

A MAN'S PRAYER

Let me live, Oh Mighty Master
Such a life as men should know,
Tasting triumph and disaster
Joy—and not too much of woe,
Let me run the gamut over
Let me fight and love and laugh,
And when I'm beneath the clover
Let this be my epitaph;

"Here lies one who took his chances
In the busy world of men,
Battled luck and circumstances
Fought and fell, and fought again,
Won sometimes—but did no crowing,
Lost sometimes—but didn't wail,
Took his beating—but kept going
Never let his courage fail;

"He is fallible and human
Therefore loved and understood
Both his fellowman and woman
Whether good or—not so good;
Kept his spirit undiminished
Never lay down on a friend,
Played the game till it was finished,
Lived a Sportsman to the end!"

Berton Braley.

YOUR TOWN

If you want to live in the kind of a town
Like the kind of a town you like,
You needn't slip your clothes in a grip
And start on a long, long hike;
You'll only find what you left behind,
For there's nothing that's really new;
It's a knock at yourself when you knock your town,
It isn't the town—it's you.

Real towns are not made by men afraid
Lest somebody else gets ahead.
When everyone works and nobody shirks
You can raise a town from the dead.
And if, while you're making your personal stake,
Your neighbor can make one, too,
Your town will be what you want to see.
It isn't the town—it's you.

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

Serving Two Interests—

The present-day health slogan is "Eat right and you'll be right."

To vast numbers of people, many of them your customers, right eating means one to three cakes daily of

Fleischmann's Yeast

You can best serve your customers' health-interests—and at the same time speed up business—by making it easy for them to buy fresh yeast daily over your counter.

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.



Don't Lose The Profit On 14% Of Your Business

Get a profit on sugar by pushing

Franklin Package Sugars

The money saved on bags, twine, labor, overweight, breakage and waste represents a profit you can't afford to lose.

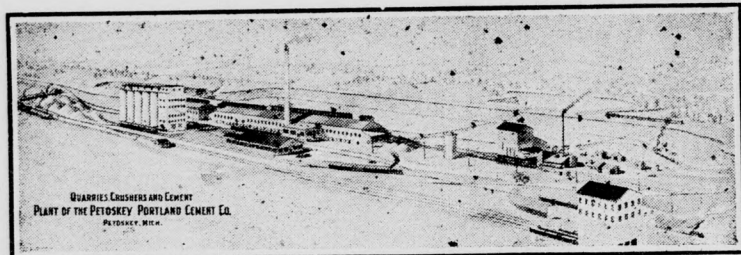
Push Franklin Packages

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, MAY 3, 1922

Number 2015

MICHIGAN TRADESMAN

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

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By
TRADESMAN COMPANY

Grand Rapids
E. A. STOWE, Editor.

Subscription Price.

Three dollars per year, if paid strictly in advance.
Four dollars per year, if not paid in advance.
Canadian subscriptions, \$4.04 per year, payable invariably in advance.
Sample copies 10 cents each.
Extra copies of current issues, 10 cents; issues a month or more old, 15 cents; issues a year or more old, 25 cents; issues five years or more old 50 cents.

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

Stand By France in Her Position.

France is right in respect of Russia's debts and in respect of foreign owned properties in Russia.

France is right in her strong stand for the sacredness of just obligations, for the sacredness of foreign held properties.

France is right in holding Russia to the honorable course. In this she is doing Russia a very great service.

The man forced into bankruptcy from conditions beyond his control who, when he has re-established himself, pays his obligations in full is held in high esteem by his fellow men as an honest man; the man who has re-established himself and takes advantage of the bankruptcy laws to release him from the payment of his debts is held in contempt by his fellow men. He is not an honest man.

This is as true of governments as of men. It cannot be other than true of Russia.

The money lent to Russia during the war was lent to an ally to help prosecute the war and is a sacred debt. Any offset Russia may claim in indemnities for allied military operations against her after the breaking of her sacred compact with the Allies, of which she was one, is many times outbalanced by her failure to go through with her compact.

It is a fact that Russia is now in desperate financial and economic straits. But this will not always be the case. Russia needs help and must have help, and the world will come to her aid if she goes straight in respect of her just obligations abroad.

Russia's pre-war national debt, covering the money owed both at home and abroad, is only four and one-half billions of dollars. A considerable proportion of this is of course owed at home, so that her foreign pre-war debt is, let us say, something over three billions of dollars. Add to this her war borrowings and credits from abroad while an Ally—not a relatively large amount—and her total foreign

obligations can hardly exceed five billions of dollars.

And five billions of dollars measured against rock ribbed national honesty counts for nothing with a country so vast in natural resources and vast in population as Russia.

Yes, France is right and the Herald stands squarely with France in this matter—stands with France both on the principle of the Golden Rule and in respect of what is best for Russia.

It goes without saying that Russia must have time to square her foreign debts, and to square them should be her most sacred purpose. And so too it should be her sacred purpose to recompense foreign owners of property confiscated since the revolution.—New York Herald.

Grand Rapids Retail Grocers' Association.

Regular monthly meeting of the Grand Rapids Retail Grocers' Association was held last evening. The following applicants were elected for full membership:

Gerritt Vander Hoening, 607 Livingston street.

Ahmed Slymen, 256 Market street.

The following petitions for membership were read and ordered held over thirty days:

City Bakery.

William Borgell, 1156 Leonard street, N. W.

Fred E. Kugler, North Park.

Chas. C. Nagel, North Park.

A letter from Congressman Mapes was read replying to resolution pertaining to the bill before Congress providing for the garnishment of wages and salaries of civil employees of the United States Government.

Report of the investigation committee pertaining to the Retailers Indemnity Co. was heard and the investigation ordered continued and to be reported back at the next regular meeting.

Report of the banquet committee submitted and committee discharged. Banquet attendance, 264, and a net profit of \$87.60 reported. The committee was highly complimented on the floral decorations. The quality and service of the Pantlind Hotel were the best of any banquet held by the Association. Toastmaster Barney Jonkman, who substituted for Wilbur S. Burns, proved himself a real toastmaster; Gerrit J. Diekema, Ex-Congressman, from Holland, entertained the banqueters in his humorous, characteristic way, illustrating the remarkable difference between the personal make-up of the retailer of today, as compared with the retailer of a few years ago.

John Affeldt, Jr., of Lansing, President of the State Association, spoke on the real service rendered by the different locals, State and National associations and also outlined the new credit service installed by the business men of Lansing.

Secretary Hanson reports Thursday afternoon closing during the summer months has been agreed upon by the A. & P. stores, Thomas chain stores, Piggly Wiggly stores, McFadyen's chain and Grocers Association community stores. In some portions of Grand Rapids 100 per cent. closing is assured and it will be difficult to even buy an ice cream cone, especially on

the north end. Mr. Henderson, President of the Creston Commercial Club, is credited with bringing about this remarkable co-operation.

Secretary Hanson reported the market committee had held two meetings with the service committee of the city commission and their recommendations to the Commission have been set for an early date. The plan of the market committee is to have the city markets regulated to benefit all the citizens of Grand Rapids, instead of a certain few.

The question for discussion was then taken up—"Cash and Carry vs. Charge & Service." It brought out very enlightening points. Matt Heyns, who conducts a Cash and Carry at the North end and has proven himself a real merchant, gave the members present a liberal outline of his policy. Several Charge and Service members were also present and have demonstrated Grand Rapids will support both lines, although loose, slipshod methods of conducting either plan cannot survive the keen competition of the present day.

Herman Hanson, Sec'y.

Proceedings of Grand Rapids Bankruptcy Court.

Grand Rapids, April 24.—On this day was held the first meeting of creditors in the matter of Smith Bros. Iron & Metal Co., and individually, Bankrupt No. 2078. The bankrupts were present in person and by attorney, Chas. H. Lillie. Renihan & Lillie and Eugene B. Houseman were also present. Jackson & Fitzgerald & Dalm, of Kalamazoo, were present. Claims were allowed against the estate of the bankrupts. Frank V. Blakely was appointed trustee and the amount of his bond fixed by the referee in the sum of \$500. The bankrupts were each sworn and examined without a reporter. The appraisal made by the referee as receiver was approved and adopted by the creditors. The first meeting was then adjourned, no date.

On this day also was held the first meeting of creditors in the matter of Paul Nissen, individually, Bankrupt No. 2082. The bankrupt was present in person. Hilding & Hilding and Butterfield, Keeney & Amberg were present for creditors. George B. Kingston, attorney for the trustee in the matter of the Paul Nissen Corporation, bankrupt, was present. Claims were allowed. Creditors did not elect a trustee, as it appeared that none was necessary. The bankrupt was then sworn and examined without a reporter. The first meeting was then adjourned no date.

April 25. On this day was held the first meeting of creditors in the matter of George H. Briggs, Bankrupt No. 2085. The bankrupt was present in person and by attorney, Arthur J. Butler, of Big Rapids. A. W. Bennett, of Big Rapids, was present for creditors. Claims were allowed against the estate. The creditors failed to elect a trustee and the referee appointed Frank V. Blakely as such and placed the amount of his bond at the sum of \$2,000. The inventory and appraisal taken by the referee as receiver was approved and adopted by those present. The bankrupt was then sworn and examined without a reporter. The first meeting of creditors was then adjourned no date.

April 25. On this day was held the final meeting of creditors in the matter of Earl G. Nash, Bankrupt No. 1998. The bankrupt was not present or represented. The trustee was present in person. Dilly, Souter & Dilly were also present as attorneys for the trustee. Claims were proved against the estate. The trustee's report and account was considered and approved. The bill of Dilly, Souter & Dilly as attorneys for the trustee was approved and allowed. The bill of E. A. Maher as attorney for the bankrupt was reduced and approved. An order was made for the payment of administration expenses and a supplemental first and final dividend to creditors. There was no objection to recommendation of the bankrupt's discharge.

In the matter of Myron V. Gould, Bankrupt No. 2084, funds have been forwarded for the first meeting of creditors, and the same will be held at the office of the referee May 9.

April 29. On this day were received

the schedules, order of reference and adjudication in bankruptcy in the matter of Walter D. Paulsen, Bankrupt No. 2090. The matter has been referred to Benn M. Corwin as referee. The bankrupt is a resident of the city of Greenville and has conducted a retail candy, cigar and fountain establishment at that place. The schedules of the bankrupt list assets in the sum of \$1,763.39, of which the sum of \$425 is claimed as exempt, and liabilities in the sum of \$2,680.53. The first meeting of creditors in this matter will be held on May 15. A list of the creditors of the bankrupt is as follows:

Jens P. Paulsen, Greenville	\$1,000.00
Star Glass & Supply Co., Fostoria, Ohio	31.46
Badger Candy Co., Milwaukee	8.57
Chas. H. Stout, Belding	10.00
Walker Candy Co., Muskegon	32.85
Woodhouse Co., Grand Rapids	193.35
Northern Coca Colo Co., Grand Rapids	25.10
National Candy Co., Grand Rapids	23.34
Berdan Co., Toledo	55.71
Kuppenheimer Cigar Co., Grand Rapids	50.00
Rysdale Candy Co., Grand Rapids	43.47
X Cigar Co., Grand Rapids	126.38
Fred Becker, Greenville	42.52
Frank Nelson, Greenville	183.18
Thos. D. Murphy Co., Red Oak, Ia.	31.40
J. C. Newman Cigar Co., Cleveland	54.15
Michigan Chair Co., Big Rapids	174.04
Lewellyn & Co., Grand Rapids	7.50
Berghoff Products Co., Fort Wayne	50.00
Jack Dolan, Ionia	50.00
Ionia Bottling Works, Ionia	24.00
General Cigar Co., Grand Rapids	51.25
Armour & Co., Chicago	14.50
Bertsch Market, Grand Rapids	5.00
Patterson Printing Co., Grand Rapids	9.00
Worden Grocer Co., Grand Rapids	8.26
Imperial Merchandise Co., Perry, Ohio	8.00
Walter A. Arntz, Greenville	360.00

Status of the Hide Market.

Country Hides—Steady, but volume of business moderate. Heavy hides over 60 pounds still slow and nominal at 8@8½c; buff weights, 45 to 60 pounds, listed at the same range and 25 to 45 pounds, extremes 11@11½c. Some operators who have high grade stock for sale ask ½c per pound more, all around. On the other hand, largely grubby stock can be had for at least ½c less. All weight hides from originating sections listed 8½@9c asked for best quality.

Calf and Kip—Packer kip is active at 13½c for regular weight natives, 12½c for the overweights and 10c for the branded skins, being ½c advance. First salt city kip of choice quality quoted 13@13½c, and resalted lots from 10@12c.

Calfskins are steady and unchanged.

Horse Hides—Steady for fresh receipts. Goods of rendered takeoff quoted \$4@4.25 asked, and in some instances higher; mostly rendered takeoff around \$3.75, and odd lots around \$2.25@2.50.

Sheep Pelts—Steady at recent sale rates of \$2.15@2.25 for packer skins, with dealer lots quoted 75c to possibly \$1.75 for heavy average.

Detroit—The Auto Drivers Oil Co., with business offices at 652 Book building, has been incorporated with an authorized capital stock of \$100,000 preferred and 1,000 shares at \$50 per share, all of which has been subscribed, \$15,500 paid in in cash and \$134,500 in property.

Hotels, Railways, Boat Lines and Reforestation.

Glen Lake, May 2—The Michigan State Hotel Association has prepared and is sending out to its members a digest of all Michigan State laws in which the hotel fraternity is interested.

It was compiled by Hon. Todd Lunsford, of Muskegon, Counsel for the Association, and contains, besides briefs of all legislative acts, excerpts from court decisions which are of particular interest to the craft. It may be secured by members who have not been supplied with same by applying to the Secretary of the Association.

A letter received from E. R. Swett, of the Occidental Hotel, Muskegon, states that business is improving with him and especially conveys the information that the dining room and restaurant department are more prosperous than for some time even during midsummer, when Michigan hotels enjoy their greatest degree of prosperity. Mr. Swett's letter, in fact, gives the exact key to the situation, when he remarks that "we are feeding about 100 per cent. more people than we are rooming. Our 50c beef steak dinners in the cafeteria and our \$1 table d'hote dinners in the main dining room are going strong."

I would like to say, in this connection, that a few weeks ago the Occidental Hotel reduced the price of coffee to 5 cents per cup and that the innovation made a decided hit.

At a recent meeting of hotel proprietors, Fred Pantlind advised his colleagues that at one time the Pantlind Hotel was feeding only about 40 per cent. of its house guests. He decided to inaugurate the cafeteria service, which proved an instantaneous success. He is now feeding an average of 120 per cent. In other words, he is supplying feed to his room guests and a large percentage of outsiders.

Five cent coffee is bound to make a hit anywhere and at any time. The Morrison, one of Chicago's largest and most sumptuous hostelrys, was made possible through the success of the Boston Oyster House, one of its cafes which made a specialty of a cup of delicious coffee, with an abundance of rich cream, for a nickel. After all other restaurants advanced the charge for this commodity, the Boston continued the old price, and Mr. Moir, its manager, frequently made the statement that it was the best and cheapest advertising obtainable.

The Michigan Transit Company, the steamship line serving all Northern Michigan from Chicago, comes forth with the announcement that this season a schedule will be in force which will give its landing ports a service of five boats per week in each direction, an increase almost doubling its former service, and will also make a reduction of 40 per cent. on freight charges and 25 per cent. in passenger fares, in addition to supplying week end round trip tickets at a still greater reduction.

This company further announces that two of its steamers, the Missouri and Puritan, will also make all Traverse Bay ports twice weekly—a greatly improved service over previous seasons. This means that the surpassing service supplied by this company will be done at a cost of almost one-half the fares charged by all rail lines, and on an equally short time schedule.

As we all know, railway fares for resort traffic have been at least 50 per cent. higher than they should have been for several years, which has proven a serious handicap for resort institutions, and this unlooked for reduction by the steamship people will, undoubtedly, stimulate this class of business to a highly satisfactory degree.

Railroads covering Wisconsin and

portions of the Upper Peninsula, out of Chicago, are also announcing extra train service for their summer schedule and a scale of attractive rates such as week-end tickets at a slight advance over one-way fares; thirty-day round trips at one and one-third fare, while excursion tickets good for the entire season will be provided at one and one-half single fares. Unless the strictly Michigan lines announce similar reductions, it is predicted that the boat lines will be run on a capacity basis most of the summer.

I notice the American paper industry are becoming wise to the serious problem which is soon to confront them in the scarcity of raw material from which to manufacture their wares. Timber suitable for supplying plup wood is no longer obtainable, except from far remote regions and at stupendous cost and much inconvenience. Reforestation is the only solution of this complex problem and Michigan is a good field in which to operate. Now that it has been effectually demonstrated and the truth really is, that millions of acres of our territory are useless for agricultural purposes, the State can make no better investment than to take up the proposition of reforestation at once and carry it forward without any delay.

To illustrate the possibilities of this idea it is necessary only to cite the celebrated Day forest, of 1,400 acres, on Glen Lake, represents a growth of forty years only. Were it not that its owner, David H. Day, is holding it from use and market, as a sort of semi-official State game preserve, its timber could be used profitably at this time, which would represent a very good profit earning on the investment.

It would prove much more beneficial when Michigan's future welfare is considered to discourage the traffic in these lands by unprincipled real

estate sharks and encourage the planting of forest trees, which are easily procured and propagated and which will eventually prove a wonderful and available asset.

Much has been said, and truthfully, about the eccentricities of Senator William E. Borah, of Idaho, but it is universally conceded that his position on any issue before the U. S. Senate is always well defined.

He has been served with a threat of political annihilation if he does not come out in favor of the bonus legislation, and has thrown down the gauntlet by declaring himself as being emphatically opposed to using his peoples' money for the purpose of buying votes.

"One thing I want to impress emphatically," says Senator Borah, in addressing the Legion representatives, "neither you nor any one else will be able to say, and that is that I ever sought to purchase political power by draft upon the public treasury, or that I chose to buy a continuation in office by putting four billions of dollars upon the bended backs of American taxpayers."

It would be well for the future stability of American politics, if there were other public representatives who possessed a sufficiency of spinal marrow to separate themselves from the herd of political hacks and barnacles to come out in the open and follow the spirit displayed by Senator Borah.

Michigan has several representatives who have failed to make clear to their constituencies their reasons for the position they have taken on this and other vital questions.

Frank S. Verbeck.

There is no gain in half a day off if it is spent sitting around a room smoking and playing cards. Days off ought to be spent in the open when possible.



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

Barney says—

I did not know that so many people read what I said in the Tradesman until I noticed the increase in the orders for spices during the last few days.

By Golly—it is one thing to have GOOD GOODS but we ought to make more noise about them and these orders for Quaker spices makes me want to say again that Quaker spices are the best.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO—LANSING

THE PROMPT SHIPPERS

WATCH

The Weights on the Labels—No Reduction in Quality or Quantity here—We believe in Full Value, Fair Count and Full Weight.

THIS

Has always been the Policy of this Store—For your money's worth keep your eye on this

WINDOW

We Sell and Recommend
CALUMET BAKING POWDER—The full 16-oz. lb.

(Make a copy of this and paste in your window.)

MOVEMENT OF MERCHANTS.

Ann Arbor—The Ann Arbor Lumber Co. has engaged in business.

Cadillac—Albert E. Holmberg succeeds Roy Jaques in the grocery and meat business.

Middleton—The Home Goods Store has removed to its new location in the O'Neill block.

Grand Rapids—Arthur M. Manning has engaged in the lumber business on the commission basis.

Vernon—The Vernon State Bank has been incorporated with an authorized capital stock of \$20,000.

Grand Rapids—J. Star & Co. succeeds Orrie Bolt in the grocery business at 1000 Baldwin street.

Alma—The Connor Ice Cream Co., of Owosso, is erecting a modern distributing and storage plant here.

Pullman—The Pullman Farm Bureau succeeds Floyd H. Hayes in the grocery, dry goods and drug business.

St. Louis—J. Anspach, dry goods merchant, and the Youngs department store are installing radio receiving sets.

Midland—Thieves entered the store of the Reardon & Beckwith Mercantile Co. and carried away stock to the amount of \$1,000.

Detroit—The Detroit Wholesale Furniture Co., 1923 Division street, has increased its capital stock from \$100,000 to \$125,000.

Ludington—Pavledes & Kilavos have opened a modern restaurant at 120 West Ludington avenue under the style of the Paris cafe.

Dewitt—Elmer E. Lankton has sold his grocery stock and store fixtures to Ivan Estes, recently of St. Johns, who has taken possession.

Lansing—Samuel Borr, who conducts a men's store at the corner of Washington avenue and Washtenaw street, has closed out his stock.

Coopersville—Ted Eistedt has erected a new store building on the Dixie Highway and will occupy it with a soft drink, ice cream and lunch parlor.

Sault Ste. Marie—Nick Morrish has purchased one of the two drug stocks owned by Fred R. Price and will continue the business at the same location.

Ishpeming—The Cliffs Electric Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Rochester—The Rochester Farmers' Elevator Co. has been organized with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in cash.

Lansing—Davey Bros., contractors, are erecting a modern hotel at 220 Seymour avenue, to be known as the Roosevelt hotel. The estimated cost of the building is \$250,000.

Muir—Peter J. Spaans has purchased the old Rumsey store building and is remodeling it into a modern bakery which he expects to open for business about May 15.

Hillsdale—Allen Borton has remodeled his bakery, installed a modern front, new machinery and fixtures and built an addition to the building which greatly increases the floor space.

Charlotte—Judge C. W. Sessions, of the U. S. district court, has ordered William L. Fassett, receiver for the Charlotte Casket Co. to wind up the business as soon as possible and sell the plant.

Ypsilanti—The Ypsilanti Hotel Co. has been incorporated with an authorized capital stock of \$250,000, \$183,600 of which has been subscribed and paid in, \$28,500 in cash and \$155,100 in property.

Lawrence—J. D. Salls, who conducts a grocery and bazaar store, has made an assignment in favor of his creditors. F. H. Fuller has been appointed trustee. The assets will fully cover the liabilities it is claimed.

Detroit—The Argo Oil Corporation has been incorporated with an authorized capital stock of \$2,400, all of which has been subscribed and paid in in cash. The business offices of the company are at 40 Garfield Block.

Detroit—The Drexel Motor Sales Co., with business offices at 1124 Ford building, has been incorporated with an authorized capital stock of \$25,000, of which amount \$15,000 has been subscribed and \$10,500 paid in in cash.

Howard City—Floyd M. Crook, who has conducted a jewelry store here for the past seven years, is closing out his stock at special sale and will remove to Lakeview, where he will engage in the same line of trade.

Detroit—The Carns Metal Wing Co., 1067 Beaufait street, has been incorporated to deal in airship parts, supplies, etc., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

Detroit—The Alco Products Corporation, 323 Broadway, has been incorporated to deal in mineral gases, metals, coal, etc., with an authorized capital stock of \$75,000, \$15,500 of which has been subscribed and paid in in cash.

Detroit—The Lincoln Specialty Co., 5465 Lincoln avenue, has been incorporated to deal in tools, jigs, machine parts, etc., with an authorized capital stock of \$10,000, \$5,000 of which has been subscribed and paid in in cash.

Fowler—Lucene Sturgis has sold his interest in the grain elevator, lumber and warehouse business of Sturgis & Sons, to his sons, Marion and Howard Sturgis, who will conduct the business under the style of Sturgis Bros.

Charlotte—E. C. Harmon, who has conducted a shoe store here for the past 23 years, has sold his stock, store fixtures and store building to Floyd Griffin and Harvey Harmon, who will conduct the business under the style of Griffin & Harmon.

Marquette—Lindstrom & Wilson, groceries and meats, have dissolved partnership and the business will be continued by Fritz Wilson, who has admitted to partnership his son and the business will be conducted under the style of F. Wilson & Son.

Detroit—The Davidson, Ayers Co., West Jefferson, Foot of Swain street, has been incorporated to conduct a wholesale and retail business in cement, building materials, brick, etc., with an authorized capital stock of

\$20,000, all of which has been subscribed and paid in, \$8,000 in cash and \$12,000 in property.

Detroit—The Border States Fuel Co., 120 Madison avenue, has been incorporated to deal in fuel of all kinds, with an authorized capital stock of \$10,000, \$6,000 of which has been subscribed and paid in, \$4,700 in cash and \$1,300 in property.

Detroit—The American Bankers Specialty Co., with business offices in the Dime Bank building, has been incorporated to deal in bank and office supplies, with an authorized capital stock of \$2,500, all of which has been subscribed and \$1,000 paid in in cash.

Carson City—The Michigan Produce Co. has been incorporated to deal in produce, flour, butter, cheese, etc., at Carson City, Pewamo and Hubbardston, with an authorized capital stock of \$50,000, \$35,000 of which has been subscribed and \$17,500 paid in in cash.

Saginaw—The Reo-Andrews Co., 400 North Franklin street, has been incorporated to deal in autos, trucks, parts, supplies and accessories and to conduct a general garage business, with an authorized capital stock of \$20,000, \$10,000 of which has been subscribed and paid in in cash.

Bay City—The Ra-Do Corporation of Bay City, 611 East Midland street, has been incorporated to deal in and install radio apparatus, with an authorized capital stock of \$8,000 common and \$17,000 preferred, of which amount \$4,200 has been subscribed, \$3,650 paid in in cash and \$550 in property.

Detroit—The L. J. Barry Coal Co., 12,000 Charlevoix avenue, has been incorporated to conduct a wholesale and retail business in fuel, builders' supplies, etc., with an authorized capital stock of \$100,000, of which amount \$67,750 has been subscribed, \$3,809.55 paid in in cash and \$58,390.45 in property.

Kalamazoo—W. E. Dees has merged his drug business into a stock company under the style of D. B. D. Laboratories, to manufacture and sell at wholesale and retail, drugs and medicinal preparations, with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in property.

Kalamazoo—Grocers and butchers and families to the number of 250 feasted Wednesday evening, April 27. It was the occasion of the annual banquet and was in every way a successful affair. Will Cooke, manager of the Kalamazoo branch of the Worden Grocer Company, was introduced by President John Steketee as toastmaster for the evening. John C. Hoekpe, registrar of Western State Normal school, was the principal speaker, his subject being "The Necessary Ingredient." Toastmaster Cooke also called on William Maxwell, Rhenious Bell and George Taylor, who responded entertainingly. Music was furnished during the supper hour by the Royal entertainers.

Manufacturing Matters.

Detroit—The Hygeia Filter Co., 3422-40 Denton avenue, has decreased

its capital stock from \$70,000 to \$60,000.

Iron Mountain—The Northern Woven Lath Co. has been incorporated with an authorized capital stock of \$75,000, \$37,500 of which has been subscribed and \$7,500 paid in in cash.

Snover—The Snover Light & Power Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$3,010 has been subscribed, \$2,910 paid in in cash and \$100 in property.

Highland Park—The Radio Products Corporation, 222 Louise avenue, has been incorporated with an authorized capital stock of \$10,000, of which amount \$1,200 has been subscribed and paid in in cash.

Sodus—The Sodus Basket Co. has been incorporated to manufacture and sell at wholesale and retail, baskets, boxes and fruit packages, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Albion—The Union Specialty Manufacturing Co. has been incorporated to manufacture and sell electrical supplies, confectioners supplies, food products, etc., with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Detroit—The Garland Cigar Co., 5461 McDougal Avenue, has merged its business into a stock company under the style of the Garland Cigar Co., Inc., with an authorized capital stock of \$50,000, of which amount \$26,000 has been subscribed, \$218 paid in in cash and \$14,880 in property.

Detroit—The Detroit Appliance Co., 6800 Bostwick avenue, has been incorporated to manufacture and sell electrical and mechanical appliances and devices, with an authorized capital stock of \$100,000 common and \$50,000 preferred, \$25,000 of which has been subscribed and \$2,500 paid in in property.

Detroit—The Ashley-Behrens Manufacturing Co., 8370 Grand River avenue, has been incorporated to manufacture and sell wax, varnish, finishing materials, etc., for furniture, autos, etc., with an authorized capital stock of \$20,000, all of which has been subscribed, \$1,400 paid in in cash and \$2,155 in property.

Marine City—The Independent Sugar Co.'s factory is busy on its annual run in the refining of Cuban and Porto Rican raw cane sugars, and is proceeding at the rate of 4,000 bags of sugar daily. The product is being marketed through the Muller Brokerage Co., of Chicago, and almost exclusively in Chicago territory.

Ionia—Arrangements are being made to start work within a few weeks on a two-story factory building at the Ionia reformatory, to be 50 by 100 feet, to house a shoe factory. This is one of the new industries definitely decided upon by the officials of the reformatory. A similar building is to be built at Marquette prison.

Amasa—The Patten Timber Co. has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Essential Features of the Grocery Staples.

Sugar—The market has developed some weakness during the past week, with the result that some of the refiners have dropped their prices about 10 points. The reason is the weakness in raws. Buyers of raw sugars in this country believe that the holders are asking too much money and they are, therefore, holding off, although there have been some purchases of raws made during the week. The demand for refined sugar is as yet only fair and will probably not be materially affected by the decline. Local jobbers hold cane granulated at 5.95c.

Tea—The report from the tea markets during the past week has told of a fair demand, perhaps a better demand than has been the case for some time. The country is beginning to buy tea a little better than it has done lately. There has been no change in price except that advices from Ceylon told of a slight decline there, but this has had no effect upon the situation in this country. Java teas on the contrary are higher in the primary markets. Black teas are also steady to firm and the entire list in this country is in the same condition.

Coffee—The market has been rather irregular during the week, meaning particularly all grades of Rio and Santos. Prices closed the week not materially changed from the week before and with no occasion to further advance the jobbing price of roasted coffee. Mild grades show no particular change for the week.

Canned Fruits—Sliced pineapple is the leader in interest as supplies are so scant that considerable shopping is necessary to find grades of the No. 2½ can. Prices are at such a level, \$3.85@4 for extra sliced, that the consuming demand has been curtailed. Resales of new pack contracts are being made at 10 to 12½ per cent. over opening prices. California fruits are matter of odd lots in syrup grades of peaches and apricots in No. 2½ sizes. While firm, the market is not active on a large scale. Quotations on new packs have been withdrawn until crop and packing conditions are more settled. Apples were quiet all week, but were held with confidence by canners.

Canned Vegetables—In the major vegetables peas are the only strong item. The shortage of old packs is being complicated by the prospect of a late season for new goods, which will mean a more aggravated situation during June and early July than was anticipated. The scarcity of No. 10s has caused the users of gallons to piece out with No. 2s, and as all grades in that size are limited it means a strong market with constantly hardening prices. Canners have booked sufficient business to satisfy them, and with an unfavorable crop outlook they are not ready to seek business. Another crop which has been affected by cold weather this spring is California asparagus, which has amounted so far to only a nominal pack, with the outlook for pro rata deliveries on contracts with buyers. The asparagus situation is

serious because of the clean up of old pack. Spinach has been subject to bad weather conditions also both in California and in the South. Stocks are wanted and rule firm. Southern tomatoes are easy at listed prices with a half-hearted demand in progress. Buying is against actual needs of the moment, as the trend of the market as the season advances is toward an equalization of old and new pack prices. Futures are weak and neglected even though the canner insists his prices are based practically upon cost and can sink no lower. Corn is weak and neglected. The impression prevails among jobbers that there is plenty of it in the country, and for that reason there is no incentive to buy ahead; in fact, they think that the wisest policy is to buy daily as stocks are needed. Future corn is also quiet.

Canned Fish—There is some demand for Maine sardines, without, however, any change in price. Buyers are waiting on the new pack fish, which should be forthcoming soon. Imported sardines are unchanged. Salmon is very quiet, without any change in prices to speak of. Horse-shoe salmon, on account of scarcity, is being sold at a premium.

Dried Fruits—The prune market has developed a decided change for the better, not confined to sentiment alone but accompanied by very active local trading. Raisins are without any improvement, but rule weak with the movement rather forced. The prospect of a 50,000-ton carry-over is not encouraging, coupled with the more or less restricted sales in a jobbing way of the past few months. The market is in its present state largely because of the high prices, which have checked the normal outlets. Foreign raisins and currants have also been factors. Seeded raisins are the weakest offering. Currants are quiet on the spot and there is little demand for forward shipments as long as the spot market remains at its present level. Apricots on the spot are firm because of their general shortage, but despite their high prices show more demand than peaches, which are more plentiful. Apricots are going in comparatively small parcels, as desirable grades can only be found in insignificant amounts. Peaches were quiet all week, but maintained as to prices because of the moderate sized offerings. No real interest has developed in futures, although apricots, prunes and raisins have been offered. A 7c basis for prunes is considered too high, just as the Thompson raisin prices at 15½c for 15-ounce are regarded as excessive. The apricot market has been set at 20c for Southern choice, extra choice and fancy for July shipment.

