

HE WHO PLANTS A TREE

He who plants a tree
Plants hope;
Rootlets up through fibers blindly grope;
Leaves unfold into horizons free;
So man's life must climb
From the clods of time
Unto heavens sublime.
Canst thou prophesy, thou little tree,
What the glory of thy boughs shall be?

He who plants a tree
Plants a joy;
Plants a comfort that will never cloy.
Every day a fresh reality,
Beautiful and strong,
To whose shelter throng
Creatures blithe with song.
If thou couldst but know, thou happy tree,
Of the bliss that shall inhabit thee!

He who plants a tree,
He plants peace.
Under its green curtains jargons cease;
Leaf and zephyr murmur soothingly;
Shadows soft with sleep
Down tired eyelids creep,
Balm of slumber deep,
Never hast thou dreamed, thou blessed tree
Of the benediction thou shalt be.

He who plants a tree,
He plants youth;
Vigor won for centuries in sooth;
Life of time that hints eternity;
Boughs their strength uprear;
New shoots every year
On old growth appear.
Thou shalt teach the ages, sturdy tree,
Youth of soul is immortality.

He who plants a tree,
He plants love,
Tents of coolness spreading out above
Wayfarers he may not live to see.
Gifts that grow are best;
Hands that bless are best;
Plant! Life does the rest.
Heaven and earth help him who plants a tree,
And his work its own reward will be.

Lucy Larcom.

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and
Red Hen
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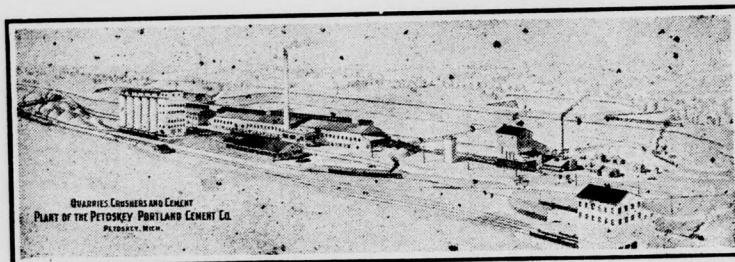
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Petoskey Portland Cement Co.

General Office,

Petoskey, Michigan

MICHIGAN TRADESMAN

Thirty-Ninth Year

GRAND RAPIDS, WEDNESDAY, MAY 17, 1922

Number 2017

MICHIGAN TRADESMAN

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

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OF BUSINESS MEN.

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ECONOMIC READJUSTMENT.

For nearly two years the business world has been talking of readjustment. Economists and statisticians occasionally drop a statement to the effect that this process is not yet complete, and it has been asked when are we to know that the final steps have been taken. This is a question to which it is difficult to give a definite answer. When we have completed "readjusting," changes and fluctuations will continue, for business is never static. The changes which are incidental to the processes of readjustment will gradually shade off into others that are wholly normal, and many business concerns will probably never be able to tell the exact point at which they crossed the line. Obviously, readjustment does not mean a return to the pre-war status; in many cases what we call a move towards normality will mean progress away from such conditions as prevailed in 1913.

It is also to be noted that readjustment will not be completed in all lines simultaneously. In some businesses it is already accomplished, or very nearly so, while in others much time must elapse before the last steps are taken. Speaking in the most general terms, it may be said that the completion of readjustment involves the correction in the present inequalities in prices as between different groups of commodities, the elimination of remaining inequalities in wages as between different groups of workers, the restoration of the farmers' buying power, the further thawing of frozen credits, the reduction of unemployment, lower taxation, and greater economy in Government, the deflation of rents, the rehabilitation of the railways, and eventually the lowering of freight rates, the recuperation of Europe, and the revival of our foreign trade.

Perhaps the foregoing statement may be simplified by stating that readjustment will be completed when production costs and buying power

are once more brought into harmony. They got out of harmony in the spring of 1920 and still more so during the fall and winter of that year, and they are now slowly getting back again. The process has not been an easy one, but has been accompanied by "consumers' strikes," strikes of workers, agitation for cheap money, pleas for Government assistance to certain industries, an increase in business failures, unemployment, and so forth. It is now evident, however, that the worst of these troubles lie behind us and that business is very nearly "out of the woods." Producers and distributors are making strenuous efforts to reduce their operating expenses, surplus stocks have been steadily reduced, and the demand for the products of basic industries is increasing, giving rise to more employment and helping to restore the consumers' purchasing power. Eventually production and consumption will once more be brought into a state of relative equilibrium, and once this is attained business may again be described as "normal."

HELP TRADE ASSOCIATIONS.

Secretary Hoover has prepared a simple plan for clarifying the legal status of trade associations. He proposes the extension of the Clayton act so as to permit trade associations voluntarily to file the plan of their operations with some appropriate Government agency, and upon the approval of such functions as do not appear to be inconsistent with the anti-trust laws the associations may proceed with their operations. Such approval, however, does not carry with it complete immunity from prosecution. If a Government agency or an individual should complain that any operation of the association amounts to restraint of trade a hearing will be held, and if the complaint is sustained the association will be ordered to "cease and desist." It will be noted that this is a simple procedure and involves no penalty such as would be imposed under prosecution by the courts. If an association should be found to have exceeded the scope of operations set forth in its original plan it would be subject to prosecution. No association would be compelled to file its plans with the Government, but those which refused to do so would assume all the risks involved in interpreting the law for themselves. It will be noted that there is nothing in this plan that would legalize any of the questionable practices now indulged in by a small minority of trade associations. It is a device merely to aid associations that wish to keep wholly within the law, and its purpose is obviously to enable these to get their bearings in the fog of judicial interpretations.

GAINING MOMENTUM.

A few days of warm weather during the past week quickened the buying at retail in this district and brought throngs to the stores in quest of seasonable goods. Similar reports came from cities elsewhere throughout the country. There is a great deal of shopping around noticeable, customers going from one shop to another to make comparison before purchasing. Price remains a prime factor, although not in all cases the controlling one, but the store appeals still stress cheapness as an inducement. The curious paradox is presented, and one that is by no means novel, that persons are apt to be more economical in the purchase of staples and essentials than of novelties and luxuries. There is, for example, less disposition to stint in the buying of radio apparatus than in that of apparel. It reminds one of the old plaint of the social reformers as to the failure of poor people to buy the more nourishing foods, which could be had cheaper, and take to the more tasty though less nutritious and more expensive kinds. In both instances there enters an element of human nature which cannot be ignored. In the primary markets, there has been no change in the methods of buying, but the feeling of confidence is growing and the general opinion is that business will show up much better in the fall. The favorable prospect for the grain crops, the increasing amount of construction and the improvement in the transportation situation are among the contributing factors which encourage this opinion.

TRIBUTE TO JOHN Q. ROSS.

A reputation for good judgment, for fair dealing, for truth and for rectitude is itself a fortune.—Henry Ward Beecher.

If, as a great thinker has so sagely said, "Death is the reward for having lived," John Q. Ross has but passed thus early, as we measure the span of man's life, to a sure and bright reward. For he lived as a strong man should live, an exemplar of vigorous, earnest, sincere, just and generous manhood.

Gifted unusually in intellect and heart, Mr. Ross viewed his business, his citizenship and his place in the world as vehicles of service, not for self but for others. Indeed it may well be said that he gave himself and his strength over-much, to the serious and finally fatal impairment of his health.

Mr. Ross was a man in whom the spirit of selfishness had no part. This fact ought not to be of special significance, but it is, because of its rarity, particularly among business men. What is there in commerce that seems so much to cultivate selfishness? Is possession of property

and power the be-all and end-all of our existence?

Because in this man we find so shining an example of the love-one-another precept of Jesus Christ, we shall always hold him in fine remembrance. Let who will follow the chimera of self-interest—and at the end of the futile rainbow, pausing in hollow regret, consider how rich the estate of good works and devotion to public and private good, left by such as John Q. Ross.

We ever seek immortality; let us not forget that a life spent in the unselfish industry of good works creates a star of beneficent influence that shines forever.

MODIFYING WHEAT GRADING.

The grading of grain has often been a source of much friction between growers and dealers, especially in the spring wheat belt of the Northwest, and the belief among farmers in that section that they had been victims of undergrading by local elevator men played a big part in bringing on such radical movements as the Non-Partisan League. This complaint has been met in the large trading centers by the Federal Grain Standards Act, by which uniform grading of wheat entering Interstate commerce is made possible under Government supervision. In the spring wheat belt, however, there are many factors which temporarily create unusual conditions, and these nearly always give rise to a clamor for the establishment of new or additional grades. Thus, wheat which might grade as No. 1 under normal conditions may in one season contain so much moisture that it has to be graded as No. 3. The same thing may occur when there happens to be an excess of foreign material other than dockage. Such gradings may work a hardship on the grower, who would have to take the price offered for No. 3 wheat, when the actual milling value may be considerably in excess of ordinary wheat of that grade. The Department of Agriculture has undertaken to meet this situation by setting forth all such facts on the inspection certificate. Thus in a case like the one above cited the certificate will bear the statement that the grain is of No. 3 grade, with so much per cent. of moisture, otherwise No. 1. This will permit the making of a scale of different prices within a given grade, and is expected to give the growers satisfaction. The Department of Agriculture meanwhile is conducting a "Know your own wheat" campaign to enable the farmers to understand and utilize the new method.

The small tumbler is responsible for many of the slips attributed to the cup.

Items From the Cloverland of Michigan.

Sault Ste. Marie, May 16—Henry A. Thibert, proprietor of the general store at Oak Ridge Park, one of the Soo's famous summer resorts, has purchased the Oak Ridge Park property and will make many improvements. More cottages are being built, a large dance hall is being erected and an electric lighting system is being installed. This resort, being within easy reach of the Soo, will, undoubtedly, enjoy a large tourist business this summer.

Frank Oster, one of the Soo's old reliable restaurant men, has outgrown his present quarters and moved into the block recently vacated by the Partridge & Barnes plumbing shop on Ridge street, just across from the City Hall park. Frank is optimistic for the future and anticipates unusual business during the summer.

If you are well bred you will not drink anything stronger than 2 per cent., unless in the presence of an ardent supporter of prohibition.

Riordan & Son, the well-known merchants at Trout Lake, are making many improvements in the appearance of their store, installing computing scales, electric fans and electric lights.

The Williams Furniture Co. opened its doors for business last Wednesday at 728 Ashmun street. The main floor and basement have been entirely remodeled and redecorated, especially designed for the opening. Thousands of visitors inspected the store, which was filled with up to date furniture. Mr. Williams has had ten years' experience in the business and his many friends wish him a prosperous future in the enterprise.

Chas. Haase, the hustling Uneeda biscuit salesman, is trying out a new scheme to make time—sending an advance agent the day previous to notify the merchants to have their orders ready, as he would be there at 3

o'clock the next afternoon. The first town called upon was Moran and the merchants, being a good natured bunch, decided to have a little fun with Charlie by having a banner printed reading, "Hon. Charles Haase, selling Uneeda biscuits, will pass through here at 3 p. m. to-morrow. Merchants have your orders ready." Right on the dot was Charles on schedule with a few of the knights in his car and the merchants being lined up on either side, with their orders neatly done up in envelopes handed them to Charles beckoning him to keep right on. Charles did not mind the fun, as he got the orders, which was the main object.

Schools are refusing to engage teachers with bobbed hair. The bad boy in the class will keep on being trimmed.

Soo street car service will be more efficient than ever this summer. The company decided to give a fifteen minute schedule, instead of the twenty minute, as heretofore.

Jack Baines, former proprietor of the Log Cabin, announces that he will take over the lease on the Franklin House on June 1 and will convert the entire lower floor into a cafe.

When the Commercial Association turned down the half holiday closing during the months of June, July and August, it created much dissatisfaction with the clerks, who took it upon themselves to enter a protest which resulted in the half holiday on Thursday afternoon during the summer months, as heretofore.

A. R. Pond has opened a new general store at Mackinac Island, near British Landing, where he expects to handle a full line of groceries and sundries.

E. S. Taylor, well-known Pickford shoe merchant, returned last week from Chicago.

Ike Levine, well-known hide merchant, took his family to Cedarville on Sunday in his new limousine to

enjoy a day at Les Cheneaux. Every thing went well until he crossed a narrow creek near Cedarville and in turning out Ike was too generous with space and got into the lake. After securing a number of teams and burning up a set of tires he got back on to terra firma with an expense account of \$60. Ike did not mind the expense, but he still feels the effects of the scolding he got from his wife, who was driving from the back seat.

William Talbot, well-known merchant of Stalwart, was a business visitor here this week, bringing in a load of farm products.

The Soo Creamery has put the finishing touches on its new building which was opened to the public Monday. It is now one of the most modern and up-to-date creameries in the State, with special freezers for ice cream, cooling rooms, storage with all modern conveniences. The plant is operated with an ammonia ice machine. Very much credit is due the energetic manager, H. C. Lawton, who has every confidence in Chippewa county being one of the best agricultural and dairy land places in the State.

Housekeeping is getting more complicated. Rents are too high to keep one very long.

A. L. Buckman, who has conducted a drug store in Gwinn since the town was started, recently purchased the drug stock of J. J. Cook, in Iron Mountain, and will take possession of the store at an early date. He plans on disposing of his Gwinn business, providing a satisfactory deal can be arranged.

The Carpenter-Cook Co., Ishpeming, has taken a lease on that part of the Sellwood block which was formerly occupied by the Sellwood dry goods store and will move its offices and stock from the building at the corner of Front and Pine streets to the new location prior to the first of June. The building which it now oc-

cupies was recently sold by the Mil-don estate to Cohodas Brothers. The Carpenter-Cook Co. plans on erecting a modern warehouse for its wholesale grocery, fruit and produce departments, as soon as a suitable location can be secured. Plans for a building were drawn up a few years ago, but no action was taken on construction because of the high cost of material prevailing at the time.

William G. Tapert.

The present year has brought something like a boom in building, but according to a report recently prepared by the United States Bureau of Labor Statistics the speeding up was already well under way in 1921. There were 32 per cent. more building permits issued in 140 cities in 1921 than in 1920. This includes permits for alterations and repairs and for both residential and non-residential structures. When the statistics are classified they become much more impressive, as the percentages for the latter type of buildings and for alterations and repairs are small and bring down the general average. For one-family dwellings the increase over 1920 was 71 per cent. for two-family dwellings 211 per cent. for multi-family dwellings (apartment and tenement houses) 201 per cent. and for combined family dwellings and stores 290 per cent. The increase in permits for non-residential buildings was only 30 per cent. and for alterations and repairs 15 per cent. For this reason, while the total increase in permits was 32 per cent., the permits for 1921 provide housing for 125 per cent. more families than did those of 1920.



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

Barney says—

The fellow up by our house painted his store up last month and made it look nice and bright and he now says that his business is very much better. There are a lot of other fellows who ought to paint up and brighten up this Spring, and

By Golly, it would do my soul good if somebody would write old Barney Langelier and tell me that they have taken my suggestion to paint up now.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO—LANSING

THE PROMPT SHIPPERS

PIONEER DAYS AT LAMONT.

Incidents Which Happened Sixty Years Ago.

Redford, May 16—As I was born August 20, 1847, at the Northeast corner of Fulton and Barclay streets, Grand Rapids, my memory as to the village of Lamont in 1851 is very indistinct, but I have clear recollections as a six year old that everybody I knew in referring to the place, called it Steele's Landing. Moreover, as residents of the little hamlet, my parents were well acquainted with Uncle Harry Steele and his family and with his mill on the river bank—for which the place was named—and the landing where the sidewheel steamboats, Empire and Algoma, stopped daily en route up and down stream alternately each day.

Also, I had the exceeding good fortune to have as an uncle—by marriage to my mother's sister—a resident and enterprising business man, somewhat peculiar in pleasant characteristics and a wondrously kind husband, father and uncle, and I proudly rejoice in giving his name: Miner Hedges and the name of his wife, my dear "Aunt Betsy."

Because of these kindred, my father and the family—one son 12 years old—moved to Steele's Landing in 1859 and just in time to use the new name of Lamont.

There is a silly tradition as to the adoption of that name, as a distinction for Lamont Chubb in reward for his presenting a plow or road scraper or something similar to the village. So far as I have been able to trace this legend, it had its birth in a social group which included John Rice, Philetus Hedges, George Luther and Lamont Chubb, who were loyally and interestingly discussing the industrial, commercial and social importance and ultimate distinction of the site, then known as Steele's Landing. Some one suggested to Mr. Chubb that a new town over in Illinois was called Lamont and that it was a good name for a town and that it was, also, useful as the name of a good man.

For several years who that "some-one" was was a mystery, but finally, it came out that Henry Calkins, just discharged from the Northern army and on his way home from the front, had stopped over a few days at Lamont, Ill., with the captain of his company.

Henry Calkins had a brother, Asael (or Asel) Calkins, about my age. Other boys of our age at the time were Charley Bennett, whose father was pastor of the Lamont M. E. Church; Bethuel Church, whose father was pastor of the Lamont Congregational church; Henry Babcock—still living in St. Louis, Mo.; Lant Fuller, whose father was a wagon maker; Addison Hedges; Henry H. Hedges; Frank Hedges; James Phillips; John Doane; Charley Baxter; Charley Maxfield; Jimmie Luther; Millard Hedges and Millard Walling.

My father and his family lived in Lamont all of the year 1859 and three months in 1860. It was in the Spring of 1859 that Uncle Miner Hedges, who owned several vacant lots on the West side of Broadway, Lamont, built two two-story frame structures, each about 20 x 40 feet in size. They were about forty rods from the Congregational church. A widow, mother of Henry, Edgar, George and Albert Babcock, lived directly across from the two buildings. George Luther and his family lived diagonally across from the church. A little East and back of the church was the home (the finest and newest dwelling house in town) of Mr. Hinsdale.

With two well built structures available, a company or partnership was formed for the manufacture of wagons, carriages, bobsleds and cutters and for the carrying on of blacksmithing and painting. The partners were Miner Hedges, C. W. Hathaway, J. W. Carney—Beardsley and—Angell. I cannot recall the first names of the two last named men. My dearly be-

loved father was the blacksmith who could shoe a horse or ox, "iron off" a carriage or lumber wagon, a swell-body-cutter or a pair of logging sleds; or a pair of bobs and he could and did make all forms of edged tools. Mr. Carney was a wheelwright and carriage maker. Mr. Beardsley was a carriage painter.

The outcome of this combination of mechanical and artistic knowledge and skill was a lumber wagon built for exhibition and reward of merit at the Ottawa County Fair (held at Lamont) in—I think—1859. Of course, the mechanics were proud of the production and greatly pleased with the first prize award—there were two competitive exhibits—and were highly elated when the wagon was purchased at a price—as estimated by the builders—fully 25 per cent. above the price they had expected to receive.

I fancied at the time that Uncle Miner Hedges had much to do with this revelation, as the wagon appeared later as an equipment factor in a mill yard that was one of his several business enterprises, down the river, appearing quite regularly thereafter in Grand Haven, Mill Point, Ottawa Center and Eastmanville.

I regret extremely that I cannot recall the "given name" of Mr. Angell. He was young—perhaps 25 years old—kin of Esek and Daniel Angell and had served a couple of years in the Revenue Department of the U. S. in Buffalo, N. Y. He was a person of fine intellect and an affable character. He was, socially, a desirable acquisition to the conviviality of all the festivities up and down the river.

Another of my recollections is the performances at the Lamont school house of the Scotch drama, Rob Roy, with the leading character enacted by Ebenezer Greg Danforth Holden and the remaining parts by pupils of the school.

My own chief experience—as to embarrassment—while a resident of Lamont, occurred at Sunday school in the old Congregational church.

My dear old grandmother, Lucretia Ranney Hathaway, was my mentor during childhood, and being a superior student of the Bible and of all high grade literature, she had been invaluable as well as insistent, as to my Sunday school lessons. Not only was I required to commit to memory those lessons, but I had to know clearly all relating facts not too involved, redundant and obscure. Accordingly I was quite well acquainted with all the stories of the children of the Bible and, among others, with the story of Job.

On the Sunday in question, our church and Sunday school had the Rev. James Ballard, of Grand Rapids, as guest and the old gentleman had, without mentioning names, rehearsed very impressively the pathetic tale in the book of Job. Next to religion, elocution was his predilection. He was, instinctively, an actor and a stickler as to perfect English and rhetoric.

