 25			
			Rose, pure	12 00@	16 00			
			Rosemary Flows	1 50@	1 75			
			Sandalwood, E.					
			I.	10 50@	10 75			
			Sassafras, true	1 75@	2 00			
			Sassafras, artifl	1 00@	1 25			
			Spearmint	3 75@	4 00			
			Sperm	2 40@	2 60			
			Tansy	12 50@	12 75			
			Tar, USP	50@	55			
			Turpentine, bbl.	@	87			
			Turpentine, less	94@	1 02			
			Wintergreen,					
			leaf	6 50@	7 00			
			Wintergreen, sweet					
			birch	3 75@	4 00			
			Wintergreen art	80@	1 10			
			Wormseed	6 50@	6 75			
			Wormwood	18 00@	18 25			
Balsams			Potassium			Paints		
Copaiba	60@	1 00	Bicarbonate	35@	40	Lead, red dry	12½@	12½
Fir (Canada)	2 50@	2 75	Bichromate	15@	25	Lead, white dry	12½@	12½
Fir (Oregon)	60@	80	Bromide	35@	45	Lead, white oil	12½@	12½
Peru	3 40@	3 60	Carbonate	30@	35	Ochre, yellow bbl.	@	4
Tolu	1 00@	1 20	Chloride, gran.	23@	30	Ochre, yellow less	2½@	6
			Chlorate, powd.	16@	25	Putty	5@	8
			or xtal	35@	50	Red Venet'n Arn.	3½@	7
			Cyanide	3 92@	4 08	Red Venet'n Emg.	4@	8
			Iodide	25@	40	Whiting, bbl.	@	4½
			Permanganate	25@	40	Whiting	5½@	10
			Prussate, yellow	45@	55	L. H. P. Prep.	2 50@	2 75
			Prussiate, red	65@	75	Rogers Prep.	2 50@	2 75
			Sulphate	40@	50			
Berries			Roots			Miscellaneous		
Cubeb	1 50@	1 75	Alkanet	@	50	Acetanalid	55@	75
Fish	25@	30	Blood, powdered.	30@	40	Alum	-----	08@ 12
Juniper	7@	15	Calamus	25@	35	Alum, powd. and	-----	09@ 16
Pricky Ash	@	30	Elemcampane, pwd	25@	30	ground	-----	09@ 16
			Gentian, powd.	20@	30	Bismuth, Subni-	-----	2 76@ 2 93
			Ginger, African,			trate	-----	2 76@ 2 93
			powdered	23@	30	Borax xtal or	-----	7½@ 13
			Ginger, Jamaica	52@	60	powdered	-----	7½@ 13
			Ginger, Jamaica,			Cantharades, po	1 75@	4 00
			powdered	42@	50	Calomel	1 25@	1 40
			Goldenseal, pow.	5 50@	6 00	Capsicum	40@	45
			Ipecac, powd.	2 75@	3 00	Carmine	6 00@	6 60
			Licorice	40@	45	Cassa Buds	30@	40
			Licorice, powd.	25@	30	Cloves	50@	55
			Orris, powdered	30@	40	Chalk Prepared	14@	16
			Poke, powdered	30@	35	Chloroform	66@	77
			Rhubarb, powd.	1 15@	1 20	Chloral Hydrate	1 35@	1 85
			Rosinwood, powd.	30@	35	Cocaine	9 25@	10 25
			Sarsaparilla, Hond.			Cocoa Butter	55@	75
			ground	1 25@	1 40	Corks, list, less	40@	50
			Sarsaparilla Mexican,	@	70	Copperas	3@	10
			ground	35@	40	Copperas, Powd.	4@	10
			Squills	60@	70	Corrosive Sublim	1 06@	1 23
			Squills, powdered	15@	20	Cream Tartar	37@	45
			Tumeric, powd.	50@	60	Cuttle bone	55@	75
			Valerian, powd.	50@	60	Dextrine	04@	15
						Dover's Powder	3 50@	4 00
						Emery, All Nos.	10@	15
						Emery, Powdered.	8@	10
						Epsom Salts, bbls.	@	3½
						Epsom Salts, less	4½@	09
						Ergot, powdered	1 75@	2 00
						Flake White	15@	20
						Formaldehyde, lb.	13@	20
						Gelatine	1 30@	1 50
						Glassware, less 55%.		
						Glassware, full case 60%.		
						Glauber Salts, bbl.	@	03½
						Glauber Salts less	04@	10
						Glue, Brown	21@	30
						Glue, Brown Grd	12½@	20
						Glue, White	25@	35
						Glue, White Grd.	30@	35
						Glycerine	21@	35
						Hops	65@	70
						Iodine	5 63@	6 05
						Iodoform	6 60@	7 05
						Lead Acetate	18@	25
						Lycopodium	2 00@	2 10
						Mace	75@	80
						Mace, powdered	95@	1 00
						Menthol	8 50@	9 00
						Morphine	7 75@	8 30
						Nux Vomica	@	30
						Nux Vomica, pow.	23@	30
						Pepper black pow.	32@	35
						Pepper, white	40@	45
						Pitch, Burgundy	10@	15
						Quassia	12@	15
						Quinine	82@	1 43
						Rochelle Salts	30@	40
						Saccharine	@	30
						Salt Peter	11@	22
						Selditz Mixture	30@	40
						Soap, green	15@	30
						Soap mott castile	22½@	25
						Soap, white castile	@	15 00
						case	-----	@ 15 00
						Soap, white castile	-----	@ 1 75
						less, per bar	-----	@ 1 75
						Soda Ash	05@	10
						Soda Bicarbonate	3¼@	10
						Soda, Sal	2¼@	5
						Spirits Camphor	@	1 35
						Sulphur, roll	04@	10
						Sulphur, Subl.	4¼@	10
						Tamarinds	25@	30
						Tartar Emetic	70@	75
						Turpentine, Ven.	50@	25
						Vanilla Ex. pure	1 75@	2 25
						Witch Hazel	1 47@	2 00
						Zinc Sulphate	06@	20
Leaves			Seeds					
Buchu	1 75@	1 90	Anise	33@	35			
Buchu, powdered	@	20	Anise, powdered	38@	40			
Sage, bulk	67@	70	Bird, ls	13@	15			
Sage, ¼ loose	72@	78	Canary	9@	15			
Sage, powdered	55@	60	Caraway, Po.	25	17 75			
Senna, Alex.	1 40@	1 50	Cardamon	1 50@	1 75			
Senna, Tinn.	30@	35	Celery, powd.	40	30@ 35			
Senna, Tinn. pow	35@	40	Corlander pow.	25	15@ 20			
Uva Ursi	20@	25	Dill	10@	20			
			Fennel	18@	25			
			Flax	08@	13			
			Flax, ground	08@	13			
			Foenugreek pow.	8@	15			
			Hemp	8@	15			
			Lobella, Powd.	@	1 50			
			Mustard, yellow	10@	15			
			Mustard, black	25@	30			
			Poppy	25@	30			
			Quince	@	2 25			
			Rape	15@	20			
			Sabedilla	20@	30			
			Sunflower	10@	15			
			Worm American	30@	40			
			Worm Levant	2 25@	2 40			
Oils								
Almonds, Bitter,								
true	10 50@	10 75						
Almonds, Bitter,								
artificial	2 50@	2 75						
Almonds, Swete,								
true	1 00@	1 25						

GROCERY PRICE CURRENT

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

ADVANCED

Olives
Hides
Hay
Gasoline
Beef
Lamb
Mutton

DECLINED

Cheese
Cal. Lima Beans
Some Prunes
Macaroni
Ammonia
Some Flour
Veal

AMMONIA

Arctic Brand
16 oz., 2 doz. in carton, 1.75
per doz. 4.05
1 X L, 3 doz., 12 oz., 4.05
Parsons, 3 doz. small 5.00
Parson, 2 doz. med. 4.20
Parsons, 1 doz., lge. 1.35

AXLE GREASE



48, 1 lb. 4.90
24, 1 lb. 6.00

BAKING POWDERS

Calumet, 4 oz., doz. 97¢
Calumet, 8 oz., doz. 1.95
Calumet, 16 oz., doz. 3.35
Calumet, 5 lb., doz. 12.75
Calumet, 10 lb., doz. 19.00
K. C., 10c, doz. 95¢
K. C., 20c, doz. 1.85
K. C., 25c, doz. 2.35
K. C., 5 lb., doz. 7.00
Queen Flake, 6 oz., 1.35
Queen Flake, 50s, kegs 13
Queen Flake, 100s, keg 95¢
Royal, 10c, doz. 2.70
Royal, 6 oz., doz. 5.20
Royal, 12 oz., doz. 31.20
Royal, 5 lb., doz. 95¢
Rumford, 10c, doz. 1.85
Rumford, 8 oz., doz. 2.40
Rumford, 12 oz., doz. 2.40
Rumford, 5 lb., doz. 12.50
Rumford, 10 lb., doz. 12.50
Ryzon, 4 oz., doz. 1.35
Ryzon, 8 oz., doz. 2.25
Ryzon, 16 oz., doz. 4.05
Rocket, 16 oz., doz. 1.25

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 7.50
Pillsbury's Best Cerl 5.45
Quaker Puffed Rice 4.30
Quaker Brist Biscuit 1.90
Quaker Corn Flakes 2.80
Ralston Purina 4.00
Ralston Branzen 2.70
Ralston Food, large 3.60
Ralston Food, small 2.90
Ralston Wheat Food 4.80
Saxon Wheat Food 4.80
Shred Wheat Biscuit 4.35

Post's Brands.

Grape-Nuts, 24s 3.80
Grape-Nuts, 100s 2.75
Postum Cereal, 12s 2.25
Postum Toasties, 36s 2.85
Post Toasties, 24s 2.85

BROOMS

Standard Parlor 23 lb. 5.50
Fancy Parlor, 23 lb. 7.00
Ex Fancy Parlor 25 lb 8.50
Ex. Fcy. Parlor 26 lb 9.00
Toy 2.00
Whisk, No. 3 2.25
Whisk, No. 1 3.00

BRUSHES

Solid Back, 8 in. 1.50
Solid Back, 1 lin 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 2.85
Nedrow, 3 oz., doz. 2.50

CANDLES

Electric Light, 40 lbs. 12.1
Plumber, 40 lbs. 12.3
Paraffine, 6s 14.4
Paraffine, 12s 14.4
Wicking 40

CANNED FRUIT.