Syrup and Molasses—Compound syrup is in light demand, without any material decline in price. As a matter of fact, the decline in price would have no effect on the demand which is seasonably dull. Sugar syrup is in fair movement for the season, without change in price. Molasses is in moderate request at unchanged prices.

Cheese—The consumptive demand is very light and the market is barely

steady at prices ranging about 1c per pound lower than a week ago. The production is increasing very fast and in order to increase the consumption there will have to be lower prices.

Rice—Domestic rice on the spot is not plentiful and Southern markets remain firm with no long lines in sight. As a reaction is expected in the demand, holders are content to carry their goods for the time being. Foreign rice is equally firm and inactive except for small caliber trading.

Beans and Peas—Beans and peas are in very light demand. For the first time in many years marrow beans have been selling for less than pea beans. Lima beans are firm, not very active. Spot supply will be pretty well cleaned up before new goods arrive. There is hardly a line of beans which is not weak and the market in buyer's favor. Green and Scotch peas are quiet, with a slumping tendency.

Provisions—Everything in the smoked meat line is steady at prices ranging about the same as last week, with a light consumptive demand. Pure lard is steady at unchanged prices, with a light demand, while lard substitutes are very quiet at a slight decline. Dried beef, barreled pork and canned meats are steady, at prices ranging about the same as last week, with a light consumptive demand.

Salt Fish—If mackerel were not so scarce prices would probably ease off somewhat, but the fact that all grades are short causes prices to be steady to firm on a rather high level. No new Irish mackerel has come forward as yet.

Review of the Produce Market.

Apples—Spys, \$5 per bu.; Baldwins, \$4.50 per bu. Box apples from the Coast command \$4.25@4.50 for Jonathans and Spitzenbergs.

Asparagus—Illinois, \$2.50 per doz. bunches; home grown \$2 per doz. bunches.

Bananas—7@7½c per lb.

Beets—\$2.25 per hamper for new Texas.

Butter—There has been an active demand for everything in the line of fresh butter. The receipts clean up every day and at prices ranging about the same as last week. The quality of butter arriving is very good and it is only a question of a few days until the receipts will increase to a considerable extent. We look for lower prices in butter within the next few days. Local jobbers hold extra creamery at 36c in 63 lb. tubs for fresh, and 34c for cold storage; 37c for fresh in 40 lb. tubs. Prints, 36c per lb. Jobbers pay 15c for packing stock.

Cabbage—\$4.50@5 per 100 lbs. from Mobile.

Carrots—\$2.25 per hamper for new Texas.

Cauliflower—California, \$3.25 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 per doz. for fancy and \$2.25 for extra fancy.

Eggs—The egg market is steady on the present basis of quotations, with

a good consumptive demand as well as a good demand for cold storage purposes. The stocks in storage are increasing very rapidly and the market is likely to ease off before the middle of May. Weather conditions have been very good for a good production, as well as for fine quality eggs. If we do have any change in price in the near future it is likely to be a slight decline. Local jobbers pay 23½c, cases included.

Grape Fruit—Present quotations on Florida are as follows:

36	-----	\$4.75
46-54	-----	5.50
64-70-80	-----	6.50
96	-----	6.25

Green Onions—Shalots, 90c per doz. bunches; Evergreen, 35c 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, 18c per lb.; Iceberg from California, \$5@5.25 per crate.

Onions—Texas Bermudas are now in market. They command \$3.50 per crate (about 45 lbs.) for yellow and \$3.75 for white; California, \$10 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.

Parsley—60c per doz. bunches.

Peppers—Florida, 90c per basket.

Pieplant—8c per lb. for Southern hot house.

Pineapple—\$6 per crate for Cubans. Potatoes—Old are selling at 85c per bu. Florida, command 6c per lb.

Poultry—The market is higher, due to scarcity. Local buyers pay as follows for live:

Light fowls	-----	20c
Heavy fowls	-----	28c
Light Chickens	-----	20c
Heavy Chickens, no stags	-----	28c

Radishes—90c per doz. bunches for home grown hot house.

Spinach—\$2.50 per bu. for Texas.

Strawberries—\$4@4.50 per crate of 24 pts., from Louisiana; \$7.50@8 for quarts.

Sweet Potatoes—Kiln dried Georgia command \$2.50 per hamper.

Tomatoes—\$1.40 per 6 lb. basket from Florida and Texas.

Detroit—The Wolverine Cresoted Products Co., Michigan, Fenkel and 12th streets, has been incorporated to deal in builders' materials, with an authorized capital stock of \$10,000, \$2,500 of which has been subscribed and paid in in cash.

Negaunee—Joseph Drobny has remodeled and redecorated his meat market on West Iron street.

Pernicious Results of Vote Catching Tactics.

Chicago, May 2—The idea of class legislation by Congress received its first impetus in the middle 80's, when the notorious Tawney bill, exacting a penalty for the use of oleomargarine as a substitute for butter, was enacted.

Congressman Tawney representing a strong agricultural district in Minnesota, was elected for many terms by rural votes and certainly repaid this element of his constituency by his bitter fight to secure a tax on butter substitutes.

Government chemists had made a report, after a careful analysis to the effect that butterine, as it was called in those days, was a healthful product, contained food values equaling the real article for which it was a substitute and practically recommending its use as a meritorious food.

Its success was instantaneous and the demand for same by the middle classes was at once enormous and profitable as well for the manufacturers who were enabled to produce same and place it on the market at a moderate cost. It was during the period of its incipency that there came a stagnation in dairy products, something which has occurred periodically ever since time began and still obtains, notwithstanding the prohibitive tax on oleomargarine. Certain representatives in Congress could see that a campaign against the sale of such butter substitutes would make good political material and immediately began a system of persecution which well nigh put the manufacturers of oleomargarine out of the running.

A tax on butterine, almost prohibitive, was legalized, and while it compelled the manufacturers to actually charge within a few cents of butter prices, it did not prove prohibitive, for the reason, as aforesaid, that public authorities had declared the manufactured article equal in merit to the dairy products and strictly sanitary and wholesome.

An attempt was made by Congress to pass a regulatory act compelling this product to be colored with a pink dye, but finally a compromise bill was passed allowing oleo to be marketed in its original color at a certain tax per pound, while an additional tax of ten cents per pound was placed on the colored product, which, in appearance, was a clear substitute for butter.

The demand for oleo continued to increase and its manufacture is now one of our most important industries, notwithstanding adverse legislation almost equivalent to persecution.

Mind you, this was all done, not because of any sympathy on the part of Congress for the horny handed farmer, but because Congressman Tawney, who introduced the bill and fought for its adoption, considered it a good vote catcher.

Butter has again reached its low level, but the "friend of the farmer" stuff still offers opportunities for the statesmen.

The poor, drouth stricken agriculturist has in more recent years been especially selected as the beneficiary in the farm loan stunt.

What particular reason there was for giving the farmer an advantage over the impecunious business man, never became apparent, but there seemed to be a feeling among the representatives who depended on his vote that he should have special consideration.

Now Senator Capper from what was once known as Bleeding Kansas, asks for special legislation providing long-time credits for farmers, reduction of railroad rates on agricultural products and adequate tariff protection for the ruralite.

In addition thereto, the farmer is to be protected against the enforcement of the Sherman law, which prohibits organizations for the purpose of regulating the price of products.

In this particular instance the manufacturer who joins a mutual admiration society of his kind is a malefactor and candidate for Fort

Leavenworth, while the honest farmer may organize himself into a trust and combine to regulate prices on his output and be legally within his rights, because his organization can possibly control votes.

Vote catching tactics of this nature, while they oftentimes fail in results, are at the same time nauseating to the rank and file of civilization.

Our National constitution decreed against spiral or class legislation and there are a few representatives who oppose to the best of their ability the tendency of the times in this direction, but the simple truth is that Congress is running riot in this class of law making, and just now the fever is on in a most malignant form. Not that there is the slightest danger but what Uncle Sam will liquidate his indebtedness in time and without sacrifice on the part of his creditors. There is still a feeling of uneasiness on the part of the financial world that Government indebtedness is much more than it ought to be and sufficient to make its treasury officials worry over the immediate situation.

When the public debt statement for March was published it showed an apparent reduction of \$334,051,296 over the preceding month. This certainly looked good to the general public, but it now appears that this apparent reduction represented the payment of income taxes for the first quarter of 1922, and that from that date to the end of the second quarter there will naturally be a slight increase in the general debit account.

This of itself is not a matter to worry over if you are holding Government securities, for they will all be

paid in time, but if you are representing the Government and it is your duty to provide the ways and means for payment of these debts, it will prove a perplexing duty to keep your bank balance on the right side of the ledger.

For instance, the Government indebtedness on which it is paying interest is twenty-three times as great as it was in 1917, when the debt balance was approximately one billion dollars—a legacy from the civil war in 1860-65. In other words our public indebtedness is upwards of twenty-three billions of dollars, and if we pay only the interest on same and take no account of the principal, we must raise each year one billion of dollars, which is just about what it cost each year to liquidate all of our Government expenses, including interest.

Now, in addition to this levy on the taxpaying contingent, we still must meet all the ordinary expenses of the Government, which are at present, in round figures, one and one-half billion in addition to the interest account or a total of two and one-half billions.

Quite a tidy sum, you will admit. But here comes another problem for our paymasters to encompass: The estimates of experts as to the probable Government income for the fiscal year ending June, 1922, have turned out to be largely guess work, hence we already have a deficit of \$400,000,000.

Senator Willis, of Ohio, in a recent address, stated that the expenses of the general Government could, in the hands of real business men who

would conduct the affairs of the Government as they would those of a private institution, be reduced at least one-half, and his theory could easily be borne out in fact by such an arrangement.

For instance, there are now on the Government payroll 122,000 clerks and other employees whose services are altogether unnecessary, and yet each day demands are made for more jobs. One million dollars each day are required to keep this contingent in good spirits, or approximately about the amount of this year's National deficit, and yet we hear of no movement to disannex these parasites from their so-called jobs, but, on the other hand, the cry is for more plums.

If any public or semi-public institution was conducted along the slipshod lines so evident in our general Government administration, bankruptcy would result in short order—and it ought to. W. H. Istler.

The Tip Top Inn, on the eighth floor of Lipman, Wolfe & Co., Portland, Ore., is in the form of a farmyard with scenic walls on which are painted rolling lands and green hills. In the center is a model of a cow from whose udder a girl dressed as a milkmaid draws fresh milk, butter-milk or water. The whole place is fixed up like a farmyard. The food is wholesome, well cooked, and moderate priced. A service counter gives speed in serving and makes low prices possible.

Bush Terminal Buildings Co.

7% Cumulative Preferred Stock

*Free from all Income Tax (Except Surtax)
Listed on New York Stock Exchange
Rated "A" by Moody*

Guaranteed unconditionally, principal and dividends, by the

BUSH TERMINAL COMPANY

ASSESSED VALUE OF PROPERTY of the BUSH TERMINAL COMPANIES by New York City Tax authorities for 1921, \$40,891,000.

Outstanding bonds of both Companies amount to \$18,171,000, leaving an equity of \$22,270,000 behind this \$5,000,000 of 7% BUSH TERMINAL BUILDINGS COMPANY PREFERRED STOCK which is over \$4,500 in actual assessed valuation of property for each \$1,000 Preferred outstanding.

We recommend this BUSH TERMINAL BUILDINGS COMPANY GUARANTEED PREFERRED STOCK as adequately and abundantly safeguarded, and a security that will grow in value.

Orders will be taken at New York Stock Exchange prices, at present \$97 per share to net 7.20%.

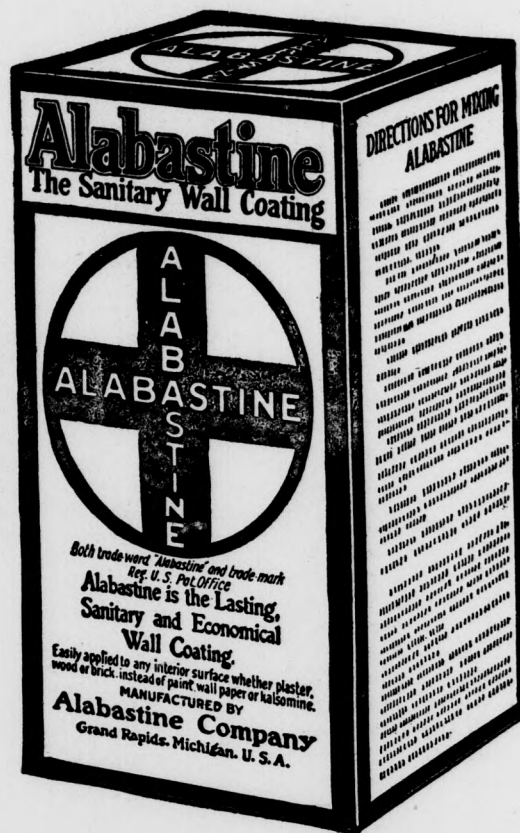
STOCK DEPARTMENT

Howe, Snow, Corrigan & Bertles

310 FORD BLDG.
DETROIT, MICH.

GRAND RAPIDS SAVINGS BLDG.
GRAND RAPIDS, MICH.

The statements presented above, while not guaranteed, have been obtained from sources which we believe to be reliable.



The Cross and Circle Printed in Red

The cross and circle printed in red as it appears on each five-pound package of genuine Alabastine is an assurance to the public of beautiful, durable, sanitary and inexpensive walls.

Alabastine

INSTEAD OF KALSOMINE OR WALL PAPER

Public confidence in this standardized nationally advertised wall color is a promise of quicker turn-over and large profits to the dealer. It means easier and more satisfactory work for the decorator, hence larger earnings. And it gives the home owner the privilege of selecting with accuracy the color tones of his walls, of matching or harmonizing with the predominating color in rugs and draperies.

Write for Samples of the Alabastine-Opaline-Process

Let us send you samples of this new and beautiful method of interior decoration which gives a soft, beautiful blending of three harmonious colors—a tiffanized wall treatment enthusiastically accepted everywhere as the latest and best improvement in modern decorating. Nothing different to buy or sell, just Alabastine applied in a new way. Send for full details.



ALABASTINE COMPANY
618 Grandville Road Grand Rapids, Michigan



"Tear out this page and place with letters to be answered."

THE OLD, OLD STORY.

A year ago, when the pains of deflation were most acute, there was a great deal of discussion about the feasibility of preventing the excessive swings from prosperity to depression, or of bringing down the peaks and filling up the valleys of the business curve. Such suggestions made more impression on the economist or statistician than on the average business man, whose usual reaction was, "Give me the peaks, and I'll take my chances with the valleys." Indeed, there was a quite prevalent belief at the time that the way to bring about a return of prosperity was to start the general level of prices to swinging upward again. There is not such a keen desire for higher prices to-day as there was then. Business men realize that wage adjustments and smaller earnings by practically all groups will prevent purchasing power from keeping pace with advancing prices, and that any immediate return of inflation will mean only the repetition of the vicious circle of higher prices, higher wages and production costs, and then still higher prices, and so on. So long as this feeling persists, there is little prospect of a resumption of the extreme swings of the business curve.

There is no reason to suppose that the present feeling will last indefinitely. As the various steps in readjustment are completed the desire for a boom will reassert itself. In fact, a rather feeble call for one is already beginning to be heard. When production costs are brought down to a minimum business will again experience the tonic effect of a wider margin of profits and will take on new life. That is just what everybody wants to see, but once we have again entered upon the expansionist phase, how far should we go? It is just when the country persuades itself that it has entered upon a prolonged period of good times that the way begins to be paved for a return of hard times. Hence the significance of the statement that if we would avoid the troughs of depression we must keep off the peaks of inflation. As business again takes the upward path the time is propitious for its leaders to consider ways and means for making the business curve somewhat smoother. When once the boom psychology gathers headway it will be too late.

MORE ACTIVITY IN WOOLENS.

More activity is shown in the wool markets, both here and abroad. Purchases by Americans are reported at various foreign sales, and the imports are looming up large. Buying of domestic kinds is also a feature. Recent transactions include the taking of 800,000 pounds of Utah fine and medium at 40 cents, which is said to mean \$1.15 on a clean, landed basis. The buying indicates, it is said, that the woolen manufacturers have made up their minds that they cannot escape a high tariff on the raw material, no matter how much this will embarrass them. It is believed that the largest of the manufacturers of woollens have sufficient wool for the goods they are now turning out for

fall, although they are increasing the prices of fabrics because of the added cost of the raw wool. This is, also, in the face of the fact that one-third of the loomage in the various plants is now idle, and clothiers are trying to reduce their prices so as to make them acceptable. There is already the prediction that it will be found necessary to make a drastic cut in the wages of woolen mill operatives so as to bring prices of fabrics down to where they will be taken in quantity. Salesmen on the road for the clothiers report better orders for overcoats than for suits, although the latter are expected to show up more favorably before long. In most kinds of dress goods there is only a limited business.

LABOR AND SHOE INDUSTRY.

Labor troubles and competition from other sections are disturbing not only the cotton textile industry of New England, but the shoe industry as well. The latter is beginning to feel the effects of competition from the West just as the cotton industry has for some years been experiencing competition from the South. In both cases the conditions are strikingly similar. For the manufacture of shoes the West has the advantage of the proximity of raw materials and of more tractable, although less skilled, labor. The South enjoys corresponding advantages in the production of cotton goods. There are indications that some New England capital in the shoe industry may be transferred to Western factories in the same way that capital from that section has transferred to Southern mills. One very interesting development recently reported is that some of the factories in the smaller New England towns are operating successfully in spite of the prevalent depression in the shoe non-union labor in the farming regions. It is this same sort of labor that has given Southern cotton mills an advantage over Northern competitors.

WHAT CAR LOADINGS SHOW.

The big spurt in car loadings that came in March is over. The coal strike caused the spurt and also the falling off. During that month, in anticipation of the miners' walk-out, the weekly loadings were roughly about 100,000 cars more than in February. During the last two weeks the loadings have approximated the January figures. The significant figures for the time being are those of loadings of merchandise and miscellaneous freight. For the week ended April 15 there was a gain over the previous week of more than 2,000 cars. What is much more striking, however, is the fact that loadings of freight of this sort were over 68,000 cars more than in the corresponding week of 1921. Any comparison with 1920 would be misleading because of the interruption of traffic by the outlaw strike of the switchmen at that time. As ore and grain shipments were also less than a week ago and than in the corresponding week a year ago, the recent gain in the merchandise movement becomes all the more significant.

ARE LIVING COSTS TOO HIGH?

In a recent address before the National League of Women Voters, Secretary Wallace of the Department of Agriculture, in attempting to answer the question whether the cost of living should be further reduced, expressed the opinion that "if it were possible to bring up prices of everything to about 60 per cent. above the pre-war level that would benefit most of our people and the Nation at large." There is occasion for wide differences of opinion on this point, as the Secretary readily admitted. To bring prices up to the level which he indicated, as, in his judgment, most beneficial, a considerable amount of readjustment would be necessary. In the first place, average prices would be higher than they now are; for nearly a year wholesale prices have been fairly stable at about 50 per cent. above the pre-war level. Again, the suggested plane of desirable prices would mean a considerable rise in prices of farm products, food, and metals, and a considerable drop in the prices of clothing, household goods, fuel, and building materials. One's views as to the desirability of these changes will naturally be governed largely by the degree to which they may promote or retard his own economic welfare. As a general proposition, it may be said that individuals with fixed incomes from salaries and investments will not welcome any suggestion of a higher level for average prices, while farmers and producers of metals and any others whose prices are below the general level, as well as the debtor class generally, would welcome a higher level. What is really needed now is not higher prices or lower prices, but more uniform prices as between different groups, and then, after uniformity, stability.

COTTON PROSPECTS.

With three-quarters of the cotton year gone and with the assurance of a carryover of about five million bales, interest on the part of both spinners and speculators is becoming more and more centered on the prospects of this year's crop. The best evidences still are that there will be an increased acreage shown planted to cotton and that, on the average of a third of a bale to the acre, the crop should be 12,000,000 bales or more. Untoward circumstances, like bad weather or more voracious boll weevils, may reduce this total, but, on the other hand, favoring conditions may result in increasing it. One thing seems generally admitted, and this is that more fertilizer is being used by planters this year than has been the case for several years. A favorable circumstance, also, is the abundance of labor and at more reasonable rates than last year. Even should this year's crop be a large one, no one seriously doubts its being sold at a profit to the grower. Unless the price goes too high, the demand for cotton will show sufficient increase to take up any extra amount that may be grown. The goods market continues to show about the same features, or lack of them, that have recently characterized

it. During the last week there was, however, a larger demand for print-cloths, which helped to raise prices a little above recent levels. But sixty days ahead is about as far as the mills will sell. The strike in New England mills continues to be a factor, but Southern mills are the gainers by the curtailment in the East. Finished fabrics are moving rather slowly, the cold weather being partly to blame. Business in knit goods still leaves much to be desired.

TOO GREAT CAPACITY.

One of the most troublesome of the questions involved in the big coal strike now on is that of regulating production to meet demand. There are many coal deposits in the United States, and altogether too many that are being exploited. If all the mines which are being worked were run at capacity continuously most of the coal produced could not be transported from the pit mouths and, if it could, no use could be found for it. The situation, in a way, is like the competition in railway building which used to go on recklessly until laws had to be enacted to put a stop to them. Unfortunately, there is no legal method of preventing the opening and working of needless mines. So it happens that miners can only be employed for a comparatively small portion of the year, within which they can turn out enough for a year's needs of the country. Foreign demand is slight, the exports being less than 6 per cent. of the production and most of them being to Canada. Now, what is true as to coal is likely to happen very soon in the case of industrial products. There are more mills and factories, more looms, lathes and other machines than suffice to produce all that the country can absorb. The only hope of their continued activity through the year is in foreign outlets for the products. Otherwise, the plants can be operated only part time with the resultant higher overhead costs and higher prices to both foreign and home consumers.

So-called "daylight saving" is not expected to have any immediately appreciable effects on business. In mid-summer, however, it has brought retailers one rather difficult problem. During the "dog days" people are inclined to postpone their shopping expeditions until the cool of the afternoon, and this frequently causes a rush of business just at the closing hour, with results not altogether satisfactory either to the customers or to the sales force. A number of department stores last summer found it expedient to attract early trading by offering a few special bargains at 9 o'clock each morning and promptly withdrawing them at 11. The daily repetition of this was conducive to early trading and to a better distribution of the day's load.

Government reports show that there was spent in Michigan in 1921 for cigarettes \$65,000,000, which is a little more than three times the entire tax levied to maintain the State government for a year. Also, that a like amount was expended for cigars and tobacco in other forms.

Would You Investigate a Company if you heard that an investment in that Company would pay good dividends regularly and would at the same time show promise of a great increase in the principal of the investment within a few years?

We have found such an enterprise. It has shown remarkable earnings for the past three years. The reason for additional financing at this time is that expansion will add greatly to the earning of the Company.

When it is possible to secure an investment in a well established concern paying good dividends and offering a possibility of a very substantial increase in the investment, there can be no reason why investors should go on placing funds in new and untried enterprises.

We have an opportunity for conservative investors who desire safety, good dividends and a possible appreciation in the value of their investment.

To secure further information concerning this opportunity, fill out the attached coupon and mail to us.

F. A. SAWALL COMPANY,
313-314-315 Murray Building,
Grand Rapids, Michigan.

Gentlemen:

I am interested in the investment offering mentioned above, and would like to receive, at your earliest convenience, detailed information concerning an investment in this Company.

Yours truly,

Address.....

Standard Issues Are quickly absorbed

INVESTORS URGED TO ACT PROMPTLY

With money easier, higher grade offerings of securities are speedily subscribed these days. Two recent offerings in which we participated illustrate the point.

The \$40,000,000 issue of Empire Gas & Fuel first and refunding mortgage bonds was immediately over-subscribed, and within three days the bonds were being sold at nearly a point above the offering price of 98½. Our allotment was distributed as equitably as possible among clients who acted promptly.

The \$100,000,000 Dominion of Canada bonds were readily absorbed also, and within a few days were being quoted above the offering price.

We therefore recommend that on high grade, standard issues where the security is unquestioned, that investors make prompt reservations to assure participation in the offering.

PERKINS, EVERETT & GEISTERT

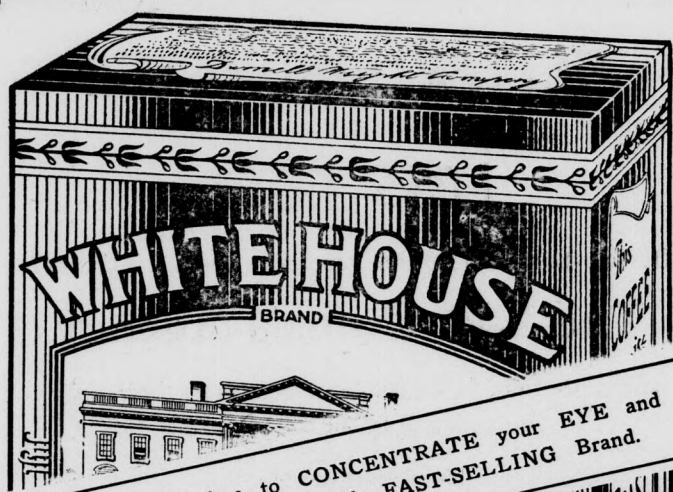
CITZ. 4334.

BELL, M. 290.

BONDS

STOCKS

205-219 MICHIGAN TRUST BLDG. GRAND RAPIDS, MICH.



NOW is THE time to CONCENTRATE your EYE and MIND upon THIS Splendid, FAST-SELLING Brand.

REGISTERED IN U. S. PATENT OFFICE
COFFEE
DWINELL-WRIGHT COMPANY
BOSTON-CHICAGO

Red Star Flour

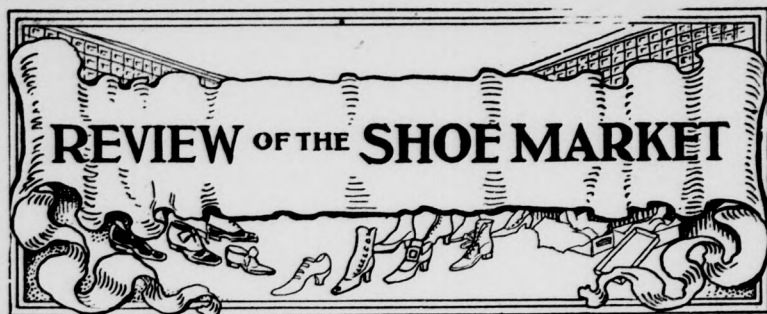
Good things cost more to buy because they cost more to make—but you get more value out of them because more value has been put into them.

RED STAR costs more because more value (better wheat) has been put into it than is used in making ordinary flours.

The man who buys RED STAR—A quality product—soon forgets that he paid more for it and remembers only the satisfaction it gives him. It means trade that stays with you year in and year out. It means that you will be able to hold what you have and add to it. It means enduring trade, and not trade built upon the quicksands of here-today-and-gone-tomorrow customers.

These claims sound interesting, don't they? If we can prove them, isn't it worth while to let us figure with you?

JUDSON GROCER CO.
GRAND RAPIDS, MICHIGAN



Educate Public Into Wearing More Shoes.

Shoe retailers could increase their business considerably if they would educate the public into wearing more shoes for different occasions, was the declaration of Andrew H. Melville, associated with the Research Department of a leading style magazine, who has just returned from an extended tour of the country, during which time he made a survey of retail conditions, paying particular attention to the shoe industry.

Elaborating upon the possibilities of increased trade, Mr. Melville said: "If the average business man could be taught to have three pairs of shoes instead of one, it would increase sales. It would also be healthier to his feet to change his shoes every few days and his footwear would last longer and not appear shabby so quickly. If through advertising or other methods these facts could be instilled in the minds of the people, more business would result."

This plan to awaken the "shoe consciousness" of the Nation, or in other words make the people more particular about the shoes they are wearing, was endorsed at the recent 18th annual convention of the National Boot and Shoe Manufacturers' Association. At the time it was brought out that a man, while very careful to change his linen often and to keep his clothes pressed, would wear one pair of shoes until they became old and shabby—to say nothing of whether they were still sanitary.

M. Melville, in the course of his remarks, also stressed the fact that he had noted an increased demand for sportswear of all kinds. He declared that this was especially true in the South, and that interviews with retailers there brought out the fact that they were selling more sportswear than ever before.

"I see a prospect for the expansion of shoe stores in large cities at this time," said the speaker. "In my travels I found that outside of the larger cities and towns, no complete shoe stocks were to be had. The small town merchant did not have any shoes on his shelves to speak of."

Mr. Melville stated that the rural trade went to the city for shoes. The reason for this condition, he attributed to the ease and rapidity of traveling, saying that when something fashionable in the way of apparel was needed, the village banker, doctor and the farmer as well would just bundle his family into the automobile and within a comparatively short time would be in the city.

"Shoe salesmen have told me," continued the speaker, "that they seldom if ever visit a town of less than 5,000

population unless it is way back off the good roads where the local inhabitants cannot drive their autos so easily. This has also had its effect upon the mail order business."

The question of price was also discussed by Mr. Melville. "Just because an article is cheap does not insure its quick selling," he declared. "If the merchandise is not fashionable and up-to-date it does not attract buyers. Quality, also, is something to be observed."

"I would suggest that in advertising merchandise, price be not stressed. People do not care if you are selling your shoes at half price; many do not believe it anyway. I find through personal observation that the man who offers shoes at reasonable prices without making a lot of noise about it does a larger business than the man who places large red signs over his doorway announcing the sale of his goods at cost for various reasons."

He declared that he thought the honest shoe merchant was selling his wares at too low a price and that he believed little money would be made by retailers this year. He also stated that in stores carrying the lower price of goods the \$6 and \$7 stock was the best seller, and in shops carrying the higher grade of goods, the \$13 and \$14 shoes were the best. In either shop the cheapest shoes carried were not finding many buyers.

The rays of the afternoon sun striking and passing through a bottle of distilled water on the back porch of a house in Emporia, Kansas, set fire to a gunny-sack on which the bottle stood. The bottle finally broke and the water quenched the fire which had begun to attack the porch floor.

Home Ease STRAP SANDAL IN STOCK

Black Kid, Flexible McKay, Stock No. 500, Price \$1.80, Terms 3-10, Net 30 days. Write for pamphlet showing other In-Stock Comfort numbers

BRANDAU SHOE CO., Detroit, Mich.

Signs of the Times Are Electric Signs

Progressive merchants and manufacturers now realize the value of Electric Advertising.

We furnish you with sketches, prices and operating cost for the asking.

THE POWER CO.

Bell M 797

Citizens 4261

Seasonable Numbers

Light weight

Service Shoes

Scout Style—

Service built in



These numbers are in a class by themselves. They are scout-style shoes that give real service, because they have the well known Herold-Bertsch service giving qualities built right into them.

804—Men's black Elk	-----	\$2.40
820—Men's black Elk, like 804, with four inch cuff	----	2.75
808—Men's brown Elk	-----	2.40
809—Men's brown Elk, like 808, with four inch cuff	----	2.75
832—Men's brown Retan	-----	2.10

In stock today.

Herold-Bertsch Shoe Co.
GRAND RAPIDS MICHIGAN

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

How Canton Trains Its Salespeople.

Canton, Ohio, retail shoe merchants are awake to the fact that well trained salespeople are an asset to their business.

Inexperienced clerks in Canton's downtown shoe stores, through the establishment of a practical retail selling school, are taught the various phases of retailing and compelled to prove their advancement by practical demonstrations. When thoroughly trained and qualified they are graduated and given a diploma which assures the merchant that he is employing a highly competent salesman, and it does not cost either the merchant or the sales people a penny.

Co-operation of the retail merchants of Canton, the Chamber of Commerce and the Board of Education has made possible such a retail selling school for the city of less than 100,000 population. Here is how it was done.