The recital was decidedly dramatic and reverential and at its ending, without mentioning "Bildad the Shuhite," or the Ostrich or the Unicorn, he asked, "Who was this wondrously afflicted man; this marvel of faith and patience?"

Without an instant of thought I arose and replied loudly, "Job," voicing the verb in that name, as it is sounded in the noun, "Cob."

Again referring to the old Congregational church site and its neighbors, over sixty years ago, I recall that John Rice and his family lived a short distance Southwest of the church on the hill-road-incline leading to the steamboat landing. Luther's store and the river bank-flats where Mr. Woodbury's sawmill was located. On Broadway our only doctor—I think his name was Squiers—resided. Further South lived Miner Hedges with Mr. Bateman and family as next door neighbors. Under the hill on the lower road lived Philetus Hedges and family. Beyond the wagon shop and blacksmith shop I have alluded to, was

the shop of a genial, industrious and kindly deaf mute, a skilled cabinet maker whom everybody known as "Dummy" Brown.

Snyder's Hotel was at the corner of Broadway and the highway leading to Coopersville. It was sufficiently far away from the steamboat landing to avoid travelers. On the corner of Broadway and the street extending West therefrom, just South of the Bateman home, was a building which, later, Mr. Rice occupied and conducted as a hotel.

The school girls of 1859 whom I can recall were Nettie Luther, the Hinsdale sisters, Cecilia Bateman, Orpha Cook, Mary Baxter and Hattie Scott.

From the foregoing it may be gathered that I was fairly well acquainted, for a twelve-year old boy, with Lamont and its inhabitants. And this acquaintance, maintained from 1859 to about 1870, never brought to my knowledge that at some time Lamont was once known as Middleburgh.

I have known the place as Steele's Landing, as Tallmadge and as Lamont, but never as Middleburgh.

Geographically, Lamont is midway between the Blendon Co.'s landing and Robert's Landing. Commercially, it is midway between almost any four corners. Picturesquely, it is a beautiful entity with few equals.

Chas. S. Hathaway.

Crime Wave Not Altogether Spectacular.

Much has appeared from time to time concerning the crime wave. To the ordinary reader this conveys the impression merely of crimes of violence such as highway robbery, burglary and the like. But the real crime wave, as business men know, goes much beyond offenses of these kinds. Insurance men, for instance, are aware of the greater moral risk that has been incurred since the period of tumbling prices set in and which has increased the danger of incendiary fires. By these, needless losses of millions of dollars have occurred. Greater even than the losses so sustained, however, have been those resulting from fraudulent failures. A very large proportion of these has been on the part of brokers of one kind or another, but such failures are, by no means, confined to this class. There are only too many instances of compositions on the basis of from 10 to 20 cents on the dollar which seem, on their face, to be clearly fraudulent, but which have been acquiesced in for one reason or another, usually because the creditors were not organized or were more eager to get a modicum of what was

due them than to try and punish the offending debtor. The amounts unlawfully obtained in these swindles exceed by far all that has been stolen by burglars and highwaymen. Being less spectacular, however, this kind of crime has not excited the public attention so much as have crimes of violence, nor has it incited the prosecutions which it merits. But it begins now to look as though more of a concerted effort will be made to reach culprits of the class under discussion. Credit men have taken up the matter and, if they succeed in their aim, it will be made risky as well as unpopular for debtors to swindle creditors.

Wisdom consists in knowing when you don't know.

Trustee Sale

Lawrence, Mich., May 17, 1922.

The entire stock and fixtures of the Aldo G. Wilcox store will be sold at Trustee Sale, in bulk, to the highest bidder, at the store in Lawrence, Michigan, on Wednesday, May 24th, 1922, at 10:00 a. m.

Stock consists of dry goods, groceries and variety goods, and with fixtures, invoices at about \$2600.

Frank H. Fuller, Trustee.

Death Claim Settled

The chauffeur of Ex-Governor Warner accidentally collided with a motorcycle and a young man twenty-eight years of age was killed and a sixteen-year-old boy was seriously injured. Ex-Governor Warner was insured in the Citizens' Mutual Automobile Insurance Company of Howell and the matter was fully adjusted on April 27. Howard Warner, the son, stated that they were well pleased with the adjustment. They keep eight or ten cars and trucks all of which are insured in the Howell Company. Every policy carries a liability clause of \$5,000. With the present heavy traffic on all the highways in Michigan, accidents are increasing.

To Those Who Have Money to Invest

We are always in a position to offer good dividend paying stocks. At this time in particular we are in a position to offer an exceptionally strong investment.

Write us for our offerings.

F. A. SAWALL COMPANY

313-314-315 Murray Building

Grand Rapids, Michigan

MOVEMENT OF MERCHANTS.

Springport—Mrs. Ella West has opened a retail flower and plant store.

Hillsdale—The Hillsdale Hardware Co. has remodeled its store building.

Muskegon—The Toggery has increased its capital stock from \$7,500 to \$25,000.

Adrian—The Wilcox Hardware Co. has been damaged by fire. The loss is estimated at \$15,000.

Saginaw—The Eray Hardware Co. has been incorporated with an authorized capital stock of \$12,000.

Springport—Clarence Houseman has opened an ice cream parlor in connection with his restaurant.

Detroit—The Wayne Fuel & Feed Co. has changed its name to the Wayne Fuel & Construction Co.

Grand Rapids—Joseph Bolcerowicz succeeds A. Fortuna in the grocery business at 509 North Fuller avenue.

Springport—Mr. Henry has sold his grocery stock and store fixtures to J. E. Brodberg, who has taken possession.

Grand Rapids—The Harris Sample Furniture Co., 107-13 South Division avenue, has increased its capital stock from \$100,000 to \$200,000.

Springport—James Hammill, who closed out his stock of seeds and feed about a year ago, has re-engaged in the same line of business.

Constantine—C. F. Miller, registered pharmacist of Marcellus, has leased the Reiff building and will occupy it with a drug stock about June 1.

Springport—Steffie & Smith have closed their grocery store and will dispose of the stock and store fixtures as soon as a purchaser can be found.

Merrill—Fire destroyed the main elevator building of the Farmers' Elevator Co., entailing a loss of about \$50,000, which is covered by insurance.

Elk Rapids—T. J. Hogan has sold his grocery stock and store fixtures to Lloyd Crisp, who has taken possession and will add new lines to the stock.

St. Johns—Lucene Sturgis has completed arrangements for erecting a modern flour mill and grain elevator on the former site of the John C. Hicks elevator.

Eaton Rapids—The Eaton Lumber Co. has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and \$2,500 paid in in cash.

Battle Creek—B. L. Campbell has purchased the grocery stock and store fixtures of H. B. Furgeson and will continue the business at the same location, 48 Upton avenue.

Grosse Pointe Village—Doerr's Inn Catering Co., has been incorporated with an authorized capital stock of \$7,000, all of which has been subscribed and paid in in property.

Detroit—The Dixie Fuel & Supply Co., 301 Cavakry avenue, has been incorporated with an authorized capital stock of \$25,000, \$12,000 of which has been subscribed and paid in in cash.

Detroit—The United Radio Corporation, 1332 Broadway avenue, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$8,000 paid in in cash.

Birch Run—James Smith has sold his interest in the hardware stock of Smith & Smith, to Ola Thompson and the business will be continued under the style of Smith & Thompson.

Detroit—The Great Lakes Coal & Dock Co., 43-47 Fort street, has been incorporated with an authorized capital stock of \$20,000, of which amount \$2,000 has been subscribed and paid in in cash.

Gladwin—The Morris Auto Co. has been incorporated to deal in autos, supplies, parts and accessories, with an authorized capital stock of \$8,000 all of which has been subscribed and paid in in cash.

Reed City—The store building owned by Howard A. Smith was destroyed by fire with the stock of general merchandise owned by Albert Nobosky and Steve Mitchell, which was a total loss.

Pontiac—The C. E. Depuy Co. will rebuild at once the grain elevator destroyed by fire some months ago. The new building will be of reinforced concrete with capacity of 50,000 bushels of grain.

Holland—The Pompeian Corporation Co. has been incorporated to deal in machinery materials, etc., with an authorized capital stock of \$25,000, \$13,000 of which has been subscribed and \$7,500 paid in in cash.

Detroit—The Lewis-Hall Co., Ferry avenue and Grand Trunk, has been incorporated to deal in iron, steel, etc., with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in cash.

Iron Mountain—The Levy Unger Co., Ltd., has been incorporated to conduct a general mercantile business with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Mt. Clemens—The Blue Goose Co. has been incorporated to conduct a restaurant and general catering business, with an authorized capital stock of \$7,500, all of which has been subscribed and paid in in property.

Flint—The Flint-Durant Co. has been incorporated to deal in autos, trucks, accessories, parts, etc., with an authorized capital stock of \$200,000, of which amount \$150,000 has been subscribed and \$15,000 paid in in cash.

Carson City—W. A. Crabb has sold his store building and drug stock to C. L. Farwell, recently of Morley, who has taken possession. Mrs. Crabb, who conducted a millinery store in the same building has closed out her stock.

Detroit—Kraft & Grasser, Inc., 6336 Gratiot avenue, has been organized to deal in coal, wood, coke, brick and building material, with an authorized capital stock of \$50,000, \$25,000 of which has been subscribed and paid in in cash.

Detroit—The Michigan Steel & Iron Co., with business offices at 652 Book Bldg., has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and paid in, \$2,000 in cash and \$3,000 in property.

Otsego—The Carlyle Auto Sales Co. has merged its business into a stock company under the same style, with an authorized capital stock of

\$20,000, \$12,000 of which has been subscribed and paid in, \$3,900 in cash and \$8,100 in property.

Detroit—Edward Huebner & Sons, Inc., has been incorporated to deal in toys, house furnishing specialties, etc., with an authorized capital stock of \$50,000, of which amount \$37,500 has been subscribed, \$11,000 paid in in cash and \$12,500 in property.

Ishpeming—John F. Thoney has purchased the Jochim business block and the stock and fixtures of the John W. Jochim Hardware Co., located in it. The store has been closed for over a month preparatory to making a sale and will be opened for business about May 22.

Detroit—The Detroit Oil & Naval Stores Co., with business offices at 656 Book Bldg., has been incorporated to deal in paint materials, oils, turpentine, etc., with an authorized capital stock of \$50,000, all of which has been subscribed and paid in, \$1,000 in cash and \$49,000 in property.

Evart—Contrary to expectations, the stockholders of the First State Savings Bank of Evart and the Evart Savings Bank did not approve of the plan of a merger and the banks will continue as separate institutions. Both banks are in excellent condition and are growing. George A. Glerum, Cashier of the First State Savings Bank for seventeen years, has resigned, to devote more of his attention to private business, and has been elected a Vice-President. Harry A. Millard, formerly Assistant Cashier of the bank, and during the past four years connected with the Michigan banking department, has been named as Cashier.

Manufacturing Matters.

Sturgis—The Sturgis Go-Cart Co. has changed its name to the Sturgis Manufacturing Co.

Bay City—The Apeegee Manufacturing Co. has removed its business offices to Chicago, Ill.

Coopersville—The E. P. Daggett Canning Co. has increased its capital stock from \$75,000 to \$175,000.

Detroit—The General Steel & Machinery Co. has changed its name to the General Steel Corporation.

Detroit—The Accurate Tool Co., 2270 Franklin street, has increased its capital stock from \$15,000 to \$35,000.

Detroit—The Webster Cigar Co., 5545 Grandy avenue, has increased its capital stock from \$150,000 to \$160,000.

Detroit—The Ajax Pattern Works, Inc., 680 Fort street, East, has increased its capital stock from \$100,000 to \$107,300.

Ypsilanti—The Ypsilanti Creamery Co. has sold its plant to Frank and Lemuel Begole who will continue the business under the style of Begole Bros.

Springport—Scott Lane and George Robbins have engaged in the manufacture of radio outfits. Ross Burgess, jeweler, is having the first one built installed at his store.

Detroit—The Superior Manufacturing Co., 3625 Superior street, has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property.

Saginaw—The Hemme Seeder & Trap Co., 1212 North Niagara street, has been incorporated with an authorized capital stock of \$10,000, \$1,000 of which has been subscribed and paid in in cash.

Midland—The Roland P. Place Co. has been incorporated to conduct a general manufacturing business, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

Detroit—The Christian Electric Manufacturing Co., 2503 Isabella avenue, has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and \$10,000 paid in in cash.

Detroit—The Michigan Valve Foundry & Engineering Corporation, 1401 Ford Bldg., has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Detroit—The Chadwick Bearing Co., with business offices at 815 Dime Bank Bldg., has been incorporated with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in property.

Holland—The Holland Magneto Products Co., 337 West 12th street, has been incorporated with an authorized capital stock of \$25,000, of which amount \$15,000 has been subscribed and \$12,000 paid in in cash.

Detroit—The Detroit Stone Erecting Co., Greeley & Kenwood, has been incorporated with an authorized capital stock of \$9,600, \$4,800 of which has been subscribed and paid in, \$4,100 in cash and \$700 in property.

Detroit—The American Pure Food Lunch Corporation, 230 West Lafayette Blvd., has been incorporated with an authorized capital stock of \$50,000, \$25,000 of which has been subscribed, \$1,000 paid in in cash and \$16,000 in property.

Battle Creek—The Mapl-Flake Mills has been incorporated to manufacture and sell food products made from grain, cereals, etc., with an authorized capital stock of \$10,000, \$3,000 of which has been subscribed and paid in in cash.

Detroit—The Premier Steel Products Co., 2222 Henry street, has been incorporated to manufacture and sell metal lock washers and screw products with an authorized capital stock of \$25,000, \$3,000 of which has been subscribed and paid in in cash.

Detroit—The Acorn Manufacturing Co. has been incorporated to manufacture and sell women's aprons, skirts, dresses, etc., and conduct a wholesale jobbing merchandise business, with an authorized capital stock of \$10,000, \$5,000 of which has been subscribed and paid in, \$2,500 in cash and \$2,500 in property.

Detroit—The Radiophone Corporation, with business offices at 304 Lincoln building, has been incorporated to manufacture and deal in radio apparatus and other electrical devices, with an authorized capital stock of \$50,000 preferred and 25,000 shares at \$1 per share, of which amount 2,000 shares has been subscribed and \$2,000 paid in in cash.

Essential Features of the Grocery Staples.

Sugar—The market has shown some strength during the past week and this has caused a better demand for refined. Warm weather should bring a better demand for refined sugar. Cane granulated is now held at 6c.

Tea—The business during the past week has not been very large and there has appeared in the trade a feeling that perhaps continued dullness may eventually have its effect upon prices. Java teas continue firm, but the balance of the line is not so firm, in fact, in some of the primary markets there has been a tendency toward easing off. Everybody in this country, in spite of the strong position that has been maintained now for several months, has persisted in buying for immediate wants only, and this in time will wear down the strongest market.

Coffee—The market has shown some weakness during the past week, particularly in Rios and Santos. News from Brazil has been easy and, as is always the case, this has had its effect upon the markets in this country. Prices on all grades of Rio and Santos show a shade decline for the week, although the jobbing prices on roasted coffee have as yet not changed. Mild grades are unchanged for the week. The whole market is dull.

Canned Fruits—California growers have war-time ideas as to prices on peaches, apricots and cherries, and canners cannot see how they can satisfy the grower on the score of raw fruit and still quote figures which will appeal to the buyer. They are wisely holding off until the situation presents more definite features. Jobbers are in no hurry to buy futures. Spot stocks of California fruits of the better grades are so well in hand that they remain firm, although the volume of business is light. Winter pack sliced pineapple is no higher as there is strong opposition to any move in that direction, and apples are in better jobbing demand.

Canned Vegetables—Tomatoes are moving more freely than in late April, but it is not a healthy demand nor even normal for the season. Orders of carload lots are not frequent, the main demand being for smaller parcels. No. 1s have added to their firmness and are the one size on which canners are independent, due entirely to their close cleanup. No. 2s follow in interest but they are not in the class with No. 1s. When it comes to No. 3s and No. 10s, a dull market is experienced and one in which concessions are made more freely than in No. 2s. There is no buying of futures to amount to anything. With the market weak the jobber is not inclined to take on new packs and the canner is not at all satisfied with present quotations. Peas are in healthy shape so far as prices go, although the shortage is of famine proportions in all grades and sizes. Of all years an early marketing of the new pack is desired, but some of the principal producing sections are backward and will be late in starting their canning operations. In areas affected in this way, such as Wisconsin, New

York and Delaware, canners are more or less out of the market and refuse to take on additional business, while at other points cheaper grades have already been booked up freely and there is difficulty in getting the canner and the buyer together as to assortments. Corn continues weak. Sales are confined largely to standards, which are in favor of the buyer, since canners are more anxious to liquidate than jobbers are to acquire stocks. Since the trading done at the time Maine corn prices were named there has been no large display of buying interest. Minor vegetables are all in routine demand. Asparagus is distinct because of its shortage and much the same condition prevails in spinach. The Southern pack has been light so far and California reports no surplus of either No. 2½s or No. 10s.

Canned Fish—Salmon is relatively cheaper here than in the West. Some weak sellers are inclined to shade their prices. Little business for forward shipment has been written. Sardines are held at former prices but are not moving freely from the Maine factory. Most distributors have odd lines of old goods, which they are cleaning up as the opportunity presents itself. Stocks of all grades down East are light. The future market is too unsettled from a price standpoint to attract either the canner or the jobber. California and foreign sardines are in nominal demand. Shrimp on the spot is in a more favorable position. Lobster and crab meat remain scarce and firm.

Dried Fruits—The prune market has sagged off and shows inactivity in the daily turnover. Statistically the market is in excellent position but there is no heavy buying of old goods, probably because fresh fruits are plentiful and cheap and also because jobbers are all following a very conservative policy in trading. The movement is mainly in spot stocks as they can be had more readily than Coast goods and at better figures. Buying at primary sources is light because prices do not compare favorably with those on the spot. The whole of last week proved to be one of dullness in prunes. Raisins have not improved their position materially. Western advices minimize the carryover and rather favorably report the movement to Western and interior markets as it is said that the seaboard is the dullest district. Spot stocks are scattered and are urged to sale giving the appearance of a larger supply than traders say actually exists. The movement is nominal and weakness is pronounced in the seeded varieties. New crop is being offered but it is taken slowly by buyers. Apricots are scarce in the better grades and prices are nominal, depending up the quality of the stock and the views of the holder. Peaches have been more active as the market has been cleaned up of some of the returned shipments from abroad. Pears are taken in small lots generally. Currants remain easy and rather depressed because of the pressure to sell raisins.

Syrup and Molasses—Compound

syrup has continued steady during the past week, but the demand is light, although not as light as it would have been had the weather been seasonably hot. Sugar syrup is in very light demand at unchanged prices. Molasses is fairly steady and fairly active for the season.

Cheese—The market is steady at prices ranging about the same as last week. The consumptive demand is light and the make is increasing as the season advances. We do not look for much change from present conditions in the near future.

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

Beans and Peas—Demand for all varieties of beans is poor, with no material change in price. There is some firmness, however, as holders of pea beans are quite strong in their ideas and some of them want an advance. Marrows are unchanged for the week and dull. Red kidneys are also firmer. California limas are steady to firm with small demand. Green and Scotch peas steady to firm and dull.

Paris Green—Still another urge on the matter of paris green. There is still time to order the supply which will enable you to take care of the orders your customers will be giving you in the near future.

Fruit Jars—With the reduction in the price of fresh strawberries, and the near approach to the season when this item will be coming in from local producers there will be the first of the movement for the season of canning operations. Then the demand for fruit jars, jar caps and rubbers, jelly glasses and other canning supplies will be started. Manufacturers are laying some little stress on the coal situation, and the conditions which may arise from a shortage of coal in the regions where this line of glassware is manufactured.

Salt Fish—Stocks of all grades of mackerel are extremely light and, of course, under these circumstances, the prices are well maintained. Demand is quiet. New Irish mackerel has begun to come forward, but is cutting no figure.

Recommends Hand-To-Mouth Policy in Buying.

Written for the Tradesman.

There has been continued activity in the May option. On May 16 this contract sold up to \$1.46¼ per bushel, within about 3c of the high point on the crop.