Apples, 3 lb. Standard 1.75
Apples, No. 10 6.00
Apple Sauce, No. 2 2.35
Apricots, No. 1 1.90@2.00
Apricots, No. 2 2.25
Apricots, No. 2 1/2 2.25@3.50
Apricots, No. 10 9.00@13.50
Blueberries, No. 2 3.00
Blueberries, No. 10 15.00
Cherries, No. 2 3.00@3.50
Cherries, No. 2 1/2 4.00@4.95
Cherries, No. 10 18.00
Loganberries, No. 2 1.85
Peaches, No. 1 1.40
Peaches, No. 1, Sliced 1.40
Peaches, No. 2 2.75
Peaches, No. 2 1/2, Mich 2.60
Peaches, 2 1/2 Cal. 3.00@3.75
Peaches, No. 10, Mich 7.75
Peaches, No. 10, Cal. 10.50
Pineapple, 1, slic. 1.60@1.75
Pineapple, No. 2, slic. 2.75
Pineapple, 2, Brk slic. 2.25
Pineapple, 2 1/2, sliced 3.50
Pineapple, No. 2, crus. 2.25
Pineap., 10, crus. 7.00@9.00
Pears, No. 2 3.25
Pears, No. 2 1/2 4.25
Plums, No. 2 2.25
Plums, No. 2 1/2 3.00
Raspberries No. 2, blk. 3.25
Rhubarb, No. 10 5.25

CANNED FISH.

Clam Ch'der, 10 1/2 oz. 1.35
Clam Ch., No. 3 3.00@3.40
Clams, Steamed, No. 1 1.75
Clams, Minced, No. 1 2.50
Finnan Haddie, 10 oz. 3.30
Clam Bouillon, 7 oz. 2.50
Chicken Haddie, No. 1 2.75
Fish Flakes, small 1.35
Cod Fish Cake, 10 oz. 1.85
Cove Oysters, 5 oz. 1.35
Lobsters, No. 1/2, Star 4.50
Lobster, No. 1/4, Star 2.75
Shrimp, No. 1, wet 1.75
Shrimp, No. 1, dry 1.75
Sard's, 1/4 Oil, k. 4.25@4.75
Sardines, 1/4 Oil, k'less 3.75
Sardines, 1/4 Mus. 3.75@4.75
Salmon, Warrens, 1 lb 4.00
Salmon, Red Alaska, 2.85
Salmon, Med. Alaska 2.00
Salmon, Pink Alaska 1.45
Salmon, Im., 1/4, ea. 10@28
Sardines Im., 1/4, ea. 25
Sardines, Cal. 1.75@2.10
Tuna, 1/2, Albocore 90
Tuna, 1/2, Nekco 1.65
Tuna, 1/2, Regent 2.25

CANNED MEAT.

Bacon, Med. Beechnut 2.70
Bacon, Lge. Beechnut 4.50
Bacon, Large, Erie 3.00
Beef, No. 1, Corned 2.70
Beef, No. 1, Roast 2.70
Beef, No. 1/2 Eagle Sil. 1.30
Beef, No. 1, Qua. sil. 1.90
Beef, No. 1, B'nut, sil. 5.70
Beef, No. 1/2, B'nut sil. 3.15
Beefsteak & Onions, 1s 3.35
Chili Con Ca., 1s 1.35@1.45
Deviled Ham, 1/4s 2.20
Deviled Ham, 1/2s 3.60
Hamburg Steak & Onions, No. 1 3.15
Potted Beef, 4 oz. 1.40
Potted Meat, 1/4 Libby 50
Potted Meat, 1/2 Libby 90
Potted Ham, 1/2 Rose 85
Potted Ham, Gen. 1/2 2.15
Vienna Saus., No. 1/2 1.35
Veal Loaf, Medium 2.30

Derby Brands In Glass.

Ox Tongue, 2 lb. 19.50
Sliced Ox Tongue, 1/4 4.60
Calf Tongue, No. 1 6.45
Lamb Tongue, Wh. 6.00
Lamb Tongue, sm. sil. 2.25
Lunch Tongue, No. 1 6.00
Lunch Tongue, No. 1/2 3.65
Deviled Ham, 1/2 3.00
Vienna Sausage, sm. 1.80
Vienna Sausage, Lge. 2.90
Sliced Beef, small 1.85
Boneless Pigs Feet, pt. 3.15
Boneless Pigs Feet, qt. 5.50
Sandwich Spread, 1/2 2.25

Baked Beans.

Beechnut, 16 oz. 1.35
Campbells 1.15
Climatic Gem, 18 oz. 90
Fremont, No. 2 1.15
Snider, No. 1 1.10
Snider, No. 2 1.55
Van Camp, Small 1.00
Van Camp, Med. 1.30

CANNED VEGETABLES.

Asparagus.
No. 1, Green tips 3.75
No. 2 1/2, Lge. Gr. 3.75@4.50
Wax Beans, 2s 1.35@3.75
Wax Beans, No. 10 6.00
Green Beans, 2s 1.60@4.75
Green Beans, No. 10 8.25
Lima Beans, No. 2 Gr. 2.00
Lima Beans, 2s, Soaked 95¢
Red Kid., No. 2 1.30@1.55
Beets, No. 2, wh. 1.60@2.40
Beets, No. 2, cut 1.25@1.75
Beets, No. 3, cut 1.40@2.10
Corn, No. 2, St. 1.10@1.35
Corn, No. 2, Ex-Stan. 1.55
Corn, No. 2, Fan 1.60@2.25
Corn, No. 2, Fy. glass 3.25
Corn, No. 10 7.25
Hominy, No. 3 1.15@1.35
Okra, No. 2, whole 1.90
Okra, No. 2, cut 1.60
Dehydrated Veg Soup 90
Dehydrated Potatoes, lb 45
Mushrooms, Hotels 38
Mushrooms, Choice 48
Mushrooms, Sur Extra 65
Peas, No. 2, E.J. 1.25@1.80
Peas, No. 2, Sift. 1.60@2.10
Peas, No. 2, Ex. Sift. 2.10
E. J. 1.90@2.10
Peas, Ex. Fine, French 32
Pumpkin, No. 3 1.60
Pumpkin, No. 10 3.75
Pimientos, 1/4, each 15@18
Pimientos, 1/2, each 27
Swt Potatoes, No. 2 1/2 1.15
Swt Potatoes, No. 3 1.80
Succotash, No. 21 60@2.35
Succotash, No. 2, glass 3.45
Spinach, No. 1 1.35
Spinach, No. 2 1.45@1.75
Spinach, No. 3 2.10@2.85
Spinach, No. 10 7.25
Tomatoes, No. 2 1.40@1.65
Tomatoes, No. 3 1.85@2.25
Tomatoes, No. 2, glass 2.85
Tomatoes, No. 10 6.00

CATSUP.

B-nut, Large 2.95
B-nut, Small 1.80
Fraziers, 14 oz. 2.25
Libby, 14 oz. 2.90
Libby, 8 oz. 1.90
Van Camp, 8 oz. 1.90
Van Camp, 16 oz. 3.15
Lilly Valley, pint 2.95
Lilly Valley, 1/2 Pint 1.80

CHILI SAUCE.

Snider, 16 oz. 3.50
Snider, 8 oz. 2.35
Lilly Valley, 1/2 Pint 2.40

OYSTER COCKTAIL.

Sniders, 16 oz. 3.50
Sniders, 8 oz. 2.35

CHEESE.

Roquefort 85
Kraft Small tins 1.00
Kraft American 2.75
Chili, small tins 1.40
Pimiento, small tins 2.25
Roquefort, small tins 2.25
Camembert, small tins 2.25
Brick 19
Wisconsin Flats 21
Wisconsin Daisy 22
Longhorn 22
New York 24
Michigan Full Cream 20
Sap Sago 48

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 70
Doublemint 65
Juicy Fruit 65
Sapota Gum 1.25
Spearmint, Wrigleys 65
Spic-Spans Mxd Flavors 65
Wrigley's P-K 65
Zeno 65

CHOCOLATE.

Baker, Caracas, 1/4s 35
Baker, Caracas, 1/4s 33
Baker, Premium, 1/4s 35
Baker, Premium, 1/4s 32
Baker, Premium, 1/4s 32
Hersheys, Premium, 1/4s 35
Runkle, Premium, 1/4s 34
Runkle, Premium, 1/4s 37
Vienna Sweet, 24s 1.75

COCOA

Baker's 1/4s 40
Baker's 1/4s 42
Bunte, 1/4s 43
Bunte, 1/2 lb. 35
Bunte, 1 lb. 32
Droste's Dutch, 1 lb. 9.00
Droste's Dutch, 1/2 lb. 4.75
Droste's Dutch, 1/4 lb. 2.00
Hersheys, 1/4s 33
Hersheys, 1/4s 28
Huyler 36
Lowney, 1/4s 40
Lowney, 1/4s 40
Lowney, 1/4s 38
Lowney, 5 lb. cans 31
Van Houten, 1/4s 75
Van Houten, 1/4s 75

COCOANUT

1/4s, 5 lb. case Dunham 50
1/4s, 5 lb. case 48
1/4s & 1/2s, 15 lb. case 49
Bulk, barrels 19
96 2 oz. pkgs., per case 8.00
48 4 oz. pkgs., per case 7.00

CLOTHES LINE

Hemp, 50 ft. 1.60
Twisted Cotton, 50 ft. 2.00
Braided, 50 ft. 2.00
Sash Cord 4.90

COFFEE ROASTED

Bulk
Rio 15 1/2
Santos 21 1/2@24
Maracaibo 24
Mexican 25
Guatemala 26
Java and Mocha 26
Bogota 28
Peaberry 24

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

Coffee Extracts

N. Y., per 100 11
Frank's 50 pkgs. 4.25
Hummel's 50 1 lb. 09 1/2

CONDENSED MILK

Eagle, 4 doz. 9.00
Leader, 4 doz. 5.60

MILK COMPOUND

Hebe, Tall, 4 doz. 3.70
Hebe, Baby, 8 doz. 3.60
Caroline, Tall, 4 doz. 3.40
Caroline, Baby 3.35

EVAPORATED MILK

Carnation, Tall, 4 doz. 4.50
Carnation, Baby, 8 doz. 4.40
Every Day, Tall 4.50
Every Day, Baby 3.30
Goshen, Tall 4.25
Goshen, Gallon 4.25



Oatman's Dundee,
tall, 48s 4.50
Oatman's Dundee,
baby, 96s 4.40
Pet, Tall 4.50
Pet, Baby, 8 oz. 4.40
Silver Cow, Tall 4.40
Silver Cow, Baby 4.50
Van Camp, Tall 3.30
Van Camp, Baby 4.25
White House, Tall 4.00
White House, Baby 4.00

CIGARS

Worden Grocer Co. Brands
Harvester Line.
Kiddies, 100s 37.50
Record Breakers, 50s 75.00
Delmonico, 50s 75.00
Panatella, 50s 75.00
Perfecto, 50s 95.00
Epicure, 50s 95.00
Waldorfs, 50s 110.00

The La Azora Line.

Agreements, 50s 58.00
Washington, 50s 75.00
Biltmore, 50s, wood 95.00

Sanchez & Haya Line

Clear Havana Cigars made
in Tampa, Fla.
Specials, 50s 75.00
Diplomatics, 50s 95.00
Bishops, 50s 115.00
Rosa, 50s 115.00
Victoria Tins 130.00
National Queens, 50s 150.00
Original Queens, 50s 185.00
Worden Special, 25s 185.00

Webster Cigar Co.

Plaza, 50s, Wood 95.00
Coronado, 50s, Tin 95.00
Belmont, 50s, Wood 110.00
St. Reges, 50s, Wood 125.00
Vanderbilt, 25s, Wd 140.00
Ambassador, 25s, W 170.00

Ignacia Haya

Extra Fancy Clear Havana
Made in Tampa, Fla.
Delicades, 50s 115.00
Queens, 25s 180.00
Perfecto, 25s 185.00

Starlight Bros.