In April, 1920, the Retail Merchants' Association, a division of the Chamber of Commerce and composed of practically all the leading merchants in the city, learned that an expert sales instructor could be obtained through the State Board of Education, if quarters could be provided where the classes might be held, the students to be supplied from among the employes of the retail stores.

Canton was the first city in Ohio to adopt the plan of having the salespeople attend classes at a central location, and not in the stores, and to confine their efforts largely to the training of those already employed in the stores. The Chamber of Commerce granted permission to use its assembly room and the classes were formally opened September 21, 1920, with a registration of 134 salespeople, representing more than twenty leading downtown stores.

The classes are in session in the morning four days a week, one group coming from 8:30 to 9:30 and another from 9:30 to 10:30. This arrangement makes it convenient for the merchants as trade is not usually brisk at these hours.

The merchants and sales people are so enthusiastic over their work that Miss Helen Ramsdell, who acted as director of the classes last year, was solicited to continue in the same capacity again this year. Miss Ramsdell is a graduate of the University of Michigan where she received her A. B. degree and had a year of special training in retail work under the Research Bureau of Retail Selling at Carnegie Institute of Technology. Her practical experience was gained through selling in Pittsburg and Detroit stores. The success of the work in Canton is largely attributed to the organization ability of Miss Ramsdell.

A round table is entered into by the sales people and their actual experiences in stores related. For example, the method of approaching customers is one of the first subjects. Each pupil is asked to make a list of the different expressions used by other salespeople in the stores and these lists are then brought up for discussion in their classes.

Many other subjects of equal importance are brought up as "How to Handle Different Types of Customers"

(a woman who won't talk, the grouch, etc.), and the best talking points of the merchandise, what colors are becoming to the various types of customers, the purpose of the window display and importance of advertising, how to close a deal, how to defend the price of merchandise, how to judge the quality of an article, etc.

The first term, which opens in September and closes in December, deals primarily with salesmanship and such topics as store policies, rules and regulations are taken up, requisites for successful selling, etc. The steps of a sale are followed in detail giving particular attention to such points as the appearance of salespeople, the proper and improper approach, things to be avoided, ways to make a customer decide, how to retail the good will of a customer. Attention is also given the systems of stores, viz, study of model sales check, proper way to make out the check, importance of the sales check in the system of the store and other important subjects such as stock work, as to care, arrangement and ways to learn stock.

The second term consists of a study of merchandise for all who have taken the previous work and desire to continue. This includes a study of shoes, special lines of merchandise are studied, the material taken chiefly from merchandise manuals prepared especially for this purpose. The selling and talking points of the goods receive attention as in the first term but more in detail to show how the merchandise can be utilized in making a sale.

There is no tuition fee—it is entirely free to both merchant and salespeople.

From time to time the salespeople are addressed by store executives at their regular sessions in the Chamber of Commerce rooms. Such talks help to inspire the salespeople and their employers are interested in their advancement.

Demonstration sales are held at frequent intervals and are conducted by salespeople themselves although at times customers are brought in from the outside. The salesperson, however, is not "coached" beforehand in the details and the "sale" is carried out as a sale in the store would be. The situation is made just as difficult for the salesperson so he may be shown how to handle the "crankiest" customer with courtesy and tact. The goods are criticized severely and all the discouraging facts brought out in an effort to learn just how the circumstances may be met.

Retail shoe dealers of Canton have lent wholehearted support in making the salesmanship classes the success they are and such stores as the H. M. Horton Co., Zavitz, Walkover Bootshop and the Nobil Shoe Co. have salespeople enrolled in the classes.

Harry S. Berger, progressive Canton shoe merchant, highly endorses the retail selling classes and says that in his opinion the opportunity offered the retail shoe dealer through the medium of the classes is unlimited. From personal experience he has learned that salespeople who are given the course are the most efficient of the store force.



More Miles per Dollar
means **Greater Wear**
More Smiles per Mile
means **Greater Comfort**

The farmers are looking for bumper crops this year. In order to succeed, they should have the best shoes money can buy, which are Rouge Rex.

The leather is tanned and the shoes are made by

Hirth-Krause Co.

TANNERS AND SHOE MANUFACTURERS,

GRAND RAPIDS, MICHIGAN

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.



Store and Window

AWNINGS

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

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

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



Plan For Economic Institute Interests Business Men.

The organization last week of the Institute of Economics, under the auspices of the Carnegie Corporation of New York, is a matter in which business men may be directly interested. The purpose of the institute is to assemble data of economic significance and to interpret them for the public benefit. The collection of materials and the dissemination of facts may prove highly advantageous, but there are doubts as to the expediency of their interpretation by such an organization. This function had best be left to each individual.

Events of the last few years have emphasized more than ever the need of exact knowledge with regard to economic questions if modern business is to be conducted on something more than hit-or-miss methods. A prominent manufacturer recently stated that the salvation of business lay in acting in accordance with facts rather than "hunches." Another business leader in a pessimistic mood has called the United States a Nation of "economic illiterates." We are not quite so badly off as that, but as the country grows it is learning that it can no longer commit the economic follies of its youth without paying heavy penalties. Numerous agencies are already engaged in economic research of one sort or another, but their work is usually intended for the benefit of one special group of trades or industries, and any educational value which it may have for the whole people is only incidental. There is need for some disinterested, trustworthy organization to seek out economic truths for their own sake and to make these intelligible to the great body of citizens without suspicion of propaganda.

Rochester Clothing Pact.

The final ratification of a new pact between the clothing manufacturers and their workers in the Rochester district marks one more step in progress towards readjustment in an important industry that has been as badly stormed-tossed by deflation as any other in the country, not even excepting agriculture. What will probably attract most attention is the reduction of 15 per cent. in all wage scales. Some reduction was necessary in order that clothing could be placed on sale at prices that conformed to the consumers' ideas and pocket-books. Certain of the overpaid workers in this district had already had their wages cut during 1921. The present agreement brings about an equalization in all groups, even advancing wages in a few cases where previous reductions had been more

than 15 per cent. There are many indications of mutual concessions by both parties. Thus the employer's full power to hire, discipline, and discharge is recognized, but the employers in turn recognize the obligation of workers, who belong to unions to pay their union dues. This last provision is especially significant, as it settles a question that last year was provocative of bitter controversy.

Deflation and Sectional Feeling.

A period of business slackening is nearly always conducive to the revival of sectional animosities, and the past year has been no exception. The farmers of the South and West have been told by politicians and other propagandists that the deflation in the prices of their products was engineered by big Eastern banks, whose influence was dominant in the Federal Reserve Board, and numbers of them—probably a majority—have swallowed such stories without criticism. As a result there is a hostility in these sections against "Big Biz" which the recent improvement in the prices of farm products has not yet allayed. It is to the interest of some of the agitators to keep this resentment smoldering in order to unite individuals for political activity along class lines, but there are thousands of level-headed farmers who take no stock in such activities and who appreciate the fact

**"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

The Four Calls

An interesting story entitled, "The Four Calls," is related in the May number of

You and Yours

our monthly trust pamphlet.

It discusses a number of important points relative to trusteeships and executorships that every man and woman having a large or small estate should understand.

A request will bring you the letter.

This institution makes a business of acting as executor and trustee and assures efficient, trustworthy and economic management.

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.

OTTAWA AT FOUNTAIN BOTH PHONES 4391

Fenton Davis & Boyle

BONDS EXCLUSIVELY
MICHIGAN TRUST BUILDING
GRAND RAPIDS

Chicago Detroit
First National Bank Bldg. Telephone { Main 656
Citizens 4212 Congress Building



JOIN THE
GRAND RAPIDS
SAVINGS BANK
FAMILY!

44,000

Satisfied Customers

know that we
specialize in

accommodation
and service.

BRANCH OFFICES

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



**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

CORRIGAN, HILLIKER & CORRIGAN

INVESTMENT BANKERS AND BROKERS

Citiz.
4480-4653

GROUND FLOOR MICHIGAN TRUST BLDG.
GRAND RAPIDS, MICHIGAN

Bel
M-4900-M-653

"A Strong, Conservative Investment Banking Organization"

that agriculture has not been the sole sufferer from deflation. It is only fair to state also that late economic developments have not tended to increase kindly feelings on the part of the East towards the West, as is attested by some of the intemperate outbursts of Eastern critics against the farm bloc. All this, however, is only a passing phenomenon, and in no wise different from what the country has gone through before. There is no use to worry about it.

A Bonus Predicament.

It begins to look as if the Constitution of the United States is going to prove a stumbling block to bonus legislation. That instrument stipulates that all bills for raising revenue must originate in the House. But when the House passed a bonus bill it made no provision for raising revenue. The President has insisted that any bonus bill submitted to him for approval must provide the funds wherewith the bonus is to be paid. If the Senate accepts the House measure a veto appears inevitable. If it adopts some other plan that does not carry a revenue provision, and the House concurs therein, a veto also appears likely. The House has refused to vote additional taxes and the Senate is debarred by the Constitution from originating a tax measure. There seems to be only one avenue of escape, and that is for the Senate to add a bonus tax as an amendment to the House tariff bill. There are precedents for this, and it has been urged, but the tariff leaders do not take kindly to the suggestion. The bonus for the time being thus finds itself between the devil and the deep sea.

Supplementary Farm Products.

Along with the decline in the value of the staple farm crops there has gone a decrease also in the so-called supplementary farm products, and this should be taken into account when efforts are made to gauge the reduced purchasing power of the agricultural population as a result of deflation. The Department of Agriculture has just published statistics showing that the value of dairy products on farms in 1921 showed a drop of 20 per cent. from 1920. This item alone represents a loss of over \$500,000,000, and took place in face of an increase of over 1,000,000,000 gallons in the output of milk. The average price of milk dropped from about 30 cents in 1920 to 22 cents in 1921. The loss in value of poultry and eggs from 1920 to 1921 is estimated as \$456,000,000, so that in the two items of dairy and poultry products alone farmers during the past year have suffered a loss in values reaching a total of nearly \$1,000,000,000.

Effects of Textile Strike.

The effects of the New England textile strike on cotton mill operations are clearly shown in the report of the Census Bureau on the cotton spinning industry for March. In the cotton-growing states there were 16,000,000 spindles in place on March 31 and 15,500,000 were in operation. For the rest of the country there were 20,800,000 spindles in place, with only 16,300,000 in operation. In New Hampshire only 136,000 spindles out of

1,447,000 were active during March, whereas in North Carolina 5,199,000 out of 5,284,000 were active during that month. Rhode Island, Massachusetts, and New Hampshire showed over 1,000,000 idle spindles each, while in each of the Carolinas less than 100,000 were idle.

The average number of spindle hours per spindle was 22 in New Hampshire, 160 in Rhode Island, and 172 in Massachusetts, compared with 249 for Georgia, 273 for North Carolina, and 276 for South Carolina. Even in Northern States in which there are no labor troubles the average number of spindle hours per spindle was about a fourth less than in the Carolinas. The longer hours in the Southern mills give the owners an advantage over their Northern competitors of more effective utilization of their machinery, which should be considered in connection with the lower wages which are paid to Southern labor.

Clothing Prices Not Rising.

Predictions that clothing prices must advance because the woolen manufacturers have raised prices of piece goods from 10 to 45 cents per yard are scouted by leading clothing retailers. The higher prices will add less than a dollar to the average cost of a suit of clothes. Meanwhile, in the chief clothing centers steps have recently been taken which should materially lower the cost of manufacturing clothing. In the Rochester district the wage reduction amounts to 15 per cent. and in centers where wages have not recently been reduced there have been changes in working rules which will permit a larger output per worker. These lower costs will more than offset the slight advance in prices of piece goods, which is said to be due to the emergency tariff. The rates in the permanent tariff measure are expected to force

Are You Looking for Something Better Than "Just a Job?"

There are many men today who have had a good deal of selling experience—men with real ability, energy and personality—who have been forced by circumstances into uncongenial or unprofitable work.

We are looking for a number of such men, to whom we can offer a selling opportunity that will inspire real enthusiasm and that is big enough to produce an income worth working for.

If you are one of these men—if your present work is "just a job"—if you are seeking a proposition you can believe in and where you can earn what you are really worth—we would like to hear from you.

We are selling the Durant Plan of Investment Savings, by means of which wage earners and other people of moderate means can set aside a small amount of money regularly and in time become shareholders in any one of a number of big and successful industrial enterprises.

The man of average income has few opportunities to make soundly profitable investments. Mr. W. C. Durant realized this some years ago and developed this Investment Savings Plan as the answer.

Since then this plan has enabled thousands of families whose income is small to become owners of industrial securities of recognized value. Thousands more will become investors through this plan during 1922.

We are looking for men who can describe the Durant Investment Savings Plan clearly, truthfully and convincingly to the hundreds of possible investors there are in every community. To such men we can offer work that is intensely interesting and that is a service in the truest sense, and a money making opportunity second to none available today.

Mr. S. C. Couzens will be glad to arrange an interview with you, either by phone or letter. Let us hear from you promptly if this opportunity appeals to you.

The Durant Corporation

408-10 Lindquist Bldg.,

Phone Main 9529

Grand Rapids, Michigan

Representatives wanted in Muskegon, Berrien, Mason and Ottawa Counties.

BUY SAFE BONDS



ESTABLISHED 1853

Through our Bond Department we offer only such bonds as are suitable for the funds of this bank.

Buy Safe Bonds
from

The Old National

the price of woolen goods still higher, and when these go into effect an advance in clothing prices may be unavoidable. Retailers just now, however, are in no mood to try to sell clothing in a rising market. Their problem has been and still is to get prices down to levels that satisfy the consumer.

Short-Term Rural Credits.

The most useful achievement of the War Finance Corporation was its incentive to renewed confidence on the part of farmers and country bankers. The agricultural crisis is now happily over; money has become easier; and the prices of cotton, wheat, hogs, and wool are fully in line with the general average of wholesale prices. Whatever excuse there may have been for Government aid six months ago has now about disappeared, and the next steps should be to substitute self help for State help. That Government aid was intended to be only temporary is indicated by the fact that the existence of the War Finance Corporation will terminate on July 1. It begins to appear, however, that the farm bloc may undertake to extend the life of the organization. Meanwhile the lack of facilities for short-term agricultural credits is generally recognized by bankers and business men, but this is a defect that can be remedied without the need of resorting to the Federal Treasury. Several measures designed to fill the gap in the system of rural credits are now before Congress, and the sooner some plan of financing the production and marketing of crops without recourse to State aid is devised the sooner will the country see the slogan of "less Government in business" made effective.

Label Dead Lines.

It is a dangerous practice to leave telephone instruments about office and factory buildings when they are connected to dead lines. Once in a great while the coincidence occurs and someone goes to that phone to report a fire. Not knowing that the phone is dead, much valuable time is wasted trying to get the operator. It would seem desirable that in all plants, there should be a standing rule that when any telephone is out of commission even for a brief period, it should be labelled, "This phone is not in working order," so that there may be no delay in calling the fire department because of it.

A thirteen-year-old boy terrorized Bloomington, Ind., for several days early in February by setting some sixteen fires before he was apprehended and shut up. He had the fire department on the jump day and night for about a week and the whole town in a state bordering on nervous prostration. When the incendiary was caught he was discovered to be Robert Davis, the thirteen-year-old son of an ex-policeman. A desire to see fire and to watch the fire apparatus make runs was at the bottom of his evil deeds. Believing he must be of unsound mind he was submitted to the mental tests in such cases but proved to be mentally normal. It was decided to place him in the state reform school instead of in the feeble-minded institute as was first considered.

Lightning Rods.

The use of the lightning rod is almost an absolute protection against loss by lightning. I have gone into this matter very thoroughly and the records will show that in 1919 there were 227 lightning fires, of which 131 were farm barns, only 7 of which were rodged. The loss on these farm barns was \$265,945. Of the balance of these lightning fires only two were rodged.

In 1920 there were 157 lightning losses. In 143 cases there were no rods and the loss was \$362,390; lightning running in on wires, 5, with a loss of \$1,119; 9 losses with rods, causing a loss of \$26,209.

In 1921 there were 158 lightning losses, 142 without rods, causing a loss of \$284,203; lightning running in on wires 6, loss \$3,963; 10 with rods, loss \$32,775, and there is evidence tending to show that where the rodged buildings were struck, the rods were either defective or not properly installed.

J. A. Tracy,
Fire Marshal of Iowa.

Did Nero Think So?

Perhaps Nero has been wrongfully jumped on for years because he practiced a few chromatic scales on the family fiddle while Chief Aqua was sending in a general alarm.

Anyhow here is a story clipped from a daily paper:

Professor Jones of the chemistry department of the Oklahoma Agricultural and Mechanical College says that fire may be subdued by musical means. "Extinguishing a fire by sound is easy when the burning substance is known and when there is only one element, such as hydrogen," says the professor. "The flame may be extinguished when it is neutralized in tone by the flattening of its own sound waves. Without its flame tone, the burning gas is cooled immediately to a point below the ignition temperature and the fire is out."

That may be all that you say it is, Prof., but for the time being we will keep the fire department.

Danger During Storms.

The widespread use of radio receiving equipments has existed for only a short time—especially among persons who are completely ignorant of the hazards associated with them. They have as yet not passed through the "danger test," but with the period of lightning storms approaching, it is reasonable to believe that there will be all too many accidents from this source.

Those having such apparatus—with outside antenna—should therefore see to it that without exception the aerial wires be connected directly with the ground wire, and the use of the apparatus discontinued not only during, but upon the approach of an electrical storm. To continue to use the equipment during such a storm will involve a direct risk of life as well as the possibility of the destruction of property.

The Real Man.

I take no thought of my neighbor's birth, or the way he makes his prayer; I grant him a White Man's place on earth, if his game is on the square. If he plays straight, I'll call him mate; if he cheats, I'll drop him flat. All rank but this is a worn-out lie, for each clean man is as good as I. And a king is no more than that.

Michigan Shoe Dealers Mutual Fire Ins. Co

LANSING, MICHIGAN

OUR RECORD		Dividends to Policyholders
Cash Assets		
\$ 460.29	1912	\$ 744.26
1,258.98	1913	1,424.30
1,202.96	1914	1,518.99
3,087.11	1915	3,874.58
5,885.33	1916	5,606.11
7,191.96	1917	6,647.47
12,110.81	1918	10,519.98
23,482.98	1919	17,276.46
35,507.00	1920	37,247.42
68,917.43	1921	43,785.79

Total Dividends Since Organization \$128,645.36

THE REASONS

Careful Selection of Risks
Absence of Conflagration Hazard
Economical Administration Prompt and Fair Loss Adjustments

FINNISH MUTUAL FIRE INSURANCE CO.

ORGANIZED IN 1889.

COMPARATIVE STATEMENT.

Receipts.	Disbursements.
Total Premium Income ----\$84,379.71	Fire Losses ----- \$28,701.84
Receipts from Interest ---- 10,571.55	Home Office Expenses ----- 9,809.02
Membership & Transfer Fees 456.80	Commissions to Agents ---- 6,250.97
Note—Interest Income more than	Re-Ins. and Ret. Pems. -- 5,795.67
Pays Home Office Expenses.	Dividends to Policy Holders 22,665.52
Increase in Insurance, 1921 \$781,619.00	Loss Ratio to Premium Income 34%
Increase in Premiums, 1921 91,712.34	Loss Ratio to Total Income ---- 30%
Increase in Assets, 1921 -- 22,195.02	Expense Ratio to Total Income. 22%
Average Loss Ratio of Stock Cos. 56%	Average Exp. Ratio or Stock Cos. 42%

Dividends to Policy Holders 50% at Expiration of Third Year

Insurance written on Approved Mercantile, Hotel, Garage, Dwelling and Church Risks. It will pay you to investigate. Write,

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

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

SAFETY

SAVING

SERVICE

CLASS MUTUAL AGENCY

"The Agency of Personal Service"

COMPANIES REPRESENTED AND DIVIDENDS ALLOWED.

Minnesota Hardware Mutual ---- 55%	Shoe Dealers Mutual ----- 30%
Wisconsin Hardware Mutual --- 50%	Central Manufacturers' Mutual -- 30%
Minnesota Implement Mutual -- 50%	Ohio Underwriters Mutual ---- 30%
National Implement Mutual ---- 50%	Druggists' Indemnity Exchange 36%
Ohio Hardware Mutual ----- 40%	Finnish Mutual Fire Ins. Co. -- 50%

SAVINGS TO POLICY HOLDERS.

Hardware and Implement Stores, 50% to 55%; Garages and Furniture Stores 40%; Drug Stores, 36% to 40%; Other Mercantile Risks, 30%; Dwellings, 50%.

These Companies have LARGER ASSETS and GREATER SURPLUS for each \$1,000.00 at risk than the Larger and Stronger Old Line or Stock Companies. A Policy in any one of these Companies gives you the Best Protection available. Why not save 30% to 55% on what you are now paying Stock Companies for no better Protection. If interested write, Class Mutual Agency, Fremont, Mich.

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.

GRANT IN THE WILDERNESS.

Col. Nathan Church Tells of His Iron Nerve.

Ithaca, May 2—The man who at twenty-three commanded the Twenty-sixth Michigan Infantry when on May 12, 1864 it smashed into the Bloody Angle at Spottsylvania Court House and first broke the enemy's line afterwards saw the face of his Commander-in-Chief at a moment of the war most calculated to shadow it with anxiety. "But I never saw Gen. Grant's sane, strong composure shaken. His poise was a match for every disaster. He listened with that grave attention to messages of defeat or victory. It is true that he was very grave," said Col. Nathl Church of this city.

"Naturally, we and the men did not see him intimately, and I myself remember only one time when his steady reserve broke into a little joke. A sergeant came riding hastily in from a private raiding expedition. It was a very muddy day, and the big white goose that he had managed to capture, hung under the saddle blanket, stuck out guiltily and almost dragged in the puddles. 'Everything is fairly lovely, sergeant,' said Gen. Grant, with what was certainly a grin, 'but your goose is hanging low.' That is the only real laugh of his in my store of memorabilia. But poise!"

Once at the twilight hour, when all cats and officers are gray, Col. Church crossing the Chickahominy with his regiment, under the command of Gen. Nelson A. Miles, was sent back with a detachment to get a battery left in the rear, for the enemy had unexpectedly been discovered at the top of the hill on the other side. "We were all pretty tired and sleepy. We had marched for miles, and I don't know when we had eaten.

"On the way back for the battery, going through a narrow pass, we could hardly see. Suddenly I was annoyed to find in our path a man riding at the head of a few others, single file. 'Here, get out! Get out of our way! Get over to the left, can't you?' I shouted, very distinctly. Then through the gloom, I caught sight of four stars on the man's collar. I nearly collapsed," said the Colonel.

"How did Gen. Grant take it?"

"He rode on," said Col. Church, smiling at the memory. "He didn't seem in the least disturbed at hearing me order him out of my way.

"Bad news left him as solid as a rock. I remember the day, of all the war, when that quality of his struck me most forcibly. We had crossed the Rapidan and met Gen. Lee at the terrible battle of the Wilderness. The commander of one of the divisions came galloping up to the General in great excitement and declared that it was no use—the day was lost. That was the fight, you know, when the woods caught fire and some of the wounded men were burned up. Gen. Grant listened calmly and then gave out orders which promptly counteracted the whole effect of the message—the day was not lost.

"It was Gen. Grant's idea that no matter how bitter and disastrous the fight grew, the other fellow must be as badly battered as he, and so, if he could merely hold on a little longer, the enemy would become convinced that we had won and get discouraged."

Col Church is a general in the Michigan militia. He was with the Army of the Potomac through the most terrific battles of the closing years. Twice he was brevetted for conspicuous gallantry.

Twenty-five years after Spottsylvania he returned to the site of the Bloody Angle, to the very spot where he saw a great oak, close to him in the fight, actually cut down with musket balls. There was no sign of even the stump, but Colonel Church has a faded photograph of the fallen tree taken after the war ended.

"After the surrender at Appomatox

a couple of rebel privates, a man and his son, came wandering over into our lines. They told a fellow officer of mine how they had each taken several careful shots a piece at a colonel on a white horse, but, unluckily, had missed him. My friend pointed them out to me, for I was that colonel.

"I seem never to come to the end of coincidences in connection with the Bloody Angle. When they went to bury the dead after that fight they found a rebel colonel who had been shot right through the neck. His head, apparently ought to have been off, but he was warm. They sent him back, and that was the last I ever heard of the incident until a few years ago, when I was crossing the Atlantic. Then I met a Col. Brown on the steamer, and it turned out that he was the one we had taken for dead. I've just been visiting him down in Richmond. Perhaps I sent the bullet through his neck, but it was too late to have any feelings over that. Quite soon after the war I paid a visit to another Col. Brown of a South Carolina brigade that we encountered at Spottsylvania Court House.

Col. Church is very proud of his regiment's feat at the Bloody Angle, although in that achievement 45 per cent. of his men were lost. Of the Twenty-sixth Michigan Major Gen. Barlow said, "Among all the regiments under my command I have never known its superior," and Gen. Miles: "The record of the Twenty-sixth Michigan was one of the most remarkable in the history of any military organization. I do not believe that a more intelligent, patriotic, or brave body of men ever marshalled under any flag in any cause."

"We mixed right up," said Col. Church. "We smashed right in. The order would go out, 'Assault all along the line,' and no matter into what death traps the line ran, assault we did. I am glad barbed wire entanglements hadn't been thought of, but I wish we'd had hand grenades. My regiment, being in front, struck right at the Angle. Nobody would want to hear a description of that day, nor of Cold Harbor, where the staff officers didn't know the ground." The Twenty-sixth Michigan served in the First Brigade, First Division, Second Army Corps, Army of the Potomac, and it lost more men killed and wounded in battle and captured more prisoners and more battle flags from the enemy on the field than any other division in the whole army.

"Such losses, it seems to me, can be faced only in the way in which our Commander-in-Chief faced them," the Colonel said. "The memory of them comes back to me along with the memory of the force, the reality, the sheer, businesslike indomitability of his character. When I think of Gen. Sheridan I remember the wild enthusiasm, the hats thrown up, and the cheers that the men gave him after the Battle of Five Forks. McClellan belongs with my more spectacular memories, too. There was nothing spectacular, ever, about Gen. Grant. Hats were not tossed up when he rode along the lines. That wasn't necessary, the men felt. He meant war. They knew he could make it and win it."

It Sounded Too Good.

A woman, wearing an anxious expression called at an insurance office one morning.

"I understand," she said, "that for \$5 I can insure my house for \$1,000."

"Yes," replied the agent, "that is right."

"And," continued the woman, anxiously, "do you make any enquiries as to the origin of the fire?"

"Certainly," was the prompt reply.

"Oh!" and she turned to leave the office. "I thought there was a catch in it somewhere."

Grand Rapids Merchants Mutual Fire Insurance Company

Economical Management

Careful Underwriting

Selected Risks

Conservative but enjoying a healthy growth.

Dividend to Policy Holders 30%.

Affiliated with the

Michigan Retail Dry Goods Association

OFFICE 319-320 HOUSEMAN BLDG.

GRAND RAPIDS, MICH.

You May Feel Sure of This:—

If any line of work requires special training, experience, responsibility; certainly the administration of your Estate does. The best interests of your loved ones demand it.

You do not want to leave it to a novice, who may also prove irresponsible.

Our intimate knowledge of Probate law, of Tax requirements, both State and Federal, is of value to every estate in our care.

We will be glad to present further reasons why you should name this Company for Executor and Trustee.

They are contained in our new Book which can be had upon application, entitled, "What You Should Know about Wills and the Conservation of Estates."

"Oldest Trust Company in Michigan"

THE
MICHIGAN TRUST
COMPANY

Grand Rapids, Michigan

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

Proceedings of St. Joseph Bankruptcy Court.

St. Joseph, April 24.—In the matter of Fred Hendricks, bankrupt, an order was entered closing the estate and discharging the trustee. The referee also made a certificate recommending the discharge of the bankrupt. The record book and files were returned to the clerk of the court.

In the matter of Wilber J. Crose, bankrupt, of Kalamazoo, formerly of Milwaukee, cause to the contrary not having been shown, an order was entered by the referee closing the estate and discharging the trustee. A certificate was also made by the referee recommending the discharge of the bankrupt and the record book and files were returned to the clerk of the court.

April 25. Lester Lindsley, engaged in the grocery business at Otsego, filed a voluntary petition and was adjudicated bankrupt and the matter referred to Referee Banyon, who was also appointed receiver. The following are listed as creditors:

Preferred Claims.	
Citizens State Savings Bank, Otsego	\$660.00
Mrs. Johnston, Allegan	30.00
Mrs. P. N. Monroe, Otsego	40.00
	\$730.00

Unsecured Claims.	
Armour & Company, Kalamazoo	\$ 33.72
Austin, Nichols & Co., Chicago	85.08
A. J. Brown Seed Co., Grand Rap.	15.80
H. P. Buzzells & Sons, Kalamazoo	30.79
Cornwell Co., Kalamazoo	96.41
Cortright Paper Co., Battle Creek	24.04
Handy Electric Mills, Allegan	14.30
Mrs. Adalaide Innel, Allegan	35.00
Jennings Mfg. Co., Grand Rapids	17.93
Fredd Jewell, Otsego	9.59
Johnson Paper Supply Co., Kalamazoo	7.42
Jones Hardware Co., Otsego	34.13
Lee & Cady, Kalamazoo	233.07
Pan American Coffee Co., Dayton	16.00
Perfection Biscuit Co., Jackson	26.24
Proctor & Gamble, Cincinnati	28.75
Siple & Co., Otsego	19.81
A. I. Shear, Otsego	23.00
Standard Oil Co., Grand Rapids	9.13
Taylor Produce Co., Kalamazoo	48.75
A. W. Walsh Co., Kalamazoo	54.31
Harry J. Lewis Co., Kalamazoo	3.00
	\$866.18

Assets.	
Stock in trade	\$473.48
Household goods	83.00
Machinery, tools, etc.	178.40
Stocks, bonds, etc.	636.00
	\$1,370.88

April 26. In the matter of Arthur L. Reed, bankrupt, of Hartford, the first meeting of creditors was held at the latter place and Paul F. Richter of the same place was elected trustee. John Wilkinson, Edward Hastings and Robert F. Brown, of the same place, were appointed appraisers. Bankrupt was sworn and examined by the referee and attorneys present, his examination disclosing no assets over and above his statutory exemptions, except the sum of \$200 in cash and property of the estimated value of \$150. All other property scheduled by the bankrupt was covered by liens in excess of its value. No dividends will be paid creditors, as the amount realized is not sufficient to pay the preferred tax and labor claims and expenses of administration.

In the matter of Max Benton, bankrupt, of Paw Paw, the first meeting of creditors was held at the latter place and Earl Burhans, of the same place, was elected trustee. Loomis K. Preston, of St. Joseph, Thomas Soule and Claude Snow, of Paw Paw, were appointed appraisers. The bankrupt was sworn and examined by the referee without a reporter and, following his examination, an order was entered by the referee authorizing the trustee to sell the assets of the bankrupt estate at public or private sale upon notice to creditors.

April 27. In the matter of Peter Weber, bankrupt, of Bridgman, the adjourned first meeting of creditors was held at the referee's office and the trustee's first report and account, showing total receipts of \$750, was considered and approved and allowed. Upon recommendation of the trustee, preferred labor and tax claims and expenses of administration were allowed and ordered paid in the sum of \$401.56. The condition of the bankrupt estate is such that creditors will receive dividends not to exceed 5 per cent.

April 28. In the matter of William M. Traver, bankrupt, Hartford, the adjourned first meeting of creditors and the adjourned examination of the bankrupt was held at St. Joseph. Claims in the amount of \$20,000 were proved and allowed. The bankrupt's wife, also the bankrupt, were sworn and examined by the referee and attorneys present, testimony to be transcribed and filed, relative to the transfer of property of the bankrupt during October, 1921, when it was known the bankrupt was financially embarrassed. The liabilities of the bankrupt from claims scheduled and filed, secured and unsecured, are about \$250,000, with total assets not to exceed \$85,000. It is estimated creditors will receive about 15 cents on the dollar.

April 29. In the matter of the Moline Milling Co., bankrupt, Moline, the adjourned final meeting of creditors was held at the referee's office and an order

entered directing the trustee to pay certain expenses of administration. Owing to the fact that the petition for review had not been decided by the district judge, no final dividend was declared and the meeting was further adjourned for three weeks.