Receipts of cash wheat are very light. Farmers are exceedingly busy with farm work, many of them being obliged to work seven days a week in order to have seeding beds prepared in time for spring and early summer planting. This, of course, has been a factor in causing light receipts.

Then, too, the majority of producers have already marketed all the wheat they will have to offer on the

old crop and have cleaned up their supplies. Of course, there are always a few who carry over wheat, looking for higher prices, and this year is not an exception to the general rule.

Activity in the May option and light receipts of cash have resulted in higher prices for flour, an advance of 30@50c per barrel having been scored during the past week.

Prices may hold reasonably firm until the arrival of new wheat on the market and new wheat flour. It will be nearly the first of August, however, before either move in any volume.

The crop outlook has improved materially during the past thirty days. The condition is higher than when the Government reports were gathered. Growth has been rapid in all the Western sections and, while wheat is two to three weeks late in Western Kansas, the growth has been stimulated by favorable soil and climatic conditions.

There have been some losses in the flooded areas, but these will not seriously affect the total yield. There are, also, some complaints of red rust in the Southern portions of the soft wheat territory. Apparently, nothing serious, however, has developed.

Spring wheat seeding is completed. A normal acreage was sown and growing conditions are reported as favorable.

Crop estimators are now predicting a total crop of Winter and Spring of around 850,000,000 bushels. This will not be excessive or burdensome, however, as stocks of wheat and flour, particularly flour in dealers' hands, are very light indeed. The trade in general have been buying in a hand-to-mouth fashion, taking on just enough stock to meet trade requirements and probably this is the best policy to pursue until the arrival of new crop goods.

Lloyd E. Smith.

The Styles To-day and Yesterday.

Detroit, May 16—If any one is sighing for the good old days when women wore long skirts and kept their ankles screened from the public gaze, let him take a look at the styles of 1906. I saw a moving picture not long ago in which the fashions of a decade and a half ago were featured. I found it fascinating to ride down Woodward avenue being dodged by a few funny-looking automobiles and many horse-drawn vehicles. The women were comic valentines, with their long, heavy skirts and tip-toppy hats.

And the manner in which the poor victims to fashion walked! Such short, mincing steps and no freedom of motion! 'Tis a pleasing vision—"Her feet, like little mice, kept peeping in and out." But it spells vanity and not efficiency.

Watch our girls in their sensible clothes swinging along the street with ease and comfort and "choose the style that you like best."

Harrison Caldwell.

Beware of Stale Evaporated Milk.

There is reported to be a lot of Libby's evaporated milk on the market which is from three to four years old. These goods are being offered to the retail trade at prices considerably below actual market. Before buying any of this milk be sure the quality is O. K., as it is positively not guaranteed by the manufacturer.

More marriages would be successful if fewer men and women were failures.

GONE TO HIS REWARD.

Death of Veteran Merchant and Postmaster.

George Hoppough, who was engaged in general trade at Smyrna nearly forty years, died May 9. The funeral was held in the family home at Smyrna, being under the auspices of Belding Lodge, No. 355, F. and A. M., of which deceased was a charter member. The interment was in the Smyrna cemetery.

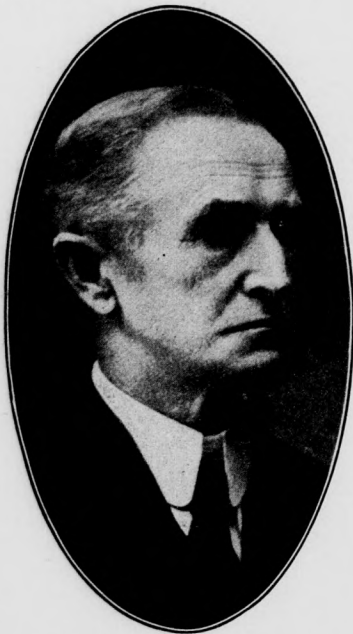
Mr. Hoppough was born in Ontario county, New York, Dec. 13, 1845, and came to Michigan with his parents in 1861, locating on a farm two and one-half miles Southwest of Smyrna. In 1872 he engaged in the general merchandise business at Smyrna, continuing in active service as a merchant nearly forty years. He was appointed postmaster by President Grant Sept. 23, 1872, and held the office continuously for over forty-two years. At various times he held the offices of supervisor and township treasurer.

Mr. Hoppough was married Sept. 28, 1874, to Miss Eva L. Brink, of Smyrna. Four children came to the Hoppough family, one of whom died in infancy. Cora L. Hoppough is musical director at Olivet college. Carl N. Hoppough is traveling representative for the Judson Grocer Co. Capt. Clayton I. Hoppough is located at San Francisco and connected with the U. S. Radio Service. Aside from the three children, deceased is survived by his widow and a granddaughter. Failing health five years ago forced Mr. Hoppough to retire from active business. For the past two years he has resided in Grand Rapids, making his home with his son on Kellogg street.

The following sketch of Mr. Hoppough appeared in the Michigan Tradesman of March 15, 1915:

The village of Smyrna, Ionia county, differs from hundreds of other villages of its class in but one particular—in being the dwelling place and scene of the lifelong activities of George Hoppough, postmaster and country merchant, who through long service has attained the more or less unique position of being the dean of all postmasters—Michigan postmasters at any rate. Mr. Hoppough was appointed postmaster during the second term of President Grant, his commission having been signed by John A. Creswell, Postmaster General, and is dated September 23, 1872. For forty years in and through ten administrations, three of them Democratic, he has officiated as the custodian and deliverer of the mails to the inhabitants of Smyrna and surrounding country. He came to this section a youth and a lively one—the kind we call hustlers—and has taken an active part, as good citizens should, in everything that would pertain to the advancement of the community in which he dwelt. Time and the onward march of general improvement have inevitably wrought their changes for better or worse in the village, and they have left their marks on George. His hair is grayer now and his manner more sedate, but his step is as quick as of old and with unflinching precision he has all these years dealt out missives of hope, disappointment, love, courage, grief and cheer to all impartially. Does it not speak well for the high estimation placed upon him by his fellow townspeople that the citizens of Smyrna have invariably

given whoever and whatever administration was in power unmistakable evidence that it could please the people of Smyrna no better than by retaining George Hoppough to serve them as postmaster, and this without regard to political preference or prejudice? He is now in the junior seventies, too old to be eligible under civil service ruling and is therefore compelled to retire.



The Late George Hoppough

Mr. Hoppough is a member of Belding Lodge, No. 355, F. & A. M., being a charter member. Having belonged over forty years, he is now an honorary member.

During all these years of business activity the Tradesman has been a welcome weekly visitor, Mr. Hoppough having been a subscriber when it first started and it has been in the family ever since.

Mr. Hoppough can justly point with pride to the forty-two and one-half years of clean, honorable service as postmaster he has recorded to his credit. It is worthy of emulation.

Personally, Mr. Hoppough is of medium height and weight, giving one an impression of wiry, tough activity. We all know him and we all like him and we are sorry he is to go into private life.

Purchasing Power of Farm Products.

The Department of Agriculture estimates that farm products as a whole had a purchasing power of 67 in March, as compared with 61 in February and 56 in January. These figures are given with the purchasing power of farm products in 1913 rated as 100. The purchasing power in March of a given unit of cotton in terms of all commodities was 85; for corn it was 63, and for wheat 98. These figures would seem to indicate that wheat growers have had their pre-war purchasing power restored and enjoy a peculiar advantage. This would be true were it not for the fact that farmers have little or no wheat to sell at present prices. The same seems to be true in somewhat less degree of cotton. It will be noted that the price of corn, of which the growers still hold an abundance, has relatively little purchasing power in spite of some improvement in its price since the turn of the year.

Afterthoughts are sometimes best. Woman was an afterthought.

Sold Old Goods As New and Seconds As Firsts.

Gimbel Brothers, New York department store, were last week restrained, in an order obtained from Judge Augustus N. Hand in the United States District Court, from continuing an advertised sale of silks claimed to consist of "22,000 yards of Cheney's Twill and Shower-proof Foulards," and were directed to cease selling or advertising the merchandise in that manner.

In the complaint filed for Cheney Brothers it was alleged that Gimbel Brothers advertised under the heading, "A Sensation, 22,000 Yards of Cheney's Twill and Shower-proof Foulards," followed by various statements, which it is charged amount to a representation that these goods are first quality foulards of the designs and patterns manufactured by Cheney Brothers for this season's trade.

Cheney Brothers state in their papers that they have purchased a substantial number of different designs from the goods advertised by Gimbel Brothers, and that in every instance the goods purchased are designs which were prepared by them, for the trade of 1921 or prior to that time. In other words, that the goods are abandoned designs.

The papers further allege that Gimbel brothers were offering for sale in connection with this advertising several pieces of merchandise which were sold by Cheney Brothers last June as "seconds" in a job lot. Cheney Brothers claim their experts have examined goods purchased at Gimbel's sale, and state in the papers on file that several other pieces offered by Gimbel's are undoubtedly "seconds."

Grow Two Kinds of Apples.

One variety of apples grown alone, whether one tree or a whole orchard, does not produce as large a yield as when two varieties are planted side by side, according to recent investigations made by the Washington State Experiment Station. This has been proven in various orchards in the Pacific Northwest, we are told in the Science News Bulletin, and several commercial growers have discovered it when they planted orchards of one variety to meet market demands. We read:

"The cause for the low yield of inferior fruit is the same as in breeding with animals and marriage of relatives. In such cases we know the offspring to be inferior physically and often mentally, while with apples there is often a total failure of the blossom to set fruit. It has been known for many years that many varieties of cultivated plants are self-sterile, that is, will not produce fruit when the flowers are fertilized with pollen of the same variety. The investigations carried on in many orchards under varying conditions, show that 'self-sterility' is more common among varieties of apples than is self-fertility. In this connection it is interesting and of commercial importance to note that the size, shape, quality and color of the apples are not changed by the blossoms being fertilized with pollen of other varieties. In addition, most of the common commercial varieties in

the Pacific Northwest have been found to overlap in their time of blossoming, so that almost any combination of varieties may be planted in the same orchard with satisfactory results. The experiment cited gives the records on eighty different varieties grown in the same locality, so that it seems safe to assume that in other sections the most common varieties may be planted together and have cross-pollination insured."

Status of the Hide Market.

Country Hides—Strong on light weights, steady on buffs, with heavy end still slow sale. Latter listed 8 to 8½c, top, for best lots, although some larger dealers ask more money. Buff weights have brought 9c for choice lots, with some tanners' ideas not over 8c, but willing to take a few grubs. Extremes have reached 12c for choice stock, with other fairly good lots available at 11 to 11½c. Good bulls are available at 6 to 6½c.

Calf and Kip—Steady but quiet. Packers ask 17c for calf, with one claiming to have refused 16c; city collectors ask 16c, with last trading at 14c; mixed lots of resalted stock range from 10 to 14c as to quality.

Horse Hides—Are steady and in fair request for good quality stock. Some high grade renderer lots held at \$4.25 and better in some instances, with mixed dealer lots listed from \$3 @4 for fresh stock, depending entirely on average weight and percentage of renderers.

Sheep Pelts—Strong and in excellent request, due to the strong wool market prevailing. Packer pelts last brought \$2.35 @2.40, with little offered. No confirmed business in packer spring lambs, and nominally listed around \$1 @1.25 per skin. Dry Western pelts are strong, with some light shrinkage lots held as high as 25c a pound by some speculative holders.

Purchasing Power of Payrolls.

It would be very useful to business statisticians and forecasters if a number of studies of the purchasing power of payrolls of important industrial concerns could be made. The results of one such study have recently been made public by the Goodyear Tire and Rubber Company. The purchasing power of this company's payroll is now 25 per cent. below that of the peak of 1919-20. This conclusion is reached by taking into account not only the lower wages and the smaller number of employees, but also the decline in living costs in the community where the factory is situated. If similar studies were made for other industries in different sections of the country we might have a little more light with regard to the time when a full revival of trade could be expected. Something of this sort has already been done for the agricultural industry, but very little for factory workers.

We don't like the fellow who criticizes our business methods, but he is probably a better friend than the man who utters only compliments.

Confidence in a clerk will do more than anything else to make him worthy of it.

Bankruptcy Proceedings in Grand Rapids District.

Grand Rapids, May 9—On this day was held the special meeting of creditors and sale in the matter of George H. Briggs, Bankrupt No. 2085. The bankrupt was not present or represented. Creditors were present in person. Several buyers were present. The bidding was spirited, the property being finally struck off to N. D. Gover, of Mt. Pleasant, for \$2,700. It was upon Mr. Gover's offer of \$1,500 that the sale was started. Several additional claims were proved and allowed against the estate. An order was made for the payment of administration expenses and also of a secured claim. The special meeting and hearing was then adjourned no date.

May 12. In the matter of Belknap Body Co., Bankrupt No. 2024, an order for distribution and the payment of administration expenses was made.

In the matter of Parley B. Warren, Bankrupt No. 2035, the trustee has filed his final report and a final meeting of creditors has been called for May 24. The purpose of such meeting is to pass upon the account of the trustee and for the declaration and payment of a final dividend to creditors.

In the matter of Herbert D. Jones, Bankrupt No. 2093, the funds for the first meeting of creditors have been received by the court and the first meeting will be held at the office of the referee on May 24.

In the matter of Abraham Morrison, Bankrupt No. 2076, an offer has been received for several portions of this estate as follows: The Commercial Savings Bank, of Grand Rapids, has offered \$75 for the equity of redemption or any other interest of the estate in the real estate of this estate, upon which they have secured claims. The real estate is appraised at the sum of \$17,500 and the bank has provable claims in the aggregate of \$20,000, which the real estate is security for. In the event that the offer is accepted the bank agrees to waive its claim in excess of the security. Julius Silverman, of Grand Rapids, offers \$1,850 for all the stock in trade, including junk of every kind and nature, except such as is the property of others by virtue of valid liens against it. This property is inventoried at \$2,966.75. Or the said Julius Silverman will offer the sum of \$2,650 for the same loaded upon cars. A. H. Kollenberg offers \$1,500 for all the tools, equipment, furniture and fixtures, inventoried at \$2,089. This offer is conditioned upon the acceptance, by this estate, of the first offer named, namely the offer of the Commercial Savings Bank. The meeting and sale will be held at the office of the referee May 23. All interested are requested to be present at that time and place. The inventory of the property may be seen at the referee's office.

May 15. On this day was held the first meeting of creditors in the matter of Walter D. Paulsen, Bankrupt No. 2090. The bankrupt was present in person and by attorneys, John B. Lewis, of Greenville, and Kirk E. Wicks, of Grand Rapids. Claims were allowed against the estate. Clare Reynolds was appointed trustee and the amount of his bond fixed by the referee in the sum of \$500. The bankrupt was then sworn and examined without a reporter. The first meeting of creditors was then adjourned.

On this day also was held the adjourned first meeting of creditors in the matter of E. L. Wellman Co., Bankrupt No. 2067. The bankrupt was present by E. L. Wellman, its president, and by Taggart & Kingston, attorneys. Clapperton & Owen appeared for petitioning creditors. Clare J. Hall and Travis, Merrick, Warner & Johnson appeared for various creditors. Claims were allowed against the estate. E. L. Wellman was then sworn and examined without a reporter. Appraisers were appointed. The adjourned first meeting was then adjourned without date.

In the matter of Fred B. Fleming, Bankrupt No. 2093, funds for the first meeting of creditors have been furnished, and the meeting will be held at the office of the referee May 29.

Lighting Specialties Sell Well.

There is a considerable demand current for lighting specialties for home use, declare some of the leading retailers in this line. The use of electricity for lighting the home is increasing every day, they state, and hanging fixtures, floor, table and boudoir lamps are selling very well. According to one of the leading manufacturers of these specialties, there is an especially noteworthy trend to the type known as the wrought iron bridge lamp. This is designed for the library or living room table. It comes with either silk or parchment shade and retails at from \$6 to \$10.

It isn't the henpecked husband who lays for his wife.

NEW ISSUE

\$3,500,000

The London Guarantee and Accident Building CHICAGO

6% Fund First Mortgage Free Bonds
(CLOSED MORTGAGE)

Entire property leased to

The London Guarantee and Accident Company, Ltd., of London, England, for Rentals in Excess of All Interest Charges and Semi-annual Installments of Principal.

Dated May 1, 1922

Due May 1, 1962

Callable first ten years as a whole at 105 and interest or in part by lot for Sinking Fund at 102½ and interest. Thereafter in whole or part by lot at 102½ and interest for next five-year period, thereafter at a figure decreasing by ½ of 1% in each succeeding five-year period. Denominations \$1,000, \$500 and \$100.

Federal Income Tax paid up to 2%. Pennsylvania and Connecticut State Taxes not exceeding Four mills annually refunded.

Application will be made in due course to list these Bonds on the New York and Chicago Stock Exchanges

Lease:

The entire property has been leased for a period of fifty years from May 1, 1922 to The London Guarantee and Accident Co., Ltd., one of the old, conservative and soundly established British insurance companies. Net annual rental largely in excess of sinking fund and interest requirements is payable monthly in gold to The Union Trust Co., Cleveland.

Security:

These bonds will be secured, in opinion of counsel, by a closed first mortgage on:

- (1) the fee simple title to 16,600 square feet of land at the southwest corner of Michigan Avenue and River Street, Chicago, appraised at \$1,500,000.
- (2) a 21-story fireproof, steel and terra-cotta office building being constructed thereon at a cost of \$3,416,500.

Total Value of Security—\$4,916,500

Location:

The location of the building is one of the most important in Chicago. It is directly opposite the new Wrigley Building at the Southern end of the recently completed Michigan Avenue Bascule Bridge, estimated to carry daily the city's heaviest traffic. This point is the "New Gateway of the greater Chicago," connecting the famous "Loop" district with the fine development along Michigan Avenue north of the river, of which the Wrigley Building and new Drake Hotel are characteristic.

Sinking Fund: Cumulative Sinking Fund requirements provide for retirement of \$3,000,000, or over 85% of this issue by maturity.

Price 99½ and accrued interest to yield over 6%

Howe, Snow, Corrigan & Bertles

Grand Rapids Savings Bank Building
Grand Rapids, Mich.

310 Ford Building
Detroit, Mich.

Statements and statistics above given, while not guaranteed by us, are considered reliable, and are those upon which we based our purchase of these bonds.

FACING A WORLD MENACE.

It seems that the Genoa parley has been postponed for a month, at the end of which time it is to assemble at The Hague for a still further consideration of Russian demands; also France seems to hold a hope that the United States may be induced to come in and sit with the other powers in order to bring about a settlement.

No doubt questions of great moment to the future happiness of Europe hang in the balance, yet if the entrance into the squabble of the American Republic is necessary for a happy conclusion to the mixup it may as well be called off now as later, for this country has other fish to fry aside from putting her foot into any international traps. The wily German is working the cards, with Russia in the background.

The plan is to round up the two greatest nations in Europe under one big militaristic combine, with the intent to override the remainder of the continent when the hour is ripe.

A greater, more dangerous conspiracy for the confounding of the nations was never entered into than this which is agitating the secret manipulators of Germany and Russia.

France and England are trying not to see the plot, to look away from the trap being set for their unwary feet by Muscovite and Teuton. France has a little the best end of the bargain so far. Lloyd George seems to have fallen a victim to his desires for peace, as against a constant and irritating rub against Russian Bolshevikism.

No one man, be he ever so great a statesman, can sway and manage such a mass of ignorance and bull-headedness as seems to endow all Russia at the present time.

The sooner the Genoa foolishness is ignored the better. The sooner the late allies come to a realizing sense of the true situation, wherein Teutonic trickery and Muscovite belligerency work hand in hand to secure their ends, the better for all concerned.

Germany's resistance to paying indemnity is showing itself more and more as time passes. It may be set down as a fact that the Teuton, foiled of his prey in the last war, has no intention of living up to treaties binding him to pay big indemnities for his bad work in the past. Treachery and double dealing is a characteristic of the German mind. So long as a nation of sixty millions of people in the full vigor of life can assert itself, just so long will France have trouble over collecting her just dues.

Not far to the Eastward lies Russia, hand and glove with the ideas and intents of the German nation. With twice the population of the central empire, the Muscovite and Teuton combined, form a union of strength which cannot be matched on the continent of Europe.

All this is no idle dreaming. Facts are stubborn things and every wind which sweeps across the Atlantic from Genoa brings fresh evidence of a deliberate conspiracy on the part

of those two brutal nations to one day rule the world.