La Rose De Paris Line
Coquettes, 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

Rosenthals Bros.

R. B. Londres, 50s,
Tissue Wrapped 58.00
R. B. Invincible, 50s,
Foil Wrapped 70.00

Union Made Brands

El Overture, 50s, foil 75.00
Ology, 50s 58.00

Our Nickel Brands

New Currency, 100s. 36.00
Lioba, 100s 35.00
Eventual, 50s 35.00
La Yebana, 25s 37.50
New Pantalla, 100 37.50

Cheroots

Old Virginia, 100s 23.50

Stogies

Home Run, 50, Tin 18.50
Havana Gem, 100 wd 26.00

CIGARETTES.

One Eleven, 20, Plain 5.50
Beechnut, 20, Plain 6.00
Home Run, 20, Plain 6.00
Yankee Girl, 20, Plain 6.00
Sunshine, 20, Plain 6.00
Red Band, 20, Plain 6.00
Stroller, 20s, Plain 6.00
Nebo, 20, Plain 7.00
Camels, 20, Plain 6.80
Relu, 20, Plain 7.80
Lucky Strike, 20s 6.80
Sweet Caporal, 20, pl. 7.20
Windsor Castle, 20, 7.00
Chesterfield, 10 & 20 7.20
Piedmont, 10 & 20, Pl. 7.20
Spur, 20, Plain 7.20
Sweet Tips, 20, Plain 7.50
Idle Hour, 20, Plain 7.50
Omar, 20, Plain 9.75
Falks Havana, 20, Pl. 9.00
Rich'm'd S Cut, 20, pl. 10.00
Rich'm'd 1 Cut, 20 ck. 10.00
Fatima, 20, Plain 9.20
Helm, 20, Plain 10.50
English Ovals, 20 Pl. 10.50
Turkish Trop, 10 ck 11.50
London Life, 10, cork 11.50
Helm, 10, Plain 11.50
Herbert Tarryton, 20 12.25
Egyptian Str., 10 ck. 12.25
Murad, 20, Plain 15.50
Murad, 10, Plain 16.00
Murad, 10, cork or pl. 16.00
Murad, 20, cork or pl. 16.00
Luxury, 10, cork 16.00
Melachirino, No. 9, 10,
cork or plain 16.00
Melachirino, No. 9, 20,
cork or plain 16.00
Melach'o, No. 9, 10, St 16.50
Melach'o, No. 9, 20, St 16.50
Natural, 10 and 20 16.00
Markaroff, No. 15, 10,
cork 16.00
Pail Mall Rd., 20, pl. 17.00
Benson & Hedges, 10 20.00
Rameses, 10, Plain 17.50
Milo Violet 10, Gold 20.00
Deities, 10 21.00
Condex, 10 22.00
Philips Morris, 10 20.00
Brening Own, 10, Pl. 28.00
Ambassador, 10 28.00
Benson & Hedges
Tuberettes 55.00

CIGARETTE PAPERS.

Riz La Croix, Wh., dz. 42
Riz La Wheat Br., 100 7.50
Riz Tam Tam, 2 dz for 87
Zig Zag, per 100 7.25

TOBACCO—FINE CUT.

Liggett & Myers Brands
Hiawatha, 10c, doz. 96
Hiawatha, 16 oz., dz. 12.00
Red Bell, 10c, doz. 96
Red Bell, 35c, doz. 3.50
Red Bell, 75c Pails dz. 7.40
Sterling, 10c, doz. 96
Sweet Burley, 10c, dz. 96
Sweet Burley, 45c foil 4.25
Swt. Burley, 95c Dru. 9.45
Sweet Cuba, 45c, doz. 4.25
Sweet Cuba, 95c Pail 9.45
Sweet Orange, 10c, dz 96

Scotten Dillon & Co. Brand

Dan Patch, 10c, doz. 90
Dan Patch, 16 oz., dz. 7.50
Ojibwa, 10c, doz. 96
Ojibwa, 8 oz., doz. 3.85
Ojibwa, 95c, doz. 8.50
Ojibwa, 90c, doz. 8.00
Sweet Mist, 10c, doz. 96
Uncle Daniel, 10c, doz. 96
Uncle Daniel, 16 oz. 10.20

Liggett & Myers Brands.

Briar Pipe, doz. 96
Cuban Star, L. C., 10c 96
Cuban Star, Falls, dz. 6.90
Corn Cake, Gran. 6c 96
Corn Cake, Gran. 5c 96
Corn Cake, Gran. 25c 2.40
Corn Cake, Gran. 50c 4.80
Duke's Mixture, 10c. 96
Glad Hand, L. C. 10c 96
Growler, L. C., 10c. 96
Growler, L. C., 25c. 2.50
Growler, L. C., 50c. 5.00
La Turka, Plug C. 15c 1.44
Noon Hour, L. C., 10c 96
O. U. G. Cut P., 10c 96
O. U. G. P., 90c Jars 9.00
Pilot, Long Cut, 25c 2.50
Plow Boy, 10c, doz. 96
Plow Boy, 70c Pails 7.40
Summertime, 10c, doz. 96
Summertime, 30c, dz. 2.90

J. J. Bagley & Co. Brands.
Mayflower, 16 oz., dz. 15.00

P. Lorillard Brands.

Pioneer, 10c, doz. 96
Tiger, 10c, doz. 96
Tiger, 50c, doz. 4.80

Weyman Bruton Co. Brand

Right Cut, 10c, doz. 95
W-B Cut, 10c, doz. 95

PLUG TOBACCO.

Summertime, 65c Pails 6 50
Sweet Tip Top, 10c, dz 96
Velvet, Cut Plug, 10c 96
Velvet, Cut Plug, tins 1 53
Velvet, Cut Plug, 8 oz. 6 72
Velvet, C. Pl., 16 oz. 15 84
Yum Yum, 10c, doz. 96
Yum Yum, 70c pails 6 80

P. Lorillard's Brands.
Beechnut Scrap, doz. 96
Buzz, L. C., 10c, doz. 96
Buzz, L. C., 35c, doz. 3 30
Buzz, L. C., 80c, doz. 7 90
Chips, P. C., 10c, doz. 96
Honest Scrap, doz. 96
Open Book Scrap, doz. 96
Stag, Cut P., 10c, doz. 96
Union Leader, 10c tin 96
Union Leader, 50c tin 4 80
Union Leader, \$1 tin 9 60
Union Leader, 10c, dz. 96
Union Leader, 15c, dz. 1 44
War Path, 35c, doz. 3 35

Scotten Dillon Co. Brands
Dan Patch, 10c, doz. 96
Dillon's Mixture, 10c 96
G. O. P., 35c, doz. 3 00
G. O. P., 10c, doz. 96
Loredo, 10c, doz. 96
Peachy, Do. Cut, 10c 96
Peachy Scrap, 10c, doz. 96
Peninsular, 10c, doz. 96
Peninsular, 8 oz., dz. 3 00
Reel Cut Plug, 10c, dz. 96
Union Workman Scrap, 10c, doz. 96
Way Up, 10c, doz. 96
Way Up, 8 oz., doz. 3 25
Way Up, 16 oz., doz. 7 10
Way Up, 16 oz. pails 7 40
Yankee Girl Scrap, 10c 96

Pinkerton Tobacco Co. Brands.
American Star, 10c, dz. 96
Big 9, Clip., 10c, doz. 96
Buck Shoe Scrap, 10c 96
Pinkerton, 30c, doz. 2 40
Pay Car Scrap, 10c, dz. 96
Pinch Hit Scrap, 10c 96
Red Man Scrap, doz. 96
Red Horse Scrap, doz. 96

J. J. Bagley & Co. Brands.
Broadleaf, 10c 96
Buckingham, 10c, doz. 96
Buckingham, 15c tins 1 44
Gold Shore, 15c, doz. 1 44
Hazel Nut, 10c, doz. 96
Klecko, 25c, doz. 2 40
Old Colony, Pl. C. 17c 1 53
Old Crop, 50c, doz. 4 80
Red Band, Scrap, 10c 96
Sweet Tips, 15c, doz. 1 44
Wild Fruit, 10c, doz. 96
Wild Fruit, 15c, doz. 1 44

Independent Snuff Co. Brands.
New Factory, 5c, doz. 48
New Factory Pails, dz 7 60

Schmidt Bros. Brands
Eight Bros., 10c, doz. 96
Eight Bros., Pails, dz. 8 40

R. J. Reynolds Tobacco Co. Brands.
George Washington, 10c, doz. 96
Old Rover, 10c, doz. 96
Our Advertiser, 10c, 96
Prince Albert, 10c, dz. 96
Prince Albert, 17c, dz. 1 53
Prince Albert, 8 oz. tins, without pipes 6 72
Prince Albert, 8 oz. and Pipes, doz. 8 88
Prince Albert, 16 oz. 12 96
Stud, Gran. 5c, doz. 48
Whale, 16 oz., doz. 4 80

Block Bros. Tobacco Co.
Mail Pouch, 10c, doz. 96

Falk Tobacco Co., Brands.
American Mixture, 35c 3 30
Arcadia Mixture, 25c 2 40
Champagne Sparklets, 30c, doz. 2 70
Champagne Sparklets, 90c, doz. 8 10
Personal Mixture, 6 60
Perique, 25c per doz. 2 25
Serene Mixture, 16c dz 1 60
Serene Mixture, 8 oz. 7 60
Serene Mixture, 16 oz. 14 70
Tareyton London Mixture, 50c, doz. 4 00
Vintage Blend, 25c dz. 2 30
Vintage Blend, 80 tins 7 50
Vintage Blend, \$1.55 tins, doz. 14 70

Superba Tobacco Co. Brands.
Sammy Boy Scrap, dz 96
Cigar Clippings
Havana Blossom, 10c 96
Havana Blossom, 40c 3 95
Knickerbocker, 6 oz. 3 06
Lieberman, 10c, doz. 96
W. O. W., 6 oz., doz. 3 00
Royal Major, 10c, doz. 96
Royal Major, 6 oz., dz. 3 00
Royal Major, 14 oz. dz. 7 20

Larus & Bro. Co.'s Brands.
Edgeworth Ready Rubbed, 17c tins 1 62
Edgeworth Ready Rubbed, 8 oz. tins, doz. 7 00
Edgeworth Ready Rubbed, 16 oz. tins, doz. 14 50
Edgeworth Sliced Plug, 17c tins, doz. 1 62
Edgeworth Sliced Plug, 35c tins, doz. 3 55

United States Tobacco Co. Brands.
Central Union, 15c, dz. 1 44
Shag, 15c Tins, doz. 1 44
Shag, 15c Papers, doz. 1 44
Dill's Best, 16c, doz. 1 52
Dill's Best Gran., 16c 1 52
Dill's Best, 17c Tins 1 52