In the matter of Elmer W. Beth, bankrupt, of Benton Harbor, doing business as the Phonograph Shop, the trustee filed his final report and account showing total receipt of \$653.92 and disbursements of \$53.11, balance on hand of \$600.81, with request that the final meeting of creditors be called for the purpose of closing the estate. Unless cause to the contrary is shown, the estate will be closed in fifteen days.

In the matter of William M. Traver, bankrupt, the appraisers filed a re-appraisal of the canning factory, cider mill and kraut factory, formerly operated by the bankrupt at Hartford, with request that the same be sold at private sale. Unless cause to the contrary is shown, an order will be ordered by the referee, directing the trustee to sell the property at private sale in parcels at Hartford, on May 10.

Two Stories of Grant.

New York, May 1.—Apropos of Old Timer's recent tribute to the memory of Gen. Grant, you and your readers may find something of interest in the following stories of Grant that my father, the late James S. Clarkson, once told me, particularly since one of them deals with the period in which Grant exemplified to the full (to paraphrase Seneca) the finest of spectacles, a noble man struggling against adversity.

During Grant's Presidency a controversy arose as to whether or not Grant himself wrote his military dispatches. My father, who was then and for many years afterwards editing the leading paper of Iowa, the State Register, contended in an editorial that Grant invariably wrote his own missives from the front. A few years later my father, having called upon Grant at the White House, was leaving when the President called him back, saying, "I want to show you something." Whereupon Grant took from a drawer of his desk my father's editorial and handed it to him with a remark: "Everything you write in this article is true; I always felt deeply the charge that I was not the author of my most important dispatches."

The second story is this: During a Presidential campaign in the 80's my father came to New York and called upon a certain world famous financier who was a strong supporter of the Republican party. In entering the ante-room of his offices he discerned a figure with crutches sitting huddled up in a corner and to his amazement saw that it was Gen. Grant, then living amid his unhappiest days—days of a kind which makes one wonder why monarchies possess more of the genius for gratitude than is sometimes shown by this republic.

Going up to Grant, my father exclaimed, "Why, General, what are you doing here?"

I have been waiting to see Mr. — for more than an hour."

My father in telling the tale said that never before or afterwards in his life was he so incensed and shocked. Rapping upon the financier's private door, he was instantly asked to enter, to which he replied: "When Mr. — receives Gen. Grant, who saved the Union in which Mr. — has made his money, he can talk to me, and not before." Whereupon the financier rushed from his inner office with many explanations which did not explain. The late President of the United States, it transpired, had called to see if he could arrange a loan in the course of the superb and moving effort that he was making to pay the debts that a malign hour had brought upon him. Grosvenor Clarkson.

Wood For Farmer.

The largest user of wood in the United States is the farmer, who takes 46 per cent. of the product. Iowa has a forestry department in its state college and it advocates that every far-

mer have a planting of trees of different varieties on waste land. It says that by the planting of rapid-growing soft wood trees serviceable lumber will result in ten years' time and that by treatment with preservatives lumber from these trees can be made to last

as long as the better grade of hard woods.

The nearer you come to buying on a cash basis, the nearer you will come to getting all the profit possible out of the buying end.

BONDS FOR INVESTMENT

We own and offer a comprehensive list of carefully selected Government, Municipal, Railroad and Public Utility Bonds, which we recommend for investment.

We shall be pleased to send descriptive circulars to investors upon request.

ESTABLISHED 1880

Paine, Webber & Company

12TH FLOOR, G. R. SAVINGS BANK BUILDING
GRAND RAPIDS, MICHIGAN

BOSTON

NEW YORK

CHICAGO

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.

Fourth National Bank

Grand Rapids, Mich.

United States Depository

Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3½

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$600,000



WM. H. ANDERSON, President
J. CLINTON BISHOP, Cashier
HARRY C. LUNDBERG, Ass't Cashier
LAVANT Z. CAUKIN, Vice President
ALVA T. EDISON, Ass't Cashier

MOTOR TRUCK LICENSE FEES.**Amazing Difference in Changes of Various States.**

The oft-told story of how certain shrewd Connecticut citizens manufactured wooden nut-megs and succeeded in selling them for a brief period in ton lots, has created many millions of smiles. But think not for a moment that the people of the Nut-meg state are frivolous minded, for such is not the case. Motor transport interests and operators of heavy duty power trucks are pretty well satisfied that the public of Connecticut, including its officials, is decidedly business-like when it comes to protecting its so-called rights. While some of the states have motor transport operating license fees so insignificant in amount as to count for practically nothing when applied to construction and maintenance of improved highways, the old Yankee state not only knows where it gets off, figuratively speaking, on the building and maintenance of costly highways, but its officials see to it that it gets off safely. This New England State is making motor transport pay pretty close to 100 cents on the dollar for the wear and tear it inflicts upon its highways every year. In considering the difference between the license fee per ton on motor commercial vehicles charged in Connecticut, as compared with the fee per ton charged by other states, we come to an amazing differential.

Upon first thought one might anticipate that the number of motor trucks registered, or operated, would be comparatively small on account of the license fee cost per ton, but this is not the result—since over 25,000 registrations are on record. Here follows the graduated scale of license fees charged in Connecticut, according to tonnage:

The fee for a commercial motor vehicle of the capacity of one ton or less (equipped with pneumatic tires) shall be \$22.50; one and one-half tons, \$30; two tons, \$37.50. For all other commercial motor vehicles the fee for registration shall be as follows: When the capacity of such motor vehicle shall be one ton or less, \$30; one and one-half tons, \$40; two tons, \$50; two and one-half tons, \$60; three tons, \$70; three and one-half tons, \$90; four tons, \$137.50; four and one-half tons, \$162.50; five tons, \$187.50; five and one-half tons, \$218.75; six tons, \$250, and where the capacity of such motor vehicle shall be above six tons, the fee shall be \$250, plus \$100 for each ton above six, provided, if the capacity of any commercial motor vehicle shall be between any two of the above ratings, the fee for registration shall be based on the rating next highest.

If all of the states of the Union were collecting license fees similar to those collected in Connecticut the taxpayers of the country would have lifted from their shoulders a highway construction and maintenance taxation that has become as burdensome as it is tiresome. New York State, for example, collects a license fee of \$70 on a fourteen ton truck, the scale

United

Have Power and Stamina

NO work is too hard, no road too rough, no climb too great to stop sturdy UNITED TRUCKS.

They are to be seen speeding along with great burdens. They travel nimbly over bad roads in all weathers. They amble up steep hills without an effort. They pull out of gravel pits and foundation holes with ease.

THAT IS POWER.

The power to pull and go and stay going till the job is done.

And this is why UNITED TRUCKS rank with the best for consistent, dependable performance.

1½—2½—3½—5-Ton

A Size for Every Requirement

**Choice of
Worm Drive or
Internal Gear**

United Motors Company

FACTORY AND SERVICE 675 NORTH STREET
Bell Main 770 Grand Rapids, Mich. Citizens 4472

**Quality—
rather than quantity production**

trucks

starting at \$10 on a two-ton truck. Massachusetts goes at the license fee taxation proposition from a different angle, for it collects \$10 upon each ton of capacity. This plan would make the license fee on a fourteen ton truck cost \$140—just double the fee for the same sized truck in New York state. The state of Illinois drops behind the state of New York in range of license fees, a seven and one-half ton truck or over pays the State Treasurer \$60 annually. Wisconsin appears to be a state where charity runs rampant, for a flat fee of \$25 is charged on a motor truck carrying over two and one-half tons. We had anticipated printing in this issue of the Tradesman a considerable volume of statistics received from various states of the Union, but we find it necessary to postpone the publication of this data because of the considerable amount of "checking up" that must be done to the end that the statistics be absolutely dependable.

The report of license fees and other data regarding the motor transport proposition from the state capital of Maryland, are even more material from the analytical viewpoint than those received from Connecticut. Down in Maryland, apparently, the state officials have reached very definite conclusions in regard to who shall pay the cost of improved highways over which motor transport and heavy duty trucks are operated. Here are the cold figures giving the cost of licenses in that state:

One ton—\$20; two tons, \$40; three tons, \$60; four tons, \$100; five tons, \$150; six tons, \$300; seven tons, \$500.

How license fees vary in different states on seven ton trucks:

Connecticut	-----	\$350
Maryland	-----	500
New York	-----	35
Wisconsin	-----	25
Illinois	-----	35
Massachusetts	-----	70

As an illustration of the difference in attitude on the part of the people of the different states in relation to license fee taxation on motor transport and heavy duty trucks, we note that Pennsylvania in the year 1920 collected a total of \$1,415,110. Considering the size of population of this great state of industrial and commercial activity, one is amazed over the small amount collected from highway transportation. Connecticut, which can be lost half a dozen times over in the state of Pennsylvania, can see to it that 4,000 seven-ton trucks contribute \$1,400,000 toward building and maintenance of improved highways as against \$1,415,110 collected from the entire great total of power trucks operated in the state of Pennsylvania. Maryland can do even better than Connecticut, since \$1,500,000 can be collected from 3,000 seven-ton trucks.

This motor transport and heavy duty truck proposition is only beginning to start the taxpayers of this country thinking, and when the proposition begins to be understood even in a moderate degree, the taxpayers can be depended upon to compel their representatives in state legislatures to face the issue squarely and bring

about such legislation as will do away with farcical license fee ordinances, now making a joke of the rights of the citizens of the various states. What has been done in Connecticut and Maryland, is significant in its bearing upon the improved highway taxation proposition, in states where license fee per ton or a single year is less than the price of a room and bath in the Pantlind Hotel for a single night.

Frank Stowell.

Do Not Underestimate the Other Fellow's Importance.

Written for the Tradesman.

Do you know what your competitor is doing. Do you watch his windows, his advertising, his methods, his policies? Do you try to prevent him from getting the jump on you in any way?

If you keep your nose so deep in the details of your own store affairs that you don't know anything about what is going on around you in your field, you will probably experience some unpleasant surprises now and then. Even though you do not consider it worth while to watch your competitor, he is going to watch you and profit by what he learns.

The man behind the counter is the one who comes into contact with the customers and finds out what they think about the other fellow. He learns whether the other store is getting business by better advertising, better display, or better salesmanship. He knows how the reputation of his store stacks up alongside that of the competitor.

Right behind the counter where you hear the people talk who are comparing your goods and your methods with those of your competitor, is the place to learn how the other fellow is putting it over you—if he is. You can find out more from customers in a day of inquiry and investigation than you can learn in a year of sitting at your desk guessing.

You don't need to turn private detective and adopt gum-shoe methods to learn what the other fellow is doing. Just keep your eyes and ears open. You may think the other fellow is a crook, but you will find that the buying public feel differently about him. He has his friends. He may have more of them than you have. That is not for me to say. It might surprise you to learn how your standing and his contrast in the community. It does us all good to get an accurate, unbiased estimate of ourselves now and then.

Consider the information you get about the other fellow. It may even be worth while to tabulate it as it accumulates. Don't underestimate the other fellow's strength and importance as a competitor.

Frank Farrington.

When I Am Gone.

When I am dead, if men can say:
"He helped the world upon its way;
With all his faults of word and deed
Mankind did have some little need
Of what he gave"—then in my grave
No greater honor shall I crave.

If they can say—if they but can—
"He did his best; he played the man;
His way was straight; his soul was clean;
His failings not unkind, or mean;
He loved his fellow men and tried
To help them"—I'll be satisfied.

Is the Customer Always Right?

Written for the Tradesman.

Does any sensible merchant believe that the customer is always right? There has come about quite a general adoption of the rule that the customer is not to be considered wrong under any circumstances, but is that a good rule? Is it even a wise rule?

Every merchant has to decide this for himself, but both sides of the question should be considered. Is it right that we should allow claims not based on just demands? Should we refund money or give out new goods when we know the customer has no just claim on us?

When we refund money to a customer not entitled to it, we add to our running expenses. Who pays those expenses? Our customers, of course. In other words, the customer who pays up promptly and without complaint, never making an unfair request for rebates, is compelled to help pay the adjustment bill for the kickers. The man who is the most desirable customer thus has to pay the cost of keeping the less desirable customer. The good natured man pays the kicker's rebate. It is just the same as when the cash customers pay a price that covers the costs of carrying the credit customers.

It doesn't look like good, sound business to announce that you assume the customer to be always right when you know that he is often wrong. It doesn't seem proper that the dealer, in addition to carrying the regular losses and expenses of the business,

should have to add the burden of the mistakes and the dishonesty of his customers.

Claims might better be adjusted on the basis of responsibility. When the claim is based on something that was wrong because of defect in material or in its handling before it left our hands, we ought to be responsible. When the claim is based upon a condition due to use, misuse or neglect after we have sold the goods, we ought not to take a resultant loss.

The time to explain in what way and to what extent you guarantee goods is when you make the sale, not when the buyer comes back with a claim. See that the buyer knows what he has a right to expect. A sale wherein is made plain a perfect understanding of your responsibility is a sale that is very unlikely to cause you any subsequent trouble.

When sales are properly made, the customer will have to be right in order to present any just claim for rebate or adjustment.

Frank Farrington.

Corrected.

"May it please your Honor," an officer of a court in a small town in Pennsylvania, "I brought this man from jail on a habeas corpus."

"There's a whopper for you!" excitedly exclaimed a person in the rear of the court room. "Why, I seen the poor man myself come in a taxi."

One of life's peculiarities is that the world is seldom watching a man when he is doing good.

Van Dam



The NEW PERFECTO

FROM OUR OWN SCIENTIFICALLY CURED AND BLENDED TOBACCOS

IN ADDITION TO THE OLD VAN DAM FAVORITES
INVINCIBLE-10¢; BLUNT-10¢; CLUB-2 for 25¢
BLENDED AND MANUFACTURED BY
TUNIS JOHNSON CIGAR CO. GRAND RAPIDS, MICH.

Yes! Deliveries are
Being Made Now of



Mark Twain

HALLMARK SHIRTS

MARK TWAIN HALLMARK is the new attached Webbing Collar Shirt that is selling because the collar does not shrink and because it holds its shape when worn. If you haven't stocked MARK TWAIN, order a round of sizes to-day.

HALLMARK wholesalers are showing a full line of attached-collar Shirts, including Polo, Club,

Town and Golf models—a style for every summer need.

HALLMARK wholesalers also have their usual wide range of designs and materials in HALLMARK Shirts, with Laundered Neckband and French Cuffs, for immediate delivery. "Quality Kept Up."



HALLMARK

ATHLETIC UNDERWEAR

Made by Troy's Master Craftsmen
For Delivery Now.

Our June magazine advertisements are selling men the merits of HALLMARK Athletic Underwear for complete summer comfort. Offer your clientele HALLMARK Underwear and insure yourself against complaints of scanty size and inferior details.

NATIONALLY ADVERTISED

HALL, HARTWELL & CO., Troy, N. Y.

Also Makers of SLIDEWELL and MARK TWAIN HALLMARK Collars.



College Boys Show Their Early Home Training.

Written for the Tradesman.

Lately I have been visiting in a college town, seeing every day in all sorts of places a large number of the big boys that have been sent from homes all over the country to finish their education before going out into life on their own account.

Some of them were very big; talked with great, deep voices and hardly could be distinguished from really-truly men; but somehow the eye of a mother, which I seem to have always in my head when young men are around, saw in even the biggest of them nothing but a boy. Every one of them to me represented a mother somewhere—a mother however distant whose heart right at that minute was holding a picture of her baby that she used to hold in her arms, and whose steps she would guide even now if she could. I did wish that I could sit right down and write a letter to each of the mothers of those boys and tell her that I saw him, looking so big and strong and interested in whatever he was doing. I couldn't do that, of course, so I had to satisfy myself with just being interested in every one of them.

The thing that struck me most about all these boys was the fact that each one of them represented a home somewhere and was a sample of its work. I fancied as I looked at each that I could almost guess what sort of a home he came from. When one of them stood aside to let me pass with a little more than mere perfunctory politeness, I knew—or thought I knew—that in his home he was taught to be gentle and considerate. Perhaps I was crediting to the home sometimes what belonged to some good school; but on the whole I knew that I was looking at a great array of the blossoms of American homes.

While I was interested in their general manner, I was even more interested in the evidences of general intellectual training. The professors told me that in college it was pretty easy to tell what sort of intellectual life there was in a boy's home by the way in which he responded to his work in college.

One of the professors said to me: "Parents leave too much to teachers. They seem to think that schools can change the nature that they have been making by their actions and their neglects for long years before the school ever gets hold of the child at all.

"Character is made," the professor said, "very early indeed, in the highly impressionable years before the child is out of sight of his mother or his

nurse. And so to a great extent is mental capacity. If nothing is done in the home to awaken intelligence, provoke and encourage intellectual curiosity; if habits of concentration, industry, perseverance; of love for books and study, are not formed in the home, it is very hard indeed for the school to form them.

"The school can build on good foundations; can supplement good work done in the home. In occasional instances it can work the miracle of changing the whole character and mental attitude and habits of a child. But generally speaking, the teacher has to take the material the home turns over to him and do the best he can with it. There are cases here in this college where boys from utterly dull and uninspiring homes make brilliant successes; but they are few. And even in such cases you generally will find that 'way back somewhere in the boy's life there was some person—an ambitious mother, an inspiring relative or friend—who started the process, even if it was not noticed much in its earlier stages.'"

So as I looked at all these splendid boys—and at the dull and stupid ones, too—I thought what a wonderful thing it would be if somehow all the homes could be awakened to the fact that it is their work that counts the most in education; that the schools and colleges can do only their share.

I wished that some great bell could ring in every village and city in this country, and some great voice could tell every mother and father that what they are doing or not doing to-day with and for the very little children in their homes is settling right now what kind of men and women those very little children will be; that the very best school and the very best college in the land cannot do the work of the home. At best these institutions and the fine teachers in them can only build on the foundations laid by the fathers and mothers in the early years of the child's life.

So the things that are happening just outside your door to-day, or in the nursery, or even in the cradle, about which you are being wise or unwise, will have their effects long years hence, in some distant college, when your baby is talking with his big, deep voice, and pretending that he is a man.

Prudence Bradish.
(Copyrighted, 1922.)

Clip out of the trade journals all the good window display suggestions and pictures, and paste them in a scrap-book or put them in a file. When ideas are wanted, there they are!

Poison Gas For Burglars.

Nothing could be more discouraging to a conscientious burglar than to "blow" a safe and thereupon to find himself in a cloud of poison gas. This new idea for protection against robbers is original with Walter C. Beckwith, of Fostoria, Ohio. But one should not imagine that the gas-producing chemical is meant to be kept in the safe or vault at ordinary times—during business hours, that is. The container filled with it occupies a box of no great size, which may take the form of a dress-suit case, and which is placed inside the safe before closing the latter for the night.

The container is a flat rectangular tank, to the top front edge of which is hinged a flap of sheet metal. A couple of springs hold the flap outward a few inches at the bottom. On the inner side of the flap, near its lower edge, are two sharp punch points, which so register with a couple of stoppered holes on the front of the tank as to strike when when the flap is dropped to the vertical.

That is the reason why of the springs, because the holes are stoppered with a material easily punctured, and, if the flap dropped the punch-points would penetrate through the stoppers and let out the poison gas from the container. The springs make the contrivance harmless to handle. But suppose that a burglar comes along in the night time and tackles the safe with an explosive in the customary fashion. He does not know that behind the safe door is a box holding the poison-gas container. The lid of the box has been left open so as not to interfere with the action of the mechanism.

Bang! The explosive goes off, driving the flap against the front of the container; the stoppers are punctured, and out flows the lethal fluid, which, rapidly evaporating, asphyxiates the robber—the safe, of course, being smashed, so that the deadly gas escapes to the air outside. Probably he is found next morning.

It is a wise fish that can read lines.

ON JANUARY 1st, 1922

40,268

AUTOMOBILES IN MICHIGAN, OUTSIDE OF
DETROIT, WERE INSURED IN

THE CITIZENS' MUTUAL AUTOMOBILE
INSURANCE COMPANY

of HOWELL, MICHIGAN

Is Yours? The Cost Is Small, The Protection Sure

ASSETS—\$137,392.51

Insurance against Fire and Theft, not exceeding \$1,000, and Property Damage and Personal Injury, not exceeding \$5,000, in the smaller cities and in the country districts, would cost you on the cars listed below as follows:—

Ford, touring	\$ 9.60	Columbia	\$10.50
Ford, Sedan, Coupe or Truck	10.50	Packard, 6	11.10
Dodge	10.50	Packard, Twin-6	15.90
Buick, 4	10.50	Dort	10.50
Buick, 6	11.10	Durant	10.50
Reo, 6	10.50	Chevrolet	10.50
Olds, 6	10.50	Studebaker, Spe. 6	11.70
Olds, 8	10.80	Studebaker, Big 6	13.80
Oakland, 6	10.50	Willys-Knight	10.50
Overland	10.50	Hupp	10.50
Nash	10.50	Franklin	10.50
Hudson	11.70	Paige, 6-39	11.70
Essex	10.50	Paige, 6-55	10.50
Cadillac, 8	12.30	Maxwell	11.70
Cleveland	10.50	Chandler	10.50
Lincoln	13.80	Chalmers	10.50
Winton, 6	12.90	Willys-St. Clair	12.90

Other cars of similar horse power, same rates.

Additional Fire and Theft above the \$1,000 also written.

Collision insurance protects your own car against damages arising from a collision with moving traffic objects such as automobiles, railroad trains, street cars, etc. The rate is \$2.00 per \$100.00 protection. The minimum amount of collision insurance that can be written is shown in the following schedule:—

Cars costing not over (present list price)	Minimum Coverage	Cost
— \$ 700	\$400	\$ 8.00
\$ 701—1100	500	10.00
1101—1600	600	12.00
1601—2200	700	14.00
2201—2800	800	16.00
2801—3400	1000	20.00
3401—4500	1200	24.00
4501—up	1500	30.00

Additional coverage above the minimum at the same rate.

We also write collision insurance against damages arising from collision with stationary as well as moving objects. The rate \$5.00 per \$100.00 protection with the same minimum schedule as above. 15,000 people killed; 150,000 liability claims. Why take chances? We have over 400 agents in the state. If you cannot find one in your locality, write or phone

WM. E. ROBB, Secretary, Howell, Michigan

Not a Sales Argument—Just Information



NO argument is needed to convince any towel buyer of the superiority of Cannon Towels. An examination proves them to be the greatest towel values that can be bought.

For Cannon Towels are closer in weave, heavier in weight, and finer in quality than any similar-priced towels made. Only high-grade cotton is used in their manufacture. They are bleached and finished by a special Cannon process.

The exceptionally good appearance of Cannon Towels suits them to the finest homes. Yet you can sell them at prices within the means of all your customers. And the line is so complete that it fills every towel need and demand—it ranges from kitchen toweling to every size of huck and turkish towel. The careful put-up of all Cannon Towels will please you.

Cannon Towels are made by the Cannon Manufacturing Company—the world's largest producer of towels. They are distributed only through jobbers. Write your jobber for samples, prices and complete information.

CANNON MILLS, INC.

55 Worth Street
New York City

Be certain you secure genuine Cannon Towels. Look for this trade-mark label (in blue) on the wrapper of every package.



CANNON TOWELS

SALT MAKING IN MICHIGAN.

Various Processes in Use in This State.

Salt is one of the commonest, most useful and least ostentatious of all the products of land and sea. When we speak of a person as "being the salt of the earth," we speak highly of him because we realize the value of salt. It is so common that we hardly notice it on the table until we want it, and then we know how much we need it if it cannot be had on the instant. The uses to which salt is put are so many that their recounting would require a very large book. Yet, how many know anything about salt or how it is prepared for any of the many uses?

The manufacture of salt is one of the important industries of the central and northern states, particularly Michigan, where salt beds and brine wells have been producing for many years and undoubtedly will continue to produce for many more years.

Salt production requires three general processes, each connected with the use of a great amount of coal or other fuel. The first process is the reclamation of the crude either as brine or in the crystal. The second is the elimination of chemical elements in solution with the salt and not necessary to it as a final product. The third process is that of refining for the various uses.

The salt deposits of Michigan vary in thickness from twelve feet to 150 feet, and are found at depths of from 900 to 2,400 feet. The depth of beds in some localities is too great for mining the product so a cheaper method is resorted to. A hole of approximately six inches in diameter is drilled to the salt bed, and as the drilling progresses, a casing pipe is forced down to eliminate the danger of cave-ins, and to keep the salt bed from being contaminated. Inside of this is suspended a three and one-half and 4 inch pipe, known as the tubing, which runs to within a foot of the bottom of the salt bed. Inside of this last pipe is suspended a one inch air pipe which varies in length according to the total depth of the well. This pipe is directly connected to a high pressure air compressor working from 150 to 325 pounds air pressure per square inch.

The cycle of operation of the well is as follows: Water is allowed to flow into the well between the casing and tubing pipes; as this water reaches and percolates through the salt bed, it dissolves the salt, making brine. After it reaches the bottom of the bed, it is forced up inside the tubing pipe by the pressure of the fresh water entering the well. When the air pressure is turned on the small pipe, a combination of air lift and suction is created which conveys the brine to the storage tanks. In the storage tanks, the brine is treated with caustic soda, soda ash, tri-sodium phosphate, etc., to eliminate the gypsum or calcium carbonate, magnesium and iron compounds which are in the brine; and is then conveyed by gravity or pumped to the evaporation vessels or pans.

Probably the most common types of evaporation vessels or pans now in use are the grainers and vacuum pans. The grainers consist of shallow, open vats of approximately two inch depth, ten to twelve feet width, and from 100 to 150 feet in length. Running lengthwise of the vats are steam pipes, so suspended that the brine in the vats entirely covers them. The usual operation is to turn exhaust steam from engines or pumps at from ten to fifteen pounds pressure, above atmosphere, into these coils or pipes, and to allow enough brine to flow in to compensate for that which is evaporated by the steam in the coils. By means of scrapers working along the bottom of the vats, the salt manufactured is moved forward out of the vat to a conveyor which conveys it to storage rooms. This salt is known to the trade as medium salt and is a coarse, flaky grain, due to its slow formation. Upon refining, it is made into butter and cheese salts.

The so-called vacuum pan or granulated salt, is made in a closed vessel, and is a small grained, white salt, from which the table and household products are refined. The vacuum pan consists of a steel or cast iron jacketed vessel, having two compartments, one for steam and the other for brine. The brine compartment is first filled to a predetermined height with brine, and by means of an air pump, the air is extracted from the compartment. By doing this, the boiling point of the brine is lowered considerably so that when the steam is turned on, there is a rapid transfer of heat from the steam to the brine compartment. Consequently, there is a very rapid evaporation of the water in the brine, leaving the salt. The water, as it is evaporated in the brine compartment, is led to a condenser in which the vapor is condensed by a stream of cool water. The condensing of this vapor helps to maintain the vacuum on the vessel and keeps the boiling point of the brine constant. The water in the steam compartment is allowed to go back to the boilers to be reconverted into steam, and go through the same cycle again. Due to the rapid evaporation which takes place in the vessel, the salt produced is a small, cubical grain.

The vacuum pan being a closed vessel, produces salt more economically than the grainers, and at the present time in many vacuum pan plants, the pans or vessels are operated in conjunction with each other, in what is called multiple effect evaporation. In this case, the pans are so connected that the vapor from the boiling brine in one pan boils the brine in the next successive pan, making a very economical and efficient method of producing salt.

The final stage in the manufacture of salt consists of refining and preparing the product for domestic uses, and is similar in many ways to the refining of sugar. The wet salt from the vacuum pans or grainers is either put through centrifugal driers, which revolve at high speed and throw the moisture out of the salt or are allow-

PLAIN TALKS ABOUT STREET CAR SERVICE

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

Safety

On a car line street in the working district of the city is a little frame house with a porch leading up to which are a number of steps. It is like many houses in the neighborhood, except that the porch has a home-made, rustic looking gate. The passer-by unconsciously smiles. It gives rise to the pleasant thought of children, protection, safety, love. A mother or father placed it there.

The same valuation of life, the same responsibility, is a part of your street car company, its owners, officers and men. They are all, or most all, fathers. The first responsibility of the Grand Rapids Railway Company, from the president to the track-walker, is the safety of the passengers and the people who cross and recross street railway tracks.

So many think that the company's safety rules and safety appliances are devices to save damage claims, to minimize accidents as a business proposition. The company would double everything it has done for safety, in cost and effort, if thereby it knew it could save the life, an arm, a hand or an eye of a human being.

An accident is far more tragic to the motorman, to the management or anyone connected with it who is a part of the company, than it is to the general public. We, who are in this business, are all human. Because we are a part of a public service corporation we are no less such. It has not diminished our love for our own kin and kind.

Therefore, what you do to prevent and reduce accidents you are doing in the cause of humanity. You are not doing it for the company.

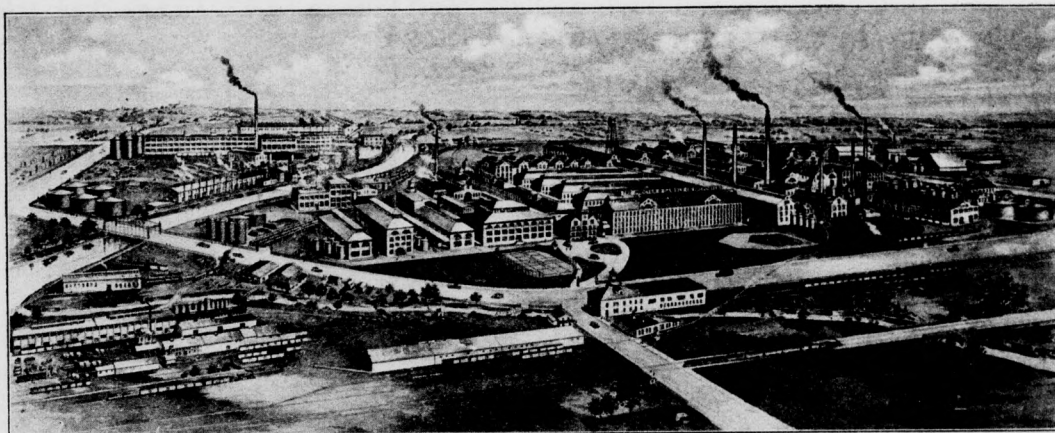
Running a street car, at best, is a risky business. Do what you can to make it safe.

Safety is the product of co-operative precaution. You are one of the co-operators.

Grand Rapids Railway Co.

J. D. Lamarter.
Vice President and General Manager.

GRR



Just one of five—

THIS photograph shows our plant at Ivorydale, Ohio—one of the five big factories making Procter & Gamble Products.

Such gigantic size must also mean gigantic buying power—in materials, equipment and manufacturing help. In every detail of production work there has been developed the utmost economy and efficiency.

Procter & Gamble Products not only are best in quality—but they cost less when that quality is considered.

The Procter & Gamble Distributing Co.
Cincinnati, Ohio

Branches

Atlanta
Baltimore
Boston
Chicago
Cleveland

Dallas
Detroit
Kansas City
Los Angeles
Memphis

Minneapolis
New Orleans
New York
Philadelphia
Pittsburgh

San Francisco
Seattle
St. Louis
Syracuse

Send mail orders to nearest address

1422 Washington Boulevard, Detroit, Mich.



ed to stand for a certain number of days until the moisture has drained out. In either case, it is fed to revolving drums of approximately six feet in diameter, and thirty feet in length, which are slightly inclined to facilitate the flow of salt through them. Inside the drums are ribs running lengthwise which carry the salt up when the drums revolve, and drop it, allowing the salt to fall to the bottom of the driers and move forward at the same time.

Into one end of the drier is forced a current of hot air or gas made by blowing air against steam coils, or by the gasses from direct fires. As this current of hot air or gas passes through the driers, it extracts the moisture from the salt falling through it so that when the salt reaches the end of its travel, it is almost bone dry, containing approximately one tenth of 1 per cent. of moisture. The salt is then elevated or conveyed by gravity, depending on the location of the driers, to the screens in which the different grades and sizes are separated. This is usually in four grades, consisting of lumps, fine salt known as flour salt, that which will go through a screen having twenty openings to a square inch. The last two are used mostly in the household table salts. The screened salt is then conveyed to the storage bins from which the salt is drawn for the small sacks, cartons, large sacks and barrels. After the salt is packed in its respective receptacles, it is ready for shipment to the dealers.

Salt residue not used in the refining process finds its way to the household through the packing, salting and chemical industries. So although salt reaches the average household for the seasoning of different foods, it is found indirectly in numerous other products. In the bleaching of newspaper, magazines and book paper to their whiteness, the soaps, the dyes for some colors, the chloroform to deaden the pain all owe of their existence to the salt industry.