Lenine or some other Russian may be at the head of the Muscovite plot for world dominance. It matters not who leads, providing he can swing the Russian masses his way. The ignorance of the Russian people is fertile soil for the working of just such a gigantic plot. Whether France and England, with the aid of Italy and some of the lesser powers, have a possible show of breaking this combine remains to be seen.

At present the allies seem to be in a hopeless minority.

The leniency shown Germany when she threw up her hands and abjectly whined for peace is one of the wonders of the world's history. Not in a thousand years has anything of the kind been known when a beaten foe was granted terms that gave her an advantage over the victor.

It was kind, it was humane, it was Christian.

All of which may be true, and yet how is this great kindness being rewarded? The Teuton youth are being taught to hate their enemies, which is anything but Christian. They are also being taught that the war was not started by the kaiser, but was precipitated by the allies and America to destroy Germany. Of course, every honest person outside of Germany knows that this is lying propaganda and that only a nation of brutes like the Germans would believe such nonsense. Secret organizations are being formed in every locality in Germany to prepare for the next war, which is not humane, nor is it kind to plot another saturnalia of blood.

The United States is out of danger for the present.

However, it required four millions of American soldiers to whip Germany and Austria into a semblance of submission. How many of our boys will it require when the enemy numbers twice the population of that of the central empires of the world war?

The idea that the Washington treaty settled the world for a long lease of peace is a fallacious one. When we count with Russia out of the deal we tread on dangerous ground.

Russian soldiery, led by German officers, with all of Germany swinging into line, is the menace that our world is facing to-day.

PRICES PAID AT THE FARM.

Attention is frequently directed to the fact that the wholesale prices of many farm products are now in line with the general level of wholesale prices for all commodities. In March, according to the index of the Bureau of Labor Statistics, average wholesale prices were 52 per cent. above the 1913 level. A number of farm products have advanced over their pre-war levels to very much the same extent. Thus No. 2 red winter wheat, which sold at an average price of about 97 cents during 1913, is now selling above \$1.40. Cotton (middling) sold at an average price of 12½ cents in 1913, and since March has fluctuated between 18 and 20 cents. Wool (Ohio fine delaine) was

selling for about 64 cents in 1913 and recently has been selling around \$1.20. These are the prices in the central produce markets, but when prices paid to the farmer himself are taken into account the showing is not so good. The price of commodity at the farm is equivalent to the price in the central market, less the marketing costs, including transportation. As marketing costs are now higher than they were in 1913, the farmer has not benefited as much by the recent advances as he would have done in the case of a similar rise in the pre-war period.

An index of prices paid for farm products at the farm, prepared by the Department of Agriculture, illustrates the point touched upon in the foregoing paragraph. While cotton prices by the end of March were about 52 per cent. above the pre-war level in the commodity markets, the price which the farmer actually received was only 29 per cent. above the pre-war figure. In the central markets wool was selling at about 85 per cent. above the 1913 level, but the grower was getting only 50 per cent. more than in 1913, or in terms of dollars of 1913 purchasing power he was getting the same for his wool in March as in the pre-war year.

With wholesale prices over 50 per cent. above their 1913 average, it is obvious that the farmers receive as much for their produce now as they did before the war only when the actual farm prices are 50 per cent. or more above the 1913 level. As a matter of fact, among the staple farm products there were only about three whose prices on the farm at the beginning of April were high enough to justify the statement that they were up to the pre-war level in terms of 1913 dollars. Prices of potatoes were 77 per cent. above the 1913 average; wool 50 per cent. above, and wheat 49 per cent. above. Corn and beef cattle, on the other hand, were respectively 4 and 7 per cent. below the 1913 average. Cotton, hay, and hogs, while selling above that average, were considerably less than 50 per cent. above it, and therefore the producers were not receiving as much for these commodities, in terms of actual purchasing power, as in 1913. The buying power of the agricultural districts, therefore, still lacks a great deal of rehabilitation.

THE LAND OF THE FREE.

One of two things ought to be done and done immediately: We ought to expunge the line in our National anthem which refers to America as "The land of the free" or we should extinguish every vestige of unionism from this country. Freedom and unionism are not compatible. The man who takes the iron-clad oath exacted by all unions automatically makes himself untrue to his family disloyal to his church and a traitor to his country. He cannot be a union man and be either a Christian or a patriot. He cannot be a free man, entitled to the blessings of freedom, because he has voluntarily foresworn his freedom in order to ally himself with the cohorts of the slugger and

the assassin. In other words, he has arrayed himself with the enemies of the church and his country and thus become an outlaw in all that the term implies.

In order to be consistent we ought not to continue to utter the lying line about America being "The land of the free." There is not a freeman in this country. Five million creatures are slaves to the worst tyranny ever devised by the mind of men. The remainder of us live in constant danger of the torch of the union incendiary, the bomb of the union anarchist and the bludgeon of the union assassin, which makes freedom a mockery and such a thing as contentment out of the question.

BLOW TO GOLD STANDARD.

Now let all who look upon the gold standard as obsolete and as an impediment to our economic progress rejoice! Their doctrines are on the verge of being accepted by one of the biggest countries on the globe. Word comes from Moscow that the Soviet government has decided to forget all about gold in calculating the value of the ruble. To some of us this decision may appear to be an act of supererogation, but let us not scoff. Just what is to take the place of the yellow metal as the basis of value for paper rubles is not stated, but it is intimated that Messrs. Lenine and Trotzky may issue a decree designating an index number based on values of a group of staple commodities as the standard of value. It is possible that they have been reading the articles of Irving Fisher, or Edison's questionnaire, or Henry Ford's fool ideas on finances. At any rate, if the experiment is to be attempted, by all means let it be tried in Soviet Russia. Nothing that could happen there could make the currency chaos any worse than it now is.

THE CANNED FOODS MARKET.

The past week has not been conspicuous in the canned food market, except in a negative way as an illustration of a dull market when May buying might be expected in larger volume with a resulting better tone, traceable to light offerings. Usually in May there is something of a spurt in trading caused by an anticipation of summer demands by many distributors and marked chiefly by advance purchases by the summer hotels, which open generally on Decoration Day, but which usually begin buying early in May. The expansion in jobbing business compared to April has not been marked. Lines which are not overly abundant are held firm and there is a steady call for them which makes them in sharp contrast to the more abundant commodities which have developed a channel of distribution determined wholly by current consumption. No real developments were shown in future offerings as general apathy still prevails.

People who buy goods and leave them for delivery appreciate quick delivery, even when they have said they are in no hurry. Make it as snappy as you can.

NEW ISSUE

\$4,500,000

Central Coal & Coke Company

First Mortgage 6% Sinking Fund Gold Bonds, Series "A"

Dated June 1, 1922.

Due Serially June 1, as shown below.

Interest payable semi-annually June and December 1; at offices of A. G. Becker & Company, Chicago or New York. Bonds in coupon form in interchangeable denominations of \$1,000, \$500 and \$100. Registerable as to principal only. Redeemable as a whole or in part upon any interest date upon sixty days notice at a premium of $\frac{1}{2}$ of 1% for each year or part of year that bonds have to run to their fixed maturity. Authorized \$7,000,000; to be presently issued \$4,500,000. Joint obligation of Central Coal and Coke Co. and Delta Land and Timber Co.

Interest payable without deduction for Normal Federal Income Tax not in excess of 2%. Company will refund the present Pennsylvania four mill tax to holders of bonds resident in Pennsylvania who shall have paid such tax.

FIRST TRUST AND SAVINGS BANK, CHICAGO, AND MICHIGAN TRUST CO., GRAND RAPIDS, MICH., TRUSTEES

The following information is summarized by Mr. Charles S. Keith, President of the Company, from his letter to us:

BUSINESS: The Central Coal and Coke Company was incorporated under the laws of Missouri in 1893, succeeding to a business organized and operated continuously since 1871. The Company is engaged in the business of mining and selling coal, and manufacturing and selling lumber. Its operations, together with its subsidiary and controlled corporations extend into Missouri, Kansas, Arkansas, Oklahoma, Wyoming, Louisiana, Texas and Oregon. It is estimated that the Company owns or controls 260,000,000 tons of un-mined and recoverable coal, and 670,725,000 feet of merchantable yellow pine and hard woods, in addition to the 2,500,000,000 feet of timber owned by the Oregon-American Lumber Co.

SECURITY: These bonds in the opinion of counsel, will be secured by an absolute first mortgage on all coal and timber properties now owned or hereafter acquired by Central Coal and Coke Co. and/or Delta Land and Timber Co., and by pledge of 80% of the stock of the Oregon-American Lumber Co. The value of the mortgaged and pledged property as conservatively appraised and estimated is over \$26,000,000.

PURPOSE OF ISSUE: The proceeds from the sale of these Bonds, will be used to retire the Company's bills payable, outstanding mortgage bonds and notes, and to provide additional working capital.

EARNINGS: The average net operating earnings for the past twenty years were equal to 6 times the average interest requirements on these \$4,500,000 Bonds.

SINKING FUND: The mortgage securing these Bonds provides that the Company shall deposit with the Trustee five cents per ton of all coal mined and four dollars per thousand feet of all timber cut by the Delta Land and Timber Co., and after three years \$1.30 per thousand feet of all timber cut by the Oregon-American Lumber Co.

MANAGEMENT: The affairs of the Company are under the same management that has successfully conducted the business for the past twenty years.

We offer these Bonds for delivery when, as and if issued and received by us, subject to the approval of our counsel, Arthur B. Schaffner, Esq.

MATURITIES AND PRICES

\$150,000 due 1923—Price 100
150,000 due 1924—Price 100
250,000 due 1925—Price 100
250,000 due 1926—Price 100
250,000 due 1927—Price 100
250,000 due 1928—Price 99
250,000 due 1929—Price 99

\$250,000 due 1930—Price 99
250,000 due 1931—Price 99
250,000 due 1932—Price 99
250,000 due 1933—Price 99
250,000 due 1934—Price 99
250,000 due 1935—Price 99

\$250,000 due 1936—Price 99
250,000 due 1937—Price 99
250,000 due 1938—Price 99
250,000 due 1939—Price 99
150,000 due 1940—Price 99
150,000 due 1941—Price 99
150,000 due 1942—Price 99

(Accrued interest to be added)

THE
MICHIGAN TRUST
COMPANY

Grand Rapids, Michigan

The statements contained herein while not guaranteed are obtained from sources which we believe to be reliable.



Key To Future Prosperity in the Shoe Industry.

Anything that I may say in behalf of the shoe manufacturing division of the allied industries, must be based upon the interests we share in common. One of the great difficulties in a group of industries so inter-related as ours, is the tendency of the various units to fly apart.

The shoe market is the great, but not the only outlet for the leather industry, and in the relations of seller to buyer, it is not always easy to see in the same light the things we have in common. And to the extent that these common purposes are realized and followed out, to that extent shall we advance not merely our own temporary interests, but the interests of all whom our common prosperity depends.

This is exemplified now in the relation of agriculture to business. The tide of depression which swept with increasing momentum from the city to the country—from the factory to the farm—left the farmer without the buying power which is the foundation of our National prosperity. Ours is a country of excess production, both in agriculture and industry; but the farmer found himself unable to sell his surplus, and his market fell, just as it fell in industry. The ability to market surpluses, whether of farm or factory, stabilizes prices in our great domestic market, and gives alike to farmers and industrial workers, a purchasing power that spreads through all industry, and reflects itself in greater consumption and better business.

These surpluses, however, are of two kinds, material and labor, and can be absorbed in only two ways—either by greater consumption at home, or by export of products abroad. Some will say that when we can export the fruits of American soil and labor in proportion to their productive capacity, while others will say that when prices are low enough to increase home consumption, we shall have reached the point where demand equals supply; and the consequent full employment of our people.

It seems a safe principle to seek first of all the greatest utilization of American labor on an economic basis of wages and production, to the ends that prices may parallel purchasing power, and our ability to export may match the world's ability to buy the surplus product of our labor and investment. But the protection that is granted to this end must be a wise protection, adjusted not to the interests of a class or group, but of the whole.

If we are to re-establish world markets for our excess production, and

it is true that we cannot operate at the highest efficiency without it, we must consider the necessities of those markets as well as our own, and not encourage an excess of protection that will retard our progress.

But there is something more fundamental than merely the tariff involved in the export situation. We must ask ourselves as a Nation: "Shall we buy more and sell more, or shall we buy less and sell less?" And then we must decide: "Shall we pay more for capital here because of employing much of it abroad, or shall we use less capital by living more and more unto ourselves?"

It is often said that "Our present predicament lies in the fact that certain elements necessary to increased consumption have been lacking, particularly our foreign trade;" and until many problems are solved, the foreign field will continue to be an uncertainty.

It is fair to point out, however, that ever since 1914 the shoe and leather trade has suffered from the force of economic conditions. There was a period of too much prosperity, followed by a prolonged period of adversity, and the shifting of balances consequent upon both these conditions has brought us face to face with new problems.

Within the shoe industry, demand is gradually being re-established, and conditions are unquestionably on the upward trend. The trade, in moving cautiously but surely in its adjustments to the needs of the times, gives the best assurance of a favorable outcome. Inequalities still exist, but merely deploring them will not correct them. If the prices of the various kinds and grades of shoe leather do not yet bear their former relation to each other, it may well be asked: "What can be done in the shoe industry to restore the balance?"

I can only say to such a question that shoe manufacturers are vitally interested in restoring a balance that will give an assurance of value, grade for grade, to which the trade of old is accustomed. It is not a healthy condition, when high price or low price alone rules a market; or when style dominates to the exclusion of a proper diversity of kinds and grades of material.

With the recognition on the part of tanners, shoe manufacturers and retailers generally, that not prices alone but quality, grade for grade, is the key to the future, there is every reason to anticipate a steadily growing demand and production of footwear.

It is this quality, grade for grade, that spells value to each class of consumers. The readjustment of prices

--KEDS--

Don't forget we are headquarters for this popular line of Rubber soled canvas footwear.

Summer weather is going to bring a big demand for them. For quick service send us your orders.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.



ROUGE REX SHOES



No. 4111—Choc. Outing

Also comes in Smoked and Black

Special Value \$2.20

IN STOCK ORDER NOW—

This is less than you paid before the war.

Genuine Horse Hide

Manufactured By
HIRTH-KRAUSE CO.
Grand Rapids, Mich.

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.



"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

in footwear is apparent to everyone, and it has tended to help restore buying power all along the line; but buying power will be expressed in real buying activity when value—as expressed in quality, grade for grade—is equally realized. This stabilization of value is coming just as surely as price stabilization has come, and as soon as this is fully realized by consumers we may reasonably look for the full retail and manufacturing activity that the consuming power of our domestic market will justify.

But when we reach this point we realize again that consuming power is the great factor in restoring factories and tanneries to 100 per cent. production, and to its increase we should give every attention. But the farmer's purchasing power cannot be restored either by high tariffs or restricted production, because these artificial measures detract from the purchasing power of the farmers' customers. And equally, employers cannot arbitrarily increase the buying power of industrial workers by unwarranted wages or employment, or over production. Therefore, must not uneconomic measures be abandoned, and attention centered upon the fundamentals of mutual understanding, co-operation and fair dealing in the promotion of common interests?

There is a fair market to-day for shoes of every grade and all materials, if tanners, shoe manufacturers and retailers will co-ordinate their efforts to meet it. The ever-appreciated builder of good-will, "Quality First," is a standard that the American public do not for a very long while depart from. I believe, therefore, that the tendency is toward improved prospects for merchandising an average better grade product than during 1921.

The keys to the retail demand upon which we all depend, are stability and confidence. It is up to all branches of the trade that stand behind the retailers to give evidence of the stability so far established and to work together along the lines of increasing value on a stabilized price basis, realizing that the real foundation of competition on any other basis can only be unsettling and destructive within the trade, and react unfavorably upon the buying public.

Shoe manufacturers, however, are hedged in by conditions on both sides. They must buy leather and sell shoes. They must look to the tanners on the one hand, and aid the retailer in his distribution, on the other. They must insure quality in their grades, to satisfy the retailer, and they must find means of building up quality in their purchase of materials and in the manufacturing departments of their business. Factories are concentrating on the efficiency in manufacture, to turn out more and better shoes per day. And as it is the purpose of the trade as a whole to put something more than price into their product, so do they look for something more than price in their leathers. It is here that the tanner and the shoe manufacturer have a common interest, in a joint effort to increase the merchan-

dising possibilities of leathers and footwear. Value, grade for grade, and a constant improvement in the finished article, be it leather or shoes, will permit more pairs of better shoes and a greater utilization of leather footage. In leather manufacture equally with shoe making, care and efficiency and improvement in quality of production will aid in the production of more pairs of better shoes by increasing uniformity and reducing waste. Again quality, grade for grade, in leather and shoes, and value for consumers, within each grade, is the key to the future.

Within the allied industries we are not yet out of the period of planning. Do what we may, and work hard as we may to promote our own individual interests, we must nevertheless proceed from the fundamental position of the industries as a whole. Nothing permanent can be accomplished in any other way. If leather and shoes have not yet reached their normal volume consumption, it is not because of lack of individual volume consumption, it is not because of lack of individual effort, but because economic readjustments outside our own industries are still under way. If for example, we look upon the coal mining and textile situations as symptomatic, rather than as isolated disturbances, we can realize how far we have yet to go on the road to normalcy.

I would not suggest that the readjustment is yet complete within the shoe and leather industries. Inequalities still remain to be ironed out, but we have fortunately reached a degree of stability that has given marked confidence to the retail trade and to consumers in present shoe prices and values; and to this confidence, above all else, we can attribute the noticeably upward trend in the shoe industry.

Let us hold the ground that we have gained, by maintaining and extending that confidence; and then with the same courage and co-operation we can bring other things into line.

Frank R. Briggs.

How Does Your Store Check Against These?

The research department of the Pacific Railway Advertising Co. has been gathering statistics on the operating expenses of retail stores in the Pacific coast section.

The figures are given as follows:

	Per cent.
Grocery stores	17.91
Average dry goods stores	23.05
Large dry goods stores	24.04
Small dry goods stores	16.03
Average hardware stores	20.41
Average furniture stores	26.05
Average clothing stores	24.00
Average shoe stores	23.22
Average jewelry stores	26.81
Jewelry dept. of large dept. stores	29.09
Department stores	26.05
Retail drug stores	24.26

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

**A. B. KNOWLSON CO.
Grand Rapids Michigan**

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.

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.

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

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





Business Very Definitely on the Upgrade.

A survey of business conditions for the month of April leads unmistakably to the conclusion that commerce and industry are now definitely upon the upgrade, thus justifying the predictions which have been expressed in various quarters for some time past. In former months of the current season, there have always been qualifying factors which had to be taken into account; and although the influence of some of these features of the situation is still noticeable, they have undoubtedly lost their effect in no small measure, so that business conditions may now for the first time be regarded as definitely promising. The cloud on the horizon is seen in the possibility of more labor disturbances or in the aggravation of those which now exist. Yet there is abundant evidence that even this dangerous factor exemplified as it is in the coal strike and in the textile strikes, is losing its effect and may be canceled earlier than expected.

The really encouraging element in the situation is the advance in the physical volume of production. Once more the condition of the steel industry has assumed its recognized place as a true index of business conditions and in that light furnishes most encouraging evidence as regards future prospects. Notwithstanding the continued existence of the coal strike the output of steel plants may now be conservatively reckoned as from 70 to 75 per cent. of capacity, a state of things which applies not only to United States Steel but also to the independent establishments.

Coupled with this, is the fact that merger plans affecting the independent concerns seem likely to bring about a consolidation of several which should result in introducing important economies and thus enhance values correspondingly. So far as the outer public is concerned, the fact that at the same time that plant capacity is increasing, unfilled orders are also advancing, is exceptionally hopeful. The April 1 unfilled orders return of the U. S. Steel Corporation showed a booking of 4,494,000 tons, against 4,160,000 tons as of March 1. This encouraging growth parallels the situation as to pig iron in which a similar increase is revealed. Figures for ingot production and other essential elements in the steel industry confirm this favorable showing. But what is even more hopeful is the fact that the physical volume of trade has expanded in other basic industries. Notable in this connection is copper, the reopening of the mines for the production of the metal giving good

assurance of renewal of demand which has resulted from heavy depletion of old stocks to enlarged industrial use at home and broader foreign demand. The textile industries have also maintained the substantial gain which they had made in former months, notwithstanding the adverse labor conditions by which they had been confronted.