Snuff.
Copenhagen, 10c, roll 64
Seal Blandening, 10c 64
Seal Göteborg, 10c, roll 64
Seal Swe. Rapee, 10c 64
Seal Norkopping, 10c 64
Seal Norkopping, 1 lb. 85

CONFECTIONERY
Stick Candy Pails
Standard 14
Jumbo Wrapped 16
Pure Sugar Stick, 600's 4 20
Mixed Candy Pails
Kindergarten 17
Leader 14
X. L. O. 13
French Creams 16
Cameo 18
Grocers 11

Fancy Chocolates.
5 lb. Boxes
Bittersweets, Ass'ted 1 75
Choc. Marshmallow Dp 1 55
Milk Chocolate A. A. 1 90
Nibble Sticks 2 00
Primrose Choc. 1 20
No. 12 Choc. 1 60
Chocolate Nut Rolls 1 80

Gum Drops Pails
Anise 17
Orange Gums 17
Butterscotch Jellies 18
Favorite 20
Superior 18

Lozenges.
Pails
A. A. Pep. Lozenges 15
A. A. Pink Lozenges 15
A. A. Choc. Lozenges 16
Motto Hearts 17
Malted Milk Lozenges 20

Hard Goods.
Pails
Lemon Drops 17
O. F. Horehound Dps 17
Anise Squares 18
Peanut Squares 18
Horehound Tablets 18

Pop Corn Goods.
Cracker Jack, Prize 3 90
Checkers, Prize 3 90

Cough Drops
Boxes
Putnam's 1 30
Smith Bros. 1 50

Package Goods
Creamery Marshmallows
4 oz. pkg. 12s. cart. 95
4 oz. pkg. 48s. case 3 75

Specialties.
Arcadian Bon Bons 18
Walnut Fudge 23
Pineapple Fudge 21
Italian Bon Bons 28
National Cream Mints 28
Silver King M. Mallowes 30

CRISCO
36s, 24s and 12s.
Less than 5 case 20
Five cases 19 1/4
Ten cases 19
Twenty-five cases 18 3/4
6s and 4s.
Less than 5 cases 19 1/4
Five cases 18 1/2
Ten cases 18 1/4
25 cases 18

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

CREAM OF TARTAR
6 lb. boxes 40

DRIED FRUITS
Apple
Evap'd Choice, blk. 20
Apricots
Evaporated, Choice 30
Evaporated, Fancy 35

Citron
10 lb. box 40

Currents
Package, 15 oz. 18
Boxes, Bulk, per lb. 17

Peaches
Evap. Fancy, Unpeeled 21

Pears
Lemon, American 26
Orange, American 22

Raisins
Seeded, bulk 17
Seeded, 15 oz. pkg. 18 1/2
Sultana Seedless 18
Seedless, 1 lb. pkg. 24

California Prunes
90-100 25 lb. boxes @11 1/2
80-90 25 lb. boxes @12
70-80 25 lb. boxes @14
60-70 25 lb. boxes @15
50-60 25 lb. boxes @15 1/2
40-50 25 lb. boxes @18
30-40 25 lb. boxes @20

FARINACEOUS GOODS

Beans
Med. Hand Picked 07 1/2
Cal. Limas 10
Brown, Swedish 08 1/2
Red Kidney 08 1/4

Farina
25 lb. packages 3 20
Bulk, per 100 lbs. 06 3/4

Hominy
Pearl, 100 lb. sack 5 25

Macaroni
Domestic, 20 lb. box 07 1/2
Domestic, broken bbls. 06 1/2
Golden Age, 2 doz. 1 75
Fould's, 2 doz., 8 oz. 1 80

Pearl Barley
Chester 4 80

Peas
Scotch, lb. 06 3/4
Split, lb. 09

Sago
East India 06 1/2

Taploca
Pearl, 100 lb. sacks 06 1/2
Minute, 8 oz., 3 doz. 4 00
Dromedary Instant 3 50

FISHING TACKLE
Cotton Lines
No. 2, 15 feet 1 15
No. 3, 15 feet 1 60
No. 4, 15 feet 1 80
No. 5, 15 feet 1 95
No. 6, 15 feet 2 10

Linen Lines
Small, per 100 yards 6 65
Medium, per 100 yards 7 25
Large, per 100 yards 9 00

Hooks—Kirby
Size 1-12, per 1,000 1 05
Size 1-0, per 1,000 1 20
Size 2-0, per 1,000 1 45
Size 3-0, per 1,000 1 65
Size 4-0, per 1,000 2 10
Size 5-0, per 1,000 2 45

Sinkers
No. 1, per gross 65
No. 2, per gross 80
No. 3, per gross 90
No. 4, per gross 1 20
No. 5, per gross 1 60
No. 6, per gross 2 00
No. 7, per gross 2 60
No. 8, per gross 3 75
No. 9, per gross 5 20
No. 10, per gross 6 75

Flavoring Extracts
Jennings
Pure Vanilla
Turpeneless
Pure Lemon

Per Doz.
7 Dram 1 35
1 1/2 Ounce 1 75
2 Ounce 2 75
2 1/2 Ounce 3 00
3 Ounce 3 25
4 Ounce 5 00
8 Ounce 8 50
7 Dram, Assorted 1 35
1 1/2 Ounce, Assorted 1 75

Van Duzer
Vanilla, Lemon, Almond,
Strawberry, Raspberry,
Pineapple, Peach, Orange,
Peppermint & Wintergreen
1 ounce in cartons 2 00
2 ounce in cartons 3 50
4 ounce in cartons 6 75
8 ounce 13 20
Pints 26 40
Quarts 51 00
Gallons, each 16 00

FLOUR AND FEED
Valley City Milling Co.
Lily White, 1/2 Paper sack 8 40
Harvest Queen, 2 1/2 8 40
Light Loaf Spring Wheat, 2 1/2 9 20
Roller Champion, 2 1/2 8 00
Snow Flake, 2 1/2 6 90
Graham 25 lb. per cwt 3 40
Golden Granulated Meal, 25 lbs., per cwt. N 2 50
Rowena Pancake Com. pound, 5 lb. sack 4 20
Buckwheat Compound, 5 lb. sack 4 20

Watson Higgins Milling Co.
New Perfection, 1/8s. 8 00

Meal
Gr. Grain M. Co.
Bolted 2 25
Golden Granulated 2 45

Wheat
No. 1 Red 1 25
No. 1 White 1 22

Oats
Carlots 44
Less than Carlots 48

Corn
Carlots 64
Less than Carlots 42

Hay
Carlots 20 00
Less than Carlots 24 00

Feed
Street Car Feed 28 00
No. 1 Corn & Oat Pd 28 00
Cracked Corn 28 00
Coarse Corn Meal 28 00

FRUIT JARS

Mason, pts., per gross 7 35
Mason, qts., pr gross 8 60
Mason, 1/2 gal., gross 11 70
Ideal Glass Top, pts. 8 90
Ideal Glass Top, qts. 10 70
Ideal Glass Top, 1/2 gallon 13 80

GELATINE
Cox's 1 doz., large 1 90
Cox's 1 doz., small 1 25
Jello-O, 3 doz. 3 45
Knox's Sparkling, doz. 2 25
Knox's Acidu'd, doz. 2 25
Minute, 3 doz. 4 05
Nelson's 1 50
Oxford 75
Plymouth, White 1 55
Waukesha 1 35

GRANULATED LYE.
Wanders.
Single cases 5 15
2 1/2 cases 5 04
5 1/2 cases 4 95
10 cases 4 87
1/2 cases, 24 to case 2 60

CHLORINATED LIME.
Single cases, case 4 60
2 1/2 cases, case 4 48
5 1/2 cases, case 4 40
10 cases, case 4 32
1/2 case, 25 cans to case, case 2 35

HIDES AND PELTS
Hides
Green, No. 1 06
Green, No. 2 05
Cured, No. 1 07 1/2
Cured, No. 2 06 1/2
Calfskin, green, No. 1 11
Calfskin, green, No. 2 09 1/2
Calfskin, cured, No. 1 12
Calfskin, cured, No. 2 10 1/2
Horse, No. 1 3 00
Horse, No. 2 2 00

Pelts
Old Wool 50@1 00
Lamb 50@1 00
Shearings 10@ 25

Tallow
Prime 45
No. 1 44
No. 2 43

Wool
Unwashed, medium 25
Unwashed, rejects 18
Fine 25

HORSE RADISH
Per doz., 7 oz. 1 25

JELLY AND PRESERVES
Pure, 30 lb. pails 2 60
Pure, 7 oz. Asst., doz. 1 35
Pure, 15 oz. Asst., doz. 2 00
Buckeye, 22 oz. 2 doz. 4 25
O. B., 15 oz., per doz. 2 40

JELLY GLASSES
8 oz., per doz. 34

MATCHES.
Blue Ribbon, 144 box. 7 55
Searchlight, 144 box. 8 00
Safe Home, 144 boxes 8 00
Old Pal, 144 boxes 8 00
Red Stick, 720 lb. bxs 5 50
Red Stick, 144 bxs 5 75

Safety Matches.
Red Top, 5 gro. case 5 75
Sociable, per gro. 1 00

MINCE MEAT.
None Such, 3 doz. 5 35
Quaker, 3 doz. case 4 00
Guthies, 3 doz. case 4 00
Libby Kegs, Wet, lb. 25

MOLASSES.
New Orleans
Fancy Open Kettle 60
Choice 48
Good 36
Fair 30
Stock 25

Half barrels 5c extra
Molasses in Cans.
Red Hen, 24, 2 lb. 2 60
Red Hen, 24, 2 1/2 lb. 3 25
Red Hen, 12, 5 lb. 3 00
Red Hen, 6, 10 lb. 2 90
Ginger Cake, 24, 2 lb. 3 00
Ginger Cake, 24, 2 1/2 lb. 3 75
Ginger Cake, 12, 5 lb. 3 75
Ginger Cake, 6, 10 lb. 3 50
O. & L. Spec., 24, 2 1/2 5 50
O. & L. Spec., 12, 5 lb. 5 25
O. & L. Spec., 6, 10 lb. 5 00
Duffs, 24, 2 1/2 5 25
Dove, 36, 2 lb. Wh. L. 6 60
Dove, 24, 2 1/2 lb. Wh. L. 6 30
Dove, 12, 5 lb. Blue L. 4 45
Dove, 6, 10 lb. Blue L. 4 45
Palmetto, 24, 2 1/2 lb. 4 60

NUTS.

Almonds, Terregona 22
Brazil, Large 14
Fancy mixed 21
Flberts, Sicily 16
Peanuts, Virginia raw 09
Peanuts, Vir. roasted 11
Peanuts, Jumbo raw 10
Peanuts, Jumbo, rst'd 13
Pecans, 3 star 22
Pecans, Jumbo 80
Walnuts, Grenoble 34
Walnuts, Sorento 35

Salted Peanuts
Fancy, No. 1 10
Jumbo 21

Shelled
Almonds 50
Peanuts, Spanish, 125 lb. bags 08 3/4
Filberts 50
Pecans 80
Walnuts 75

OLIVES.
Bulk, 2 gal. keg 3 25
Bulk, 3 gal. keg 4 50
Bulk, 5 gal. keg 7 00
Quart. jars, dozen 5 25
1/2 oz. Jar, plain, dz. 1 35
5/8 oz. Jar, pl., doz. 1 60
10 oz. Jar, plain, doz. 2 35
16 1/2 oz. Jar, Pl. doz. 3 50
3 1/2 oz. Jar, stuffed 1 45
8 oz. Jar, Stu., doz. 2 40
9 oz. Jar, Stuffed, doz. 3 50
12 oz. Jar, Stuffed, dz 4 50

PEANUT BUTTER.