Hugh T. Reid,
Chemical Engineer Stearns Salt Works.

Salesman Who Is Disloyal To His Own Line.

There is scarcely a concern that does not have to deal with a salesman who is disloyal to his own goods. There are probably two reasons for such a condition; perhaps the salesman wants to create the impression that he is so good that it doesn't make any difference what line he sells; or perhaps he feels that the other fellow has a poorer line and wants to make him feel good about it. The chances are about ten to one that the first reason dominates in most cases. Whichever is true, however, the habit is a bad one, because it is bound to cause talk among the trade. More insidious and more dangerous is that eventually it gets under the salesman's skin, and without knowing it, he loses confidence in his own line. A sales manager of a large clothing house recently heard a conversation in which "knocking" of the line was the chief topic. Prompted by the idea expressed in the talk, he uses the follow-

ing as material in speeches and bulletins to his salesmen: "Never knock your competitors. And remember that it isn't necessary to interpret this as meaning that you've got to play up their lines. If you have anything good to say, say it for your own line.

There is such a thing as being too kind to a competitor, praising him so loudly a prospect begins to figure that he's overlooking something too good to miss. Probably some of your competitors have wonderful propositions, some of them better than yours. If they have, let them tell about it. They aren't paying you to boost their goods.

"It may be a beautiful doctrine, this one of always helping a competitor. I know that salesmen often think that they win a lot of prestige by always being what they call fair to competitors. But in the long run the only people for whom this doctrine has any benefits are the competitors.

"You'll find yourself pretty busy if you spend your time boosting your own line. When you are talking about a competitor's goods you are causing the prospect to wonder how you get the time to sell other people's good will.

"And so I have laid down this rule for our force: The salesman who gets known as a knocker of other lines is fired. There can be no doubt of the fact that he works us a lot of harm. The rule continues—refrain from discussing your competitor, either one way or the other, unless the question is put by the prospect. If you are forced to talk about your competitor, don't hesitate to give him ungrudging credit for what he has, but do it quietly, so that your boost will not detract from your own line."

Short Sermons to Traveling Salesmen.

Don't ever tell a prospect that he is mistaken.

Don't wear anything to attract or concentrate the eye of the prospect on your dress.

Don't ask the prospect a question to which he can say "No."

Don't talk price; talk quality even though your price is low.

Don't say anything against the goods on which the prospect looks with favor, for you will offend his judgment, on which every man prides himself.

Don't contrast your goods with those of competitor, which the prospect has been using or knows about; talk your goods and let the prospect do the contrasting.

Don't talk loud; talk low in order to concentrate the prospect's attention by straining his hearing slightly.

Don't loaf on rainy days; they are good days to find the prospects in. They haven't so many callers. You don't have to wait and are permitted to stay longer.

Don't forget that there are more possible orders in a large number of fair prospects than in a few excellent prospects—so work and make a large number of calls.

Don't neglect the fact that legs often make up for brains in getting orders—although one isn't much good without the other.

You can't judge a man's religion by his actions in a horse trade.

Profits in prunes

"We'll say so!"

"A great book!" says one grocer. "Put a copy in each grocer's hands and have a law passed compelling him to read it and be guided by it."

"Am satisfied it is the only way to figure profits and margins," says another.

"I use the price-tables for more than half my groceries and could not get along without it. It's a great time-saver."

"Paul Findlay sure hits the nail square on the head. He has made me open my eyes on speculating."

"'Profits in Prunes' is wonderfully gotten up. It works out the problems so many of us retail grocers sleep on."

"It confirms exactly what I have learned during the last 15 years in the chain store business."

PAUL FINDLAY—the best known authority on retail food merchandising in America—wrote "Profits in Prunes." That is one reason grocers the nation over have been so glad to read it and profit by it. But here's the really-real reason:

In writing this book Paul Findlay was not interested in your success merely as a retailer of prunes; he was interested in your success as a retailer. That's why "Profits in Prunes" does not limit itself to prunes. Its principles and price-tables apply to anything in your store—any article that costs you 7¢ to 18¢.

We want every live grocer in America to have this new profit-book. It tells how to figure margins correctly; why margins must be figured on the selling price and not the cost; how to apply the simple rules and price-tables to your entire business. It will open your eyes not only to new profits in prunes but new profits in everything else. And it's free—send for your copy today. California Prune and Apricot Growers Inc., 599 Market Street, San Jose, California / 11,000 grower-members.

SUNSWEET

California's Nature-Flavored

Prunes

Factors Concerned In High Price of Eggs.

Written for the Tradesman.

In the days when poultry raising and egg production was only a side line with farmers and one often neglected, the price of eggs on the average were much lower than at the present time. And this in spite of the fact that this industry has not only become an important feature of farming, but is in many cases a separate and profitable business.

Forty and fifty years ago there seemed to have been no thought of the time expended or the value of feed consumed in comparison with the money obtained from eggs and fowls. No one seemed to question if they might get more money for their effort in some other way. In fact, there were few ways that women and children could turn their spare time into money except in the raising of poultry. So whatever they realized was considered clear gain. Necessities, comforts and sometimes luxuries were procured which they never could have had from other farm products.

Little marketable grain was fed—mostly screenings, damaged or refuse grain—and hens almost lived through the summer or insects, worms, weed seeds and littered grain which would otherwise have been lost.

To-day the poultry man and the business farmer knows, approximately, the value of feed and labor expended and compares that with financial returns, for he cannot afford to work for nothing. Hens pay or he quits the business. People to-day who eat eggs are contributing something, if not full compensation, for farmer's wives and children's labor with poultry.

There were in former times losses a plenty from eggs never found, neglect of gathering eggs regularly, eggs held too long from marketing, both on the farm and in the country stores. There was much breakage and loss in handling and shipping. Great improvements have been made in these respects of late years because of information supplied by poultry and farm papers, regulations of shippers and legal enactments. And yet it is a question if the proportion of waste and loss is any less now than in former times.

Two new features at least have come into operation to augment losses. These are incubators and the great demand for broilers. It is safe to affirm that every chicken hatched represents two eggs placed in incubation, by both the natural and artificial methods. Hatcheries base the price of baby chicks on the estimate of a 50 per cent. hatch in connection with all other expenses. On the farms every year there are novices with new incubators turning out a very low percentage or no chicks at all from an incubator full. The same experience is not uncommon with those who go into exclusive poultry raising and destroy from hundreds to thousands of eggs in the first attempt to run incubators.

The small broiler served at the hotel or restaurant furnishes no more

food than the two eggs required to produce one live chick. The cost of incubation, feeding, marketing, dressing, cooking and serving are, of course, added; also several profits. What an unnecessary and inexcusable waste! It is an actual crime to destroy little chicks in order to pander to the appetites of useless human beings—as many epicures are. Only in cases of sickness or desperate need should a chicken of less than three or four pounds weight be killed.

Incubators on the farms are more or less transitory. Every farmer's wife has to have her experience, but the strain of care of incubators six, nine, twelve weeks, each spring, first thing in the morning, last at night, and sometimes, to insure success, night vigils, tell on the health and destroy enthusiasm. Five or six years is enough.

But now the boys and girls can earn so much in town, mother alone can neither run incubators nor care for setting hens, so she sends the eggs to the hatchery and pays for incubation.

Without going into further details we venture to assert that for every marketed chicken of four pounds and upward and mature birds raised for layers and breeders each year there has been diverted from the channel of food consumption to the channel of incubation four good eggs. Possibly our estimate is too conservative. Lest I be misunderstood I will put it in another way. On September 1 of each year for every one chicken, hen and rooster alive under one year of age there has been an attempt to incubate four eggs. If the farmer has 200 such fowls then we count 800 eggs or 67 dozen not used for food for that farm alone.

To the loss or diversion in this way add all losses in every other known way, and you will begin to realize why prices of eggs are higher in these days than they were in times past, in comparison with other food products.

E. E. Whitney.

Methods of Advertising Which Should Be Suppressed.

Written for the Tradesman.

Societies for the prevention of cruelty should investigate the stores where baby chicks are sold to learn if such are allowed to die of hunger and thirst. Chicks should not be fed until 48 hours old, and may safely be left 72 hours without food or drink, but should be kept warm. When chicks are removed from an incubator there is usually a variation in age up to 36 hours or more. Every box of chicks sent out from hatcheries should be labelled with the day and hour when feeding should begin. Of course, cold, hungry, thirsty, lonesome chicks imploring feed or care is one kind of advertisement. It seems as though the losses from mortality must greatly exceed the cost of care and feed which ought to be given. This lack of care may result in the death of chicks after they have been sold and begin to eat. Minion.

Nothing troubles some people more than looking for trouble and not finding it.

Help Yourself

Every time you show a woman that Royal Baking Powder is the best for her to buy you have helped to make her a buyer of quality products. And you have helped yourself. For every woman who buys quality products helps to raise the class of your trade.

The grocer who builds for the future is constantly striving to better his trade by recommending such quality products as

ROYAL
Baking Powder
Absolutely Pure

The best known—the best liked—sells itself
Contains No Alum—Leaves No Bitter Taste

Everybody's Brands Are No One's Brands

You don't go around "boosting" your competitors' business, do you? Then why try to build up a business on coffees that are carried by every grocer in town?

Wouldn't you prefer to have the EXCLUSIVE AGENCY for a famous line of coffees and teas that no other merchant in town can obtain?

Think it over!



Write for particulars

Chase & Sanborn
CHICAGO



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.

Will Women's "Knickers" Become a Staple?

One of the latest sensational developments in the women's wear trade is the suggestion, made seriously in more than a few quarters, that knickerbockers be popularized for wear by business women. It is interesting to analyze the possibilities of such a development even this early, from the viewpoint of the retail merchant.

If women were to adopt knickerbockers the style element which permeates women's dress to-day would not play the important part that it now does. Knickerbockers would not permit of so great a variation of style. They would be more or less uniform, the same as men's knickerbockers and men's clothing. A man can wear a suit of clothes several years and not be out of style at any time. A woman buys a dress in the spring of the year and it is not many months before she must have a new style or several dresses because of the change in styles from month to month.

Women's suits, coats and dresses for everyday wear constitute a mighty large business. It requires the employment of designers to create new styles; it requires the employment of thousands of operatives to produce the garments, and the investment of large amounts of capital to finance the production. It produces large retail sales in both little and big stores.

Assuming that knickerbockers may be popular a large percentage of this business would be eliminated. Fewer designers and fewer operators would be employed and smaller amounts of capital would be required. Retailers would not have the sales they now enjoy with style merchandise. The women's garment department would be largely a department in which the staple uniform garments would be sold. A woman would want a new suit of knickerbockers only when the old ones had been worn out. Changes in style would not be an inducement to buy new knickerbockers.

This situation, while briefly outlined, surely gives food for thought and should be considered carefully by the manufacturer and the retailer. It might be well, also, to consider that the general use of knickerbockers for everyday would mean a large reduction in the demand for petticoats. It would mean that the demand for silk hosiery would be lessened to a

very material degree. Corsets would be unnecessary and dressy shoes would also suffer. Millinery for daily wear would be confined almost entirely to simple, inexpensive sports hats. Fancy neckwear would be eliminated in favor of the tailored blouse.

Now let us look at the knickerbocker situation from another angle. They have a distinct place in a woman's wardrobe and as a specialty should be an excellent article to push for that specific purpose. As a sports garment they are unexcelled. They are excellent for golfing, hiking, camping and, as a matter of fact, any other outdoor sports which require freedom of action and unimpaired comfort.

It was only a few years ago that women attempted to wear knickerbockers on the golf course, but the number was very small. We can go back several years and recall when the use of riding breeches by women was a very unusual sight. Now practically every woman who rides a horse wears the regulation riding breeches.

A number of years ago in the West women learned the comfort and ease which was afforded them in their hiking tours and in their camping experiences, by the use of knickerbockers in place of the regulation skirt. It is true that most of the knickerbockers so worn were made of khaki and were inexpensive, but this incident small as it is, has made an impression and women in the East are gradually taking up the use of knickerbockers, for their sport events.

It is estimated that the demand for knickerbockers to-day is 75 per cent. greater than it was two years ago when an actual demand was first noted. The early demand was from the Far West. With the development manufacturers began to produce knickerbockers in attractive materials and now there is a demand for corduroys, jerseys, tweeds, etc. Some manufacturers say they have a greater demand for the knitted fabrics than for the woven, because of their elasticity.

The larger cities are taking up the use of knickers more notably than the smaller town although one man who is following the situation closely says he believes that the percentage of users would not be lower in small towns than it would be in the cities.

These suits are made at various prices and good garments can be obtained at \$16 up without a skirt, and \$22 up with a skirt. Another prominent manufacturer starts his line of \$19.50 with the knickerbockers made of the same materials he used in a skirt suit which he sells for \$16.50,

the difference being in the additional cost of workmanship and findings which go into the knickerbocker. The percentage of suits sold with skirts is small.

There seems to be some difference of opinion as to the use of the skirts over the knickerbockers. Some claim that a good looking pair of knickerbockers has to be cut full and that if the skirt is added to the costume the lines of the figure are distorted, and the appearance is not good. To wear the knickers with the tailored suit, it is claimed that it would be necessary to make the knickerbockers tight.

On the other hand some manufacturers claim that with the soft fabrics they can make a full knickerbocker which will not interfere with an at-

tractive silhouette when a skirt is worn over the knickers. One authority on the knickerbocker question said, "It is our opinion that the knickerbocker as a part of the outdoor woman's wardrobe has come to stay. It is modest, comfortable, practical and will stand a lot of abuse. It is difficult to cut and should be made by a good tailor."

"Since men have begun to adopt knickers largely in this country for sports wear, they have been made by special tailors, and we think this will be true also of the women's garments as the women's knickers require much more consideration as to the pattern and much more careful handling in the making than men's knickerbockers."

Knickerbockers are being made up

Remember
the Name

*Hearthstone
Hosiery*

It is our very special

Specialty in Hosiery

The Hearthstone silk plaited for men @ \$4.50 is a good one.

Daniel T. Patton & Company

Grand Rapids, Michigan - 59-63 Market Ave. N.W.

The Men's Furnishing Goods House of Michigan

An Opportunity for Experienced Dry Goods Salesmen

With business improved and the outlook better we desire to secure the services of experienced dry goods salesmen for two territories in Southern Michigan and two territories in Eastern Michigan around Saginaw, Bay City and the Thumb. Such men will be paid on liberal commission basis with guarantee of small drawing account and expenses. Under such basis a man who works hard will make excellent salary. Applicants will be expected to have the other usual qualifications in addition to knowledge of dry goods and preferably some experience in traveling and acquaintance with the merchants.

GRAND RAPIDS DRY GOODS CO.
Wholesale Only.

Gingham Bundles

REMnants.

27 in. Guardian, Plain Colors	12/2c
27 in. Red Seal, Plain Colors	14/2c
32 in. Berwick, Plain Colors	14/2c

10/20 Yard Shorts.

27 in. Everett Classic, Fancies	12/2c
27 in. Bluebell, Fancies	14/2c
27 in. No. 345 Holland, Fancies	14/2c
32 in. Berwick, Plain Colors	15/2c
27 in. Manchester, Plains and Stripes	10/2c

A limited stock on hand—Order quick—Will not last long.

Quality Merchandise—Right Prices—Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

in many fabrics, patterns and combinations. Checked worsted knickerbockers with a solid color jacket make an attractive combination. Others are shown in Scotch plaids with the sleeveless vest buttoned down below the waist and accompanied by a long cape reaching to the knees.

Many manufacturers of women's specialties are adding knickerbockers to their lines and because of the number of manufacturers entering into this business a great variety of merchandise is available. Men's wear manufacturers are also making knickerbockers for women. This has brought up the question in the minds of some as to whether the knickerbocker situation may be overdone.

Knickerbockers will be good for specific sports wear purposes, such as golfing, tennis, hiking, automobiling, hunting and camping, and there will be a steady increase in the use of knickerbockers for these purposes, but knickerbockers will not be worn in this generation for general street wear or by business women, whether they be in department stores or offices.

Edith Malvore.

Obtaining Goods By False Pretenses.

Lansing, May 2—My attention has been called to a transaction with one of the prominent members of our organization, which indicates a fraudulent scheme to obtain goods under false pretenses.

A man representing himself as J. Greenbaum, 1822 Gratiot avenue, Detroit, the latter part of February purchased a quantity of unsaleable goods from our member aggregating about \$450. It was understood that a part of them (the most saleable part), amounting to about \$250, were to be shipped to his Detroit address and the remainder to a certain address in Cleveland, which has been found to be fictitious. It was understood that payment of the entire lot was to be made when the C. O. D. shipment at Cleveland was delivered. Information comes from the express company authorities in Detroit that Mr. Greenbaum with his assistant called for these goods at the express office, opened the boxes and carried away the goods in a truck. The C. O. D. shipment to Cleveland has been returned to our member by the express company at considerable expense and loss. Mr. Greenbaum having had business with the firm previously, the transaction was considered safe. Investigation at 1822 Gratiot avenue, Detroit, reveals that this place is occupied by one B. Greenberg, who has been a partner of Greenbaum. Said Greenberg claims to be ignorant of the present whereabouts of Greenbaum.

I am writing to the members of our Association to be on guard against operations of this kind. It will readily be understood that this method of securing cheap merchandise is a plan adopted by such parties to provide themselves with so-called bankrupt stocks for auction or cheap sales. A meeting of the Board of Directors of our Association will be held soon and I shall recommend some action to be taken to render assistance to our member in the prosecution of this case, not only on account of him who has suffered the loss, but for the benefit of other members of our Association. This bulletin is to warn our members against such transactions. Sales of this kind should not be made without cash payment.

Jason Hammond,

Mgr. Mich. Retail Dry Goods Ass'n.

Copious talk is needed to win a dice game—and a settlement in a railroad strike crisis.

PRICES CURRENT ON STAPLE DRY GOODS.

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

Bleached Muslins.		Outings and Cantons.		Wool Goods.	
Auto	15	Cashmere Twill	14 1/2	36 in. Hamilton, All	
Fruit of the Loom	17 1/2	27 in. Unble. Canton	14	Wool Storm Serge	57 1/2
Bravo	13 1/2	100 Flannelette	12 1/2	No. 75, 44 in. Storm	
Cabot	14 1/2	1931 Outing Lights	13 1/2	Serge	82 1/2
44 in. Indian Hd. S.F.	25	1921 Light Outings	13 1/2	No. 4040, 50 in. Storm	
Big Injun	11 1/2	Scotchdown Shaker	15	Serge	1 10
Lonsdale	16	Appledown Shaker	16	40 in. Julliards Pla.	1 32 1/2
Hope	13 1/2	Appledown Shaker	11 1/2	50 in. Julliards Pla.	2 00
36 in. Indian Head	20	24 in. White Shaker	12 1/2	4120, 50 in. French	
33 in. Indian Head	18 1/2	26 in. White Shaker	14 1/2	Serge	1 50
54 in. Ind. Head L. F.	32 1/2	Daisy Cloth	14 1/2	K S. 36 in. Storm	37 1/2
Unbleached Muslins.		1931 Dark Outings	14 1/2	Serge	1 22 1/2
Plaza	08	Draperies and Cretonnes.		2215, 50 in. Storm	
96A 36 in.	11 1/2	Hamilton Twill	14 1/2	Serge	1 22 1/2
Giant	11 1/2	Dresden Fy. Drapery	17 1/2	56 in. All Wool	
40 in. Exposition	12 1/2	Tudor Fy. Drapery	19	Coating	2 00
40 in. 96A shorts	11 1/2	No. Drape	32	D R N Tricotone	1 65
Pillow Tubing.		Westmoreland Creto.	16	Carpet Warp.	
42 in. Seneca	32 1/2	Fancy Silkoline	16 1/2	Peerless, White	42
45 in. Seneca	34 1/2	Stratford Cretonne	16	Peerless, Colors	48
42 in. Pepperell	30	3544 D. B. Scrim	13 1/2	Diaper Cloth.	
45 in. Pepperell	25	8177 Curtain Net	30	18 in. Seconds	75
36 in. Edwards	20	8432 Curtain Net	62 1/2	20 in.	1 25
42 in. Indian Head	31 1/2	4039 Marquisette	19 1/2	22 in.	1 35
42 in. Cabot	32 1/2	Dragon Drapery	27 1/2	24 in.	1 45
45 in. Cabot	35	36 in. Art Cretonne	25	27 in.	1 60
42 in. Pequot	35	36 in. Elco Tapestry	30	30 in.	1 75
45 in. Pequot	37 1/2	Linings and Cambrics.		Notions.	
40 in. Quinebaug	30	Tico D Satine	30	1225-F Boston Garters	2 25
Denims, Drills and Ticks.		No. 40 Blk. Satine	16 1/2	Rubber Fly Swatters	90
220 Blue Denim	18 1/2	No. 1 White Satine	14 1/2	Roberts Needles	2 50
240 Blue Denim	17	No. 50 Percaline	16 1/2	Stork Needles	1 00
260 Blue Denim	16	DD Black Satine	25	Steel Pins, S. C.	300 42 1/2
Steifels Drill	16 1/2	Satin Finished Satine	42 1/2	Steel Pins, M. C.	300 45
8 oz. Canvas	17 1/2	Raidant Bloomer Sat.	42 1/2	Brass Pins, S. C.	300 75
Armour, ACA Tick.	27 1/2	36 in. Printed Satine	60	Brass Pins, M. C.	300 80
8 oz.	27 1/2	Windsor Cambric	09	Coats Thread	59
Cordis, ACA Tick	25	Parkwood Wash Sat.	57 1/2	Clarks Mile-End Td.	59
Warren Fancy Tick	32 1/2	Meritas Oil Cloth.		J. J. Clarks Thread	56
Thorndyke Fy. Sat.	35	5-4 White	3.25	Gainsborough Hairnets	1 00
Amoskeag, ACA	27 1/2	5-4 Mossaics	3.10	D. Mesh	1 00
Cambrics and Longcloths.		5-4 Blue Figure	3.25	Gainsborough Hairnets	
Berkley, 60 Cambric	19	6-4 White	4.25	S. Mesh	80
Berkley, 60 Nainsook	19	4-4 Fancy	4.10	R. M. C. Crochet Cot.	75
Berkley, 100 Nainsook	25	5-4 Sanitas	3.50	B-4 Clarks Crochet C.	90
Old Glory, 60 Camb.	17 1/2	All oil cloth sold net cash,		Silkline Crochet Cotton	90
Old Glory, 60 Nain.	17 1/2	no discount.		Sansilk Crochet Cot.	55
Diamond Hill, Nain.	15 1/2	Flags.		Dexters' Knitting	
Diamond Hill, Camb.	15 1/2	Doz.		Cotton, White	1 50
77 Longcloth	12 1/2	16x24 in. Spearheads	1 32 1/2	Dexters' Knitting	
81 Longcloth	12	18x30 in. Spearheads	1 90	Cotton, Blk., col'd.	1 75
84 Longcloth	17 1/2	24x36 in. Spearheads	2 95	Allies' Yarn, bundle	6 50
7001 Longcloth	15	Each		Fleishers Knitted	
7002 Longcloth	16 1/2	3x5 ft. Reliance Prt.	70	Worsted, skeins	2 30
7003 Longcloth	19 1/2	5x8 ft. Reliance Prt.	1 30	Fleischers Spanish	
7004 Longcloth	24 1/2	5x8 ft. Reliance Prt.	1 90	Worsted, balls	2 60
Ginghams.		6x9 ft. Reliance Prt.	2 90	Fleishers Germantown	
Seminol Dress Ginghams, solid colors	15	8x12 ft. Reliance Prt.	4 25	Zephyr, balls	3 70
A. F. C.	17	4x6 ft. Defiance Swd.	2 00	Fleishers Saxony, ba.	3 70
Toile du Nord	18 1/2	5x8 ft. Defiance Swd.	2 75	Fleishers Knitted	
Red Rose	17 1/2	6x9 ft. Defiance Swd.	3 60	Worsted, balls	2 60
Dan River	17 1/2	8x12 ft. Defiance Swd.	5 20	Fleishers Scotch &	
Everett Classics	15	10x15 ft. Defiance Swd.	8 00	Heather, balls	2 90
Amoskeag Staples	12 1/2	6x9 ft. Sterling Wool	7 50	Ironweave Handkfs.	90
Haynes Staples	12 1/2	8x12 ft. Sterling Wool	11 50	Rit Dye Soap	80
Lowe Cheviots, 32 in.	15	Gross		Wolverine Dmesh Cap	80
Bates, 32 in.	22 1/2	No. 7 Muslin Flags	7 20	Net	
Treftan, 32 in.	25	Sheets and Pillow Cases.		Infants Hosiery.	
B. M. C. Seersucker	18 1/2	63x90 Pequot Blea.	15 85	Cashmere, Silk Heel and Toe,	
Kalburnie, 32 in.	19 1/2	63x99 Pequot Blea.	17 35	60 per cent. Wool	4 12 1/2
Jacquelin, 32 in.	35	72x90 Pequot Blea.	17 35	Infants' Cotton Hose 1x1 Rib	1 00
Gilbrae, 32 in.	37	72x99 Pequot Blea.	19 00	Infants' Mercerized 1x1 Rib	2 50
32 in. Tissue	42 1/2	81x90 Pequot Blea.	18 85	Infants' Fibre and Wool Hose	6 50
Manville Chambray	16 1/2	81x90 Standard	13 50	Boys', Misses and Ladies' Hosiery.	
Red Seal Zephyr	18 1/2	42x38 1/2 Utica Cases.	3 75	Boys' 2x1 Cotton Ribbed Hose	
Prints and Percalines.		42x36 Pequot Plain	3 16	Boys' 3 lbs. on 9, extra clean yarn	2 25
Columbia, Lights	13 1/2	45x36 Pequot Plain	4 20	Misses 1x1 Cotton Ribbed Hose	
Columbia, Darks	15	42x36 Pequot S. S.	4 96	on 8 (R10F5)	2 25
Am. Prints, Greys	10 1/2	45x36 Pequot S. S.	5 20	Misses 1x1 Cotton Ribbed Hose	
Am. Prints, Indigo	10 1/2	42x36 Meadowbrook	2 50	\$1.35 on 7 R. & F. 5c	
Manchester 80x80 Lt.	18 1/2	42x36 Lenox	2 75	Misses 300 needle combed hose,	
Manchester 80x80 Dk.	19 1/2	42x36 Standard	3 00	bxd. 1 doz. \$2.25 on 7 rise 10 fall	05
Scout, 64x60, Lights	12 1/2	Less 5%		Ladies' 220 needle combed yarn	
Scout, 64x60, Darks	14 1/2			hose, seamed back	2 50
Shirtings	09			Ladies' 220 needle merc. hose with	
Reds	11			440 needle rib. top fashion seam	
Childs' Waists.				in back	5 25
"Cub" Knit Waist	2 50	Hosiery—Men's.		Ladies' fleeced hose, hem top	2 25
"Bear" Knit Waist	3 75	Men's 176 Needle Cotton Cut Toe	1 00	Ladies' fleeced hose, rib. top	3 00
"R & J" Muslin Waist	\$2 25, \$3 50 4 50	Men's 200 needle full combed yarn		Ladies' fleeced hose, rib. top	3 25
Ladies' Knit Summer Vests.		hose	1 85	Bathing Suits for Spring Delivery.	
1x1 Rib Gauze Vest, Bodice Top,		Men's 220 needle full merc. hose	2 85	Men's all pure worsted, plain	22 50
V nk., Band top ect. reg. szs. 36-38	2 00	Men's 240 needle fiber silk hose	4 50	Men's all pure worsted with chest	
extra sizes 40-42-44	2 25	Men's pure silk hose	6 00	stripes	27 00 to 33 00
Mercerized 1x1 and 2x1 rib vests,		Nelson's Rockford socks, bdl.	1 20	Ladies' all pure worsted, plain	25 00
Asst. Styles, reg. sizes 36x38	4 50	Nelson's Rockford socks, bdl.	1 30	Ladies' all pure worsted striped and	
extra sizes 40-42-44	5 00	Nelson's Rockford socks, bdl.	1 50	color combinations	27 00 up
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				

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 Solettes, highly mercerized	13 50
at	
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
LSSI—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
Launders 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	12 00
No. 240 overalls or jackets	10 50
No. 260 overalls or jackets	9 00
Stiefel rope stripe, Wabash 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 Sues.	4 50

Boys' Furnishings.

Knickerbockers	6 00 to 15 00
Mackinaws	4 25 to 8 50
Overalls, Brownies, etc.	6 50 to 9 00
Youths' Wabash stripe overall	10 25
Coverall	12 00 to 16 50
68x72 dress shirts	8 50
"Honor Bright" Stifels Wabash	
Stripe Romper, Red Trim	7 50
"Honor Bright" Khaki Romper,	
Red Trim	8 00
"Honor Bright" Plain Blue Romper,	
Red Trim	7 50
Play and Wash Suits	\$11 00 to 24 00
Boys' Suspenders, Fish Back,	
Flat Ends	1 42 1/2
Youths' Suspenders, 28 in. Cross-	
backs, Lea. Ends	2 25

Caps and Umbrellas.

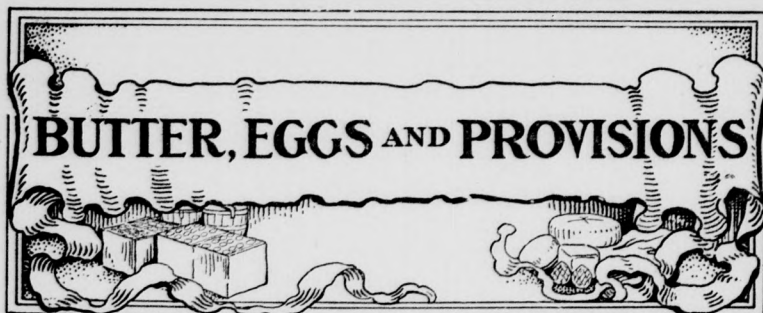
Black sateen shop cap, doz.	1 00
Dress caps, men's, doz.	7 50 to 19 50
Dress caps, boys', doz.	7 25 to 10 25
Men's & Ladies' Umbrellas	10 50 to 48 00
Men's "Scotch Tweed" Caps, Silk	
Lined, Plated Backs, One Piece	
Tops, Extra Quality	18 00
Men's, Boys' and Ladies' Straw	
Hats, "Peanuts"	2 00

Ladies' Furnishings.

Middy Blouses, red, green, or navy	
wool flannel, each	4 00
Serge middy blouses, each	3 50
Volle waists, doz.	9 00 to 15 00
Georgette waists, each	4 00
Crepe De Chine waists, each	3 25
Tricollette waists, each	3 25
Bungalow percale aprons, dz.	7 50 to 9 50
Bungalow Gingham aprons, doz.	13 50
Gingham house dresses, dz.	24 00 to 48 00
Best sateen petticoats, doz.	9 00 to 13 50
Pettibockers, doz.	8 50
Bandeaux, doz.	2 25 to 12 00
Brassiers, doz.	3 25 to 13 50
Silk and cot. Env. Chem, dz.	6 00 to 19 50
"Ereilla" Sunbonnets, doz.	4 00
Muslin Petticoats	\$12 00 to 19 50
Wash or Tub Over Shirts	\$15 00 to 36 00

Children's Dresses.

Children's Gingham Dresses	\$9 00 to 23 50
----------------------------	-----------------



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.

Why Not Make a Fortune in Growing Apples.

"How much are these table apples?" enquired a New York business man of his grocer, who was taking his orders for the day.

"Those are Newton pippins. They are grown in the Hudson River Valley, and have a wonderfully fine flavor. May I put a few in with your order? They are only ten cents apiece."

"Ten cents apiece!" repeated the enquirer. "Not on your life! I object to being robbed when I know it. Ten cents for an apple! By the time the agricultural bloc in Washington gets through I suppose we'll consider ourselves fortunate to buy an apple of any kind for twenty cents." As he said this he noticed a tall, ruddy-faced well-built man standing near by, apparently enjoying his outburst.

"Have you ever raised any apples?" the man asked, smiling.

"No, indeed; but I'll bet there is more money in the apple game than in manufacturing wall paper, which is my business. Why, when I go on my vacation I drive past hundreds of orchards loaded with fruit, and yet I have never seen any one working. The sun and rain seem to take care of the fruit until the time comes to pick it," he ended, laughing.