For some months past, money conditions have been very favorable, there being abundance of funds both for speculation and investment, while rates have been not only low but tending still lower, banks show an actual downward movement in their portfolios there has been a pronounced increase in the activity of credit as shown by steady growth in debits to individual deposit accounts at banks. The enlargement of these debits signifies as usual that a more active use is being made of the accounts carried by business men in banks, the result being to bring about a larger turnover of credit—which obviously reflects a correspondingly larger turnover in the volume of goods. Increases in these debits should in a general way correspond to improvement in indexes of wholesale and retail trade and that has been the situation during the past month or more. Such activity in bank credit usually precedes the demand upon banks for a larger loan accommodation, which is likely to be the case in this instance as is shown by the slow but noticeable upward movement in loans and discounts at many of the interior banks. We may expect a considerable expansion of commercial demand for funds in the near future and this may reach a point where it tends to draw off some considerable proportion of the surpluses which have heretofore been available at low rates in the investment market.

For many months the foreign-trade situation has been the "sore spot" in the National industrial outlook. Betterment in this regard is now clearly in sight. Excess exports for March were \$76,000,000 and they may possibly run higher from now on. How far they will go will depend of course upon the credit situation in the foreign trade as well as upon prices here as compared with those abroad. It is to be noted, however, that an unusually large volume of foreign securities has been sold in this market since January 1. The result has been to create a credit basis here for sales of goods which previously did not exist. Dependence upon bank credits has thus been reduced and while export houses and bankers continue to be exceedingly conservative in their treatment of foreign applications, there are



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some symptoms of a more liberal attitude particularly with respect to Great Britain and British Dominions. All this makes for an improvement in export business which is now quite noticeable in a number of staple commodities.

There are still many factors of uncertainty in connection with the general outlook for business. One of them relates to the tax situation in Washington. As time goes on it seems more and more likely that a bonus measure will be enacted; while President Harding's position in this matter seems to render it more or less certain that he will veto a bonus bill which does not carry a clause providing funds for the payment of the liabilities growing out of the measure. That would imply strong likelihood of very substantial additional taxes. Secretary Mellon has already estimated a deficit for the coming fiscal year of about \$480,000,000. If the bonus should cost an equal amount (as it would under some of the plans proposed) our total deficit for the coming fiscal year will be in the neighborhood of 900,000,000, a sum which would have to be provided either through taxation or borrowing.

Either plan would undoubtedly be injurious to business but to what extent would, of course, depend in no small measure upon the conditions of the money market as well as other factors. Another important element in the prospective future of business is undoubtedly provided by the tariff. Enactment of a tariff bill substantially in the form now before the Senate would largely close the doors of many classes of foreign imports and might to that extent stimulate domestic business for a time. On the other hand, it would be equally injurious to our foreign trade. It has been anticipated that with the revival of business this condition of cheap money would be brought to an end, a natural prediction which had much to support it. Instead of that it has seemed to be strangely true that as business expanded, money still continued as abundant as ever, while there was little expansion in commercial demand for funds.

Federal reserve portfolios have fallen off sharply during the past month, and although the demand for loans at member banks is not as slack as it was, showing considerable increase in various parts of the country, it is by no means what might be called heavy. In these circumstances, therefore, it is easy to account for a call rate which has been steadily as low as 4 to 4½ per cent. and at times has gone to 3½ per cent., while time money has been steady at 4¼ per cent. for the short maturities to 4½ per cent. for the longer ones with commercial paper at 4½ to 4¾ per cent. The substantial character of these reductions can be better realized when they are graphically compared with levels existing a few weeks ago, and especially when it is remembered that they exist in spite of a very decided upward swing in the production of commodities. This situation can be explained only when we remember that the great reduction that has taken place in prices has largely lessened

the amount of funds which is needed in order to carry on a given volume of business, while it should also be borne in mind that there has been a large liquidation of stored goods as accumulated stocks have gradually moved to market and been sold.

In such circumstances, and with increasing demand for goods accompanied by low rates for money, it is not strange that there should be an increasing strength in corporate credit. The index for such credit up to May 3 stands at 4.63 and represents a still further gain over the already high levels which had been realized during previous weeks. The phenomenon furnished by the ability of a number of issues of liberty bonds to cross par is itself a striking tribute to the better demand for high-grade securities and testifies as to the abundant supply of funds that are seeking investment, as well as to the increasingly broad absorption of liberty bonds on the part of the public at large.

The improved condition of corporate credit also explains in no small degree the lack of demand on the banks for accommodation, many concerns preferring to satisfy their needs by long-term funding while the market is good rather than to limp along with short-term loans as in the past.

Possibly the most helpful feature in the industrial outlook at the present time is the fact that commodity prices have been so stable. Price readjustment is still going on among different groups of commodities but the tendency is upward. Bradstreet's last price index stand at \$11.53 while the index numbers compiled by the Federal Reserve Board indicate decided firmness. As weeks go by developments both here and abroad seem to show that the new price level has been pretty definitely stabilized for the time around 40 per cent. above 1913 value, taking a large number of basic commodities as the test.

This of course is a situation which is subject to change, especially under conditions like those which exist throughout the world to-day and which have proven so unsettling, especially in Europe. Nevertheless so far as the United States is concerned, the immediate course of prices appears to be fairly firmly established, and it is accordingly possible for business men to make forward contracts with reasonable assurance that they will not lose by them owing to unforeseen changes in values. This, more than perhaps anything else, has been instrumental in bringing about a resumption of future bookings in the steel industry and elsewhere, buyers believing that they can with safety commit themselves at present prices. In steel, the increase of unfilled orders has undoubtedly been helped by the fact that staple steel products now seem to be themselves moving upwards so that purchases at present values are likely to redound to the benefit of those who make them.

Partly as a result of the firm price situation, and partly in consequence of the larger disbursements for wages, there has been renewed activity in buying which is noted both in the wholesale and retail branches of business. There had been some slacken-

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ing in the late winter, partly due to uncertainty among farmers as to the condition which they would have to confront in the spring in connection with putting in the new crop. This uncertainty has largely disappeared as a result of the higher prices for agricultural products, and there is undoubtedly a better feeling even among those producers who did not succeed in holding their output long enough to get a substantial return for it in the sale of their crops at the better prices established since the opening of the year.—H. Parker Willis in Magazine of Wall Street.

How Banker and Merchant Can Work Together.

The banker is a middleman just as is the merchant. He collects money from its sources of production and sells it in the form of credit to the borrower—the consumer. Money and credit are his commodities for sale. The only difference between the banker and the merchant is the commodities they sell. They have so many things in common that their opportunities for mutual co-operation are countless, if they would but grasp them.

One banker's advice to merchants is this: Get rid of your dead stock in sales for this purpose, and with the surplus money which the sales bring, maintain a more than comfortable bank balance. Do not hesitate to seek advice from your banker. He knows that your prosperity is his prosperity.

To the banker he says: "Take the initiative with the retail merchants of your community. Give them business advice freely. Many look to you for commercial guidance, and you are at fault if you fail your community in giving your best advice.

The merchant has been more or less lost sight of as a factor in our economic development. The bankers have been overlooking the retailer as the distributor of commodities in the confines of the same territory the bank serves. For this lack of co-operation the merchant is partly responsible. The average country merchant looks on his bank as a place to deposit his cash receipts and carry on a checking account. He does not carry a bank balance of sufficient size to make the banker realize that he is a vital factor in the development of the bank's business. At least fifty per cent. of the country merchants carry deposits at the banks so small that they are carried at a loss to the bank. Few bankers object to this, for they realize that the merchant needs the bank and are willing to offer their facilities that the country merchant may properly handle his business transactions. The bankers really have no incentive to develop a policy that will result in any special service to the country merchant because they see no chance of reward.

The country merchant has overlooked the great benefit to be derived from maintaining a comfortable bank balance, and could have a large balance much easier than he thinks. By cleaning up his dead stock very frequently, he would doubly benefit. He would be rid of the stock, which is a

doubtful asset, and he would have a balance in money, which is an actual asset. The disposition on the part of many merchants is to feel that they need no reserve in the bank, that if they have enough to pay their bills it is better to put the remainder of their cash into new stocks, or leave it in the form of outstanding accounts.

The two greatest weaknesses of country merchants are the accumulation of "dead" stocks, and the long unbusinesslike extension of credits. If the merchant would overcome these weaknesses he would automatically place his business with the bank where his account would be desirable, and would appeal to the banker.

On the other hand, the banker is at fault in not realizing that it is his duty to take the initiative with the retail merchant in business matters. In nearly every instance the merchant is really anxious to discuss his problems with his banker.

It is often said lack of capital has been the greatest weakness of country merchants. But this has been considerably overdrawn. The lack of credit is as much an obstacle as the lack of capital. Very often the lack of credit has been due to the fact that the merchant has permitted his affairs to get in a non-liquid state, through the extension of long-time credits. In other words, this condition results because of his long-standing accounts, and his keeping "dead" stocks on the shelves. If he will remedy both, he can easily secure the credit he needs.

Because it is the banker's duty to take the initiative to promote a better understanding of the co-operation between the merchant and the bank, the banker is more to blame when there is a lack of such co-operation. The banker, more than anyone else, is in a position to know the situation of the rural merchant. He knows what an essential factor the merchant is in the life of the community. He fails in his duty unless he gets behind the distributor with all the force of his influence in the community to the end that the retailer be understood by the community and not misunderstood.

The daily papers constantly harp on "labor outlawry" in connection with the dynamite plots of union men. They should substitute "union" for labor, because laboring men do not indulge in rioting and murder. Union men constantly follow the preachings and precepts of union doctrine by resorting to incendiarism and murder. Such weapons are their stock in trade. They are not laborers. No union men ever labor. They shirk and loaf and draw big pay for small accomplishment, but such a thing as honest labor is foreign to their comprehension. "An honest day's work for an honest day's pay" is a phrase which has no attraction for a union man, because he has never demonstrated the truth of the axiom.

There are more close games won by sacrifice hits than by home runs, Babe Ruth to the contrary notwithstanding. Business success is the result of co-operation rather than star individual effort.

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TRADESMAN BUILDING

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Peril of Horizontal and Vertical Openings.

The \$200,000 fire in the Kornhauser Department Store at Madison, Wis., February, 16, 1922, was in some ways the most unique fire seen in Wisconsin for some time.

The fact that a fire could burn in a building thoroughly equipped with the sprinkler system for twenty-six hours, that the fire was without question caused by a short circuit in wiring which was inside of metal conduits, yet after the fire all fuses were found to be intact, would sound like conditions which would not be possible.

It is seldom that structural defects can so easily be proved to the average citizen to be responsible for serious fire loss as in this case. This fact was, however, so thoroughly impressed on the community that within three weeks after the fire, the City Council had passed an ordinance requiring all vertical openings such as stairways and shafts, in the business section, to be protected with fire-doors of approved type within six months, and in all future construction concrete is to be the only material permitted for first floors.

Every community should be ready to profit by its past mistakes. It often requires a conflagration to drive this point home sufficiently to secure the needed legislation. Madison has so far escaped her conflagration, yet it has required the loss by fire of three of her leading department stores within two months to waken her to the fact that it was time some definite fire prevention steps were being taken.

It is with the hope that perhaps there may be other communities who may take warning before it may be too late that I feel an account of this Kornhauser fire may be appreciated.

Smoke was discovered coming from the rear portion of the basement at 11:40 a. m. The fire companies were on the ground at 11:45. Every window opening at the rear of the store was heavily grated with iron bars, and some time was lost in getting inside from the rear. This type of protection is splendid to keep burglars out, but it tremendously handicaps a fireman in gaining quick access to the interior of a building.

The smoke was so dense it was impossible to determine where the fire was located. The entire plate glass front of the building was removed in order to secure ventilation, yet the smoke continued in suffocating volume for over twenty-six hours. Ten firemen were overcome and had to be carried away.

The entire building was equipped with a sprinkler system (dry valve), yet it was not until fifty-five minutes after the first alarm was sounded that the first head released. The main valve, after the fire, was tested by experts, who pronounced it in perfect operating condition.

This fact leads one to infer that for nearly an hour the fire was burning and spreading in horizontal openings between the double set of floors, where it was later determined it started from a short circuit which melted the metal conduit in several

places. Flame finally broke through and the sprinkler heads released. A careful examination of the ruins after the fire by the writer determined the fact that at no time during the fire did the maximum temperature exceed 1,300 degrees, which is very remarkable considering the extreme duration of the fire. It reflects credit on the firemen, as it goes to show that only for very short periods during the fire did they permit open flame to exist, and aside from water damage from a few sprinklers, and smoke, the stock on the second floor was unscathed.

Much has been written in the past regarding the hazard of concealed vertical and horizontal openings, but the people of Madison at least now fully realize the folly of laying a second set of joists and floor on the old floor when remodeling is to be done. It furnishes an almost impossible condition for firemen to contend with, and it permits fire to slowly smoulder and creep over the entire floor area of the building.

Millions of gallons of water were poured into the building, not only from open sprinkler heads, but also from a dozen leads connected to the city system and the State Capitol high pressure system. As a result not less than \$30,000 additional damage was done to nearby business properties, whose basements were flooded several feet deep with water.

As to how it was possible for a short circuit to develop and melt several holes in the metal conduit without blowing a 30 ampere fuse is a problem which as this is being written is being most carefully studied by several of the best informed men in the state, and undoubtedly a public report will come from them later on their findings.

We, however, do know that current was brought into the building from a 550 D. C. line for elevator use and the present supposition is that due to moisture in the conduit an arc was formed which would melt the conduit, and yet not necessarily blow a fuse.

There is gradually forming in Madison a feeling that the time must come when a united stand must be taken against continuing to bring 500 volt D. C. into a building. At present every elevator in the city is operating on this high current, which unquestionably adds considerably to the risk over 220 alternating current.

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3,087.11	1915	3,874.58
5,885.33	1916	5,606.11
7,191.96	1917	6,647.47
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Analysis of the Beveridge Victory in Indiana.

Grand Rapids, May 16—The nomination of ex-U. S. Senator Albert J. Beveridge, of Indiana, as a candidate for election to that August body looks like the beginning of a movement to re-organize or rehabilitate our highest legislative body.

Mr. Beveridge is a most remarkable individual and possesses an executive as well as legislative record which does him great honor, and which his constituency ought to contemplate with a large degree of satisfaction.

While not of the Borah or Johnson stripe, his record has always been one of consistent independence, absolutely unassailable, and above criticism. His contempt for evasion and his strong support of enacted laws are his strong points.

His twelve years in the Senate with such a record gives him great public confidence. His work was constructive in the highest degree, his position on any great public question was always known, and usually right, but he was not popular with many of his Senatorial colleagues for the reason that he positively refused to qualify in the "also ran" class.

It is claimed that the nomination of ex-Senator Beveridge was the result of a feeling of discontent on the part of the workmen and farmers and a slap at President Harding, but the real reason for his elevation to the possibilities of Senatorship were that the rank and file of the long suffering public are getting exceedingly tired of Congressional inactivity, or rather over activity in the channel which they are following. Senator New, the present incumbent, is an out and out politician and has made politics a study; in fact, he lived off from the proceeds of political activity and forgot that his position was only that of a servant of the public, who made him what he is. I doubt if the influence of President Harding, as a protest against his administration, had any substantial bearing on the results of the primary.

Mr. New could not see the drift of public sentiment. Like the ostrich he had his head imbedded in the sand, could not see the handwriting on the wall or hear the thunders of discontent which have been apparent to the real student of politics for some time, and it is not hard to find sufficient reasons for retiring him from public service.

On the other hand, the voters have been on the alert, have an idea that their interests have been neglected by such servants in public trust, and have selected a strong man with a good record and whose attitude toward public affairs, since his retirement from office, has been a most consistent one. His attitude toward public affairs may be expected to be much like that of ex-Senator Kenyon, of Iowa, logical and painstaking and without continual fear of reprisal.

I should say the Republican electorate of Indiana have acquitted themselves nobly, and if they follow up their action in the primary by support at the polls in November, the Hoosier State will be restored to the prestige it enjoyed in the days of Morton, Colfax and statesmen of their day and age, for surely Beveridge has the experience and ability to serve his people as they desire and deserve. The friends of Major John G. Emery seem to adduce a great deal of satisfaction out of Senator Beveridge's success at the polls. Where they draw it from I cannot understand.

Mr. Beveridge has a record of statesmanship behind him as Governor of the great commonwealth of Indiana, as a United States Senator for twelve years and as an author of renown. His equipment for the contest was ideal.

Major Emery, without one iota of legislative experience, just a good citizen and a good fellow, might make a good Senator, but the public cannot afford to gamble on futures. The

situation is most critical and requires careful treatment from experienced hands. Why not give the Major a chance to demonstrate his qualifications in some lesser service? Perhaps and quite probably he would make good, but can the people of Michigan afford to take the chance, especially at this time?

I doubt if they will take such a chance. The Legionary support cannot be a concrete proposition and give the nomination, even if it operated as a unit in his behalf, which is unlikely, as there is a very strong prejudice among ex-service men against their former superior officers. There will be much red fire burned in the campaign, but the place where the chickens are finally counted will be at the polls.

Commissioner Potter, of the Michigan Utilities Commission, has sent a very timely communication to the Michigan congressional delegation in Washington, urging combined action in favor of the proposed amendments to the Esch-Cummings railroad act, the said amendments contemplating the return to the various states the right to their own control of intrastate transportation. Mr. Potter takes the position that a large majority of the public regard the act itself as revolutionary and most arbitrary in its far reaching character. In his letter before mentioned he says: "It is the first piece of legislation confessedly founded on injustice to the individual. It is the first attempt to authorize common carriers to charge rates substantially and unreasonably in excess of what is compensatory for the service rendered."

Mr. Potter points out the effect of this law on the varied interests of Michigan and to many facts which have been brought out in freight rate hearings, which have been misinterpreted by the interstate commerce commission and which, through such action, especially as regards agricultural interests, are bringing ruin in their wake, unless speedy relief is afforded.

The Esch-Cummings law seeks to rehabilitate at the expense of the shipping public and traveling public the worthless securities issued for improvident investments in speculative railroad enterprises. It has created and sustained a profound and far reaching distrust, both in the wisdom and integrity of the American Congress. It is, of itself, a serious menace to the welfare of railroad employees the railroad industry and the shipping and traveling public.

It is the first law ever passed which declares wrong right, injustice equity and unreasonable rates fair.

Mr. Potter's power of reasoning do him great credit and his representations made in his communication to Michigan congressmen are borne out by his facts and figures, backed up by good horse sense.

Every member of the Michigan congressional delegation knows the law is unjust; in fact, an outrage on the paying public.

Every Michigan congressman knows that had it not been for the ligu fatuous—supposed railroad vote—the Esch-Cummings railroad act would never have come out of the committee room. The notorious Adamson measure, another damnable monstrosity forced down the public throat for a like purpose, made necessary additional railroad earnings to carry out this hold up scheme and levying tribute on the public was only to be secured through the Esch proposition.

Every Michigan congressman ought to know, and if he does not, will learn to his uttermost sorrow, at the fall primaries, that dissatisfaction is rampant in every city, hamlet and school district and that a storm is gathering which will result in the complete annihilation of many a political hope.

Every Michigan congressman will do well to ponder carefully over the communication of Commissioner Potter and act without delay, or suffer in the September maelstrom.

The real "payers of the freight" are up and moving. They are talking it over, know the subject fully and are preparing to act.

The U. S. Supreme court has just rendered a decision which may put new punch into the Sherman anti-trust act, if Congress has left enough of it intact to call it an act (special privilege having been given labor unions, farmers' combinations and Dorcas societies) and declared that all the stock yards associations are amenable to law as laid down in this particular piece of legislative cobbling and must behave themselves. If these stock yards associations are a public menace, as is claimed by leaders of labor unions and others enjoying immunity from its control, there is no valid reason why they should not toe the mark, but why specialize on this particular industry and make of the law an example of class legislation?