Bel Car-Mo Brand
8 oz., 2 doz. in case 2 45
24 1 lb. pails 4 25
12 2 lb. pails 4 10
5 lb. pails, 6 in crate 4 65
25 lb. pails 13 1/4
50 lb. tins 12 3/4

PETROLEUM PRODUCTS
Iron Barrels
Perfection Kerosine 12.4
Red Crown Gasoline 22.1
Tank Wagon 22.1
Gas Machine Gasoline 40.2
V. M. & P. Naphtha 26.2
Capitol Cylinder 42.2
Atlantic Red Engine 23.2
Winter Black 13.7

IRON BARRELS.
Medium Light 57.2
Medium heavy 59.2
Heavy 62.2
Extra heavy 67.2
Transmission Oil 57.2
Finol, 4 oz. cans, doz. 1.65
Finol, 8 oz. cans, doz. 2.25
Parowax, 100, 1 lb. 7.2
Parowax, 40, 1 lb. 7.4
Parowax, 20, 1 lb. 7.6

ROLLED OATS
Steel Cut, 100 lb. sks. 3 25
Monarch, 90 lb. sacks 2 60
Silver Flake, 10 Fam. 1 90
Quaker, 18 Regular 1 80
Quaker, 12s Family 2 65
Mothers, 10s, Family 2 80
Silver Flake, 18 Itg. 1 45
Silver Flake, 10 Fam. 1 80

SALAD DRESSING
Durkee's large, 1 doz. 6 75
Durkee's med., 2 doz. 7 35
Durkee's Picnic, 2 doz. 3 35
Snider's large, 1 doz. 3 50
Snider's small 2 doz. 2 35

SALERATUS
Arm and Hammer 3 75

SAL SODA
Granulated, bbls. 2 25
Granulated, 100 lbs cts 2 50
Granulated, 30 2 1/2 lb. packages 2 60

COD FISH.
Middles 16 1/2
Tablets, 1 lb. Pure 22
Tablets, 1/2 lb. Pure, doz. 1 40
Wood boxes, Pure 24
Porter House, 1 lb. Tab. 19
Whole Cod 12

Holland Herring
Standards, kegs 90

Herring
K K K K, Norway 20 00
8 lb. pails 1 40
Cut Lunch 90
Boned, 10 lb. boxes 15

Lake Herring
1/2 bbl., 100 lbs. 6 35

Mackerel
Tubs, 50 lb. fancy fat 13 75
Tubs, 60 count 6 90

White Fish
Med. Fancy, 100 lb. 13 00

Veal.
Whole 11
Good 10
Medium 08

Lamb.
Good 31
Medium 29
Poor 25

Mutton.
Good 20
Medium 16
Poor 14

Heavy hogs
Medium hogs 13 1/2
Light hogs 13 1/2
Sows and stags 10
Loins 23
Butts 20
Shoulders 16
Hams 24
Spareribs 11 1/2
Neck bones 05

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

Dry Salt Meats
S P Bellies 14 00@17 00

Lard
80 lb. tubs advance 1 1/4
Pure in tierces 13@13 1/2
Compound Lard 14 @14 1/2
69 lb. tubs advance 1 1/2
50 lb. tubs advance 1 1/4
20 lb. pails advance 3/4
10 lb. pails advance 3/4
5 lb. pails advance 1
3 lb. pails advance 1

Sausages
Bologna 12
Liver 12
Frankfort 16
Pork 18@20
Veal 11
Tongue 11
Headcheese 14

Smoked Meats
Hams, 14-16, lb. 28 @32
Hams, 16-8, lb. 28 @32
Ham, dried beef sets 38 @39
California Hams 16 @17
Boiled Hams 30 @32
Boiled Hams 45 @49
Minced Hams 14 @15
Bacon 22 @38

Beef
Boneless 24 00@26 00
Rump, minc 25 00@26 00

Pig's Feet
1/4 bbls. 2 15
1/2 bbls. 4 00
3/4 bbls. 7 00
1 bbl. 14 15

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

Casings
Hogs, per lb. @42
Beef, round set 14@26
Ref. middles, set 25@30
Sheep, a skein 1 75@2 00

Uncolored Oleomargarine
Solid Dairy 20@23
Country Rolls 22@24
Gem Nut 22

RICE
Fancy Head 09
Blue Rose 06
Broken 04

ROLLED OATS
Steel Cut, 100 lb. sks. 3 25
Monarch, 90 lb. sacks 2 60
Silver Flake, 10 Fam. 1 90
Quaker, 18 Regular 1 80
Quaker, 12s Family 2 65
Mothers, 10s, Family 2 80
Silver Flake, 18 Itg. 1 45
Silver Flake, 10 Fam. 1 80

SALT	
Colonial 24 2 lb.	90
Med. No. 1, Bbls.	2 70
Med. No. 1, 100 lb. bg.	90
Farmer Spec., 70 lb.	92
Packers, 56 lb.	56
Blocks, 50 lb.	62
Butter Salt, 280 lb bbl.	4 50
Baker Salt, 280 lb. bbl.	4 25
100, 3 lb. Table	6 80
60, 5 lb. Table	6 80
30, 10 lb. Table	6 55
28 lb. bags, butter	50



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

SHOE BLACKENING.	
2 in 1, Paste, doz.	1 35
E. Z. Combination, dz.	1 35
Dri-Foot, doz.	2 00
Bixbys, Doz.	1 35
Shinola, doz.	85

STOVE POLISH.	
Blackline, per doz.	1 35
Black Silk Liquid, dz.	1 40
Black Silk Paste, doz.	1 25
Enamaline Paste, doz.	1 35
Enamaline Liquid, dz.	1 35
E Z Liquid, per doz.	1 40
Radium, per doz.	1 85
Rising Sun, per doz.	1 85
654 Stove Enamel, dz.	2 35
Vulcanol, No. 5, doz.	1 95
Vulcanol, No. 10, doz.	1 95
Stovoll, per doz.	3 00

SOAP.	
Am. Family, 100 box	5 75
Export, 120 box	4 85
Flake White, 100 box	4 90
Fels Naptha, 100 box	5 60
Grdma White Na. 100s	5 30
Rub No More White	
Naptha, 100 box	5 50
Swift Classic, 100 box	4 90
20 Mule Borax, 100 bx	7 55
Wool, 100 box	6 50
Fairy, 100 box	5 50
Jap Rose, 100 box	7 85
Palm Olive, 144 box	11 00
Lava, 100 box	4 75
Pummo, 100 box	4 85
Sweetheart, 100 box	5 70
Grandpa Tar, 50 sm.	2 40
Grand Pa Tar, 50 Lge	4 05
Fairbank Tar, 100 bx	4 00
Trilby, 100, 12c	8 50
Williams Barber Bar, 9s	50
Williams Mug, per doz.	48

Proctor & Gamble.	
5 box lots, assorted	
Ivory, 100, 6 oz.	6 50
Ivory Soap Flks., 100s	8 00
Ivory Soap Flks., 50s	4 10
Lenox, 120 cakes	4 50
P. & G. White Naptha	5 25
Star, 100 No. 11 cakes	5 25
Star Nap. Pwd., 100s	3 60
Star Nap. Pwd., 24s	4 85

Tradesman Brand.	
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.

CLEANSERS.

KITCHEN KLENZER



80 can cases, \$4.80 per case

WASHING POWDERS.	
Bon Ami Pd, 3 dz. bx	3 75
Bon Ami Cake, 3 dz.	3 25
Climaine, 4 doz.	4 20
Grandma, 100, 5c	3 90
Grandma, 24 Large	4 00
Gold Dust, 100s	4 00
Gold Dust, 20 Large	4 30
Golden Rod, 24	4 25
Jinx, 3 doz.	4 50

La France Laun, 4 dz.	3 70
Luster Box, 54	3 75
Miracle Cm, 4 oz. 3 dz.	4 00
Miracle C, 16 oz., 1 dz.	4 00
Old Dutch Clean, 4 dz.	4 75
Queen Ann, 60 oz.	2 40
Rinso, 100 oz.	6 40
Rub No More, 100, 10 oz.	4 00
Rub No More, 60, 4 oz.	3 45
Rub No More, 18 Lg.	4 50
Spotless Cleanser, 48, 20 oz.	4 00
Sani Flush, 1 doz.	2 25
Sapoline, 3 doz.	3 15
Soapine, 100, 12 oz.	6 40
Snowboy, 100, 10 oz.	4 00
Snowboy, 24 Large	4 70
Speedee, 3 doz.	7 20
Sunbrite, 72 doz.	4 00
Wyandotte, 48	5 50

SPICES.	
Whole Spices.	
Allspice, Jamaica	@12
Cloves, Zanzibar	@42
Cassia, Canton	@16
Cassia, 5c pkg., doz.	@40
Ginger, African	@15
Ginger, Cochiti	@22
Mace, Penang	@70
Mixed, No. 1	@22
Mixed, 5c pkgs., doz.	@45
Nutmegs, 70-80	@30
Nutmegs, 105-110	@25
Pepper, Black	@15

Pure Ground in Bulk	
Allspice, Jamaica	@15
Cloves, Zanzibar	@42
Cassia, Canton	@16
Cassia, 5c pkg., doz.	@40
Ginger, African	@15
Ginger, Cochiti	@22
Mace, Penang	@70
Mixed, No. 1	@22
Mixed, 5c pkgs., doz.	@45
Nutmegs, 70-80	@30
Nutmegs, 105-110	@25
Pepper, Black	@15

Seasoning	
Chili Powder, 15c	1 35
Celery Salt, 3 oz.	95
Sage, 2 oz.	90
Onion Salt	1 35
Garlic	1 35
Ponely, 3 1/2 oz.	3 25
Kitchen Bouquet	3 25
Laurel Leaves	20
Marjoram, 1 oz.	90
Savory, 1 oz.	90
Thyme, 1 oz.	90
Tumeric, 2 1/2 oz.	90

STARCH	
Corn	
Kingsford, 40 lbs.	11 1/4
Powdered, bags	03
Argo, 48 1 lb. pkgs.	3 75
Cream, 48-1	4 80
Quaker, 40 1	6
Gloss	
Argo, 48 1 lb. pkgs.	3 75
Argo, 12 3 lb. pkgs.	2 74
Argo, 8 5 lb. pkgs.	3 10
Silver Gloss, 48 1s	11 1/2
Elastic, 64 pkgs.	5 35
Tiger, 48-1	2 85
Tiger, 50 lbs.	05 1/2