"Well," replied the other, "I raise apples just like those you asked the price of, and the wholesaler paid me this year \$3.20 for a bushel box, or \$8 per barrel, which averages about two and a half cents apiece. My name is William Jenks, and I live about eight miles beyond Hudson, and if you will come and spend a few days with me I will show you my orchard and tell you about my work."

"Thanks. I'll be glad to come next spring for a few days. My name is James Waterberry, and I'll telephone you when to expect me."

"Very good; I'll be on the lookout for you," Jenks replied, as he nodded good-bye to his new city friend.

About the middle of May, when all nature was at its best, an automobile stopped in front of Farmer Jenks's house, which stood some one hundred and fifty feet back from the highway, and painted white, with a red roof, and though unpretentious, had an air of solid comfort. As Waterberry got out of his car he noted the well-cared-for lawn, the flowers, and two beautiful elms that spread their branches over the roof as if in benediction. A

tap with the old brass knocker brought to the door a woman of pleasing appearance. She was thin and somewhat angular, but her face bore all the indications of nobility of soul and a cheerful disposition.

"You're Mr. Waterberry, are you not?" she said in a low-pitched voice. "My husband was expecting you, so come right in. He is out with the boys, and, as it is noon, I expect him in any minute, for my men folks are pretty apt to be on hand for meals," she ended with a smile.

Waterberry thanked her, and said: "I suppose you are Mrs. Jenks, and I trust I am not imposing on your hospitality coming in this informal way, but your husband struck me as a man who meant what he said, so here I am." As he turned to go to get his bag he found himself face to face with his host.

"Well, I'm glad you came," said the farmer, holding out a generous-sized hand. "We'll just run your car out to the barn and have a bit to eat. Mother, let Joe carry up Mr. Waterberry's bag to his room."

At the table Waterberry met two alert, wide-awake girls and two strapping big boys.

"My children, Mr. Waterberry, Alice and Jean, Rob and Joe. You see, I am very fortunate in having all my family with me in business, so that we never have to hire outside help. How many business men in the city can say that, do you think?"

"None that I know of," replied Waterberry; "and, of course, they are a great asset."

The girls, one sixteen and the other eighteen, waited on the table while the men did ample justice to the dinner.

"Now," said Jenks, as he pushed back his chair and lighted a cigar his guest had given him, "we'll go into the office, and I'll show you some

You Make
Satisfied Customers
when you sell
**"SUNSHINE"
FLOUR**

Blended For Family Use
The Quality Is Standard and the
Price Reasonable

**Genuine Buckwheat Flour
Graham and Corn Meal**

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

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**

MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
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.

**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

figures that will upset your theory about apple raising."

Settled at his desk, Jenks brought out his account books and began:

"My father lives on the other side of the village, and has been a farmer all his life. When we boys—there were two of us—came of age, he gave us each \$5,000. I took my money and bought this farm of one hundred acres, paying \$2,500 down and assuming a mortgage of a like amount. On the place was this house, an old barn, some twenty-five old apple trees, and plenty of stones.

"I bought a team of horses, a cow, a pig, a small flock of hens, in addition to implements. Then I married, and we started life with about \$1,600 in the bank. We both believed that a home should be comfortable and have all the necessary conveniences, so we spent \$500 installing a heater and plumbing.

"Apples were just beginning to be appreciated, and a few progressive farmers were setting out orchards. and, as I had no love for general farming, I bought and set out with my own hands some two thousand trees, for which I paid \$1,000 when they were two years old, and I had to wait ten years before I picked any fruit to amount to anything.

"Each year my trees have been sprayed five times, the soil plowed, and kept cultivated from April until mid-July, when clover seed is sown for a cover crop to be plowed under the following spring.

"While waiting for my trees to come into bearing I raised potatoes, sweet corn, and children to help out, and as I look back on those lean years I realize that had I not been strong and well, and had my wife been other than a splendid helpmate, we would have gone to the wall. The children came early on the scene and, like young fruit trees, had to be carefully tended until they began to be of some help.

"Many's the week I had no money coming in, and had it not been for our cow, hogs, and vegetables we might have gone hungry. However, to make a long story short, I have today a farm worth \$25,000, and an equipment, including tractor, sprayer, packing-house, etc., worth \$3,500 more. In other words, I have, counting in my car, about \$30,000 invested. The interest on this amount makes an annual charge of \$1,500; then a depreciation of five per cent. on buildings to cover repairs and insurance adds \$325 more. Finally, there is a ten per cent. charge for depreciation on live stock and implements, inventoried at \$2,375, amounting to \$237.50, and bringing the total up to \$2,062.50.

"As to labor. I and my boys devote our entire time to the farm. Both boys are graduates of the Massachusetts Agricultural College, so their services are worth more than those of the average farm-hands, and I give each one \$1,200 a year.

"My average yield for the past four years has been close to 200 bushels per acre, and the average selling price for that period, counting my best and second-grade apples, has been about \$1.70 per bushel, or \$17,000 for the crop. Of this sum about fifty per

cent. goes for horse labor, motor oil and gasoline, chemicals, fertilizer, boxes and barrels, and clover seed. After deducting my overhead and labor from the net sales of \$8,500, there is left \$4,037.50, out of which must come my labor charge.

"I rather imagine, Mr. Waterberry, that if after twenty-five years of the hardest sort of work you were only able to pay your two best men \$1,200 each a year and draw for yourself \$4,037.50, you would consider your business a failure?

"You can see that the grower of apples in no way controls the retail market, which usually charges all the traffic will bear."

"Mr. Jenks, you've certainly opened my eyes, and, remembering the ten lean years you went through, I wonder that fruit is as plentiful as it is," replied Waterberry.

"You mustn't overlook the fact that growing fruit is a business," Jenks replied, "and, to my way of thinking, infinitely more interesting than your business, for example. So there are compensations. I have my independence, I work out in the sunshine and the rain, and enjoy watching my apples develop from tiny buds to maturity. My children are with me, and are as interested as their mother and I. When my boys marry, I shall build each a home and give them a larger interest in the business. Finally, we who live away from the hurly-burly life do not set such store on the almighty dollar as our city cousins, I imagine.

"Now let's go out, and I will show you as fine an orchard as there is in the State, and perhaps we shall find the boys spraying for the third time this year."—E. K. Parkinson in Outlook.

Save Your Hands With Coating of Soap.

When about to do painting or any dirty work, you can protect your hands by a simple method. Moisten common soap and work it into the pores, around the cuticle, and under the fingernails. In about a minute your hands will be dry and you will be ready for work.

After the job is done the hands can easily be cleansed. I have made use of the application for many years while working on my automobile, and as a result have always kept my hands in good condition. F. W. Erdmann.

Victor Flour

"The Flour You Can Safely Recommend"

It gives satisfaction wherever it goes.

The Crete Mills

W. S. CANFIELD

Michigan Representative
205 Godfrey Bldg.

Cor. Ionia and Monroe

GRAND RAPIDS

MICHIGAN

PIOWATY METHODS

INSURES

PLEASURE AND PROFIT

TO YOUR

FRUIT AND VEGETABLE DEPT.



M. PIOWATY & SONS, of Michigan

and now come

Fresh Pineapples

Delicious Cuban Pineapples will be arriving liberally from now on and we are heavy distributors.

We have fresh stock daily and know that our Pines will please you in every way. Confine your orders to us and you can handle them profitably.

Vinkemulder Company
GRAND RAPIDS



Mr. Merchant:

A NEW REFRIGERATOR

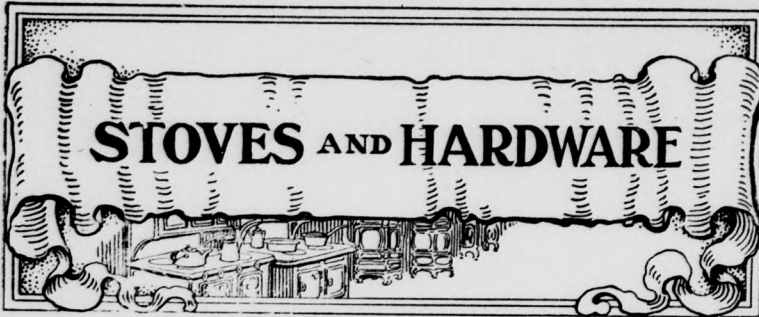
not only uses less ice, but also keeps your foods in better salable condition, AND TONES UP YOUR STORE.

CASH OR MONTHLY PAYMENTS

Boot & Company

5 Ionia Ave. N. W.

Grand Rapids, Michigan



Michigan Retail Hardware Association.
 President—Charles A. Sturmer, Port Huron.
 Vice-President—J. Charles Ross, Kalamazoo.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.
 Directors—R. G. Ferguson, Sault Ste. Marie; George W. Leedle, Marshall; Cassius L. Glasgow, Nashville; Lee E. Hardy, Detroit; George L. Gripton, Britton.

The Plumbing Department and the Farm Trade.

Written for the Tradesman.

The hardware dealer with the necessary enterprise can secure some profitable business in providing heating and sanitary equipment for country homes. While just now farmers are generally spending little, there is a big field opening here.

Many hardware dealers and plumbers, it must be admitted, make no effort to cater to or secure such business. They are familiar with the requirements of city business, where sanitary education has gone to such an extent that no new home nowadays is considered finished unless it is equipped with modern conveniences. The city man must have modern plumbing; the sole question for the plumber is, "How shall I secure the job?"

But in the country, education of the public has not advanced to this stage. Sanitary plumbing and modern heating, so far as the farm home is concerned, constitute the exception, not the rule. Yet the individual instances where modern conveniences have been installed in the farm home prove that the day for their general use in the country is surely coming. There is a wide and profitable field for the plumber. It is barely scratched. Who is going to get there first, get in on the ground floor so far as his own neighborhood is concerned, and secure the cream of the business?

For, be it remembered, the farmers who nowadays are going in for sanitary convenience and modern heating are farmers who are building expensive homes, and who appreciate quality more than cut prices.

Another reason why so many plumbers have not invaded this field is that it is unfamiliar. They have never expected to give this phase of their work much attention. The main differences are, that instead of enjoying a common water supply, each country home has to provide its own waterworks, usually an artesian well with windmill or gasoline engine for pumping; and, through an attic tank, the necessary pressure; and, furthermore, its own sewerage disposal system. There is nothing difficult in this work; no problem that a well-equipped sanitary engineer cannot readily solve, with a little study. He has

merely to adapt his science, and the knowledge he possesses or can quickly acquire, to the individual conditions which each job presents.

Business getting from the farmer is largely a matter of education. In respect to sanitary plumbing, the city man is educated up to the minute; the farmer, on the other hand, is still at the beginning of the nineteenth century. You have to convince him, not merely that you are the man to do the job, but that the job ought to be done, and that it can be done without an unjustifiably large expense. In other words, you have to go after the business energetically and aggressively. At the same time remember that the first job in an untouched field is the hardest to get. Put in one A-1 job for a rich farmer, and every other farmer of like pretensions in the same township will at once feel envious. If John Smith can afford up-to-date plumbing and a hot water heating system, and all these new-fangled contraptions, John Jones is convinced that he, too, can afford them. There is a certain undercurrent of rivalry between leading farmers which will help the plumber, once he has made a start in country business-getting.

The farmer's wife may, as a rule, be counted on as an eager although possibly somewhat timid ally. The farmer's family, particularly if they are young people growing up, will lend a helping hand. And the need of keeping the young people on the farm, a pressing need in these days when efficient farm help is scarce, will prove a potent aid to the plumber.

To secure such business, systematic methods should be employed. A selling campaign—or rather, an educative campaign—may be planned, extending over two or three years, if need be. Spasmodic efforts in the way of advertising, circularizing and the like may bring a little business; but it is the cumulative results of systematic advertising that mount up into big figures. The sanitary engineer who decides to go after country business should go after it strong. A determined, persistent campaign is necessary.

A first essential is to pick a list of



SIDNEY ELEVATORS

Will reduce handling expense and speed up work—will make money for you. Easily installed. Plans and instructions sent with each elevator. Write stating requirements, giving kind machine and size platform wanted, as well as height. We will quote a money saving price.

Sidney Elevator Mfg. Co., Sidney, Ohio

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

A. B. KNOWLSON 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**

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



VIKING TIRES do make good

VIKING TIRES give the user the service that brings him back to buy more.

Cured on airbags in cord tire molds, giving a large oversize tire.

We have an excellent money-making proposition for the dealer. Write us for further information.

BROWN & SEHLER CO.

State Distributors

Grand Rapids, Mich.

prospects. Select the leading farmers within your business radius—the men who have the money to spend or the men who, though not wealthy, are intelligent enough to appreciate the value of comfort in the home. It is easy to send a broadside of circulars, just once, to every farmer in your territory; but it is more effective to pick, say two or three hundred, of the leading farmers and send them advertising matter, not once, but every month for two or three years.

As a rule the farmer reads his mail very carefully. He will read what you send him more carefully than the city man will. The sort of circularizing campaign you adopt must depend on your individual circumstances and be evolved by yourself; but here are a few suggestions.

Open with a circular letter, imitation typewriting, with your personal signature. In this deal with the recognized fact that the farmer can enjoy all the home comforts possible to the city man, such as hot water heating, sanitary plumbing, etc. Give him, in a few words, a suggestive picture of the comfort these things mean. Then proffer your services. Offer to look over his house and give him figures on a complete system of heating, or plumbing, or both. Invite him to call on you next time he is in town and talk things over.

Follow this up with a series. Vary the material you use. For instance, a farm paper contains an editorial on the scarcity of help or the difficulty of keeping young people on the farm. Quote this or at least the strongest paragraphs; and make this quotation the text of a talk upon making the country home comfortable and attractive as a means of keeping the young people there.

Use freely the circulars furnished you by manufacturers. If there are available circulars or booklets relating to heating systems or sanitary plumbing in country homes, send out to your rural mailing list. A good many plumbers fail to use this ready-made advertising literature, even with their city prospects. I have seen a pile of attractive, beautifully illustrated booklets regarding hot water heating lying in a dusty corner of a plumber's shop, torn and smeared with grease. If a prospect asked for information a booklet might be handed out to him; but as for sending them out systematically—well, the plumber simply didn't attempt it.

Use this sort of material on your country mailing list.

Then, study the country homes in your vicinity. Each community has its own peculiarities of architecture. Draft a rough plan or sketch of a plumbing and heating system for an ordinary country home, and enclose this with a letter telling its advantages and the ease with which it can be installed and operated.

If you put a system in a new country residence, get a testimonial from the owner. Have photographs made, and send out reproductions to your mailing list. Each job can thus be made to help secure further business. Of course, be sure that the man for whom you have done the work is agreeable; as a rule he will be very glad to have this evidence of his

progressiveness paraded before his fellows.

Finally, use your own head in planning your "follow up" system and don't rely too implicitly on the suggestions or ideas of other people. No two communities are absolutely alike; you must adapt your ideas, and those of your fellow workers, to the conditions you have to meet.

If you embark upon an advertising—or rather, educational—campaign of this sort, be prepared to see it through for at least a year. It takes time to produce large results in advertising. The longer you keep at it, the larger the results. The man who starts, and quits almost immediately, is going to quit a loser. The advertising game is for the sticker the man who keeps at it.

Then, outside the advertising campaign, if you plan one, try to get in touch with the leading farmers of your community.

You are busy, of course, with your city jobs; that is understood. That takes time. But try to map out your work so that you will be able to attend the more important farmers' gatherings. Could you prepare a little talk for a farmers' institute meeting on "Sanitary Conveniences in the Country Home?" Or for a meeting of the Women's Institute—something on "A handy kitchen in the country home" with photographs of actual installations. Short addresses on such topics will, as a rule, be welcomed; do not make them too technical; deal, not so much with the processes of installation, as with the very pleasant results secured in added comfort. Try to play up the side of this topic that will interest the farmer—the added comfort and convenience, the assistance thereby afforded in keeping the young man on the farm, and the like.

An exhibit at the county fair will help. You might, for instance, show a model bathroom. Use show cards emphasizing the fact that you are prepared to make installations in country homes. In conjunction with such a display you can hand out advertising literature. Such a display will reach city people too; as a means of reaching country people it is invaluable.

Then, put in an hour or so on market day talking to country folks, on the market and elsewhere. Keep tab in this way, and through the country correspondence in the newspapers, on prospective new residences going up. Keep in touch with the builders, contractors and architects, just as you do in respect to city homes. And, when you know that a farmer is going to build an \$8,000 residence within reach of your store or shop, don't wait on the chance of meeting him or be content to write him a letter. Call him up right away over the rural phone; or, if you can't do that, go out and see him if you can possibly spare the time. Actual business is worth going after energetically.

Personal salesmanship after all is the most effective method of selling. Advertising of every kind merely serves to interest the customer and to pave the way for the actual "dicker." Persistence is an essential in personal work, in dealing with country prospects. Victor Lauriston.

RYZON

BAKING POWDER

Not merely baking powder but increased leavening power. The special process of manufacture is the reason.

RYZON is an improvement over old-fashioned powders. It has more raising power, is a slow, steady raiser. It retains its full strength to the last spoonful.

Order from your jobber today.

REG. U.S. PAT. OFF.

Watson-Higgins Mfg. Co.
GRAND RAPIDS, MICH.

Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants

New Perfection Flour

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks



MCCRAY REFRIGERATORS

for ALL PURPOSES

Send for Catalogue

No. 95 for Residences
No. 53 for Hotels, Clubs, Hospitals, Etc.
No. 72 for Grocery Stores
No. 54 for Meat Markets
No. 75 for Florist Shops

MCCRAY REFRIGERATOR CO.
2244 Lake St., Kendallville, Ind.

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.



Gabby Gleanings From Grand Rapids.

Grand Rapids, May 2—Several Grand Rapids salesmen were guests of their Kalamazoo customers last Monday evening at a banquet given by the Kalamazoo Exchange Club. It was an annual affair and every town of size in Southwestern Michigan was well represented. The programme was quite varied, consisting of speeches, vocal and instrumental music and a bit of acting. Seating capacity of the large dining hall at the Park-American was taxed to overflowing. It was a new experience to the guests, many of whom had only met their Kalamazoo customers in a business way up to that time. There may have been a deep-set purpose in extending the invitation as every guest present is now a booster for the Exchange Club of Kalamazoo. Each one of them resolved to help sell the idea in other cities not as yet organized.

While it is true that money goes a bit farther now, most of us have to hustle to make it reach from one payday to the next.

The great two-sided problem of the hour is the unemployment of the idle and the idleness of the unemployed. The word "luck" with a capital "P" spells success.

A country newspaper received this enquiry from a country subscriber: "Do hogs pay?" The answer came quickly: "Some do and some don't."

What is the use of grasping an opportunity, as we are so often advised, unless we know what to do with it after having grasped it.

Bills of fare at the Columbia Hotel, in Kalamazoo, now have a map of Michigan printed on one side, showing the distance between towns of importance. The idea is a good one. Patrons will carry these with them as reference and, incidentally, recall having enjoyed an excellent meal as shown on the back.

When relating your experiences on the opening day, May 1, first, try to make it big enough. A school boy at Newaygo is credited with one weighing 138 pounds and measuring six feet five inches. It was sturgeon.

Time is money when wisely invested in sound bonds and savings, but time is a speedy bird to the borrower.

Some members of an organization are like oil, helping to make things run smoothly; others are as grit, which tends to throw things out of gear.

The gink who invented paper towels should avoid meeting travelers who patronize the \$4 per day hotels.

Since the advent of automobiles pedestrians are divided into two classes, psychologically and biblically speaking, namely: "The Quick and the Dead."

Grand Rapids' superintendent of schools turned in an expense of \$750 for taxi cabs during the past year. This is more than the average traveling salesman spends for railroad fare in the same length of time.

Some time after the year of I. B. C., a foreigner named Stradivarius made up a batch of fiddles. John McCormack, the great tenor, paid \$5,000 for one of them and thought he was getting a bargain. During the past few months four of these same violins have been discovered right in our own State. One was exchanged at Escanaba for a quart of liquor

some time back and quite recently another was discovered at Allegan. If all these are genuine Michigan must have been especially favored or this man "Stra" was sure a fast worker in his day.

The Pike House, at Niles, has changed hands, the former manager having purchased the Gregg Hotel, at Adrian. He will take possession at once and promises many improvements.

Sturgis is rated as the busiest town in Michigan. Contracts have been let for a half million dollars in public improvements and private interests are spending three times that amount in new factories and homes. The Elliott House is filled to overflowing with commercial men. Ten years ago Sturgis was a third rate town. Main street was a sea of mud in spring-time and many a team was mired knee-deep in clay and slush where now are miles of paved streets, boulevard lights, flappers and flivvers. A golf club and bathing beach are the latest attractions at the newly-formed country club. A bunch of young business men have taken it upon themselves to make Sturgis the best town in Southern Michigan.

Pavements in Kalamazoo's business section are painted. White streaks of the stuff that sticks to your heels shows where to park or rather where not to park your car.

Mayor Fred Green, of Ionia, has purchased a \$5,000 strip of land from the Odd Fellows lodge of that city and will shortly begin the erection of a new hotel.

The flock of grossbeaks that visit Bronson and vicinity annually and remain throughout the winter months have left for their summer homes in the Arctic regions. Just why this bird of the Far North should have selected Bronson as a winter home is a mystery, but folks thereabouts believe their coming is a sign of winter and their departure a sign of spring. This year they lingered much longer than usual.

The U. C. T. of Coldwater gave a banquet Saturday evening to which the ladies were invited. It was a great success and resulted in the forming of a new organization to be known as the ladies' auxiliary.

A man is never counted out so long as his wife sticks with him. With a good wife at his side and his back to the wall any man can fight off a multitude. Now, there is Len Small, Governor of Illinois. Seems Mr. Small is sort of "in bad" with his constituents over some deal or other. Mrs. Small said to a reporter one day last week: "I really dislike politics, yet realize that politics, next to reli-

HOTEL RICKMAN

KALAMAZOO

One block from Michigan Central Station. Headquarters U. C. T.
Barnes & Pfeiffer, Props.

HANNAFORDS NEW CAFETERIA

9-11 Commerce Ave., or
45 Monroe Ave.

For The Past 10 Years

Prop. of Cody Hotel Cafeteria

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.

Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

PARK-AMERICAN HOTEL

Near G. R. & I. Depot

Kalamazoo

European Plan \$1.50 and Up

ERNEST McLEAN, Manager

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.

OCCIDENTAL HOTEL

FIRE PROOF

CENTRALLY LOCATED

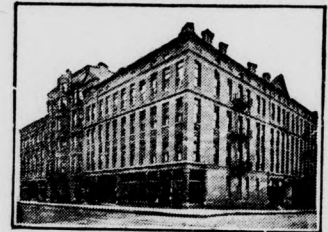
Rates \$1.50 and up

EDWARD R. SWETT, Mgr.

Muskegon

Michigan

CODY HOTEL



IN THE HEART OF THE CITY
Division and Fulton

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

CODY CAFETERIA IN CONNECTION

New Hotel Mertens

GRAND RAPIDS

Union
Station

Rooms without bath,
\$1.50-\$2.00; with shower or tub, \$2.50.
Meals, 75 cents or a la carte.
Wire for Reservation.



75 Steps East

Fire Proof

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.

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

gion, is the most important thing in the life of a Nation. It was not the brilliant inaugural ceremonies, the social recognition, the sense of power that I cared for when Len was elected Governor, but rather a feeling of pride that every woman must feel when the man she loves makes good."

Yards of the old Sturgis Lumber Co. along the Pennsylvania right-of-way have disappeared almost overnight. The block where piles of lumber were stored for so many years is now a beautiful park with trees, shrubbery and beds of flowers. Winding cinder paths lead through it from every side and past a fountain in the very center. Early in the year this block became the property of the National Carbon Coated Paper Co. and the dreams of its President, C. L. Spence, are being realized. Mr. Spence came to Sturgis about eleven years ago with limited funds, but an ambition to do big things. Associated with him were J. G. Van Horn and D. A. Hopping. It was then that the manufacture of sales books begun in a small way. Additions and improvements have been made each year until now the factory is four stories and occupies nearly an entire block. Every modern device for convenience, comfort and health of employees has been adopted where possible. Lighting, heat and ventilation is of the best. An air cooling system controls the temperature on sultry days of summer. On the top floor of the main building is an immense club room with bowling alleys, billiard tables, shower baths, a dance hall, library, dining room and kitchen. The furniture and fittings are far more beautiful than in many of our best homes. Color harmony and decorations in the several rooms show wonderful taste, a taste almost feminine in delicacy. Offices on the second floor are large and handsomely arranged. No where else are traveling salesmen shown more consideration or greater courtesy. The purchasing agent, Mr. Topping, is a very busy man, but nevertheless a gentleman and is seldom if ever imposed upon because of his kindly nature. Employees are well paid and there is always a waiting list. To hold a position at the National Carbon Coated Paper Co. means something to workers in Sturgis. In addition to weekly wage, each employee shares in a bonus and the yearly dividends in proportion to his earning capacity and real money is paid for ideas. Strange it may seem, the highest priced article made by this immense organization costs the buyer less than 5 cents each. When making purchases at your grocery, meat market or dry goods store the salesman encloses a little slip, a record of the sale, in your package and retains a carbon copy in his little book. That little book with its little slips was probably manufactured by the National Carbon Coated Paper Co.

Kalamazoo adopted fast time on May 1, as did Chicago. St. Joe and Benton Harbor will continue to use standard time, as will Manistee and Traverse City. Owosso, wishing to please everybody, now has three times namely, daylight-saving, standard central and sun time.

Howard J. Boyd, representing Marquette State Industries, has located in Grand Rapids.

Here is an incident worth recording. Name of the hotel is purposely omitted. A Grand Rapids traveler complained to the proprietor that his bed was uncomfortable because the springs sagged in the center and he did not rest well. The proprietor thanked him and an hour later reported that there would be no need of further complaint, that the offending bed springs had been replaced by a complete new set.

The committee consisting of James H. Bolen, Bill Crowley and Thomas M. Peacock promise something extra good at the You-See-Tee luncheon meeting Saturday, May 6. For a speaker they have secured Captain

Charles E. Belknap and that one part of the entertainment program of itself is sufficient to guarantee every one who comes, more than their money's worth, but, besides Captain Belknap, they have a musical program. They do not want to disclose the exact nature, but we understand one number is a boy soprano and a promise of other musical numbers. It might be well to mention at this time that as the warm weather is drawing near, in all probability, the Saturday noon lunch will be declared off after Saturday, May 20, because that particular date is the one that the ladies will take complete charge of and will not disclose what their entertainment will be.

Mrs. John D. Martin entertained Saturday evening, April 29, at her home with a birthday dinner—it being the birthday anniversary of John. Now, we don't know just how old John is, but there are a lot of us fellows who can remember back to the time that we were playing mugs and John was then active in the traveling men's organizations and he shows with pride his certificate number and the date on which he became a member of the United Commercial Travelers in 1897.

Say, fellows, all of you who are members of No. 131 do not forget that Saturday evening, May 6, is a regular meeting night and will probably be the last meeting before going to the Grand Council in June, unless in the judgment of Senior Councilor Bolen, we will take a recess and finish the meeting up the latter part of May. However, it is well for you to bear in mind that your presence is just as necessary to help make these meetings a success as is the presence of our Secretary-Treasurer, Allan F. Rockwell; our Senior Councilor, James E. Bolen, or any other officer or member. Actors cannot put on a successful play to vacant seats. Neither can the officers of Grand Rapids Council pull off successful meetings unless each and every member takes it upon himself to lend his presence and support and also do his best in securing new members.

Miss Nellie M. Rath has opened a new tea room in Holland. The fountain and accompanying supplies were furnished by the Hazeltine & Perkins Drug Co.

Gabby is in receipt of the following letter from a New York correspondent: What is believed will be the first convention in the United States devoted entirely to the interests and activities of the traveling salesmen of the country is being planned by the National Council of Traveling Salesmen's Associations to be held at Cincinnati Oct. 9 to 11. The proposition was discussed at length at the regular monthly meeting of the organization at the Hotel Claridge. Fred Lewis, President of the Lace and Embroidery Travelers' Association, who has made a preliminary survey of the facilities and hospitality offered by the various civic and business organizations of the Ohio city, painted a roseate picture of what the salesmen might look forward to if they decide to convene there. As a means of offsetting the alleged high charges of transfer companies holding concessions at the principal railroad terminals in New York City, it was suggested that the salesmen patronize independent baggage companies who now are charging about half what the established concerns charge. This proposition was referred to a special committee. Co-operation on the part of prominent hotels throughout the country with the aims of the organization was reported by Charles Fischer, chairman of the hotel committee. He said the hotels seemed to appreciate the attitude of the salesmen, that the hotel keepers and salesmen have many common interests.

Carl Robinson, druggist at Leslie, has added a new soda fountain, furnished by the Hazeltine & Perkins Drug Co.

P. S. Woodall has added a fountain

to his drug store at Holland. The Hazeltine & Perkins Drug Co. supplied the equipment.

Charles E. Bird, who recently rounded out fifty years as a druggist at Saugatuck, was in town Monday. Mr. Bird has been interested in about a dozen lake vessels in his day and has always had a liking for lake transportation.

The Sahlen Manufacturing Co. is being re-organized to manufacture radio outfits under the management of W. G. Farnsworth. The type of goods to be turned out has been fully decided upon and deliveries will be ready in about two weeks.

Harry Winchester (Worden Grocer Company) changed his residence today from the Cody Hotel to his summer cottage on the North side of Reed's Lake.

J. L. Hamilton, Manager of the Alabastine Co., who has been confined to his home by illness for the past week, has recovered sufficiently to resume his long-time position as the executive head of the organization. John B. Olney.

Strong Fight For Interchangeable Mileage Book.

Washington, May 2—More than 1,000,000 commercial travelers, actors and motion picture operators through their business associations are co-operating in a campaign to persuade the House it should pass Senate Bill 848 providing for the issuance of a mileage book good on any railroad in the United States. The Senate passed the bill in January.

Issuance of interchangeable mileage books providing for the sale of passenger transportation at wholesale rates, will tend to stimulate all business interests throughout the country, according to members of the National council of traveling salesmen's associations.

High railroad rates have worked to reduce the number of traveling salesmen at regular employment by 60 per cent., the council members say. This, they point out, has reduced the amount of goods sold by manufacturers bringing part time operations of mills and factories and creating unemployment.

Make a law of the interchangeable mileage book bill and the economic depression would be left behind sooner, the traveling men argue. At least 500,000 mileage books would be sold immediately they promise. Issuance of mileage books by railroads was prohibited by William G. McAdoo as Director General of the Railroads. None of the roads resumed issuance of books when they were returned to private control. The proposed interchangeable book, however, never has been issued in the United States.

Interchangeable books would help the railroads financially, it is argued by encouraging travel.

The interchangeable book proposed in the Senate bill would be good for a minimum of 1,000 miles of passage and not more than 5,000 miles. The 5,000 mile book would be furnished at a lower rate per mile than the 1,000 mile book on the theory that any commodity should be sold at a lower rate when purchased in large quantities.

The traveling men also want Congress to abolish the surcharge of 50 per cent. on Pullman fares. The increased passenger rates and the surcharge now make the cost of travel approximately 40 per cent. greater than before the war, it is declared.

High passenger fares are driving many business men and salesmen to travel exclusively by automobile, it is pointed out. The statement is made that 80 per cent. of all the salesmen for one large tobacco company now make their rounds entirely by automobile.

In support of the theory that cheaper fares would give the railroads more passenger business those behind the proposal for the interchangeable mileage book call attention to testimony presented to the Interstate Commerce Commission. This is brought out in

statements issued by the commercial travelers' council, which reads:

"At a recent hearing before the Interstate Commerce Commission a distinguished authority on railroad management, Frederick W. Putnam, of the Minnesota Railroad Commission, stated that the high passenger rates have lost to the railroads, 23 per cent. of the passenger business that they had in 1920 and also the good will of the public. It is the relationship of the railroad users through the ticket windows and on the passenger trains that form public opinion and not through the freight department.

"One of the ablest railroad executives, President Underwood of the Erie, apparently feeling the public pulse, recently championed a flat 2-cent a mile passenger fare for all the railroads, but his appeal was unsuccessful. The railroads are spending large sums in propaganda but are not succeeding in changing public opinion in their favor.