No doubt big business has made its errors by seeming too grasping in its intercourse with consumers, but restrictive legislation has in many cases worked indiscreet hardships on the public and it might be well, now that the war frenzy has abated somewhat, to look over the Sherman law and see if it does not, in many of its provisions, act in restraint of trade, in-

stead of doing away with this particular evil.

Price fixing monopoly should be discouraged, but business amalgamations for economical reasons are an altogether different proposition.

The labor union exemption, used at all times in restraint of trade, and which has and is to-day proving ten-fold more crushing in its effects upon public weal than any possible monopolizing of the live stock industry, is winked at by judicial authorities and is turned loose to ravish industry without even a bell on.

And labor is continually asking something of Congress and almost invariably getting it, to the disadvantage of industry and the burden bearing majority.

Were it not that the Supreme Court might, in its interpretation of the law, class it is in restraint of something, I would like to suggest a taxpayer union but why bother about the taxpayer? He cannot possibly escape the penalty imposed upon him through his own culpable acts of frugality and economy and it may be possible to deceive him until a later period or until the bankruptcy doors loom up to his view.

Frank S. Verbeck.

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

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Fourth National Bank

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United States Depository



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Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually

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Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus

\$600,000

WM. H. ANDERSON, President

LAVANT Z. CAUKIN, Vice President

J. CLINTON BISHOP, Cashier

HARRY C. LUNDBERG, Ass't Cashier

ALVA T. EDISON, Ass't Cashier

SELF SERVE VS. SERVICE.

Government Compares the Two Types of Selling Food.

The results of a governmental study of the "self-service" type of grocery store has just been made public by the United States Bureau of Markets, and are worth study by every retail grocer in the country.

In a discussion of the topic covering fifty-two closely printed pages the investigators conclude that "self-service in the distribution of food products is operating successfully wherever the principle of self-service has been intelligently applied, and where the operations are in the hands of particularly well qualified operators the success is marked."

The investigators were F. E. Chaffee, formerly investigator of city marketing, and McFall Kerbey, assistant in the Bureau of Markets. They specially acknowledge assistance from such well-known sources of information as the Duffy-Powers Co., of Rochester, N. Y., and Hillman's, Chicago; Liberty Market, Indianapolis; Groceteria, St. Paul, Minn.; Piggly-Wiggly, Memphis; L. S. Ayers & Co., Indianapolis; Acme Stores Co., Los Angeles; Emporium, San Francisco; Bay Cities Mercantile Co., Santa Monica, Calif.; Groceteria Stores Co., Seattle; Gerard Grocery Co., Pomona, Calif.; U-Save Stores, Inc., Cambridge, Mass., and Bureau of Business Research of Harvard University.

The summary of the investigation in general is set forth briefly in the following language:

"Self-service stores owe their existence to the fact that by eliminating a large part of the salary expense, as compared with the ordinary service stores, the cost of operation can be reduced under favorable conditions, making it possible to sell goods of a given quality at lower prices.

"Where economic conditions justify the existence of a self-service store, its advantages over ordinary service stores are:

Relatively low operating expense.

Smaller investment in proportion to size of business.

Greater ease of filling employment needs.

Greater satisfaction to the average customer.

Possibility of educating customers through display.

"The disadvantages of self-service are:

It is not applicable to all consumers but only to those willing to dispense with certain service for the sake of lower prices.

Certain goods cannot be 'pushed' as when salesmen are employed.

The possibilities of thievery are greater, although the investigations of the Bureau of Markets indicate that thievery is not responsible for any considerable losses.

"The important general considerations in the establishment and operations of self-service stores are:

Proper location.

Convenient arrangement of the store and display of goods.

Intelligent buying, grading and pricing.

"Self-service may be satisfactorily applied to the retailing of nearly all perishable farm products except fresh meats, but modifications of the usual methods are necessary in the cases of some such products.

"Careful accounting is necessary in operation of a store under self-service. This is true not only because of the methods of merchandise peculiar to self-service, but also because self-service usually implies operation on a very narrow margin of profit, and where margins are narrow under any system it is important that managers be able to follow costs of operations, volume of business and rapidity of turnover very closely.

"Data, as well as general ideas as to the practicability of self-service, have been gathered from numerous self-service stores located in nearly every section of the country. Some of these stores have been very successful and have applied the principles of self service to their business intelligently, while others are operating on almost the same basis as when on the service plan, except for a mere changing of the physical arrangement of the stores.

"Some operators who tried self-service have gone back to the service plan, asserting that self-service was not a success. It was usually found that in those cases the results of the operation showed a lack of knowledge of the fundamentals of self-service. Some failures were due to the poor location of the stores, the operators believing self-service could be made a success in ordinary 'neighborhood' store locations."

The common idea that one has to secure a special right to operate a self-service store is discussed in the report as follows:

"There is a common belief among the retail grocers of the country and the general public, especially in the East, that the term self-service is used only in connection with a certain corporation operating a number of self-service stores. This is no more true than that the expression 'chain-store method of distribution' means a certain company operating a chain of stores.

"Neither is the idea correct that permission must be secured from any corporation to operate a self-service store. The corporation referred to holds certain patents covering floor plans and certain interior arrangement of stores, but principles of self-service can not be patented, being nearly as old as distribution itself. Particular floor plans and arrangements apparently are not vital to the operation of a self-service store.

"In the ordinary type of retail store merchandise cannot be purchased without paying for the cost of certain services. There is no such thing as 'free service,' as commonly advertised by many retailers. A direct charge for service may not be made, but its cost is included necessarily in the selling price of the merchandise. The average food store has only one price for each article sold. One person may buy an article, pay cash, and carry it home. The next purchaser may ask to have a similar article delivered several miles away and to

have it charged not paying for it for thirty to sixty days. Yet to each of those customers the price is the same.

"This is obviously unfair to the 'cash and carry' customer. Furthermore, such a system stimulates a demand for service and penalizes the consumer who does not ask for it or want it. In the average retail store the cost of delivery amounts to about 2.4 per cent. of total sales and the cost of credit to about 1 per cent. (one-half per cent. loss from bad debts and one-half per cent. for keeping the account.) If a charge were made for the credit and delivery service rendered, based on the actual cost of the service, the second customer would pay about 3½ per cent. more for his goods than the first."

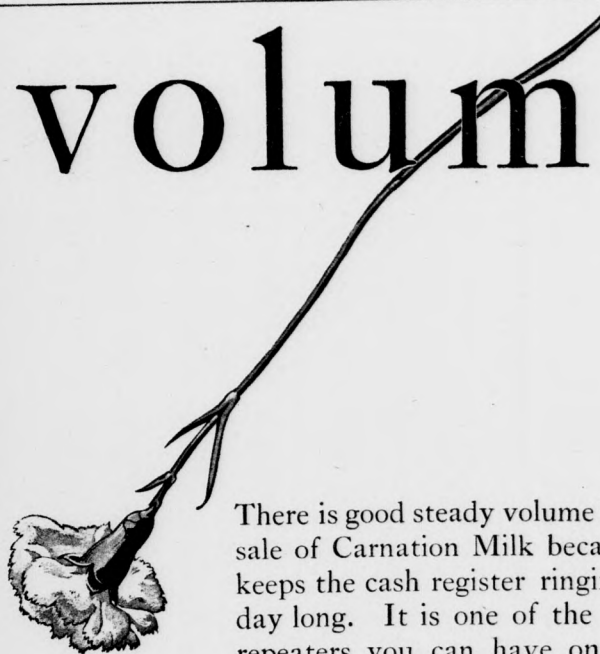
Some of the elements of saving in

the self-service store are discussed by the investigators as follows:

"If a good sales clerk is paid \$25 per week, a stockman or checker \$20 per week, and a cashier \$15, which fairly represents the difference in wages paid these classes, the weekly wage expense, with the store doing \$500 per day, would be \$75 under self-service and \$160 under cash and carry, or a saving of 53 per cent. by self-service. If the stores were doing a business of \$1,000 a day, the wage cost under self-service would be \$130 and under cash and carry \$320, or a saving of 68 per cent. in favor of self-service.

"The average expense for wages of salesmen in the cash-and-carry store doing a business of \$6,000 a week, would be, therefore, between 5 and 6

volume



There is good steady volume in the sale of Carnation Milk because it keeps the cash register ringing all day long. It is one of the finest repeaters you can have on your shelves because it is the quality leader and because it is backed by strong advertising. It pays to be the Carnation Milkman. For sale by all jobbers.

CARNATION MILK PRODUCTS COMPANY

533 Consumers Building, Chicago
633 Stuart Building, Seattle

Carnation Milk

"From Contented Cows"



The label is red and white

S.C.W. 5¢ Cigar
"Good to the very end"
X CIGAR CO. DISTRIBUTORS

per cent. of the total sales. The self-service store with a like volume of business and the weekly wages referred to would operate on a wage expense of between 2 and 3 per cent. of total sales.

"As perhaps twice the amount of business can be done under self-service with practically the same capital investment and floor space, the same percentage of net profit on sales is not necessary under this plan as compared with the cash-and-carry or credit-and-delivery in order to return to the operator a reasonable profit on his investment. So many factors, such as location, type of trade, trend of business conditions, enter into the volume of business of a given store that definite proof cannot be obtained.

Possibly one of the most annoying conditions that has arisen in connection with the development of cash-and-carry stores is the inability to take care of the customers during the rush hours. The system is rather inelastic in that respect.

"There is probably no one method of distribution which from some angle does not fall short in supplying fully and to the best possible advantage all the demands that are made by customers. Self-service is no exception. It cannot reach nor satisfy all classes of people nor is it intended to do so.

"There is and doubtless will be a large group, perhaps even a majority, who will demand service of some kind. All service costs the consumer something, whether the cost is included in the price of the merchandise or whether it is an additional charge. There will always be people who are willing to pay for service, whether they need it or not, and also people to whom such service is a necessity. This must be fully understood and appreciated, as self-service should not be considered a panacea but merely a method by which a certain class of people may be supplied."

Power in Water.

The United States has wheels installed for the use of 9,243,000 horsepower derived from falling water. This represents 40 per cent. of the developed water power of the entire world.

New York leads with 1,300,000 developed horsepower, which is nearly as much as the whole of France can claim. California comes next with 1,111,000. Switzerland, with its swift Alpine streams, has only 1,017,000 horsepower developed. Before long, with increased capacity, the cataract of Niagara alone will yield 1,284,500 horsepower.

The total available horsepower in the world derivable from falling water is reckoned at 439,000,000. Africa leads with 190,000,000. Asia has 71,000,000. Europe is credited with 45,000,000, South America with 54,000,000 and North America with 62,000,000. The United States has 28,000,000 horsepower available in the form of "white coal."

The clerk who enjoys standing looking out of the store window usually has little realization of how slight an attraction he is, and how poor a trade stimulator.

Letters From the Old Salesman to the Cub.

My dear son: Your letter from Grand Island, Neb., received, and as always am pleased to hear from you and especially glad to learn that you are meeting with success.

The clipping you enclosed from your "house bulletin" showing you fifth on the sales list for January was more than gratifying to me, and it should be to you; it also should be an incentive to you to redouble your efforts this month and at least get in the "money" in the sales race. You are capable of coming under the wire first, second or third, and I am confident you will never be satisfied to be classed with the also rans, even if there are eighty-six others in back of you.

You realize that in a race the only fellow or horse the public is interested in is the winner, and it is so in your organization; the only salesman the sales manager and the board of directors are really interested in is the fellow that brings in the business and leads the organization month after month. I note from the bulletin that a fellow by the name of Murphy has led your sales force for twenty-seven months. Murphy is either a world beater or else has very little competition from the rest of you fellows. "Murphy," that's a good Irish name, "Ted," and from the looks of his sales record he will be some hard man to beat. It is a way with the Irish, when they get on top they have a habit of staying there, but you can take it from me, son, if I were in your shoes I would go after this bird Murphy with a vengeance and show him that his title to first place was just simply a "squatter's claim"; that the top rung in the ladder belonged to me, and that I had come to claim it.

It has been a good many years since I covered the territory you are now working, and I pause to remark that you fellows that are traveling to-day have a lead-pipe cinch compared to what we old timers had to put up with and go through, but we got the business and paved the way for you fellows. Where you boys of to-day ride in automobiles, we made the same trips in horse and buggy or horseback. You nowadays have a good hotel in every town, we old-timers had only boarding houses, and pretty poor ones at that.

Edward, my boy, don't lose sight of the fact, if you want to be a successful hardware salesman, you must think, eat, sleep and talk hardware. Your line contains more individual items than any other line of merchandise, and to be a success you must know and sell your entire line. Every item in that catalog you carry was put in there because there is a demand and sales for it. So therefore, my boy, it is up to you to take plenty of time with each man you call on and go over your catalog with him—your catalog is your sample line.

Remember this, every order you get from a dealer is one less for your competitor. You can gamble on this, too, if you don't sell your customer

thoroughly some live, hustling, competitive salesman will. Take plenty of time with each buyer; go over your catalog thoroughly with him; don't stop with selling him what his "want list" calls for, show him your new merchandise and specials, keep him posted as to price changes, market and general trade conditions.

Don't rush a man because he is a small buyer in a cross-roads store. Take your time and give plenty of it to the buyer; treat him exactly the same as you would the largest account you call on. Soon you will see that old sales record of yours begin to grow, and it will be from the business that you have picked up that the other fellow passed over.

Remember, Ted, that it does not pay to hit only the high spots. There are many big orders in the hollows, if you will only take the time and have the patience to go and get them. Work each town and each customer called on thoroughly. Don't run away from business to get business. Don't jump out of a "hick town," with a bum hotel, which you have only half worked at 3 p. m., just to make "Big-burg," with its Grand Hotel and theaters so you can spend the evening with the rest of the "bunch." Stay over and clean up, then move on. It is a safe bet if you work hard you will be so darn tired when meal and bedtime comes around you will sleep and eat just as well in Hicktown and besides, it's dollars to doughnuts you will have some nice business written up in the old order book that will

please the Big Boss when he opens up the mail in home office the morning after.

Now, then, I did not set out to write you a sermon, but I have been over the same road that you are now traveling. I know what you are up against; while conditions are somewhat changed from my days on the road, fundamentally they are the same. Competition is keener, and you must keep hustling. Remember that nothing succeeds like success, and if you keep everlastingly at it, success is sure to come.

Here is wishing you good luck and success.

Always your affectionate father,
A. K. Trout.

Past Help.

There entered a jeweler's store an old man with an ancient clock under his arm. This he laid on the counter with the request, "I wish you'd see what's the matter with this."

The jeweler removed the dial, screwed his eyeglass into place, and inspected the works of the old time-piece.

"Nothing is the matter with it—now; its sufferings are over."

"Well, how much do I owe you?" asked the old man.

"Nothing," answered the jeweler. "This is not professional treatment. This is a coroner's inquest."

If your business has torpid liver and sluggish circulation, try reading your trade paper through from cover to cover.

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.

McCRAY

REFRIGERATORS for ALL PURPOSES



McCray No. 185

for
Meat Markets

McCray No. 405

McCray No. 460

McCray No. 411

The efficiency and economy of your refrigerator depends upon things neither you nor your customer can see—**materials and inner wall construction.**

Into the McCray refrigerator go *only the highest quality of those materials which our third-of-a-century experience has demonstrated to be best.* This in-built quality has made the reputation of the McCray, a reputation based on more than 30 years of satisfactory service in meeting every refrigeration need.

Exceptional display facilities for the grocer and butcher are provided in the complete McCray line of refrigerators, coolers and refrigerator cases. There are sizes and styles to meet all needs; and our Service Department will submit plans for specially built equipment, without obligation. Just send a rough sketch of your requirements.

Ask About Our Easy Payment Plan. It enables you to pay for a McCray with the money that it saves you. *Send Coupon for Details and Free Book.* In it your refrigeration problems are discussed and the complete McCray line illustrated and described.

McCray Refrigerator Co., 2244 Lake Street, Kendallville, Ind., Gentlemen: Please send without obligation to me, the book on refrigeration and refrigerators checked below:

- ☐ No. 73, for Grocers and Delicatessen stores
- ☐ No. 53, for Hotels, Restaurants, Hospitals and Institutions
- ☐ No. 64, for Meat Markets
- ☐ No. 96, for Residences
- ☐ No. 75, for Florists

NAME.....

ADDRESS.....

McCray Refrigerator Co.

2244 Lake Street,

Kendallville, Ind.

Detroit Salesrooms, 36 E. Elizabeth St.

ONCE FLOURISHING TOWN.

Lost Out By Narrow Margin of One Vote.

Jackson, May 16—Few persons know that Sandstone was once a rival of Lansing and Jackson. Today, Sandstone is unknown, Lansing is the State capital, and Jackson is a city of nearly 50,000. However, it is true that when Lansing was a dismal settlement of a few straggly shacks on the muddy bank of Grand River, Sandstone was a flourishing town. Jackson, at that time, was little more than a rendezvous for hair-raising pow-wows, a landmark beside the stream of mocassin-shod red men marching after government pay, while Sandstone was aspiring to be capital of Michigan. Pioneers of Sandstone blame crooked politicians for their lack of prestige, as one vote kept Sandstone from becoming the capital city.

West of Jackson, about six miles out on the old territorial road, you speed through Sandstone. You probably pass it unnoticed, since not even a filling station links it with modern times, and just a few foolish chickens in the road or a lazy cow chewing her cud in the ditch catch your eye. If you had been passing that way in 1834, on foot or with your family behind a yoke of oxen, looking for a new home, you would have greeted this place with a sigh of relief, and would have been heartily welcomed by any of its five tavern keepers. Ninety years ago Barry, as the place was then known, was growing fast and stood with arms outstretched to greet all newcomers. It had the first library in that part of the country, and its sawmill, being further West than any other in Michigan, was a source of much pride.

The old Public Square is now a cow pasture, and Rhine's Hill, proposed site of the capital, remains Rhine's Hill and nothing more. Suckling pigs continue to squeal in ancestral pig-stys, instead of sizzling there on their porky backs in cafeteria ovens. The banks of Sandstone Creek still are covered with sandstones and are overrun with vines and underbrush, as in the days when this was first pointed out as an ideal location for the State prison. The one remaining commercial landmark of those other days is the stone tavern that "Doc" Ackres built, now the home of a farmer. This was in the heart of the village at the corner of Park and State streets, across the road from the present stopping place of interurban cars.

Farther up State street, opposite Mather's tavern, stood one of the famous old wild cat banks, which caused the downfall of many enterprising pioneer capitalists. Some of the wild cat money is still in the possession of the descendants of its victims, who live in the vicinity, and they will gladly produce it for your inspection. This money was printed in a generous wholesale sort of fashion, for a few years, by the promoters of the wild cat banking system; but it was soon found to be practically worthless and the bank automatically ceased to exist.

What is the reason that Barry died and lives only in the traditions of the old settlers? Some say it was a case of the survival of the fittest and that Barry was not strong enough to live, as it was promoted by unscrupulous speculators, who, when things began to look dark, picked up their belongings and moved to more promising fields.

Some say that it was the human trait of following the line of least resistance, and that, as Jacksonburg was at the intersection of all old Indian trails and was easier to reach, settlers stayed there rather than go the few miles farther to land, which was perhaps a trifle more fertile, but required more stone picking.

Any of a hundred reasons may be offered by a rank outsider, but every loyal Sandstoner positively knows

why the hopes of his sturdy forefathers were blasted, and why he is to-day living in a decaying old homestead in a forgotten village, rather than being a society leader or a political force in a capital city. Why he is rattling down the country roads in an antiquated old canopy topped buggy, behind a sad old nag, rather than riding on smooth boulevards, behind a liveried chauffeur in a Rolls Royce, is a tale he is happy to relate.

In the good old days, politics were a mighty force in the life of the young community. Everyone was a good whig or a bad democrat, or the reverse, according to private opinion. How seriously politics was taken, is seen in a story the old settlers love to relate.

This is the story. When the fall election was called at Spring Arbor, a few miles away, the whig chairman saw that his party was outnumbered, but he knew that his men had more and faster horses at the meeting place than their opponents. Thereon, he immediately adjourned the meeting, on a false pretext, to Robert's Inn at Barry, to be held a short time later in the evening. He started at once, with his men, for the inn, intending to reach the place, and transact the business before a sufficient number of democrats could arrive to influence the vote. A young democrat jumped on his father's racing mare, cut across country regardless of fences, up the hog-back and following the deer trail arrived at the inn in time to start a free-for-all fight that delayed the caucus until the rest of his party arrived.