SYRUPS	
Corn	
Blue Karo, No. 1 1/2, 2 doz.	202
Blue Karo, No. 5, 1 dz.	2 60
Blue Karo, No. 10, 1/2 doz.	2 40
Red Karo, No. 1 1/2, 2 doz.	2 18
Red Karo, No. 5, 1 dz.	3 00
Red Karo, No. 10, 1/2 doz.	2 80

Maple Flavor.	
Karo, 1 1/2 lb., 2 doz.	3 95
Karo, 5 lb., 1 doz.	6 15

Maple and Cane	
Kanuck, per gal.	1 50
Sugar Bird, 2 1/2 lb., 2 doz.	9 00
Sugar Bird, 8 oz., 4 doz.	12 00

Maple.	
Johnson Purity, Gal.	2 50
Johnson Purity, 4 doz., 18 oz.	18 50

Sugar Syrup.	
Dominio, 6 5 lb. cans	2 50
Bbls., bulk, per gal.	30

Old Manse.	
6, 10 lb. cans	9 40
12, 5 lb. cans	10 40
24, 2 1/2 lb. cans	11 40
24, 1 1/4 lb. cans	7 00
5 gal. jacket cans, ea.	1 15
36, 8 oz. bottles	5 25
24, pint bottles	6 75
24, 18 oz. bottles	7 25
12, quart bottles	5 75

Silver Kettle.	
6, 10 lb. cans	7 40
12, 5 lb. cans	9 15
24, 2 1/2 lb. cans	9 15
48, 1 1/4 lb. cans	11 00
5 gal. jacket cans, ea.	5 90
36, 8 oz. bottles	4 40
24, pint bottles	5 50
24, 18 oz.	5 75
12, quart bottles	4 75

TABLE SAUCES.	
Lea & Perrin, large	5 75
Lea & Perrin, small	3 35
Pepper	1 60
Royal Mint	2 40
Tobasco	2 75
Sho You, 3 oz., doz.	2 70
A-1, large	5 75
A-1, small	3 60
Capers	1 80

TEA.	
Japan.	
Medium	32@38
Choice	40@43
Fancy	54@57
No. 1 Nibbs	58
1 lb. pkg. Siftings	16

Gunpowder	
Choice	28
Fancy	38@40

Ceylon	
Pekoe, medium	33
Melrose, fancy	56

English Breakfast	
Congou, Medium	28
Congou, Choice	35@36
Congou, Fancy	42@43

Oolong	
Medium	36
Choice	45
Fancy	50

TWINE	
Cotton, 3 ply cone	35
Cotton, 3 ply balls	35
Wool, 6 ply	18

VINEGAR	
Cider, 40 Grain	28
White Wine, 40 grain 17	
White Wine, 80 grain 22	
Oakland Vinegar & Pickle Co.'s Brands.	
Oakland Apple Cider	30
Blue Ribbon Corn	22
Oakland White Pickling	20

WICKING	
No. 0, per gross	60
No. 1, per gross	85
No. 2, per gross	1 10
No. 3, per gross	1 85
Peerless Rolls, per doz.	45
Rochester, No. 2, doz.	50
Rochester, No. 3, doz.	2 00
Rayo, per doz.	90

WOODENWARE	
Baskets	
Bushels, narrow band, wire handles	1 75
Bushels, narrow band, wood handles	1 85
Bushels, wide band	1 90
Marked, drop handle	75
Market, single handle	80
Market, extra	1 35
Splint, large	9 00
Splint, medium	8 50
Splint, small	7 00

Churns	
Barrel, 5 gal., each	2 40
Barrel, 10 gal., each	2 55
3 to 6 gal., per gal.	16

Egg Cases	
No. 1, Star Carrier	5 00
No. 2, Star Carrier	10 00
No. 1, Star Egg Trays	4 50
No. 2, Star Egg Tray	9 00

Mop Sticks	
Trojan spring	2 00
Eclipse patent spring	2 00
No. 2, pat. brush hold	2 00
Ideal, No. 7	1 65
9 lb. Cot. Mop Heads	1 40
12 lb. Cot. Mop Heads	1 80

Pails	
10 qt. Galvanized	2 25
10 qt. Galvanized	2 50
10 qt. Galvanized	2 75
12 qt. Flaring Gal. Ir.	6 75
10 qt. Tin Dairy	4 50
12 qt. Tin Dairy	5 00

Traps	
Mouse, wood, 4 holes	60
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	1 00
Rat, spring	1 00
Mouse, spring	30

Tubs	
Large Galvanized	7 75
Medium Galvanized	6 75
Small Galvanized	6 00

Washboards	
Banner Globe	5 75
Brass, Single	6 75
Glass, Single	7 00
Double Peerless	8 25
Single Peerless	7 50
Northern Queen	6 25
Universal	7 50

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

Wood Bowls	
13 in. Butter	5 00
15 in. Butter	9 00
17 in. Butter	13 00
19 in. Butter	25 00

WRAPPING PAPER	
Fibre, Manila, white	05 1/2
No. 1 Fibre	07 1/2
Butchers Manila	08
Kraft	09

YEAST CAKE	
Magic, 3 doz.	2 70
Sunlight, 3 doz.	2 70
Sunlight, 1 1/2 doz.	1 35
Yeast Foam, 3 doz.	2 70
Yeast Foam, 1 1/2 doz.	1 35

YEAST-COMPRESSED	
Fleischman, per doz.	28

Bankruptcy Proceedings in Grand Rapids District.

Grand Rapids, April 3.—On this day was held the first meeting of creditors in the matter of Louis H. Dilan, Bankrupt No. 2063. The bankrupt was present in person. C. V. Hilding was present for creditors. Several claims were proved against the estate. The bankrupt was then sworn and examined without a reporter. Francis L. Williams was elected trustee and the amount of his bond fixed by the referee at \$200. The first meeting was then adjourned, no date.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Abraham Morrison, Bankrupt No. 2076. The matter has been referred to Benn M. Corwin as referee in bankruptcy, who also has been appointed receiver. A custodian has been appointed and has taken charge of the property. The bankrupt is a resident of the city of Grand Rapids and conducted a rubber, iron and junk business in that city, having two yards. The schedules of the bankrupt list assets in the sum of \$84,496.85, and liabilities in the sum of \$99,196.68. The bankrupt claims exemptions in the sum of \$500. The first meeting of creditors in this matter will be held at the office of the referee on April 18. A list of the creditors of the bankrupt is as follows:

City of Grand Rapids (taxes) \$	366.51
County of Kent (taxes)	145.22
Sam. Gimplovitz, Grand Rapids	35.00
Ed. Everts, Grand Rapids	25.00
Commercial Savings Bank, Grand Rapids	20,500.00
Kent State Bank, Grand Rapids	19,000.00
Geo. E. Ellis Bank, Grand Rapids	6,600.00
Harry Wippman, Chicago	1,500.00
Mutual Home & Savings Association, Grand Rapids	2,600.00
F. S. Chapman, Toledo	17.24
Kent Storage Co., Grand Rapids	400.00
Metropolitan Life Insurance Co., New York City	686.00
Greenbaum's Sons Bank & Trust Co., Chicago	12,135.85
Ellis Bank, Grand Rapids	9,000.00
Bennett Fuel & Ice Co., Grand Rapids	19.96
George Connor & Son, Grand Rapids	25.00
W. E. Deegans Coal Co., Huntington, W. Va.	115.50
Friedland Iron & Metal Co., Lansing	14.64
Kopf Wagon Co., Grand Rapids	10.00
Morrison Bros., Grand Rapids	197.00
Louis Morrison, Grand Rapids	378.00
Mich. Trust Co., Grand Rapids	372.00
Anna Morrison, Grand Rapids	350.00
First National Tire & Reliner Co., Grand Rapids	119.00
American Coal & Coke Co., Detroit	56.00
Standard Iron & Metal Co., Grand Rapids	40.00
United Motor Co., Grand Rapids	80.00
Jason Metal Co., Grand Rapids	2,121.02
B. Skoraton, Chicago	300.00
N. Y. C. R. Co., New York	8.97
State of Michigan, Accident Fund, Lansing	113.15
Pennsylvania R. R. Co., Grand Rapids	38.00
Smedley, Linsey & Shivel, Grand Rapids	78.00
John Dunham, Grand Rapids	unknown
George Stone, Grand Rapids	400.00
United Automobile Insurance Co., Grand Rapids	50.00
Joseph Chadlin & Co., Inc., New York	20

O. N. Watson, Grand Rapids	9.99
Hayes-Ionia Co., Grand Rapids	11.76
Standard Iron & Metal Co., Grand Rapids	26.40
Universal Car & Service Co., Grand Rapids	37.45
Morton Salt Co., Detroit	52.00
Pennsylvania R. R. Co., Grand Rapids	22.02
William Glazer, Kalamazoo	800.00

Following accommodation paper:

Elsie Finn, Grand Rapids	140.00
Bill Edge, Grand Rapids	100.00
A. Grossman, Chicago	2,800.00
Berris & Saveriski, Detroit	900.00

The bankrupt, Samuel Smith, has as personal debts over and in addition to his liability as a partner to the debts above set forth:

A. May & Sons, Grand Rapids	\$37.90
Herpolsheimers, Grand Rapids	38.02
Sterns, Grand Rapids	13.50
Houseman & Jones, Grand Rapids	15.00
Mayhew Shoe Co., Grand Rapids	6.25
Boston Store, Grand Rapids	9.17

The bankrupt, Samuel Smith, has as personal debts over and in addition to his liability as a partner to the debts above set forth:

Benjamin Colitz, Chicago	\$187.00
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The bankrupt Harry J. Smith lists no personal debts other than his liability on partnership debts as above set forth.

April 8. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Paul Nissen, individually, Bankrupt No. 2082. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of the city of Grand Rapids, and is a distributor of automobile accessories. The schedules of the bankrupt list assets in the sum of \$1,645, of which the sum of \$100 is claimed as exempt to the bankrupt, and liabilities in the sum of \$17,979.46. The first meeting of creditors has been called and will be held at the office of the referee April 24. A list of the creditors of the bankrupt is as follows:

Art Film Studios, Cleveland	\$372.86
The Auto Lite Corp., Toledo	275.00
Bauer & Herzberger, Saginaw	150.00
Bastin Bros., Saginaw	50.60
Bradstreet Co., Grand Rapids	62.50
Bixby Office Supply Co., Grand Rapids	22.50
Chicago Electric Sign Co., Chicago	200.00
Central Warehouse, Saginaw	32.15
Cook & Cook, Saginaw	150.70
Cotton Electric Co., Grand Rapids	28.14
E. A. De Vries, Grand Rapids	19.92
Electric Supply Co., Saginaw	54.36
Ernst & Ernst, Detroit	191.83
Grasselli Chemical Co., Cleveland	200.00
Herald, Grand Rapids	30.08
Press, Grand Rapids	27.70
Gravel Co., Grand Rapids	21.60
Association of Commerce, Grand Rapids	8.33
Joheinz Co., Grand Rapids	50.00
R. M. Hollingshead Co., Grand Rapids	50.00
Paul M. Hutchins, Grand Rapids	49.03
Mautner & Krause, Saginaw	100.00
Nickodemus Oil Co., Saginaw	83.08
Policeman News, Flint	25.00
Remington Typewriter Co., Detroit	75.00
News Courier, Saginaw	41.25
Seitner Bros., Saginaw	23.00
Geo. Williams Stolz, Saginaw	300.00
Stiles Bros. Co., Grand Rapids	17.13
Tish-Hine Co., Grand Rapids	60.15
United Electric Service Co., Flint	152.13
United Electric Service Co., Detroit	2,026.10
U. S. Light & Heat Corp., Niagara Falls	3,574.16
Dr. Tuerbinger, Saginaw	300.00
Paul Nissen Corporation, Grand Rapids	1,000.00
Herman Buff, Grand Rapids	645.00

Following are debts which should be paid by drawers, makers or indorsers: Morris Plan Bank, Grand Rapids \$3,500.00 Old National Bank, Grand Rapids 3,000.00 Verhey-Northoeck Lumber Co., Grand Rapids \$45.41

Roo & Peterson, Grand Rapids 165.00 In the matter of Bert Wells, Bankrupt No. 2075, the funds for the first meeting having been received the first meeting of creditors will be held at the office of the referee on April 18.