"The Interstate Commerce Commission reports that passenger traffic on steam railroads in 1921 was 20 per cent. less than in the preceding year. They report the passenger revenue for 1921 as \$1,153,752,002, a decrease of \$133,671,441, despite higher fares. Passenger miles last year they report numbered 37,332,689,700, a decrease from the preceding year of 9,508,935,000.

"The combined earnings of these railroads for January amounted to \$29,604,000, which the commission states is at a rate of 2.60 per cent. as against 3.4 per cent. shown for December, and they also state that seventy-four railroads failed to earn their operating expenses during this month.

"These figures speak for themselves most eloquently, and every week continues to show a decrease in passenger, in freight and in Pullman traffic. It is the old story of killing the goose that lays the golden egg, and unless some measure of relief is found there is nothing ahead but disaster, not only for the railroads but for the commercial existence of our country."

Joseph Campbell Co. Unfair To Retail Trade.

Marion, Kansas, May 1—The Joseph Campbell Co., of Camden, N. J., makers of soups, etc., is one of the really "hard boiled" concerns of the United States in its total disregard of the rights of retail grocers.

I thought that either the jobbers were high in their price, or that the Campbell company was strong in advertising the retail price of their pork and beans at 12 cents. We pay \$1.15 per dozen, with 5 cents per dozen freight, making these goods cost us 10 cents per can. If we sell at 12 cents per can, the advertised price, we would have a gross profit of 20 per cent.

I find that jobbers are up against it as much as we are. They make nothing on the Campbell line.

I think if we can get enough jobbers and retail grocers interested in this we can control the situation in such matters.

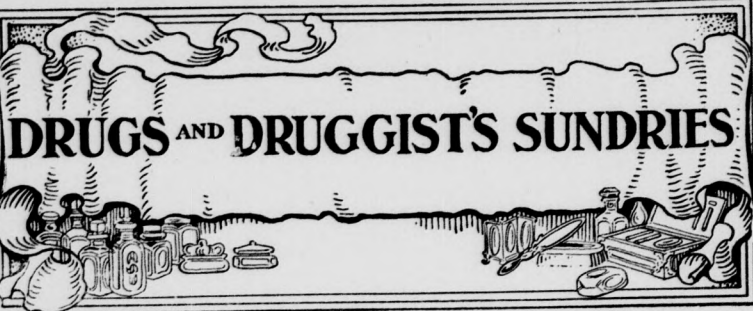
If, on the other hand, we let the manufacturer decide what the wholesale and retail resale price shall be, we will become merely the agents of the manufacturers. I think if we can get enough merchants interested in this, we can be our own masters.

Al Richardson.

Corporations Wound Up.

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

Athletic Park Co., Battle Creek.
D. & N. Billiard Parlor, Detroit.
C. L. Murr Manufacturing Co., Detroit.
J. A. B. Madden Sales Corporation, Detroit.
Tecumseh Home Building Association, Tecumseh.
Mack Avenue Plumbing and Heating Engineers, Detroit.
Exhibitors' Mounted Poster Exchange, Detroit.
J. L. Hoffman Co., Detroit.



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.

Successful Candidates at Grand Rapids Examination.

Muskegon, May 2—Certificates were granted to the following candidates who were successful at the examination held by the Michigan Board of Pharmacy at Grand Rapids on March 21, 22 and 23:

Pharmacists.

Henry I. Aune, Norway.
 Stanley A. Benetau, Detroit.
 Wendell Brodigan, Detroit.
 Charles L. Covell, Detroit.
 Bennie W. Covey, Pontiac.
 Roger T. Cullen, Detroit.
 Eugene Dimick, Port Huron.
 Arthur C. Irvine, Muskegon.
 Dagnes A. C. Johnson, Newberry.
 Raymond J. LaBonte, Alpena.
 Arthur E. Lampert, Grand Rapids.
 Roy J. Long, Elkhart, Ind.
 W. L. McDonald, Alpena.
 Thos. H. Millian, Goderich, Ont.
 George E. Nordman, Detroit.
 John B. O'Brien, Detroit.
 Bernard R. Reed, Kalamazoo.
 John B. Sahlin, Benton Harbor.
 Cornelius G. Schuur, Grand Rapids.
 Solon B. Shippy, Benton Harbor.
 Harold B. Smith, Dindsor, Ont.
 Archer Z. Taylor, Detroit.
 Elmer J. Traut, Ann Arbor.
 Leonard E. Weaver, Detroit.
 Walter B. Erickson, Gladstone.
 Anna F. Erikson, Oscoda.
 Harry E. Fiero, Detroit.
 Jacob Fishman, Detroit.
 Elmer G. Hunt, Allegan.
 Ed. D. Plummer, Grand Rapids.
 L. W. Raymond, Royal Oak.
 Edward Roersma, Grand Rapids.
 Albert J. Schaaf, Romeo.
 James E. Watts, River Rouge.
 Clifford Weimer, Lansing.

Assistants.

Lloyd H. Allen, Tigerton, Wis.
 Herbert H. Armstrong, Perry.
 David C. Bright, Maple City.
 Earl J. Brown, Escanaba.
 Bernath H. Brown, Allegan.
 John Carrubba, Chicago, Ill.
 Joe H. Cohen, Detroit.
 Walter W. Crawford, Falmouth.
 Nan H. Durno, Manistique.
 E. Russell Dyer, Big Rapids.
 Gerald C. Farnum, Detroit.
 John H. Finckle, Cass City.
 Frank A. Foss, Romeo.
 James F. Hunter, Ann Arbor.
 Henry H. Johnson, Emmett.
 Schiller Kleinschmidt, Pigeon.
 Thomas R. Knowles, Highland Park.
 Harry O. Kohn, Richmond.
 Everett J. McCabe, Emmett.
 Joseph G. McCann, Flint.
 Ross McUmbert, Trenton.
 Irving J. Nackerman, Mt. Pleasant.
 Henry J. Nibbelink, Hudsonville.
 Zeben R. Peterson, Detroit.
 Philip Ruskin, Detroit.
 John L. Sanders, Blanchard.
 Stuart B. Sevensma, Grand Rapids.
 Glyn I. B. Shimmmin, Ashley.
 Hugh B. Smith, Fostoria.
 Bernard M. Snyder, Elkhart, Ind.
 LeRoy Stahler, Detroit.

Stuart S. Steffay, Ann Arbor.
 LaVerne Supernaw, Otisville.
 Charles Tennon, Detroit.
 Walter E. Tennis, Grand Rapids.
 Claude E. Voss, Spring Lake.
 Charles S. Koon, Sec'y.

Marked Prices on Packages Should Go.

Why should the retail price be marked on a package of medicine. The arbitrary fixing of the price of an article is an unfair advantage to take of the dealer.

Merchandising should be in the hands of the merchant not the manufacturer. The merchant is justly entitled to fix his price based on cost of goods, overhead expense and a fair profit.

The merchant is entitled to adjust his price to conform to the fluctuations of the market. Upon what grounds can a manufacturer justly claim the right to fix the retailer's remuneration for distributing his goods to the consumer.

The retailer handling package medicines is awakening to the injustice in the autocratic methods of the manufacturers and voicing his resentment.

With the retail price marked on the package the manufacturer is free to adjust his wholesale price in conformity with a changing market in raw material without arousing antagonism in the consumer.

The retailer stands between the manufacturer and the sacrificing profit which he requires to insure him against loss.

Price marking on the package is the fertile soil upon which "price cutting" flourishes. Were there no fixed price on the package there could be no price to cut, and "cut rate" would speedily cease to be a characteristic of drug stores only.

War time conditions educated the public away from "regular" prices, and the time is opportune for the establishing of sane methods of merchandising in pharmacy and the elimination of "cut rate" from pharmacies and a potent factor in restoring the status of the craft would be elimination of "price marking" package medicines.

Pharmacists should demand of manufacturers that this business handicap be withdrawn, and their operations unshackled by an arbitrary price which is the weapon used as a profit destroyer by the enemies of fair trading and "let live."

The remedy is in the hands of pharmacists, and sane business men would apply it and secure the respect of even those upon which it operates.

Items From the Cloverland of Michigan.

Sault Ste. Marie, May 2—Fort Brady looks somewhat forlorn and deserted to-day, practically all of the soldiers, about 400 in number, having left this morning for Camp Custer. It was an unusual sight to witness their departure. Many of the boys have made warm friends here who regret to bid them good-bye, and the business community will also miss them.

The Lock City Carriage and Wagon Works changed hands last week. H. A. Johnson purchased the same from Alfred Miller. Mr. Johnson came here from Rudyard several years ago and was employed by Mr. Miller, where he received much of his experience in that line. The firm has always enjoyed a good business and Mr. Johnson will undoubtedly make a success of his new venture.

A new cartage company under the name of Moher & Gillespie was formed last week. Both members of the firm are well known throughout the city and should enjoy a good patronage.

The many friends of Edward Demar were shocked to learn of his death, which occurred at Oakland, California last Thursday. Mr. Demar was a well-known contractor who resided here for many years and one of the best known architects in the Upper Peninsula. He sold out his interests in this city several years ago and moved to California with his family. Many of the Soo's largest buildings were erected by him. Besides his wife he leaves three children to mourn his loss.

The Michigan Pulpwood Co., a Michigan corporation, is about to wind up its affairs and surrender its charter.

"Some folks seem to think they can improve their own condition by running the country."

Nick Morrish, manager of the Fred R. Price drug store, has purchased the stock and fixtures from Mr. Price

and will conduct the business on his own account. Mr. Morrish has been in the business for twenty years and needs no introduction to the public. He has made many friends here who wish him every success in his new venture.

Partridge & Barnes, both well known plumbers doing business at 111 Ridge street, have outgrown their quarters and have purchased the Cottrell block at 138 Ridge street. They will move this week into their new place, which is being fitted up for the occasion.

"You cannot keep your hands in your pockets if you have a family on them."

W. J. VanEgmond, for the past three years located at 138 Ridge street moved last week to the Dingman building, South of the Cornwell Company's cold storage plant. Mr. VanEgmond has made many improvements to the building and he now has one of the finest plumbing shops in the city.

When You Need Any of the Following Items And

Want the BEST POSSIBLE SERVICE

Write

The Dudley Paper Co.
 LANSING, MICH.

**Wrapping Paper—Twine
 Congoleum—Shingles—Roofing
 Wood Dishes—Milk Bottles**

Springtime Candies

Now that Spring is here, get that Candy Case Freshened up with a new stock of

Putnam's High Grade Bulk Candies

Made especially for those who prefer Good Candy.

Let us serve you.

You should see those new
LOWNEY PACKAGES
 the last word in
 Package Chocolates

Putnam Factory
 Grand Rapids, Michigan

ICE—At \$1 Per Ton, Yes by using the BORN LESS REFRIGERATION SYSTEM
 COLDER, CLEANER AND CHEAPER THAN ICE

Can connect Machine to any number of Refrigerators

Place your order NOW for Summer's Use

Give Size of Refrigerators You Want to Cool

BORN REFRIGERATING CO.
 324 River St. CHICAGO

A. S. Mann, for the past two years manager for the Kroehler Lumber Co., at Sugar Island, left last week for Kankakee, Ill., his former home, which is also the headquarters of the Kroehler Company. Mr. Mann has made many friends while here who will miss him, but wish him every success in his old home town.

Thos. Ryan the new proprietor of the Home restaurant, on Portage avenue, has been doing considerable work since taking over the business. The place has been redecorated and remodeled and is now one of the attractive eating houses of the city.

"Two Scotchmen went into business together, but they both went blind watching each other."

F. G. Laphis and Thos. A. Small have purchased the sand and gravel business of the Rye Brothers Co., which consists of derrick, scows, sand tug and other equipment used by the company, which also does a towing and wrecking business. With the large amount of building contemplated in the Soo this year they will, no doubt, do a good business.

"Europe would rather owe us always than beat us out of it."

Louis Pequin, aged 70, one of the Soo's respected citizens who has resided here for many years, has married the girl of his choice aged 66, whom he met here about a year ago, when the latter was visiting here from Thessalon. The newlyweds, after celebrating in due form, moved to Thessalon, where they expect to make their future home. Thessalon being near Sugar Island which is noted for many of its residents living to the age of 100, the couple will likely enjoy many years of wedded bliss.

"It's funny to watch a "bossy" man trying to "boss" a railway ticket agent."

Hunter & Carter started a new garage at the corner of Ashmun and Ann streets last week and are now open for business. The new auto repair shop is under the management of Reuben Hunter and "Nick" Carter, both mechanics of long experience and good reputation.

The future prospects look so good to the proprietors of the Leader, one of our largest dry goods and clothing stores, that they have purchased their present building, which they have been occupying for many years. This

will assure them a permanent location in the heart of the city. The property was purchased from the estate of H. L. Newton. The Leader has always enjoyed a good business and the proprietors are real boosters for their home town.

Trout Lake is to have a new hotel. C. W. Moore, of Chicago, has purchased the property known as the old Sanatorium, which is located about one-half mile from Trout Lake. It will be opened as a modern summer hotel about June 1. Mr. Moore has not given out his detailed plans as yet, but it is understood that he will make a special effort to provide the proper care for Hay fever patients who come from Chicago and other points. The place is ideally suited for this purpose. Mr. Moore has been looking over this place for some time and is satisfied that he is in the right business at the right place. He will have a bus to meet all trains coming into Trout Lake as soon as the hotel is in operation.

Neil McKenzie, the well-known shoe repair merchant, has obtained a patent on a device which he believes will simplify, to a large extent, the making of shoes. Although the patent has been out only a week, the inventor has received several letters from prominent New York and Chicago firms asking him to name a price for his patent. Mr. McKenzie has had long experience in the shoe repair business and is familiar with the details of all the machinery used in that line of work. While he is yet undecided Mr. McKenzie expects he will sell the device outright rather than organize a company to manufacture it.

“What’s in a name?” Try to use somebody else’s at the bottom of a check and you’ll find out.

S. N. Bradford returned last week from Ironwood, where he attended a business session of the employees of the Michigan State Telephone Co.

William G. Tapert.

Real Joy Ride.

"What sort of a time is your friend having on his motor tour?"

"Great! I've had only two letters from him—one from a police station and the other from a hospital.

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 a 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

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 85
Boric (Xtal)	17½@	25	Amber, crude	2 00@2	25	Alone		@1 40
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@8	25	Belladonna		@1 35
Nitric	9@	15	Cajeput	1 50@1	75	Benzoine		@2 10
Oxalic	18@	30	Cassia	2 50@2	75	Benzoine Comp'd		@2 55
Sulphuric	3½@	8	Caster	1 32@1	56	Buchu		@2 55
Tartaric	40@	58	Cedar Leaf	1 50@1	75	Cantharadics		@2 85
			Citronella	3 85@3	10	Capsicum		@2 20
			Cloves	2 50@2	75	Catechu		@1 75
			Cocunut	25@	35	Cinchona		@2 10
			Cod Liver	1 15@1	25	Colchicum		@1 80
			Croton	2 25@2	50	Cubeb		@1 30
			Cotton Seed	1 15@1	25	Digitalis		@1 80
			Cubeb	9 50@9	75	Ginger, D. S.		@1 35
			Elgeron	4 00@4	25	Guaiac		@1 80
			Eucalyptus	75@1	00	Guaiac, Ammon.		@2 20
			Hemlock, pure	1 50@1	75	Iodine		@2 00
			Juniper Berries	3 00@3	25	Iodine, Colorless		@2 95
			Juniper Wood	1 50@1	75	Iron, clo.		@1 35
			Lard, extra	1 25@1	45	Kino		@1 40
			Lard, No. 1	1 10@1	20	Myrrh		@2 50
			Lavender Flow	5 00@5	25	Nux Vomica		@1 55
			Lavender Gar'n	1 75@2	00	Opium		@3 50
			Lemon	1 75@2	00	Opium, Camp.		@2 85
			Linseed Boiled bbl.	@	95	Opium, Deodor'd		@3 50
			Linseed bld less 1	02@1	00	Rhubarb		@1 70
			Linseed, raw, bbl.	@	93			
			Linseed, ra., less 1	00@1	08			
			Mustard, true, oz.	@	75			
			Mustard, artifi., 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@12	00			
			Rosemary Flows	1 50@1	75			
			Sandalwood, E.					
			I.	10 50@10	75			
			Sassafras, true	1 75@2	00			
			Sassafras, art'l	1 00@1	25			
			Sassafras, true	3 75@4	00			
			Sperm	2 40@2	60			
			Tansy	12 50@12	75			
			Ter. USP	50@	65			
			Turpentine, bbl.	@	93			
			Turpentine, less 1	00@1	08			
			Wintergreen,					
			leaf	6 50@7	00			
			Wintergreen, sweet					
			birch	3 25@3	60			
			Wintergreen art	80@1	10			
			Wormseed	6 50@6	75			
			Wormwood	18 00@18	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

Canned Apples
Canned Oysters
New Perfection Flour
Veal
Coffee
Cheese
Fruit Jars

DECLINED

Beef
Queen Flakes
Shredded Wheat
Jelly and Preserves

AMMONIA

Arctic Brand
16 oz., 2 doz. in carton,
per doz. 1 75
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 25
24, 3 lb. 5 50
10 lb. pails, per doz. 8 20
15 lb. pails, per doz. 11 20
25 lb. pails, per doz. 17 70

BAKING POWDERS

Calumet, 4 oz., doz. 97 1/2
Calumet, 8 oz., doz. 1 35
Calumet, 16 oz., doz. 2 75
Calumet, 5 lb., doz. 12 75
Calumet, 10 lb., doz. 19 00
K. C., 10c, doz. 1 85
K. C., 20c, doz. 1 95
K. C., 25c, doz. 2 35
K. C., 5 lb., doz. 7 00
Queen Flake, 6 oz. 1 35
Queen Flake, 50s, kegs 11
Royal, 10c, doz. 95
Royal, 6 oz., doz. 2 70
Royal, 12 oz., doz. 5 20
Royal, 5 lb. 31 20
Rumford, 10c, doz. 95
Rumford, 8 oz., doz. 1 85
Rumford, 12 oz., doz. 2 40
Rumford, 5 lb., doz. 12 50
Ryzon, 4 oz., doz. 1 35
Ryzon, 8 oz., doz. 2 25
Ryzon, 16 oz., doz. 4 05
Ryzon, 5 lb. 24 00
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 2 70
Quaker Puffed Rice 5 45
Quaker Puffed Wheat 4 30
Quaker Brfst Biscuit 1 90
Ralston Purina 4 00
Ralston Branzen 2 70
Ralston Food, large 3 60
Ralston Food, small 2 90
Saxon Wheat Food 4 80
Ryzon, 5 lb. 24 00
Shred. Wheat Biscuit 3 85

Post's Brands.

Grape-Nuts, 24s 3 80
Grape-Nuts, 100s 2 75
Postum Cereal, 12s 2 25
Post Toasties, 36s 2 85
Post Toasties, 24s 2 85

BROOMS

No. 4, 4 String 4 00
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 20
Whisk, No. 3 2 25
Whisk, No. 1 3 00

BRUSHES

Solid Back, 3 in. 1 50
Solid Back, 1 1/2 in. 1 75
Pointed Ends 1 25

Stove

No. 1 1 10
No. 2 1 35

Shoe

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

BUTTER COLOR

Dandelion, 25c size 2 85
Nedrow, 3 oz., doz. 2 50

CANDLES

Electric Light, 40 lbs. 12.1
Plumber, 40 lbs. 12.8
Paraffine, 40 lbs. 14.3
Paraffine, 12s 14.4
Wicking 40

CANNED FRUIT.

Apples, 3 lb. Standard 1 75
Apples, No. 10 6 25
Apple Sauce, No. 2 2 35
Apples, 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 3 00
Peaches, No. 1 1 85
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 10 50
Peaches, No. 10, Cal. 10 50
Pineapple, 1, slic. 1 60@1 75
Pineapple, 2, Brik slic. 2 25
Pineapple, 2 1/2, sliced 3 50
Pineapple, No. 2, crus. 2 25
Pineapple, 10, crus. 7 00@9 00
Pears, No. 2 2 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 6 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, 7 oz. 2 50
Clam Bouillon, 10 oz. 1 75
Chicken Haddie, No. 1 2 75
Fish Flakes, small 1 35
Cord Fish Cake, 10 oz. 1 85
Cove Oysters, 5 oz. 1 45
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 Smoked 7 00
Sardines, 1/4 Mus. 3 75@4 75
Salmon, Warrens, 1/4 2 75
Salmon, Warrens, 1 lb 4 00
Salmon, Red Alaska 2 85
Salmon, Med. Alaska 2 00
Salmon, Pink Alaska 1 45
Sardines, 1/4, ea. 10@28
Sardines, 1/4, ea. 25
Sardines, Cal. 1 75@2 10
Tuna, 1/2, Albcore 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 2 25
Beef, No. 1, Corned 2 70
Beef, No. 1, Roast 2 70
Beef, No. 1/2, Rose Sil. 1 35
Beef, No. 1/2, Qua. sil. 1 90
Beef, No. 1, Qua. sil. 3 10
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, 1/4 2 20
Deviled Ham, 1/2 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 50
Potted Meat, 1/2 Rose 35
Potted Ham, Gen. 1/2 2 15
Vienna Saus., No. 1 1 35
Veal Loaf, Medium 2 30

Derby Brands in Glass.

Ox Tongue, 2 lb. 19 50
Sliced Ox Tongue, 1/2 4 60
Calf Tongue, No. 1 6 45
Lamb Tongue, Wh. 1s 6 00
Lunch Tongue, sm. sil. 2 25
Lunch Tongue, No. 1 6 00
Lunch Tongue, No. 1/2 3 65
Deviled Ham, 1/4 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
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
Hornity, No. 3 1 15@1 95
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 45
Mushrooms, Sur Extra 68
Peas, No. 2, E.J. 1 25@1 80
Peas, No. 2, Sift. 1 60@2 10
Peas, No. 2, Ex. Sift. 1 90@2 10
E. J. 1 90@2 10
Peas, Ex. Fine, French 32
Pumpkin, No. 3 1 60
Pumpkin, No. 10 3 75
Pimentos, 1/4, each 15@18
Pimentos, 1/2, each 27
Sw't Potatoes, No. 2 1/2 2 15
Saurkraut, No. 3 1 85
Succotash, No. 21 60@2 35
Succotash, No. 2, glass 3 35
Spinach, No. 1 1 45@1 75
Spinach, No. 2 1 45@1 75
Spinach, No. 10 7 25
Tomatoes, No. 2 1 45@1 65
Tomatoes, No. 3 1 90@2 25
Tomatoes, No. 2, glass 2 85
Tomatoes, No. 10 7 00

CATSUP.

B-nut, Large 2 95
B-nut, Small 1 80
Frazier's, 14 oz. 2 25
Libby, 14 oz. 2 25
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 25
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 40
Kraft American 2 75
Chili, small tins 1 40
Pimento, small tins 1 40
Roquefort, small tins 2 25
Camembert, small tins 2 25
Brick 19
Wisconsin Flats 19
Wisconsin Daisy 19
Longhorn 24
New York 24
Michigan Full Cream 17
Sap Sago 48

CHEWING GUM

Adams Black Jack 65
Adams Bloodberry 65
Adams Calif. Fruit 65
Adams Chaiots 65
Adams Sen Sen 65
Adams Yucatan 65
Beechman's Pepsin 65
Doublemint 70
Juicy Fruit 65
Sap Sago 1 25
Spearmint, Wrigleys 65
Spic-Spans 8oz. Flavors 65
Wrigley's P-K 65
Zeno 65

CHOCOLATE.

Baker, Caracas, 1/4s 35
Baker, Caracas, 1/2s 33
Baker, Premium, 1/4s 35
Baker, Premium, 1/2s 32
Baker, Premium, 1/4s 32
Hersheys, Premium, 1/4s 36
Hersheys, Premium, 1/2s 36
Runkle, Premium, 1/4s 34
Runkle, Premium, 1/2s 37
Vienna Sweet, 24s 1 75

COCOA

Baker's 1/4s 40
Baker's 1/2s 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 32
Hersheys, 1/2s 36
Huyler 26
Lowney, 1/4s 40
Lowney, 1/2s 40
Lowney, 1/4s 38
Lowney, 1/2 lb. cans 31
Van Houten, 1/4s 75
Van Houten, 1/2s 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 09
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 90
Sash Cord 4 00

COFFEE ROASTED

Bulk
Rio 16 1/2
Santos 23@24
Maracaibo 26
Guatemala 26
Java and Mocha 39
Bogota 27
Peaberry 26

McLaughlin's XXXX
McLaughlin's XXXX package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Coffee Extracts

N. Y., per 100 11
Frank's 50 pkgs. 4 25
Hummel's 50 1 lb. 09 1/2

CONDENSED MILK

Bagle, 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 40
Pet, Baby, 8 oz. 4 50
Silver Cow, Tall 4 40
Silver Cow, Baby 4 50
Van Camp, Baby 4 30
White House, Tall 4 25
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
Perfecto, 50s 95 00
Epicure, 50s 95 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 125 00
Victoria Tins 130 00
National, 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
Libra, 100s 35 00
Eventual, 50s 35 00
La Yebana, 25s 37 50
New Pantella, 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, 15 in pkg 96
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, 15 in pkg. 96
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 Flag 20 8 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 20
Falks Havana, 20, Pl. 9 75
Richm'd S Cut, 20, pl. 10 00
Richm'd 1 Cut, 20 ck. 10 00
Fatima, 20, Plain 9 20
Helmar, 20, Plain 10 50
English Ovals, 20 Pl. 10 50
Turkish Trop., 10 ck 11 50
London Life, 10, cork 11 50
Helmar, 10, Plain 11 50
Herbert Tarryton, 20 12 25
Egyptian Str., 10 ck. 12 00
Murad, 20, Plain 15 50
Murad, 10, cork or pl. 16 00
Murad, 20, cork or pl. 16 00
Luxury, 10, cork 16 00
Melachrino, No. 9, 10, cork or plain 16 00
Melachrino, 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
Pall 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
Phillips Morris, 10 20 00
Brening Own, 10, Pl. 28 00
Ambassador, 10 28 00
Benson & Hedges 55 00
Tuberettes 55 00

P. Lorrillard Brands.

Climax, 10c tins, doz. 96
Climax Smooth, plug 72
Climax Thick, per plug 72
Red Cross, 10c cuts 96
Red Cross, per plug 48

R. J. Reynolds Tobacco Co. Brands.

Apple, 5 lb. Butt, lb. 72
Caramel Twist, per lb. 96
Gravelly Superior, 10c 96
Humburg, per lb. 1 28
Kismet, per lb. 1 05
Liberty Bell, per lb. 1 65
Maritana, 15c Foil, dz. 1 44
Mickey Twist, per lb. 72

John J. Bagley & Co. Brands.

Maple Dip, per plug 56

SMOKING TOBACCO.

American Tobacco Co. Brands.

Banner, L. C., 10c, dz. 96
Banner, L. C., 40c, dz. 3 84
Blue Boar, 25c Foil 2 28
Blue Boar, 30c Vac tin 2 76
Bob White, gran. 10c 96
Bull Durham, 10c, dz. 96
Drum, Gran., 10c, dz. 96
Five Stars, 10c, doz. 96
Giant, L. C., 10c, dz. 96
Giant, L. C., 30c, dz. 2 88
Giant, L. C. Pails, dz. 6 84
Garrick, 30c Foil, dz. 2 70
Imperial Cube Cut, 30c 2 58
Lucky Strike, R. Cut 1 58
Myrtle Navy Plug Cut 1 96
Myrtle Navy, 15c Fo. 1 44
Navy, & A., 10c 96
Nigger Hair, 10c, doz. 96
Nigger Hair, Pails, dz. 8 40
Nigger Head, P. C. 10c 96
Old English, C. C. 16c 1 53
Peerless, L. C., 10c, 96
Peerless, L. C., 35c dz. 3 36
Peerless, L. C. Pails 7 44
Rob Roy, L. C., 10c 96
Rob Roy, L. C., 40c 8 84
Rob Roy, L. C., pails 8 40
Sweet Maple Scrap, 96
Soldier Boy, L. C., 10c 96
Soldier Boy, L. C., pail 7 32
Tuxedo, Gran. 15c foil 1 44
Tuxedo, Gran., 17c, dz. 1 53
Tuxedo, Gran. Cut 6 72
Yale Mix, 15 vac. tin 1 44

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, 10c, dz. 96
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. 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

J. J. Bagley & Co. Brands.

Mayflower, 16 oz., dz. 15 00

P. Lorrillard Brands.

Pioneer, 10c, doz. 96
Tiger, 10c, doz. 96
Tiger, 50c, doz. 4 80

Weyman Bruton Co. Brand

Right Cut, 10c

Summertime, 65c Pails 6 50
Sweet Tip Top, 10c, doz. 96
Velvet, Cut Plug, 10c 96
Velvet, Cut Plug, tins 1 72
Velvet, Cut Plug, 8 oz. 6 84
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, doz. 96
Union Leader, 15c, doz. 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., doz. 3 00
Reel Cut Plug, 10c, doz. 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, doz. 96
Big 9, Clip., 10c, doz. 96
Buck Shoe Scrap, 10c 96
Pinkerton, 30c, doz. 2 40
Pay Car Scrap, 10c, doz. 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. 96
Hazel Nut, 10c, doz. 96
Kleeko, 25c, doz. 2 40
Old Colony, Pl. C. 17c 1 53
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, doz. 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. Brands.
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 95
Lieberman, 10c, doz. 96
W. O. W., 6 oz., doz. 3 00
Royal Major, 10c, doz. 96
Royal Major, 6 oz., dz. 3 20
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 17
Peanut Squares 18
Horehound Tablets 18

Pop Corn Goods.
Cracker Jack, Prize 3 90
Checkers, Prize 3 90

Cough Drops
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 21
Pineapple Fudge 21
Italian Bon Bons 18
National Cream Mints 25
Silver King M. Mallows 30

CRISCO
36s, 24s and 12s. 20
Less than 5 case 20
Five cases 19 1/4
Ten cases 19
Twenty-five cases 18 3/4
6s and 4s. 19 1/4
Less than 5 cases 19 1/4
Five cases 18 3/4
Ten cases 18 3/4
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-ly print front cover is furnished without charge.