About this time, the location of the proposed capital was being hotly argued. Influential men in the East were desirous of placing the capital in Lansing, a new settlement in the wilderness of Western Michigan, because they had purchased considerable land in that section. Residents of Barry, and the surrounding country, wished to bring the capital to Jackson county, which was more thickly populated and seemed, at that time, more centrally located. At an exciting political meeting, something like the one described above, a representative was chosen to influence the vote in favor of Barry. Tradition has it that money of the Eastern financiers dazzled the eyes of the man chosen to represent his community, so that he sold his vote. At any rate, the result was that Lansing was selected as the capital of Michigan by a majority of a single vote.

The prosperity of Lansing caused many to rush there, from Barry, to get their share in the glory and profit of building a capital city. Barry soon ceased to grow, as its future did not look as promising as it had, and progressive pioneers preferred to settle in the more successful villages. When, soon after this, Jackson was decided upon as the location of the prison, probably because it was at the intersection of the old Indian trails and more accessible from all directions, Barry's short-lived boom was over. The settlement now became known by the more picturesque and characteristic name of Sandstone.

The people of Sandstone point back with pride to what they were. With pride they will tell you what they might have been. All they have to look forward to now is the day when their fields may become the suburban homes and golf links of the wealthy merchants of Jackson their former rival.

Z. A. McIntyre.

Be What You Am.

Don't be what you ain't,
Jes' be what you is.
If you is not what you am,
Then you am not what you is.
If you're just a little tadpole,
Don't try to be a frog.
If you're just the tail,
Don't try to wag the dog.
You can always pass the plate,
If you can't exhort and preach.
If you're just a little pebble,
Don't try to be the beach.
Don't be what you ain't,
Jes' be what you is,
For the man who plays it square
Is a-goin' to get "his."

MEN OF MARK.

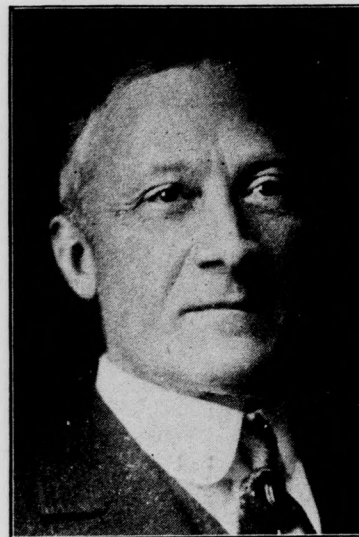
Robert T. Matthews, Now With Burnham, Stoepel & Co.

Robert T. Matthews was born at Nassau, Bahama Islands, Sept. 7, 1865. His father was a Queen's Counsellor for many years.

Mr. Matthews was educated in a private school at Nassau. When he was 17 years old he began the study of law in his father's office, but abandoned the idea of becoming an attorney after two years' experience.

He then came to this country, locating at Rockford, Ill. where he remained a year and a half. He then entered the employment of Marshall Field & Co., holding a position in the foreign office. He continued with them in this capacity and as salesman on the road for seventeen years, when he bought an interest in the Lowell Manufacturing Co., which was then located at Lowell.

He induced his partners to move the business to Grand Rapids, and on the death of T. G. Stevenson, Mr.



Robert T. Matthews.

Matthews was elected president of the corporation, with which he remained nineteen years, until Feb. 1 of this year, when he sold his interest to his associate, John E. Strong.

On Feb. 1 of this year, Mr. Matthews joined the firm of Burnham, Stoepel & Co., of Detroit, in the capacity of manager of their Trenton factory.

Burnham, Stoepel & Co. have been operating this factory for the past two and a half years and have in this short time earned an enviable reputation for the size, quality and workmanship of their garments. This factory manufactures outing flannel nightgowns, rompers and aprons, and will shortly add to their line night shirts, playsuits and other goods of similar character. This firm having realized the necessity of operating their own plant have gone into the manufacturing business on a large scale and will endeavor at all times to manufacture well-made and full-sized garments at popular prices.

Mr. Matthews says he will continue to call on his old customers as usual and is confident that the line manu-

factured by Burnham, Stoepel & Co. under his supervision will justify the same support he has had during his long career as a manufacturer.

Declares That Womankind Is Not Deteriorating.

Let me stand right up and declare that womankind is not deteriorating. The wives of today are as capable as they ever were, and all this talk about flappers driving the race to perdition is pure rot. I am an "ex-flapper," married two years, with a splendid year old girl baby. I do my own housework and cooking; and, believe me, I wouldn't trade my present state for the good old times when I and my chums paraded up and down Monroe avenue in knee skirts.

What was my job? Why, to wife that man, of course; to do the woman's job in the matrimonial partnership; and, in plain English, that means housekeeping, and I'm doing it. The man's job was to earn the living and the woman's job was to run the domestic arrangements. If most of the other women in the world could do it, so could I. Doleful patter about woman's slavery as a meal-getter makes me laugh when I think of the way I get breakfast together.

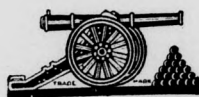
The fireless cooker helps wonderfully with dinners, because on \$2100 per year (out of which \$20 per month goes to building association) I find stewing meats cheap and nutritious and desirable and easy to prepare.

I always could do plain sewing and darning. The average woman is born with brains enough to pick up the rudiments of living.

We flappers had a good time while the getting was good, but all the time we were on our jobs. And when the time came to cut out the flapper business and go into the home business and the baby business we got right on to the new job, and put pride enough into it to do it right. And we want you to know that we are just as capable of handling this job as were our mothers and grandmothers. Times are improving. Life is made smoother by gas and electricity and a thousand other helps. Mary Emma Furbush.

The First Hour in the Morning.

In most stores, the first hour in the morning is a quiet hour, compared with all other periods of the day; for then the store is devoid of customers. Yet, the first hour is the most important of the whole day, for it is that first hour that settles the fate of all those that follow. If the first hour is wasted in idle gossip, or merely a bit of mild indifference, or devoted to thoughts outside of the store, it is bound to dull the edge of the whole day's work; but if employed in any one of a dozen useful ways, such as getting better acquainted with new articles in the stock, cleaning up, learning prices, seeing that the merchandise is properly displayed, that pencils are sharpened, the salesbook in order, in the case of cash registers, that the correct change is available, that there is a sufficient amount of tape, the first hour is the time for some practice in salesmanship—there are fewer interruptions and fewer customers.



*In Paisley Shawls
or Sable Wraps*
These TOWELS Fill Their Needs

THE little old lady who wants a towel or two—something inexpensive but good—can find a Cannon Towel to suit her needs. The woman who drives to your store in her limousine can choose a selection of Cannon Towels that in appearance and quality are suited to the beauty of her home.

For the completeness of the Cannon line is one of its advantages. It includes every kind of cotton huck and turkish towel—at prices that all your customers can afford.

Cannon Towels offer you the finest values that you can buy. Compared price for price, they bring you heavier weight, closer weave, and higher quality than any other towels made. Their fine appearance is gained by the Cannon process of bleaching and finishing.

From the raw cotton to the finished product, 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 today for samples, prices and complete information. Buy the Cannon line complete.

CANNON MILLS, INC., 55 Worth St., 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



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.

Enthusiasm Counts in the Sporting Goods Department.

Written for the Tradesman.

The man who makes a success of the sporting goods business is the man who at every opportunity identifies himself with the game.

It isn't enough for the dealer to take a passing interest in baseball, and to hand out a few casual words regarding the league standing. To secure the best results, the dealer must be a genuine enthusiast regarding all forms of athletic sport. He must be an enthusiast not because he wants to make money out of sporting goods, but because he loves the game.

It's the man who loves the game, who thrills with the spirit of out-of-doors activity and exercise, who rallies the sporting goods business of the community to his standard.

From the most cold-blooded and practical point of view, it pays the sporting goods dealer to be an out and out enthusiast. But no man who once becomes an enthusiast regarding out-door sport can remain cold-blooded. Sport—be it baseball, or hunting, or fishing, or football or what not—is the instinctive expression of every man's desire to do strenuous things, and to win, as did his far-off ancestors in primitive times, the plaudits of his fellows by feats of strength, daring and endurance.

It's a thoroughly healthy instinct, alike in young and old. It starts in man when he's very young, and it lingers long after he grows gray. He lives the longer, and he stays the younger, for this healthy, whole-souled activity. And this instinct is a tremendous element with which the man who sells sporting goods must reckon.

If he isn't an enthusiast to start with, he had better become an enthusiast—or else get a job on an ice-wagon.

In every community will be found one or two dealers who have cornered the bulk of the trade. Other dealers stock a few lines, but their competition doesn't seem to count for much. Analyze the situation and you'll find, in every instance, that the man who has the sporting goods trade is the man who takes a keen interest in every form of outdoor sport.

Such a man isn't satisfied to drop

a few perfunctory technicalities into his selling; he makes it a point to know the game. Not merely to know baseball and hunting, but to know every game in which his patrons are interested.

The sporting goods dealer equipped with a good fund of this sort of knowledge is in a position to help start things; and that is just what the enthusiastic sporting goods dealer does.

One young dealer who took hold of a hardware store with a small sporting goods department in a town of 10,000 fairly revolutionized the local situation. Before his time there was, of course, an annual spasm of interest in baseball, but outside that there was little doing in the local world of sport.

"Why not form a city league?" thought the young man; and in this case thought was the father, not of postponement, but of prompt action. He got into touch with half a dozen prominent business men who took a keen interest in big league ball. From them he invited suggestions, and deftly responded with his own suggestion: "Why not a city league?" "If we had a city league I'd put a team in the field myself," declared one manufacturer, and I would back them for all I was worth." The sporting goods man got into touch with reporters on the city papers, and talked up the project. "When you're ready to get together my store's ready as a meeting place," he announced. "Or—yes, I'll call the meeting myself to start things going." The upshot was a four-team city league. There hasn't been a year since then that that town hasn't had a four-team, or, sometimes, a six-team league; with minor leagues battling for supremacy in every vacant lot or outlying cow pasture. Naturally the city leaguers patronized the man who started things going, whose store was always open to them for meetings, and who was an enthusiast regarding the local contests. And the "minor leagues" and "back lot pennant chasers" of that particular city followed suit. "The big fellows buy from him; he's the man who knows everything about baseball," was sound enough logic for boys.

Just so the enthusiastic dealer can mix to good advantage in lawn bowling or hockey. In scores and hundreds of places the sporting goods dealer—the livest live wire of the fraternity—is responsible for the organization of a gun club and the promotion of trap shooting. In the old days, just after the Civil War, rifle shoots, usually for poultry prizes but occasionally for medals, were com-

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.

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.

mon Thanksgiving time events; and the aging men of Shiloh and Gettysburg were proud to display their prowess as marksmen to the younger generation. Later, the old time rifle shoots died out with the passing of the veterans; but the recent great conflict will undoubtedly leave a renewed interest in marksmanship and make the gun club, always popular with professional and business men, a live issue in every community.

The shrewd dealer, however, does not confine his interest to the more popular sports. Baseball is the game par excellence; but in every community there will be found people interested in less patronized but—to the participants—equally interesting sports. A live-wire dealer in a Western Canadian town, noting some years ago the influx of English settlers, bethought him that cricket was the old country game. Instantly he canvassed some of the newcomers, got into touch with the most enthusiastic cricketer of the lot, and proffered his assistance in forming a club. "I'm an old cricketer," he announced, "but I've got a bit rusty and I'll be only too glad to line up with some chaps who know the game as it ought to be played." The result was a flourishing cricket club on prairie soil.

So, too, every fair-sized community has its lawn bowling enthusiasts, its curlers, its tennis players, and its devotees of kindred sports. There may be no club, but there are pretty sure to be one or two old-time players who were keen for some particular sport outside the ever-prevalent baseball. The live dealer can hunt them up. He may get into touch with them by chance, he may advertise in the "Wanted" column, he may conjure some friendly reporter to write up a "story" on a projected new organization for this, that or the other line of sport. Such material is welcomed as news on most papers, and it helps to stimulate interest and start things moving.

There is no telling to what proportions a game will grow in any community. Ten years ago the lawn bowling club in a town of 10,000 numbered a faithful score of slow-going devotees. Young men came in gradually, injected enthusiasm into the organization, improved the lawns, and to-day the organization numbers a couple of hundred men, all enthusiasts. The development has taken place in a few years; yet the population of the town changed very little. Enthusiasm did it.

The "enthusiastic young man" to start a new club or revivify an old one may very well be the enthusiastic dealer in sporting goods, who, whatever his years, is always young in spirit and cordially sympathetic toward all outdoor activities. The result for him is profit; but his first profit comes from the satisfaction of stimulating an interest among his fellows in what is best and most satisfying in life.

Mixing enthusiastically in the sporting fraternity gives the dealer a decided advantage. The baseball or golfing enthusiast prefers to deal with a man who has an intelligent knowl-

edge of his favorite sport. "Jones knows all about cricket; you can rely on him stocking the right sort of goods," is the logic of the sport devotee. While the stand-offish dealer, who knows or seems to know nothing about everyday sport, who thinks Ty Cobb is the fellow who wrote up the war and who associates "pennant chasers" with automobiles—that sort of man, who seems to be in the business primarily for the money there's in it, the devotee regards with suspicion. The sportsman is a sportsman because he is enthusiastic; and he likes to deal with a kindred spirit.

The man who mixes doesn't have to solicit business at every turn; it comes to him. He has a sort of magnetic attraction for the sporting goods trade.

Incidentally, he meets his customers personally and learns their individual preferences, predilections and prejudices. Such information, whether stored away in the dealer's memory or systematically card-indexed, is worth while. Mr. Sporting Goods Dealer, who has chatted interestedly with the new bank clerk, notes down afterward: "Jones, John J., Commercial Bank, 21 River St., Oct. 2 bought hunting coat. No hunting boots. Uses ——— gun and prefers ——— loads. Usually buys ——— quantity. Played in hockey team in Carsonville." Which gives the dealer a line on future business with John J. Jones. When duck-hunting is all the go, he can drop Jones a line regarding waterproof boots; when the frosty weather develops a little further, Jones is in line to be interested in the organization of a hockey team.

The dealer, ex-officio, should be the enthusiastic promoter of every kind of sport. To this end it will pay him to keep classified lists of baseball, football, hockey, tennis, bowling, lacrosse and other enthusiasts. Often he can do much to stimulate interest and advertise his business by offering prizes. The latter is for the dealer's own individual judgment to decide. The point of outstanding importance, however, is that his enthusiastic support of all forms of healthy outdoor activity makes his store the natural headquarters of the entire sporting and athletic fraternity and gives him a lead-pipe cinch on the business.

Victor Lauriston.

The Catalpa Tree After the Snow-storm.

Transformed to some phantom thing
No longer now a tree
I wonder did the fairies bring
Your snow-white lingerie.

For what you were I cannot see
But now I know thou art
Some feathery fleecy mystery
Of the snowstorm's hidden art.

But now has changed a familiar sight
To one of charm and cheer
I almost wish somehow it might
Be there throughout the year.

That every day through my window pane
I could see that fairy form
And that its beauty would remain
As the spirit of the storm.

Yet still within my catalpa tree
I know is hiding there
The buds which snowy crowns will be
When summer suns are fair.
Charles A. Heath.

His Way.

The soap-box orator takes sides
With every lout that shirks,
But never, never does he laud
The honest man who works.

DRINK DWINELL-WRIGHT CO'S WHITE HOUSE COFFEE



BEST GROCERS

That's what
you should
say to your
customers.

SUITS WHEN OTHERS DISAPPOINT

LEE & CADY—Detroit

Wholesale Distributors of

Dwinell-Wright Co.'s Products

Three New

Domino

Cane Sugar Products

Domino Cinnamon and Sugar—a delicious mixture of the best powdered cinnamon and granulated sugar. Sold in an oval carton with a shaker top.

Domino Sugar-Honey—an irresistible combination of pure cane invert sugar and sage honey. Sold in attractive glass jars.

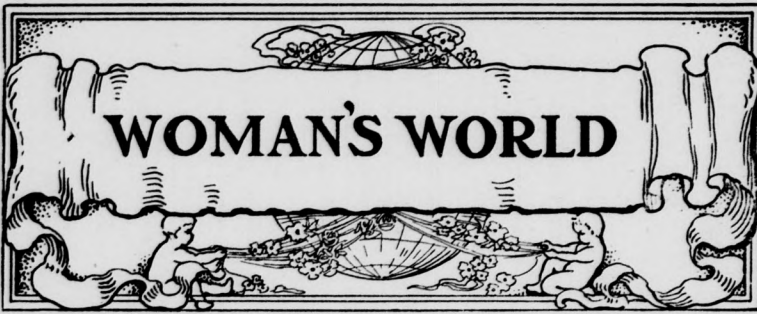
Domino Molasses—a cane sugar product with the distinctive flavor of old New Orleans Molasses. Sold in convenient size cans.

All of these products are of Domino Quality and will enjoy the good will which Domino has earned throughout the country.

American Sugar Refining Company

"Sweeten it with Domino"

Granulated, Tablet, Powdered, Confectioners,
Brown; Cinnamon and Sugar; Sugar-Honey;
Golden Syrup and Molasses



Spring Fever Is Bad Disease When Neglected.

Written for the Tradesman.

Spring fever. These wonderful spring days—how they do get into one's blood; set one to thinking of summer in the mountains, of walks in the woods; awaken the runaway wanderlust impulse that lives down there in the midst of every normal person. How one does hate to stay indoors and do even pleasant things! How unprofitable, stale and flat seem all the things that we have been enjoying all winter! You know how it is—the regular spring feelings.

And how suddenly they come. A breeze blows in through the open window, the song of a robin, or perhaps of a song sparrow out in the trees—if you are fortunate enough to have some trees around—tells you that nature has waked up and that you are an awful goose to be staying indoors, fussing with dusty old things and musty old duties.

"Come on out and kick up your heels. The spring is here." That is what they seem to be saying.

You can tell whether you are still young in any fiber of your being by seeing whether you feel this way in spring. If you don't, I'm afraid you are in a bad way, and nothing much can be done for you. It is a thing all nature, including the human race, has been feeling ever since there was such a thing as spring. I guess the people in the hot tropics are lazy and slow because they never have a chance to see the spring come in and to feel that way after the dreariness of winter—especially the dragging tail-end of winter as we have it in the Northern March.

But the children—they are always "naughty" in spring. They are "troublesome" in school. It is very hard to keep them at their tasks. They seem to want to do strange and unwonted things. And mostly to run away. The school teachers tell me that boys play truant more in spring than in any other part of the year.

Did you think spring fever was a disease of adults? A kindergarten teacher told me the other day that she and her assistant were having all they could do to keep the little children from actually running away and getting lost. They simply could not make them settle down and "behave themselves" rationally with the occupations and games they have been enjoying all winter.

Fortunately there is a park in the immediate neighborhood to which they can take the youngsters, though even there they have to watch them closely to see that they do not simply run away, away, away—just any-

where, so long as it is away. And they kick up their heels in most absurd fashion—idiotically happy and irresponsible, out in the sunshine of the spring. The children, who for any reason have to be kept in even when it rains, are cross and unmanageable. Spring fever; that is all.

When in the park they tire of playing about, the teacher gathers them around and tells them a story.

"Oh, that is all very well, but it isn't school work; it is just play," some one says.

Are you so sure of that? Is all school work to be dull and out of books? Must it be dull and against the grain? Can the school take no account of the natural impulses of children? Of spring fever, for instance?

We parents and a good many teachers were brought up in the old tradition that you weren't studying unless you were studying out of books. We are beginning to understand that the best kind of study is that of the life about us. Sometimes I wonder if it isn't really the only kind that amounts to much.

No wonder children want to run away in the springtime; they have been cooped up all winter—working, studying, even playing indoors on account of cold and bad weather. In spring nature rebels.

Wise parents and teachers recognize and meet the need, and make use of the opportunity.

Surprise the children frequently in the spring with an outing to the woods, a trip on a trolley or by motor if you can. Even if it is only a walk or a lunch on the porch on a warm spring day—any sort of excuse or device for getting the children out of doors; you will be surprised to see how a day or a part of a day out in the air, the open country if possible, will smooth out the nerves of the whole family, or a whole school room, and make the sleep of the night a more refreshing thing.