April 10. On this day was held the first meeting of creditors in the matter of Henry Woodhuis, Bankrupt No. 2071. The bankrupt was present in person and by attorney. Creditors appeared in person. Claims were proved against the estate. Frank V. Blakely was elected trustee by those present. The bankrupt was then sworn and examined with a reporter present taking the testimony. The first meeting was then adjourned, no date. This also was the date fixed for the sale of the assets in the Woodhuis matter. An offer from B. A. Vrieling in the sum of \$750 was received by the court and notice sent out on that basis. An offer of \$100 for the fixtures was also received from Herman Stern and notice sent to creditors of such offer. Several bidders were present in person. The property was finally struck off to N. D. Gover, who purchased the stock for \$825 and the fixtures were sold on the original offer of Herman Stern for \$100.

The fellow who complains that he is not getting enough is usually not giving enough.

The Way To Sell To-day.

Every office boy who enters the employ of the Keystone Watch Company is a potential salesman. He represents the raw material from which are shaped the men who make up the sales machine. The entire sales force of the company, as at present constituted, including the general sales manager and all branch managers, is composed of former office boys. More than 100 salesmen and 15 buyers in the employ of the wholesale distribution are former office boys who were trained in the company. To make the list complete, the president himself is a former office boy and salesman. As a rule the company does not hire salesmen. This holds regardless of what their previous experience or record of achievement may have been. Simply because a man has successfully sold merchandise for a competitor does not imply that he can successfully sell for Keystone. Incidentally, salesmen are not discharged, except for dishonesty. Incompetence is not a cause for discharge, although it precludes further advancement. All men are competent to a point; if they pass that point in the company, get in beyond their depth, it is the fault of the company and not theirs. They are retained, if they care to stay, within their limitations. All office boys do not make good salesmen. The position is in itself not a qualification. But it has been found that a majority of the office boys, placed under the proper supervision and given the right perspective, learn more about salesmanship and human nature, and about the company—which is more essential—than all the graduates of colleges and salesmanship schools that could be employed. Fred E. Hyatt.

Jobbing House To Entertain Its Customers.

The Midland Grocery Company of Ohio believes that there is something practical in the idea of friendship in business, and it announces that it will this year entertain all its customers who "qualified" in their business record at its customary annual excursion and outing. This is an institution of many years' standing, but during the war was waived. The company has stores at Columbus, Washington Court House and Chillicothe, and on June 12 will run trains not only from those points but from Dayton and Jackson to the Lake Erie resort of Cedar Point, near Sandusky, the whole resort having been leased for the day for the pleasure of the company's guests, customers, their clerks and families. The outing lasts an entire week and the Midland Company pays the whole bill.

Fair Offer.

A certain young housewife was thrifty and, in addition, a trifle pert at times in her remarks.

"You ought to take something off for the holes in the doughnuts," she said to the baker.

"Certainly, madam," he replied blandly. "We always allow one cent each for the holes when they are returned."

Don't hurry one customer because you see a better dressed one waiting.

BUSINESS WANTS DEPARTMENT

Advertisements inserted under this head for five cents a word the first insertion and four cents a word for each subsequent continuous insertion. If set in capital letters, double price. No charge less than 50 cents. Small display advertisements in this department, \$3 per inch. Payment with order is required, as amounts are too small to open accounts.

FOR SALE—A PROFIT MAKING old ESTABLISHED business in prosperous farming community. Stock consists of dry goods, shoes, clothing, furnishings, modern fixtures. Will sell or lease brick building. **SOL GITTLEMAN, LAKEVIEW, MICH.** 719

Nice selection of general stores for sale, drug and variety stores, in good live locations. Buyers call or write for information. Now is the time to get located. Chicago Business and Realty Exchange, 327 So. LaSalle St., Chicago. 724

Wanted—To hear of a good retail store on sale. Jones, 444 Webster Bldg., Chicago. 725

FOR SALE—\$12,000 stock dry goods, shoes and gents furnishings. Established location on main business thoroughfare, within radius of eleven manufacturing plants. Modern front, with low rent. Will reduce stock to meet purchaser's requirements. Must sell on account of other business. Address No. 726, care Michigan Tradesman. 726

FOR SALE—Planing mill, lumber yard and electric light plant located in fine farming community. Address **THE PANDORO LUMBER CO., Pandoro, Ohio.** 727

For Rent—Double store building in the town of Bovey, Minnesota, a prosperous mining and farming town. For further information write Charles Anderson, 5304 E. Glendale St., Duluth, Minn. 728

Wanted—A high-grade general line dry goods salesman for territory in and around Grand Rapids, by a large Detroit wholesaler. Must have wholesale dry goods road experience. Apply by mail with references and complete details to No. 729, care Michigan Tradesman. 729

For Sale—A good clean stock of general merchandise, fixtures and building. Or will exchange for Grand Rapids property. M. Henderson, Shiloh, Mich. 730

FOR SALE BY OWNER—Blacksmith shop, good running order; tools; and one acre of land. Also wonderful location for garage, on state road; no competition. Price \$1,500. Must sell immediately. Write Fred Lakosky, Route 2, Merrill, Wisconsin. 731

Detroit Grocery Store—One of very best. Sales \$80,000 per year. High class trade. Takes \$10,000 to handle. A. Newton, 2645 Vicksburg Ave., Detroit, Mich. 732

FOR SALE—A large store building. Income for second story about \$70 a month. In the best, largest farming community north of Grand Rapids. Good for any kind of business. Hurry. Write to Mrs. I. Weiss, Ellsworth, Mich. 733

For Sale—Stock of general merchandise and fixtures. One of best known and advertised stores in Montcalm county, and a good, paying business. Will stand investigation. Address No. 714, care Michigan Tradesman. 714

For Sale, Or Trade for Farm—General merchandise stock and buildings in small railroad town. Doing good business at small expense. Address No. 717, care Michigan Tradesman. 717

Will Trade—Forty acres good farm land near Grayling, Mich., for small stock of groceries. V. A. Weaver, 1239 Francis St., Jackson, Mich. 718

For Sale—Stock of general merchandise. Good town, on G. R. & I. north of Cadillac. Good farming country and a good town to live in. This is a fine proposition. Owner's health poor. If wanted, will retain interest with reliable party. No trades. Address No. 720, care Michigan Tradesman. 720.

For Sale—Wardrobes, suitable for men's and boys' clothing. Dickry Dick, Muskegon, Michigan. 723

MERCHANDISE WANTED—We are buyers of miscellaneous merchandise. What have you to offer? Will buy entire stock or part thereof. Get in touch with us. Always in the market. Sewall & Co., 102 Hoyt St., Saginaw, Mich. Bell Phone 685. 713

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.

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

1000 letterheads or envelopes \$3.75. Copper Journal, Hancock, Mich. 150

Will pay cash for whole stores or part stocks of merchandise. Louis Levinsohn, Saginaw, Mich. 998

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

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

Salesmen—Profitable side line. Carry samples in pocket. Address Copper Journal, Hancock, Mich. 574

For Sale—Cash registers and store fixtures. Agency for Standard computing scales. Dickery Dick, Muskegon, Mich. 643

MANY extraordinarily fine products are destined to lose out to inferior goods, in the competitive race now setting in, simply because they aren't known through advertising. The public can't be blamed for not buying what it never heard of. Are your goods better—and does your market know it?

Ben Dean
Advertising Agent
427-429 Michigan Trust Bldg.
Grand Rapids

SECOND-HAND SAFES

We are always in the market for second-hand safes.

Send us detailed description, including date of purchase, name of manufacturer, inside and outside measurements and general appearance and we will make you an offer.

GRAND RAPIDS SAFE CO.
GRAND RAPIDS, MICH.

Ladd Strikes a Blow at Uniformity.

Quite aside from the specific merits of the measure, the action of Senator Ladd of North Dakota—better known to the food trades of the country as "Dr. Ladd"—in introducing a bill to give State jurisdiction over commodities of interstate commerce the moment they are unloaded by the common carrier, is creating some apprehension to the whole structure of food law administration.

Back in the days when Dr. Ladd was Food Commissioner of North Dakota and active in food law circles he was regarded as one of the leaders of the radicals; perhaps not quite so rampant as Professor Emery of Wisconsin but a close second in hair-splitting. Ever since the Non-Partisan League railroaded him into the Senate there has been curiosity, if not apprehension, as to what policies he might develop to Federalize his long-entertained hobbies and thus experience the same kind of a "come back" that Professor Emery has accomplished in Wisconsin. But this transportation bill is the first sign of what was feared.

Professor Emery has apparently ripped all the old caskets of dead issues in food law exaction wide open and dragged out the grey ghosts of fifteen years ago to be inflated into life. He has revived the bleached flour issue and the "Mary Ann corn syrup" problem after modern officials had supposed them long and happily dead, and somehow there is a suspicion that he is accomplishing some form of reincarnation of Wileyism and its subsequent chaos through Senator Ladd, of which the "original package" bill is only a preliminary symptom. If this suspicion is realized there are interesting times ahead.

The Ladd bill is the most serious blow to uniformity in food law administration yet struck, and it is not surprising to find the grocers up in arms about it. For years their efforts have been to secure uniform enforcing of policies in all states on the general basis of the Federal provisions.

It meant less sleepless nights for an honest manufacturer and grocer, and it spelled economy for the consumer. No longer was it necessary to pack foods forty-nine different ways under various kinds of labels, etc. It meant that a piece of goods packed in harmony with the Federal law—and no one questioned its adequacy for protecting the consumer as to purity and honesty—could go into any State under its established label and be sold safely and at the lowest cost. Modern food commissioners as well as manufacturers and grocers favored the idea wholly and peace seemed to have been arrived at. Now it is seriously threatened.

The Ladd bill provides in general that "any article or product shipped from one State to another and billed to its destination shall cease to be treated as in interstate commerce when at the said destination it is unloaded or removed from the system or means of transportation employed in conveying said article or product, and shall then be subject to the provisions of the State laws."