CREAM OF TARTAR
6 lb. boxes 40

DRIED FRUITS
Apples
Evap'd Choice, blk. 20
Apricots
Evaporated, Choice 30
Evaporated, Fancy 35

Citron
10 lb. box 40

Currents
Package, 15 oz. per lb. 18
Boxes, Bulk, per lb. 18

Peaches
Evap. Fancy, Unpeeled 21

Peel
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 @12
80-90 25 lb. boxes @13
70-80 25 lb. boxes @15
60-70 25 lb. boxes @16
50-60 25 lb. boxes @17
40-50 25 lb. boxes @18
30-40 25 lb. boxes @21

FARINACEOUS GOODS

Beans
Med. Hand Picked 08
Cal. Limas 11
Brown, Swedish 08 1/2
Red Kidney 08 1/2

Farina
25 1 lb. packages 3 20
Bulk, per 100 lbs. 06 1/2

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. 07
Split lb. 09

Sago
East India 06 1/2

Tapoca
Pearl, 100 lb. sacks 06 1/2
Minute, 8 oz., 3 doz. 4 05
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

Line Lines
Small, per 100 yards 6 65
Medium, per 100 yards 7 25
Large, per 100 yards 9 00

Flats
No. 1 1/2, per gross wd. 5 00
No. 2, per gross, wood 5 50
No. 2 1/2, per gross, wood 7 50

Hooks-Kirby
Size 1-12, per 1 000 1 05
Size 1-0, per 1 000 1 90
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 1/2 Ounce 3 25
4 Ounce 5 00
8 Ounce 8 50
7 Dram, Assorted 1 35
1 1/2 Ounce, Assorted 1 75

FLOUR AND FEED
Valley City Milling Co.
Lily White, 1/2 Paper sack 9 20
Harvest Queen, 24 1/2 9 20
Light Loaf Spring Wheat, 24 1/2 9 60
Roller Champion, 24 1/2 8 80
Snow Flake, 24 1/2 7 20
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 80
Buckwheat Compound, 5 lb. sack 4 80

Watson Higgins Milling Co.
New Perfection, 1/4s. 8 50

Meal
Gr. Grain M. Co.
Bolted 2 25
Golden Granulated 2 45

Wheat
No. 1 Red 1 28
No. 1 White 1 25

Oats
Carlots 45
Less than Carlots 48

Corn
Carlots 68
Less than Carlots 72

Hay
Carlots 22 00
Less than Carlots 24 00

Feed
Street Car Feed 30 00
No. 1 Corn & Oat Fd 30 00
Cracked Corn 30 00
Coarse Corn Meal 30 00

FRUIT JARS
Mason, pts., per gross 7 55
Mason, qts., pr gross 8 80
Mason, 1/2 gal., gross 11 80
Ideal Glass Top, pts. 9 30
Ideal Glass Top, qts. 10 80
Ideal Glass Top, 1/2 gallon 15 00

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 10
Calfskin, green, No. 2 08 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
Lambs 10@25
Shearlings 08@15

Tallow
Prime 5@
No. 1 4@
No. 2 3@

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., doz. 2 00
O. B., 15 oz., per doz. 2 25

JELLY GLASSES
8 oz., per doz. 35

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 25

Safety Matches.
Red Top, 5 gro. case 5 75
Sociable, per gro. 1 00

MINCE MEAT.
None Such, 3 doz. 4 85
Quaker, 3 doz. case 4 00
Gutches, 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, Plain 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 70
Dove, 6, 10 lb. Blue L. 4 45
Palmetto, 24, 2 1/2 lb. 4 50

NUTS.
Whole
Almonds, Terregona 22
Brazil, Large 14
Fancy mixed 21
Filberts, 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 1/2
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
4 1/2 oz. Jar, plain, dz. 1 60
5 1/2 oz. Jar, pl., doz. 1 35
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 1/4

PETROLEUM PRODUCTS
Iron Barrels
Perfection Kerosine 12.4
Red Crown Gasoline, 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
Silver Flake, 10 Fam. 1 90
Quaker, 18 Regular 1 80
Quaker, 12s Family 2 65
Mothers, 10s, Family 2 80
Silver Flake, 18 Reg. 1 45
Sacks, 90 lb. Jute 2 60
Sacks, 90 lb. Cotton 2 75

SALAD DRESSING
Durkee's large, 1 doz. 6 75
Durkee's med., 2 doz. 7 35
Durkee's Picnic, 2 dz. 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 cs 2 50
Granulated, 36 2 1/2 lb. packages 2 60

COD FISH.
Middles, 1 lb. Pure 16 1/2
Tablets, 1 lb. Pure 22
Tablets, 1/2 lb. Pure 1 40
doz. 24
Wood boxes, Pure 19
Porter House, 1 lb. Tab. 12
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.
Top 12 1/2
Good 11
Medium 09

Lamb.
Good 31
Medium 29
Poor 25

Mutton.
Good 21
Medium 18
Poor 16
Heavy hogs 10
Medium hogs 13 1/2
Light hogs 13 1/2
Sows and stags 10
Loins 23
Butts 19
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 1/4
Pure in tierces 13@13 1/2
Compound Lard 13@13 1/2
69 lb. tubs advance 1/4
50 lb. tubs advance 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 15 @16
Picnic Boiled Hams 30 @32
Boiled Hams 44 @48
Minced Hams 14 @15
Bacon 22 @33

Beef
Boneless 23 00@24 00
Rump, new 23 00@24 00

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

Pig's Feet
1/4 bbls. 2 15
1/4 bbls., 35 lbs. 4 00
1/4 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
Beef, 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
Silver Flake, 10 Fam. 1 90
Quaker, 18 Regular 1 80
Quaker, 12s Family 2 65
Mothers, 10s, Family 2 80
Silver Flake, 18 Reg. 1 45

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.---	58
Blocks, 50 lb.---	52
Butter Salt, 280 lb bbl.---	4 50
Baker Salt, 280 lb. bbl.---	4 25
100, 3 lb. Table---	6 30
60, 5 lb. Table---	5 80
30, 10 lb. Table---	5 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
Bixby's, 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 35
654 Stove Enamel, dz.---	2 85
Vulcanol, No. 5, doz.---	95
Vulcanol, No. 10, doz.---	1 35
Stovoll, per doz.---	3 00

SOAP.	
Am. Family, 100 box---	5 75
Export, 120 box---	4 65
Flake White, 100 box---	4 90
Fels Naptha, 100 box---	5 60
Grdina White Na. 100s---	4 85
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 00
Grandpa Tar, 50 Lge---	3 35
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. Pow. 60-16s---	3 65
Star Nap. Pw., 100-10s---	3 85
Star Nap. Pw., 24-60s---	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, \$4.50 per case

WASHING POWDERS.	
Bon Ami Pd, 3 dz. bx---	3 75
Bon Ami Cake, 3 dz.---	3 25
Clinaline, 4 doz.---	4 20
Grandma, 100, 5c---	3 90
Grandma, 24 Large---	3 80
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 00
Queen Ann, 60 oz.---	6 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
Sapolio, 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, Cochon---	@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---	@55
Cassia, Canton---	@25
Ginger, African---	@22
Mustard---	@31
Mace, Penang---	@75
Nutmegs---	@32
Pepper, Black---	@20
Pepper, White---	@29
Pepper, Cayenne---	@32
Paprika, Spanish---	@42
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 1/4
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.	
Domino, 6 5 lb. cans---	2 50
Bbls., bulk, per gal.---	30

Old Manse.	
6, 10 lb. cans---	9 40
12, 5 lb. cans---	9 40
24, 2 1/2 lb. cans---	1 40
24, 1 1/4 lb. cans---	7 00
5 gal. jacket cans, ea.---	7 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---	8 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. bottles---	5 75
12, quart bottles---	4 75

Ko-Ka-Ma.	
6, 10 lb. cans---	5 15
12, 5 lb. cans---	5 65
24, 2 1/2 lb. cans---	6 40
5 gal. jacket cans, ea.---	3 90
36, 8 oz. bottles---	4 25
24, pint bottles---	4 50
24, 18 oz. bottles---	4 50

TABLE SAUCES.	
Lea & Perrin, large---	5 75
Lea & Perrin, small---	3 35
Pepper---	1 60
Royal Mint---	2 40
Tobasco---	2 75
Sho You, 9 oz., doz.---	2 70
A-1, large---	5 75
A-1, small---	3 80
Capers---	1 80

TEA.	
Japan.	
Medium---	32@38
Choice---	40@43
Fancy---	54@57
No. 1 Nibbs---	58
1 lb. pkg. Siftings---	15
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---	30
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
Packages no charge.	

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---	90
Market, extra---	1 40
Splint, large---	8 50
Splint, medium---	7 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 35
9 lb. Cot. Mop Heads---	1 40
12 lb. Cot. Mop Heads---	1 80

Pails	
10 qt. Galvanized---	2 00
12 qt. Galvanized d.---	2 20
14 qt. Galvanized---	2 40
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---	75
Mouse, tin, 5 holes---	70
Rat, wood---	1 00
Rat, spring---	1 00
Mouse, spring---	30

Tubs	
Large Galvanized---	7 50
Medium Galvanized---	6 50
Small Galvanized---	5 75

Washboards	
Banner Globe---	5 75
Brass, Single---	6 75
Glass, Single---	7 00
Double Peerless---	3 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---	06
Kraft---	09

YEAST CAKE	
Magie, 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

Berry and Cherry Crops Both Large.

Chicago, May 2—Michigan canners held a fine convention last week which was well attended.

It developed that the sales of berries for future delivery from the 1922 output have been heavy, and all berry canners firm and unyielding in their views as to prices. A condition has developed which may cause them some trouble as to a supply of berries and cherries, for several pre-cooling plants have been established in the State, similar in operation to those established in Oregon and Washington last year.

These pre-cooling plants are conducted by buyers of fresh fruits who buy the berries in crates as they come on the market, run them through these plants reducing the temperature to a very low point, and then load them in iced cars. In this manner the berries can be shipped to long distances and are not endangered by delays in shipments, but arrive at their destination in perfect condition. Canners fear that this system will enable the shippers of fresh fruits to pay more for the berries than the canners can afford to pay, and thereby take away from them supplies they expected to put into cans.

These plants proved very potent and profitable in Washington and Oregon last year, and more cars of fresh berries were shipped than ever before, while canners were compelled to make very short deliveries.

No damage by frost to any of the early fruits in Michigan is noticeable. The crop that is most in danger just now is the cherry crop which promises a good yield, both in the Northern and Southern sections of the lower peninsula of Michigan, but a killing frost would bring ruin to that crop if it comes within the next week. The cherry crop of Central New York is reported to have been seriously frost damaged.

Chicago brokers report that the business in canned foods for April was a great improvement over March. Their opinion of the effect of the recent reorganization and receiverships of a few big canneries is that it will be entirely confined to canned corn spot and future, and that no other kinds of canned foods will be sympathetically affected.

They also think that the effect on the canned corn market will be temporary, and that when it is learned that a large number of corn canneries will not operate at all, there is likely to be some speculative buying in canned corn among those who have sold futures to the retail trade. It is realized that the article cannot be packed at prevailing prices except under perfect conditions of weather and crop production, and even then that no profit could be made by the canners. A heavily reduced output is predicted for these reasons.

The Sears & Nichols Co. has issued a supplementary statement to the effect that their future orders sold will

all be provided for, and that as their assets are greatly in excess of their liabilities they hope to soon have the company out of the receivership. It will however proceed until then in the conduct of its business under the receivership and control of the courts.

Relative Merits of Six and Eight Cylinders.

Detroit, May 3—We note in recent issues of the Tradesman a discussion of the relative merits of the six cylinder and eight cylinder types of automobile motors. The following is an exposition of the merits of the eight cylinder engine as exemplified in the Cadillac:

In the eight cylinder engine the power impulses overlap, so that not only is turning effort exerted on the crankshaft continuously, but for approximately 50 per cent. of the time two or more cylinders are delivering power simultaneously. The result is a very flexible power plan which meets the slow speed requirements of modern city traffic without gear shifting, and which has fluent power for rapid acceleration to extreme speeds.

In the eight cylinder car, greater efficiency is made possible by carrying higher compression. One of the important efficiency factors is the compression pressure, which is, however, limited in pressure by pre-ignition. The easier cooling of the smaller pistons of the eight cylinder engine allows an increase in the compression pressure, without the rise in temperature from which pre-ignition results.

The high speed and smooth running of the eight cylinder engine are due principally to the reduction of inertia forces accomplished by the use of lighter reciprocating parts. In the pistons especially is evidenced the elimination of unnecessary weight, made possible by the less severe impulses and smaller cylinders which accompany the multi-cylinder design.

When one considers that in the modern multi-cylinder engine at high speed each piston travels at a tremendously high velocity and stops and starts more than eighty times per second, the relationship between speed and weight of the reciprocating parts becomes clear.

Cadillac Motor Car Co.

Confidence and Patronage



go hand in hand. Everyone likes to patronize the store that can always be depended upon to supply merchandise of reliable quality.

VAN DUZER'S
Certified Flavoring
Extracts

is one of the quality lines that is sold by progressive grocers, not only because of the good profit it brings, but also because it results in increased patronage. There are no better flavoring extracts made.

Van Duzer Extract Co. New York, N. Y.
Springfield, Mass.

The Jesse James Type of Hotel Keeper.

Cadillac, May 2—Quite recently, while trying to appease my appetite with an indigestible meal in one of our small town hotels, I wondered if the owner (self-styled manager) realized just what kind of food he was serving to his patrons, or if he ever tried to eat any of it. These kind of meals might be all right for a mule driver or some one with cast-iron intestines, but not for a human with ordinary digestive organs.

There is not an excuse of any nature for a hotel or cafe serving meals that are half prepared or unfit for human consumption.

Yet there is one thing they put out good, and that is their hand, and that is good for taking our dollars.

These so-called hotel keepers would make a better success at slopping hogs or herding sheep than by trying to kid themselves into making a success at running the mis-named hostelry. It is absolutely wonderful how they do it and get away with it without the public putting up a protest—a kick, if you prefer. The traveling public made allowances during the past few years, owing to the high prices and the scarcity of efficient help, and now the hotel managers or owners are taking the stand that the public should continue to put up with the service offered—not rendered.

There is an end to all things—even robbery by the Jesse James type of hotel keeper. His time in business is getting shorter every day, and when the verdict of public opinion is heard and the sentence imposed there will not be a court in the world to which he can appeal for a new trial, because he convicted and sentenced himself—convicted himself on the service and sentenced himself with a guilty conscience. No, we do not want something for nothing, but we do want what we pay for. The hotel is our home while on the road and we pay money for this temporary home and we should demand that we get the accommodations.

Some of these hotel keepers get a newspaper or a magazine that a guest has left and read where the hotels in the larger cities are charging certain rates, and they think that because they have the sign HOTEL nailed to the tree or post in front of their shack, the same rates should prevail as in the cities. The war is over, and prices have been reduced, so why can not these hotels reduce their rates?

There is law on the statutes of this State for punishing people who hold up the public with a gun, but none to punish the Jesse James type of hotel keeper who holds up its patrons with high rates. It is unsafe to enter some of these '49 style of places without first having locked your pocketbook in the safety deposit box in the bank.

Jerry.

Meeting of National Sample Men's Association.

Indianapolis, May 2—The ninth annual convention of the National Sample Men's Association will be held in Louisville, Kentucky, May 15, 16 and 17. In previous years the convention has alternated between Chicago, St. Louis and Omaha.

Representatives of most of the leading wholesale dry goods houses in America are expected to attend this convention. It will be a gathering of sample managers, advertising managers and sales managers interested in selling more merchandise through improved methods of sampling. This applies particularly to lines of merchandise sold by salesmen from sample lines carried in trunks, shown on sample cards or swatches, by photographs, miniature models, etc.

The membership of the National Sample Men's Association now numbers approximately sixty concerns, representing leading wholesale houses and manufacturers selling to the dry

goods and notion trade in all parts of the country.

Experts from the Association's own membership will make speeches and lead discussions on each of the following twelve main divisions into which the program for this year has been divided, and most of the talks will take on added interest through the display of various exhibits, showing how different firms sample each line. An outline of the program follows:

1. Staple dry goods and all piece goods.
2. House furnishings, blankets, draperies, rugs, linoleums, bed spreads etc.
3. Ladies' ready-to-wear.
4. Notions and novelties.
5. Hosiery, underwear, knit goods.
6. Men's furnishings.
7. Work clothing and shirts.
8. Relation of sales to sampling.
9. Printing, cataloging and price changes.
10. Trunks, telescopes and equipment
11. Past, present and future of N. S. M. A.
12. Exhibits of photographs and sampling equipment by various manufacturers.

Attendance at the convention this year will not be restricted to members only (except at the executive sessions), but the general meetings will be open to all interested persons in an effort to prove to all firms interested in such subjects the real merit of the N. S. M. A. The general sessions will be held in convention hall of the Henry Watterson Hotel, and arrangements have been made for rooms at the Plaza Hotel for the delegates and guests at the convention. An unusually good attendance is expected this year owing to the fact that the Derby races are also being held in Louisville at the same time as this convention.

Briant Sando, President.

A legal point: When you buy from sample the goods must all be up to sample. When you buy from stock, you agree to take the stock as it runs unless otherwise stated.



WHEN U THINK OF A
Business Education
THINK OF



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

New Term { Day { Starts
Evening { Jan. 30.

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.

BUSINESS WANTS DEPARTMENT

Advertisements inserted under this head for five cents a word the first insertion and four cents a word for each subsequent continuous insertion. If set in capital letters, double price. No charge less than 50 cents. Small display advertisements in this department, \$3 per inch. Payment with order is required, as amounts are too small to open accounts.

Wanted—To hear from owner of good general merchandise store for sale. Cash price, particulars. D. F. Bush, Minneapolis, Minn. 716

Want to hear from a party owning a good general merchandise business or other business for sale. State cash price and particulars. John J. Black, 130 St., Chippewa Falls, Wisconsin. 721

For Rent or Sale—Great opportunity for the druggist who is looking for the right location. Fine room, 22x85, brick. Very best location, in best manufacturing town. Reasonable rent. Ready May 10. For particulars, address No. 743, care Michigan Tradesman. 743

For Sale—Six practically new Singer power machines complete with shafting and dies for cutting out canvas gloves. Price \$250. Iver Peterson, Frankfort, Mich. 744

Price Tickets and Feature Cards—Send for samples. Co-Operative Printing Co., Armada, Mich. 746

WANTED—Experienced practical builders hardware man, one competent to handle the largest blue prints and all builders hardware for large construction jobs. None but experienced men need apply. State age, number of years experience, where now employed, and salary expected. THE EDWARDS & CHAMBERLAIN HDWE. CO., KALAMAZOO, MICH. 747

WANTED—Salesmen calling on the grocery trade in Michigan, Indiana, and Ohio to take orders for the FAMOUS KALAMAZOO CELERY. Good proposition. Apply by mail. Peerless Celery Co., Kalamazoo, Mich. 748

For Sale—Clean stock of hardware, stoves, paint, plumbing and tinshop, windmill and well work in good dairy community. Invoice about \$10,000. In corner brick building, seven-room flat above, steam heat, electric lights. Reasonable rent. V. J. Stevens, Maple Park, Ill. 749

For Sale—Grocery stock and fixtures in Kalamazoo. Good lease. Good location. Quick sale required. B. E. Sweetland, Wayland, Mich. Bell phone. 750

WILL EXCHANGE—I have a fine lot of 2500 dozen Swiss Pattern Files in fine selection of sizes and cuts. Will trade for twist drill stock or other mill supplies or hardware. Files are all new, first quality, and many are Grobet. Original packages. Can offer attractive price. P. O. Box 2117, Philadelphia. 751

WANTED—To hear from some one interested in the general dry goods and shoe business wishing to establish in a small town where competition is small. Address No. 752, care Michigan Tradesman. 752

For Sale—One Singer shoe patching machine. Price \$35. Iver Peterson, Frankfort, Mich. 745

For Rent—A well located store in Three Rivers, Michigan, suitable for furniture and undertaking business. Only one competitor—a fine business opportunity. Address John Tripp, Charlotte, Mich. 753

For Sale—Stock of general merchandise and fixtures in small railroad town. Doing good business. Good reason for selling. Address No. 739, care Michigan Tradesman. 739

For Sale—Complete line of building material. Also handle farm produce, hay, feed and grain. One lumber warehouse and two lumber sheds with plenty of land for handling the business. This business will bear the closest investigation. Good reasons for selling. Tustin Warehouse Co., Tustin, Mich. 740

1000 letterheads or envelopes \$3.75. Copper Journal, Hancock, Mich. 150

For Sale—Cash registers and store fixtures. Agency for Standard computing scales. Dickery Dick, Muskegon, Mich. 643

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

FOR SALE—One of Muskegon's best located garages. Doing a nice business. Good automobile agency can be secured. Will give reason for selling. Full particulars, write or phone GREAT SCOTT CORPORATION, Grand Rapids, Mich. 754

RARE BUSINESS OPPORTUNITY—To one who can invest, with or without services, five to ten thousand dollars in an old established wholesale produce business in Central Michigan. Address No. 734, care Michigan Tradesman. 734

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

Salesmen—Profitable side line. Carry samples in pocket. Address Copper Journal, Hancock, Mich. 574

For Sale—Wardrobes, suitable for men's and boys' clothing. Dickery Dick, Muskegon, Michigan. 723

REBUILT CASH REGISTER CO., Inc.

Cash Registers, Computing Scales, Adding Machines, Typewriters And Other Store and Office Specialties. 122 N. Washington, SAGINAW, Mich. Repairs and Supplies for all makes.

TAKING INVENTORY

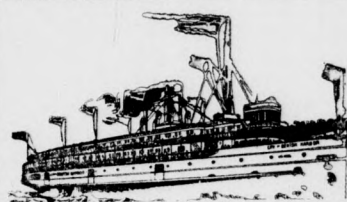
Ask about our way
BARLOW BROS. Grand Rapids, Mich.

Sand Lime Brick

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

Brick is Everlasting

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



Graham & Morton
TO

CHICAGO
Michigan Railroad
Boat Train 7 p. m.

G. R. Time

Sundays—Tuesdays—Thursdays

FREIGHT RATES LOWER

Telephones
Freight—Citz., 64241; Bell, M-3116
Passenger—Citz., 4322; Bell, M-4470
MICHIGAN RAILWAY LINES

CREASEY THE CROOK.

Pay No Attention To His Threatening Letters.

Many of the Tradesman's readers have received threatening letters from an alleged collection agency in Louisville, reading as follows:

Louisville, April 25—We have in our hands the claim of the Creasey Corporation against you in the form of notes and interest, amounting to \$293.75.

On account of the stringency in the money market and the tightening in financial affairs and the calling of loans, it will be necessary to handle these notes in a vigorous manner and we cannot waste time writing letters to debtor.

Our client has given this debtor every opportunity to pay these notes and it has come to the point where they cannot finance any longer. This debtor cannot dispute the validity of these notes, for, in addition to the notes, debtor signed a contract, which allows debtor no grounds for dispute as it is printed in the contract "the agent or solicitor taking this application is not authorized to make any other contract, except as herein printed." Courts in different states have held this contract valid and enforced it in suits we have filed.

Before we send these notes to you for collection, we want to know if you are in a position to follow our instructions and take the action that we will direct. If it is necessary to run an attachment to enforce payment of these notes, we want to do so, or, if in your opinion it is advisable to put a receiver in debtor's business getting control of debtor's assets, so same cannot be wasted in any way.

Where a debtor is honest and cannot pay all of these notes at once and is willing to send us post-dated checks to cover same, we will accept a settlement of this kind, but where they decline to do so and force us to the necessity of taking legal action, we are determined to go the limit even if it results in closing debtor's place and put debtor out of business.

There is no use taking this matter up with the debtor or of writing any letters, for all of client's requests for settlement have been ignored and debtor is not entitled to any further consideration. Kindly let us hear from you by return mail as this is a matter of importance and will need immediate attention.

Very truly yours,
American Adjustment Co.,
W. D. Burton, President.

In all cases the Tradesman advises the victims of the Creasey swindle to pay no attention to the threatening letters, because the Louisville concern dare not start suit against any merchant. The notes were invariably obtained by fraud and can be successfully defended by the makers on that ground.

The threat to put the merchant who refuses to pay into the hands of a receiver is too foolish to be given serious consideration by any thinking dealer. It is barely possible that such threats sent through the mails constitute a violation of the postal laws, punishable by both fine and imprisonment.

It is well to remember that "barking dogs never bite" and that cheats and crooks of the Creasey stripe never dare show their faces in court.

Late News From the Fourth Largest City.

Detroit, May 2—The growth of Detroit from 465,000 (1910 census) to over 1,000,000 in 1921 has been one of the most wonderful developments of the last decade. The wholesale mer-

chants of Detroit have kept abreast of the city's expansion until to-day they are conceded to be in the front rank among the larger cities of this country. With its commercial growth Detroit transportation facilities have been accordingly strengthened, both by rail and water.

Hanan & Son will open their own retail shoe store in Detroit soon. It will be located at 40 Adams avenue, West, in the New Stroh building, just a half block from the big R. H. Fyfe building. W. H. Jones, who will be the resident manager, anticipates being in the new shop and doing business about May 1. For some years Hanan shoes have been sold exclusively in Detroit at the S. L. Bird store.

Several important changes in the executive personnel are announced by Dodge Brothers. C. W. Matheson has been advanced from general sales manager to vice-president in charge of sales; John A. Nichols, Jr., promoted from director of field operations to general sales manager; John H. Gordon, from New York district representative to director of distribution. Mr. Gordon succeeds J. E. French, who resigned to take over the Dodge Brothers dealership in San Francisco, where he maintained his headquarters for several years as Dodge Brothers district representative.

The new J. E. Wilson Boot Shop, in the basement of the Baumgartner Fashion Store for men, at Washington Boulevard and Grand River avenue, has been formally opened. It is a very beautiful store catering exclusively to men. Mr. Wilson was for many years manager of the Walk-Over shoe stores in Detroit.

Thursday evening, at the annual banquet of the Michigan Manufacturers' Association, to be held in the Hotel Statler, Gov. Groesbeck will speak on "Taxation and Public Expenditures." Gov. Groesbeck will be followed by President Burton of the University of Michigan, who will speak on "The Industries and the University." A large attendance is expected.

The entire second floor of the C. H. Baker store, at Farmer and Monroe streets, has been enlarged and remodeled to provide adequate space for the women's department. Individual chairs are provided and there are show cases for hosiery and other things carried by the modern shoe stores catering to women.

Several retail merchants have recently added the radio for receiving messages. They are getting the Detroit news, concerts, and are advertising the fact all over their respective neighborhoods.

The initiation and installation of the new officers of the Detroit Retail Shoe Dealers' Association will take place sometime this month. The committee in charge is planning one of the greatest gatherings of local shoe men ever held in the city.

Claude E. Mulkey announces the establishment of the firm of C. E. Mulkey & Company, with offices in the Dime Bank Building. This firm will deal in all forms of investment securities.

In addition to the original shop at 14 Michigan avenue, the Emerson Shoe Co. now has three other stores, making a total of four in this city. The latest institutions are at 2321 Woodward avenue, 640 Woodward avenue and 14,004 Woodward avenue, which is in Highland Park. The stores at 14 Michigan and 640 Woodward avenue carry only men's shoes the other stores carrying both women's and men's.

Children's Sight.

An examination made in a large American city showed that 66 per cent. of several thousand school children inspected had vision so far defective as to warrant the wearing of glasses.

Buy Flour For Early Requirements.

Written for the Tradesman.

Cash wheat to-day is only 4c under the high point reached on this crop and the general impression of well informed grain traders is that there will not be material changes in the price of wheat to new crop receipts.

During the past sixty days there has been quite a wide fluctuation in prices. The last half of February showed quite an advance, but the first half of March recorded a like decline. Present prices are slightly above the average of these two extremes and appear in a reasonably strong position.

The first spring report on Kansas wheat crop conditions, just issued by the State Board of Agriculture, shows an abandonment of 26.3 per cent. and an average condition of 73.9 per cent. This compares with the Government report of April 1 of 65 per cent. for condition.

Based on the recent report of the State Board of Agriculture of Kansas, 106,000,000 bushels of wheat will be harvested in that State, against approximately 129,000,000 bushels a year ago. During the past twenty years, only one year has shown a lower condition than 73.9 per cent.

The damage and loss and abandonment is almost wholly due to dry weather during the late fall and winter, with the late seeding suffering the most. Winds were an element causing loss in the Southwestern counties, while just recently a half dozen counties in the Southeastern section of the State suffered severely from floods.

No material damage has been reported at any time from insects.

Conditions in the soft winter wheat sections are fairly good. Somewhat better than an average crop is predicted.

Spring wheat seeding has not progressed so rapidly as was desired, owing to the rather backward weather. No definite statement as yet has been made concerning this.

All in all, wheat is in reasonably strong position and, unless unexpected improvement or unusual additional losses are sustained, there should not be a great variation in prices during the next fifty or sixty days. The trade can profitably cover their requirements in flour, but there seems to be no element in the price situation that would make it appear advisable to buy beyond early requirements for future delivery.

Lloyd E. Smith.

Marked Improvement in Conditions at the Statler.

Grand Rapids, May 2—A year ago I had a series of very unpleasant experiences at the Statler Hotel, Detroit, which served to emphasize the fact that the much-lauded "Statler service" was a good deal of a joke. A three day stop at the Statler last week disclosed the fact that while some things have been greatly improved, there is still room for more improvement, as there probably always will be in any organization which is directed and maintained by human beings. On registering at the hotel I was assigned to a room—arranged for a week in advance—which was in an exceedingly sorry condition, so far as cleanliness and attractiveness were concerned. There were no towels, no soap or other toilet conveniences. The

bed had evidently been slept on—not in—by the last occupant, because the bedspread and one pillow case were soiled. Complaint at the office resulted in immediate attention to the matter. The food and service in the several attractive dining rooms of the Statler appear to be better than ever before. The prices are certainly reasonable. The \$1.50 dinner served each night is nearly up to the standard of the Post Tavern dinner, which is saying a good deal. There is an unfortunate tendency to crowd the elevators too full for either comfort or safety. The cashier who accepts your money on leaving appears to take keen delight in throwing your change at you, as though she were feeding a dog, instead of dealing with human beings. In several instances I observed the silver portion of the change rolled off on the floor, causing unseemingly scrambles on the part of departing guests to recover their property. Taken as a whole, the criticisms made by the writer a year ago appear to have borne good fruit, because many of the abuses therein referred to have been utterly eliminated. Mr. Statler evidently wants things right and, considering that he has five mammoth hotels on his hands, he certainly gets a greater degree of co-operation from his employees than any other large hotel manager with whom I am acquainted.

E. A. Stowe.

Beware of D. E. Jacobson, Common Swindler.

The Tradesman again warns its readers to beware of D. E. Jacobson, who has recently been conducting a stock sales business from a room in the Murphy building, Detroit, under the style of the National Investment Corporation. Jacobson makes a strong plea for advanced payments by his victims and then repays them for the confidence they repose in him by making way with the money, instead of arranging with his principals to have the stock issued in due form. He attempts to cover up his misdeeds by making promises he has no idea of ever keeping and uttering falsehoods which serve only to add to the contempt in which he is held by all who trust him. Although he was suspended as a stock salesman March 2—and had full knowledge of the fact—he illegally and criminally solicited stock orders the day following and took money for securities he sold contrary to law. The sooner he is landed behind the bars the better it will be for all concerned.

Creditors Will Receive Little.

Grayling, May 2—I have completed the inventory of the Railway Men's Union Co-operative Association a corporation of which I am trustee. It is as follows:

Merchandise	\$1686.61
Accounts of doubtful value ..	1921.93
Fixtures	634.25

Total

\$4242.79

In addition to above fixtures there is a National cash register on which there is a lien of \$402.50 and it is very doubtful whether there will be anything over the lien realized for creditors. The book accounts are of doubtful value.

Remaining stock and fixtures will be sold May 8, at 1 o'clock in the afternoon at Grayling, and notices of sale have been posted.

The real estate was purchased on a land contract. There is owing over \$2,500 and considerable interest and there is not much if any to be realized on the equity in it.

Nels Anderson, Trustee.



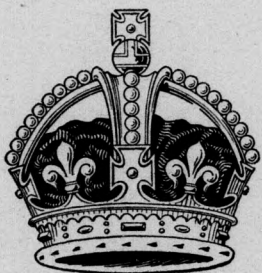
When Cars Pass You On the Road



you can bet a large percentage of them use



Red Crown Gasoline



If you love action—and get a thrill from shooting out ahead of the rest—use Red Crown, there is no gasoline made that surpasses it.

Red Crown is good motor gasoline. Not only does it insure a quick “get-away”, but it causes your engine to accelerate smoothly and deliver the maximum power and speed it is capable of developing.

Red Crown is made to produce an abundance of power. Its chain of boiling point fractions is so arranged as to give to the piston an action closely approximating the smooth, even stroke of the steam engine.

It is impossible to manufacture a more economical gasoline for use in the automobile engine.



STANDARD OIL COMPANY

(INDIANA)

CHICAGO

ILLINOIS



NATIONAL GROCER COMPANY

WHOLESALE GROCERS

F.C. LETTS, PRESIDENT
CHICAGO, ILL.
C. ELLIOTT, VICE PRESIDENT
DETROIT, MICH.
E.A. KRUISINGA, GENERAL MANAGER
DETROIT, MICH.
W.I. COLWELL, SECY & TREAS.
DETROIT, MICH.

GENERAL OFFICES AND MILLS
125 LARNED STREET WEST
DETROIT

OPERATING JOBBING HOUSES AND BRANCHES

DETROIT, MICH.
SAGINAW, MICH.
BAY CITY, MICH.
JACKSON, MICH.
LANSING, MICH.
CADILLAC, MICH.
GRAND RAPIDS, MICH.
SAULT STE. MARIE, MICH.
TRAVERSE CITY, MICH.
SOUTH BEND, IND.
PORT HURON, MICH.
LUDINGTON, MICH.
MANISTIQUE, MICH.
ESCANABA, MICH.
OWOSSO, MICH.
DECATUR, ILL.

*Foreshadows
Satisfaction*



Roasted and
Packed by
National Grocer
Mills, Detroit

Sold by all good Dealers

*- and a Good
Cigar -*

ONE of the LIGHT HOUSE COFFEE advertisements appearing weekly in newspapers throughout Michigan. This campaign is helping you sell LIGHT HOUSE.