This is directly opposed to the bill

of Senator Calder, also pending in Congress and generally favored by business men. That bill took jurisdiction away from the meddling State official on products which has passed in interstate commerce under the Federal Pure Food law. The issue between the two ideals is plainly and flatly joined between the two measures.

No one would object to "State rights" if it were not for the fact that so often a State, through the exigencies of a hot political campaign, makes just such mistakes as the Emery case and sets in authority forty-eight men, each with "hobbies" and ideas of his own, which in defense of State dignity and local prejudice he seeks to enforce without the slightest reference to neighboring States or the Congressional law.

If the Ladd bill passes the whole dead issue will be ripped wide open; forty-nine varieties of labels will come back, forty-nine stocks and kinds of the same product must be packed and kept separate and the consumer must pay the bill.

The Car That Henri Built.

This is the ford that Henri built.

This is the engine that ran the ford that Henri built.

This is the tank that fed the engine that ran the ford that Henri built.

This is the gas that leaked from the tank that fed the engine that ran the ford that Henri built.

This is the man who smelled the gas that leaked from the tank that fed the engine that ran the ford that Henri built.

This is the match lit by the man who smelled the gas that leaked from the tank that fed the engine that ran the ford that Henri built.

This is the search with lighted match made by the man who smelled the gas that leaked from the tank that fed the engine that ran the ford that Henri built.

This is the end of the man and the match and the gas and the leak and the tank and the engine and the ford that Henri built.

Forty-One Kings Reduced To Seventeen.

Monarchy surely crumbled in the Kaiser's war. To-day seventeen sovereign ruling dynasties exist in the world as against forty-one in 1914. Twenty-four dynasties, of which the most were German, lost their thrones through the war. During and after the Russian revolution sixteen members of the Romanoff families were assassinated. The German situation is peculiar. The ruling German princes abdicated in 1918 as individuals only and so did the kaiser and the crown prince. Not one of the Hohenzollerns or their dynasties, which ruled over several parts of Germany abdicated in the name of the entire family. A motor car can cross in twenty minutes the only central European state with a sovereign. This is the tiny territory of Liechtenstein, situated between Austria and Switzerland.

Be a live wire and you won't get stepped on. It is the dead ones that are used for door mats.

Canning Concerns Need Refinancing.

It is indicated by efforts that are being made among large canning concerns to readjust their finances and reorganize their companies upon a more solvent and safe financial basis that there has been a more generally unprofitable period among canners in two years past than was thought.

In the readjustment of inventories enormous losses have been encountered and several of the very largest canning establishments in many lines of food canning have found it essential to refinance their companies.

This being the case, it must be that the smaller canneries have not escaped without losses and that they are proportionately in just as bad shape financially. It is, therefore, quite probable that many more small canneries in the United States will close for 1922 than did for 1921, and that hundreds more will not operate at all. Therefore, it cannot be expected that an overproduction in any line of canning of foods will occur and that the opening prices are therefore likely to be the lowest prices for 1922 pack.

I know about a big corn cannery which started the beginning of this season with a stock of corn amounting to nearly 400,000 cases and which has sold all but 50,000 cases and which will pack not to exceed 100,000 cases in 1922.

Corn has been the weak spot in the market and though the price is yet no higher than for several weeks still there has been an active demand for the article of late, and it has been selling well.

The presentation of the estimate of a big and productive cannery lately shows that standard canned corn may be packed under present conditions at about 85 cents cost per dozen for standard quality, No. 2 size, but that figuring is held by others to be erroneous. We will hear the subject discussed this week at the big canners' convention Friday and Saturday in the Hotel Sherman, Chicago.

Canned okra is an article which is popular and salable in the South, but which is not known so well to the consumers of the North.

There are six or eight canneries in Alabama, Mississippi and Louisiana which pack okra and they contend strenuously for the orders.

John A. Lee.

Boyne City Entertains Group of Freaks.

Boyne City, April 11—We are wondering how you happened to let them get away. Anyway, they invaded our peaceful burgh last Thursday in a special car and created a disturbance that brought nearly a hundred of our business men to the dining room of our Wolverine. What the invasion was for was developed as the viands were cleared away—not by the waiters—and the men were introduced. William Wardrup, General Superintendent of the P. R. R., introduced the bunch; beg pardon, distinguished guests. What he said about them, individually and collectively, was not of the party, but was very enlightening to the audience. H. R. Griswold, G. F. A., told us what the 1920 railroad act did not guarantee to the railroads, especially the short line roads. It is, apparently, framed on the same lines as the employe profit sharing schemes—divide up the profits and let the boss stand the losses. R.

E. Casey, Division Superintendent, was introduced as an Italian. We have good reason to doubt it. Anyway, he gave weight to the party and is a pastmaster in the art of jollyng. Benjamin C. Leavenworth, District Freight Agent, a budding youth who gives promise of future development, was the next on the programme. He paid his respects very largely to what he termed the guerilla competition of the motor busses and trucks, which use the highways, paid for and maintained by the taxpayer's money, at a nominal cost and cut into the earnings of the absolutely necessary railroad, much to the inconvenience of the inhabitants of the small towns. It is possible that with another forty years of experience in railroading this young chap may make a mark for himself. We say this as a word of encouragement to one of pleasing personality. We were warned, however, that when he was released from his present duties, he would make it his business to talk to the public when they had anything to eat.

E. M. Davis, General Solicitor of the P. R. R., closed the obsequies with a very fine talk about co-operation and co-laboration by business men and the wonderful influence of the various get-together clubs. He very decidedly made good on the title (silver tongued orator) given him by his colleagues.

It was an occasion of very great satisfaction to all concerned and we hope that our distinguished visitors carried away with them such an impression of our town that they will be glad to come again and bring their friends.

Our new city dads assume the reins of government this week and we are looking forward to a new spirit in city affairs. The officers whose terms have expired have served us well during a trying period and the new ones will do well to equal them in efficiency. It is, unfortunately, true that the mistakes of public officials are vastly more commented on than their successes and are remembered longer.

The ice is out of Pine Lake. Send along your summer visitors. Maxy.

New Secretary of Detroit Retailers' Bureau.

Detroit, April 11—John W. Chandler, for the past three years employed as special representative of Dodge Brothers, has been selected to succeed W. E. Wilkinson as Secretary of the Retail Merchants' Bureau at the Detroit Board of Commerce.

Mr. Chandler has been in close touch with the activities of the Detroit Board of Commerce for some years, having been secretary of the Wholesale Merchants Bureau prior to the war, leaving this position to join the Army one week and four days after war was declared.

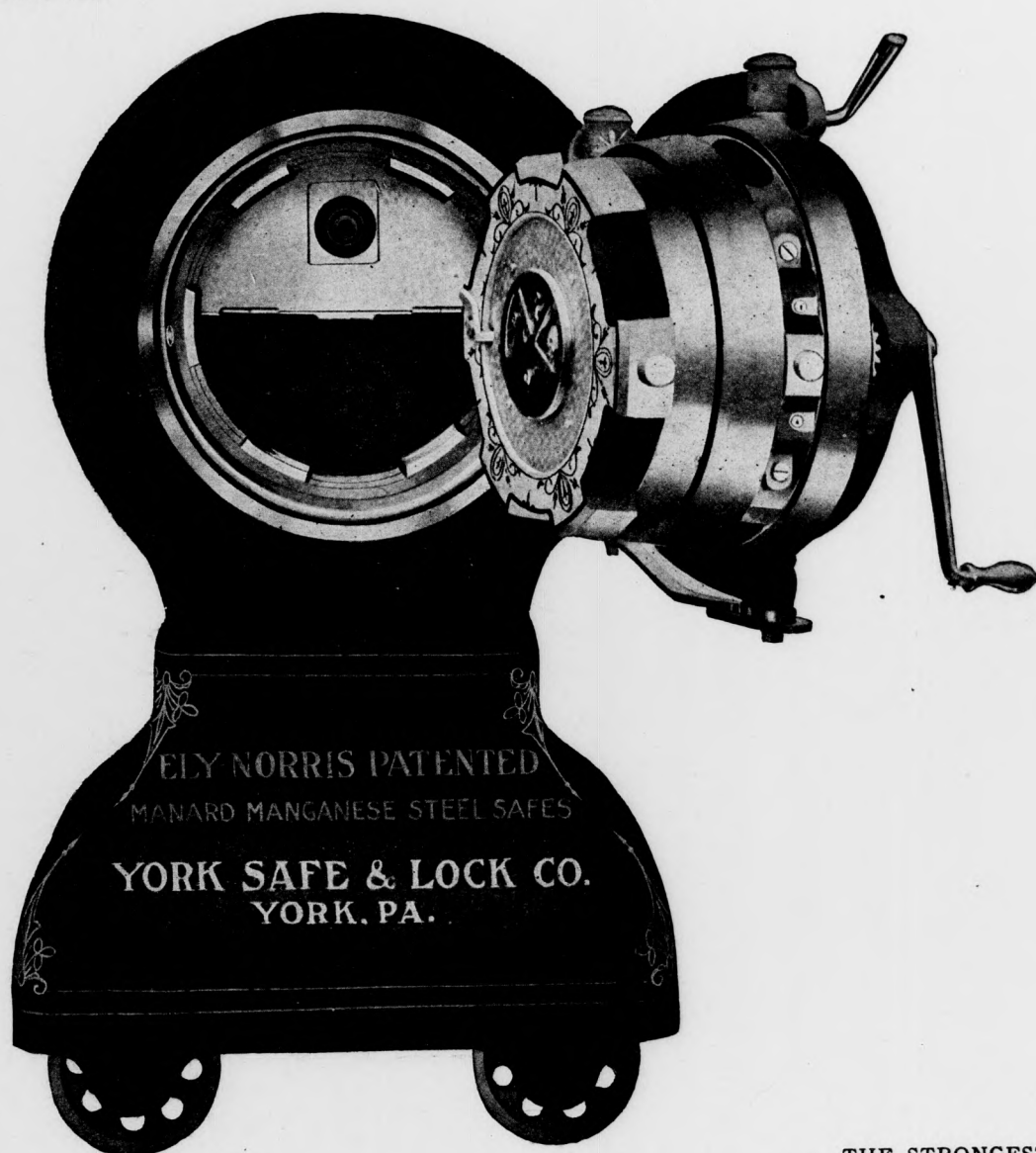
He saw twenty-seven months' service during the war, eighteen of which were in France, and was promoted to the rank of major. While in France he was Depot Quartermaster of Advance Quartermaster Depot No. 3 in the advance section, with eleven officers and seven-hundred-fifty enlisted men under his command. Later he was made assistant to the Chief Quartermaster for the entire Second Army.

Mr. Chandler has spent seven and one-half years in newspaper editorial work, having covered the Board of Commerce beat for the Detroit Free Press for several years just prior to his previous connection with the Board of Commerce staff.

Since returning from the army Mr. Chandler has been connected with Dodge Brothers working in a confidential capacity in the office of A. T. Waterfall, Vice-President and Assistant General Manager.

During the past year he has served as a member of the Entertainment Committee of the Board of Commerce. Mr. Wilkinson resigned, effective April 1, to become secretary of the Detroit Film Board of Trade.

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