No amount of spring cleaning or sewing or anything else is so important as for the parent to meet this "spring fever" in the child. If she doesn't feel that fever herself there is something the matter with her, and she had better take to the open road on general principles.

Prudence Bradish.

(Copyrighted, 1922.)

RED EDGE AND VENTIPLEX SWEAT PADS

Will take good care of your orders.

HORACE D. SHIELDS

Jobber of Saddlery Goods and Auto Trimmers' Supplies

6-8 Commerce St. S.W. Grand Rapids, Michigan

PLAIN TALKS
ABOUT
STREET CAR
SERVICE

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

Think Before You Speak

"Without a doubt the worst of all street car services on this earth," said Mr. I. M. Patience in that dead stillness which hangs like a pall over the passengers in a "stalled" car. Three cars in a row were being held up by an obstruction on the tracks.

The remark brought out added murmurings from the passengers. It was at the close of the day's work and everyone was in a hurry to get home. Another car caught up, making four in all that were standing still.

Presently there was a clanging of bells and a general hustle to get on.

"What was the trouble?" asked a passenger of the conductor.

"Oh, nothing serious," he replied. "One of those big I. M. Patience & Company's trucks broke down in the middle of the track and had to be pushed off. It was overloaded, I guess."

The old adage of "Think before you speak," applies to your relations with your street car company. It has the same problems that confront every public service institution, plus the added problems of the general public.

We believe most people are patient. To be patient is to think before we act.

Grand Rapids Railway Co.

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

GRR

How Railway Traffic Has Decreased.

Adrian, May 16—In former years New York Central trains running between Elkhart White Pigeon and Toledo were always well crowded—never less than three coaches—while this year, with but two coaches on each train, they are running practically empty. The writer was one of four passengers in the smoker from Quincy to Hillsdale, Wednesday, May 10. The busses from Sturgis through to Adrian are well patronized and the small army of salesmen running their own automobiles are a factor in cheating the railroads out of their passenger business.

The writer bumped into Orville Jennings to-day at Adrian, who is a Past Senior Counsellor of Cadillac Council, No. 143, of Detroit, and formerly a member of Grand Rapids Council. He is a delegate to the Grand Council meeting. He stated he is looking forward to that event, as he wants to meet some of his old friends from Grand Rapids.

Also met a member of Jackson Council the other day and asked him if he was going to the Grand Council meeting this year. He asked me if it was in Toledo this year. Right there is where I exceeded the speed limit in giving him some information regarding the U. C. T. of Michigan.

The few members of different councils in this State I met this week seemed to be under the impression that the hotels of Muskegon would be unable to take care of all those attending the Grand Council meeting. They all promised to attend after my telling them that the hotels there can room every member who will go to the convention this year and to pass the word along.

H. F. De Graff.

Where You Are Safest

The average person suffers a disabling accident once in seven years. It may be only a smashed thumb or a sprained ankle, but it puts the sufferer temporarily out of business.

If one would avoid disabling accidents, the safest place is indoors, in bed, in the cellar.

Next to that the safest place is a Pullman car on a railroad train. So say the accident insurance companies. A passenger in an ordinary railroad car is much safer than at home, because he is sitting still and few things can happen to him. If he is in a Pullman, and there is a collision, other cars may be smashed, but his own vehicle, being of steel and enormously heavy, will likely escape serious injury.

For all that is said about the perils of the sea, you are just about ten times as safe on a ship as on land. One man in every 2200 is fatally hurt by an accident on land; on the ocean only one person in 22,000 suffers accidental death.

If there be a safer place than a Pullman car, it is the Boardwalk at Atlantic City. Nothing ever happens on the Boardwalk; the municipality sees to that. It is a via sacra—a sacred road of planks. The town authorities keep a watchful eye upon it day and night. There is never any disorder there; nobody is held up and robbed. In winter, if so much as an inch of snow falls on it, the snow-plows appear and remove it. If anybody were to slip up and tumble on the Boardwalk the Jersey resort would deem itself disgraced.

The Upward Look.

Two men looked out from prison bars.

One saw mud, the other stars.

United

For the Road Builder A Better Truck at a Lower Price

WE build a truck for road construction work that is hard to beat. This job is 2½-ton capacity—2-yard body. Its wheelbase is 141 inches, with Standard Tread of 56 inches.

The dumping angle of body is 47 degrees. Body is only 9 feet long—three inches wider at the rear than at the front. Has two-cylinder hoist mounted under the body. There is a big, roomy 3-man cab with sliding doors and windows that drop into the base.

Electric Lights are Standard Equipment.

Option of Worm Drive or Clark Internal Gear Axle. Buda heavy duty truck motor. Four speed amidship transmission. Spoke type metal wheels. Silico manganese springs. Frames 8 inches deep—3½ inch flange.

Those who understand these specifications will be surprised at the price we now quote on this job.

UNITED TRUCKS are built in four sizes—
1½—2½—3½—5-Ton

with various body adaptations to meet the hauling requirements of every kind of business.

We will be glad to furnish full information regarding any of these models. If possible, call at the factory. If inconvenient to do that, write or telephone and ask us to send a representative.

United Motors Company

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

**Quality—
rather than quantity production**

trucks



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.

Wool Prices, Imports and Clothing.

Good prices have prevailed at every auction sale of wool held in London and Melbourne during the last week. At both, American buyers have made purchases. The effort will be to get the wool into this country before the new tariff goes into effect, the manufacturers of woollens being sure that the rates will be even higher than those of the emergency act now operating. In March, the wool imports of all kinds—clothing, combing and carpet and including scoured and unscoured sorts—amounted in all to the respectable total of 43,511,233 pounds, representing about 44,000,000 pounds, grease equivalent. About one-third of this is combing wool. Of interest to a number of importers both of wool and woollens is a test suit which will shortly come up for decision before the Board of General Appraisers and which involves the question as to whether the 45 per cent. duty in the Emergency act applies to anything beyond strictly clothing wools as distinguished from combing wools. In the goods market it is yet a question as to what the effect will be of the recent advances in the prices of woollens and worsteds. Thus far, it has not stirred up any extra buying of the latter on the part of the clothing manufacturers. The latter are resisting every attempt at higher cost for fabrics because of their desire to meet the public demand for cheaper clothing. But 10 or 20 cents a yard does not mean much toward the cost of a suit except where the profit margin is small. In women's wear bargains are not easy to obtain because the manufacturers refrained from making up any considerable surplus.

Supplies of Cotton and Fabrics.

All of the many fluctuations in the quotations of cotton during the past week were, avowedly, based on the prospects for this year's yield. Immediate demand and supply, or even the probable demand for the remainder of the cotton year, seemed to cut little figure in the influences that affected the market. Storms, floods and other factors of the kind are what are being taken into account. Nearly all of those brought forward bolstered up the hopes of those who look for a small crop and high prices. But, on the other hand, there has been so much talk and propaganda in this direction that it has furnished quite an incentive to planters to sow

an enlarged acreage. There seems to be no question but that, whatever may be the size of the crop, it will be salable at prices high enough to net a profit above the average. The continued strike of the New England mill workers is cutting down the use of cotton and has caused a comparative scarcity in certain constructions and kinds of fabrics. Were the demand greater than it is, the fact would be shown in rapidly advancing prices. As it is, some kinds of gray goods are on higher levels with an indisposition on the part of the mills to trade more than sixty days ahead. Prices of the raw material seem to have more of an effect than usual in determining what the mills require. Finished fabrics, however, have not been in very active demand, although warmer weather is bringing in more orders. The trading, however, is not large as to quantity. In knit goods, including hosiery, there is a lack of salient features.

Doll That Swims.

Altogether a novelty is a swimming doll which owes its invention to Albert L. Fierlein, of Batavia, Ill. It can dive, and cuts all sorts of capers in the water.

In the body of the manikin (which is made of wood) is a hollow chamber that extends up into the head. Similar chambers are provided in the upper arms, the forearms, the thighs and the lower legs. In these cavities small quantities of lead shot are placed.

The arms are pivoted at the shoulders and elbows; the legs likewise at the hips and knees. Thus the doll is jointed, and the limbs may be made to assume any position desired. They have, however, a frictional grip sufficient to hold the joints fixed when set. If the manikin is to dive, the arms and legs are adjusted suitable for that action. Then, when it is plunged into water the shot in the body-and-head chamber gravitate to the upper end thereof, and it sinks head foremost until, as it resumes the horizontal the head rises; the shot presently falling into the lower part of the body cavity and causing the doll to ascend on a slant to the surface like a real diver.

One Shouldn't Be Hasty.

"I don't believe that new girl in hosiery is ever going to make a saleslady."

"Oh, don't be hasty. She's only been here three weeks now, and if she ever finally succeeds in getting her hair to look just the way she wants it to she may start in and surprise us."

White Voiles and Fancy White Goods

A splendid assortment of Fancy White Goods in checks, plaids and stripes at a close-out price of 27½c.

40 inch Plain White Voiles @ 20c, 22½c, 25c, 35c, 37½c and 50c.

Convince yourself that these are good values. Let us send you samples.

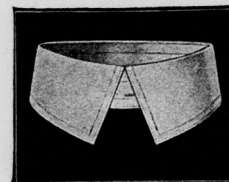
Quality Merchandise — Right Prices — Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

No-Wilt Webbing Collars



Three Grades. Two Styles in Each Grade.

Numbers 2 and 3	-----	@ \$4.00
Numbers 9 and 10	-----	@ 2.80
Numbers 21 and 22	-----	@ 2.00

All on the floor and selling everywhere.

Daniel T. Patton & Company

Grand Rapids, Michigan — 59-63 Market Ave. N.W.
 The Men's Furnishing Goods House of Michigan

BUSINESS IS BETTER

With the advent of warm weather and continued improvement in economic conditions, the dry goods business generally has improved and already many lines of merchandise have been advanced in price. The advances include cotton, wool, worsted, silk, cotton gray goods, yarns and finished merchandise. The general impression is that there will not be enough cotton to take care of the demand, even with a good crop next fall and that is the reason that cotton has advanced to 20c per pound.

SEASONABLE SUGGESTIONS.

10HT—Ladies' Union Suits. Pink bodice, mull top tight knee, ribbon shoulder straps. Sizes 34-36-38, per doz. -----	\$ 9.00
Sizes 40, 42, 44, per doz. -----	10.00
1100—Youths' dark grey Cottonade Pants. Asst. 27 to 31, per doz. -----	13.50
1—Men's Dress Shirt. Neat striped percale. Sizes 14 to 17, per doz. -----	9.75
417—Hook back Bandeaux. White galeon, embroidery, ribbon bow, ribbon shoulder straps, 34 to 44, per doz. -----	9.00
166 to 173—Ladies' Sunbonnets, Asst. colors and patterns, per doz. -----	4.00
Baby Bonnets. Assorted patterns. Made of organdie, pique and gingham. Try a sample dozen. Per doz. -----	\$2.25 to 6.00
27—Middy Dress, Navy blue trimmed in red braid. Asst. 6 to 14, doz. -----	22.50
Men's Ecu Lawrence Shirts & Drawers, bxd. 6-12 doz., 32 to 46, doz. -----	7.00

GRAND RAPIDS DRY GOODS CO., WHOLESALE ONLY

TAKING INVENTORY

Ask about our way
 BARLOW BROS. Grand Rapids, Mich.

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.

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.

Dyes Two Hues at Once.

Details of the recently reported discovery of a way to dye a white fabric two different colors at once have reached this country from England, having been supplied by Professor Arthur G. Green, head of the research department of the British Dyestuffs Corporation. In part, he says the process resulted from working out a new class of colors that would dye a certain variety of artificial silk. The new dyestuffs will not "take" on anything but real or artificial silk. So, by mixing with them colors that are used for dyeing cotton only, it is possible to dye a material containing both classes of fibres two different colors in a single process. For instance, cotton fibres will take a blue at the same time that silk or artificial silk ones are being colored some other hue. The colors applied in this way are said to be fast and well defined.

According to Professor Green still more unusual things may be done with the new colors, for by a suitable choice of them and of cotton dyestuffs it is possible to produce, by subsequent chemical changes in the fibre, a still greater range of shades and at the same time increase their fastness.

Hats of the Moment.

The hat of the moment, according to the bulletin of the Retail Millinery Association of America, is pre-eminently the small poke, very short in the back and quite long in the front. One of the smartest is made of black straw, with a row of white narcissus applied around the brim and made into a pinwheel cluster on the right side. Poke felt hats are trimmed with matching chiffon coiled around the brim and tied in a knot at one side. Hats in the new crinkled cre combined with dull crinkled silver cloth are smart and new.

The most becoming turban seen lately by an observer for the association was made of black straw, around which was rolled white velvet. A striking Rebox beige felt model has a trimming of narrow silk ribbons of every color, including canary yellow and bright green. Rows of this ribbon are made into a band around the crown and finished in a large wheel of rainbow-colored ribbons that is placed at the front of the hat.

New Tendency in Draperies.

Business passing in upholsteries and draperies is confined to seasonal requirements. Buying of furniture slip covers and of light house draperies constitutes a good portion of current sales. One authority expects a large volume of orders as a result of the increased amount of building taking place. New apartment houses, hotels and dwellings, he declared, will be shortly in the market. One of the novel tendencies in draperies is stated to be the use of imported cotton tapestry wall panels in substitution for oil paintings and for the mirror glass in buffets. These are usually very artistically done, scenes of many descriptions being depicted. The department stores are declared to be good buyers of these panels, which retail from \$10 to \$50.

PRICES CURRENT ON STAPLE DRY GOODS.

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

Bleached Muslins.

Auto	15
Fruit of the Loom	17 1/2
Bravo	13 1/2
Cabot	14 1/2
44 in. Indian Hd. S.F.	25
Big Injun	11 1/2
Lonsdale	16
Hope	13 1/2
36 in. Indian Head	30
33 in. Indian Head	18 1/2
54 in. Ind. Head L.F.	32 1/2

Unbleached Muslins.

Plaza	08
96A 36 in.	11 1/2
Giant	11 1/2
40 in. Exposition	12 1/2
40 in. 96A shorts	11 1/2

Pillow Tubing.

42 in. Seneca	32 1/2
45 in. Seneca	34 1/2
42 in. Pepperell	30
45 in. Pepperell	31
36 in. Edwards	25
42 in. Indian Head	30
42 in. Cabot	31 1/2
45 in. Cabot	32 1/2
42 in. Pequot	35
45 in. Pequot	37 1/2
40 in. Quinebaug	30

Denims, Drills and Ticks.

220 Blue Denim	18 1/2
240 Blue Denim	17
260 Blue Denim	16
Stiefels Drill	16 1/2
8 oz. Canvas	18 1/2
Armour, ACA Tick	27 1/2
8 oz.	27 1/2
Cordis, ACA Tick	27 1/2
Warren Fancy Tick	35
Thorndyke Fy. Sat.	37 1/2
Amoskeag, ACA	27 1/2

Cambrics and Longcloths.

Berkley, 60 Cambric	19
Berkley, 60 Nainsook	19
Berkley, 100 Nainsook	25
Old Glory, 60 Cambr.	17 1/2
Old Glory, 60 Nain.	15 1/2
Diamond Hill, Nain.	15 1/2
Diamond Hill, Cambr.	15 1/2
77 Longcloth	12 1/2
81 Longcloth	16
84 Longcloth	17 1/2
7001 Longcloth	15
7002 Longcloth	16 1/2
7003 Longcloth	19 1/2
7004 Longcloth	24 1/2

Ginghams.

Seminol Dress Ginghams, solid colors	15
A. F. C.	17
Toile du Nord	18 1/2
Red Rose	17 1/2
Dan River	17 1/2
Everett Classics	12 1/2
Amoskeag Staples	12 1/2
Haynes Staples	12 1/2
Lowe Chevrons, 32 in.	15
Bates, 32 in.	22 1/2
Treflan, 32 in.	25
B. M. C. Seersucker	18 1/2
Kalburnie, 32 in.	19 1/2
Jacquelin, 32 in.	35
Gilbrae, 32 in.	37
32 in. Tissue	42 1/2
Manville Chambray	16 1/2
Red Seal Zephyr	18 1/2

Prints and Percalines.

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

Childs' Waists.

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

Ladies' Knit Summer Vests.

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

Ladies' Knit Summer Union Suits.

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

Hosiery—Men's.

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

Outings and Cantons.

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

Draperies and Cretonnes.

Hamilton Twill	14 1/2
Dresden Fy. Drapery	17 1/2
Tudor Fy. Drapery	19
Nu Drape	32
Westmoreland Creto.	16
Fancy Silkoline	16 1/2
Stratford Cretonne	16
3544 D. B. Scrim	13 1/2
8177 Curtain Net	30
8432 Curtain Net	62 1/2
4039 Marquissette	19 1/2
Dragon Drapery	27 1/2
36 in. Art Cretonne	30
36 in. Elco Tapestry	30

Linings and Cambrics.

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

Meritas Oil Cloth.

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

Flags.

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

Sheets and Pillow Cases.

63x90 Pequot Blea.	15 85
63x99 Pequot Blea.	17 35
72x90 Pequot Blea.	17 35
72x99 Pequot Blea.	19 00
81x90 Pequot Blea.	18 85
81x90 Standard	13 50
42x38 1/2 Utica Cases	3 75
42x36 Pequot Plain	3 16
45x36 Pequot Plain	4 20
42x36 Pequot S. S.	4 96
45x36 Pequot S. S.	5 20
42x36 Meadowbrook	2 50
42x36 Lenox	2 75
42x36 Standard	3 00
Less 5%	

Wool Goods.

36 in. Hamilton, All	57 1/2
Wool Storm Serge	82 1/2
No. 75, 44 in. Storm	
Serge	
No. 4040, 50 in. Storm	1 10
Serge	
40 in. Julliards Pla.	1 32 1/2
50 in. Julliards Pla.	2 00
6120, 50 in. French	1 50
Serge	
K S. 36 in. Storm	37 1/2
Serge	
2215, 50 in. Storm	1 22 1/2
Serge	
56 in. All Wool	2 00
Coating	
D R N Tricotline	1 65

Carpet Warp.

Peerless, White	42
Peerless, Colors	48

Diaper Cloth.

18 in. Seconds	75
20 in.	1 25
22 in.	1 35
24 in.	1 45
27 in.	1 60
30 in.	1 75

Notions.

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

Infants Hosiery.

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

Boys', Misses and Ladies' Hosiery.

Boys' 2x1 Cotton Ribbed Hose \$2.25 on 8 R. 10c. F. 5c	
Boys' 3 lbs. on 9, extra clean yarn on 8 (R10F5)	2 25
Misses 1x1 Cotton Ribbed Hose \$1.35 on 7 R. & F. 5c	
Misses 300 needle combed hose, bxd. 1 doz. \$2.25 on 7 rise 10 fall	05
Ladies' 220 needle combed yarn hose, seamed back	2 50
Ladies' 220 needle merc. hose with 440 needle rib. top fashion seam in back	5 25
Ladies' fleeced hose, hem top	2 25
Ladies' fleeced hose, rib. top	3 90
Ladies' fleeced hose, rib. top	3 25

Bathing Suits for Spring Delivery.

Men's all pure worsted, plain	22 50
Men's all pure worsted with chest stripes	37 00 to 33 00
Ladies' all pure worsted, plain	25 00
Ladies' all pure worsted striped and color combinations	37 00 up

Athletic Underwear For Spring.

B.V.D.'s, No.01, Men's union suits	12 62 1/2
Seal Pax, No. 10, union suits	10 50
Men's 72x80 Nainsooks, may be had at 7 25 to 9 00	
Men's Soisettes, 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
LBBI-Boys' "Sealpax" pin ch'k N'sk.	8 50

Men's and Boys' Cotton Underwear for Spring.

Men's Egypt Balbriggan Shirts and Drawers	4 50
Men's Egypt Balbriggan Union Suits	7 50
Men's Egypt Ribbed Union Suits	8 00
Lawrence Balbriggan Shirts and Drawers	7 50
Men's Cotton Ribbed Union Suits, Egypt	8 50
Men's Combed Yarn Cotton Union Suits, Egypt	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	19 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 "Lining" 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, Washash stripe Club or Spade overall or jacket, 2 seam, triple stitched	13 50
Coverall khaki	25 50
Cottonade pants	13 10 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 Sns.	4 50

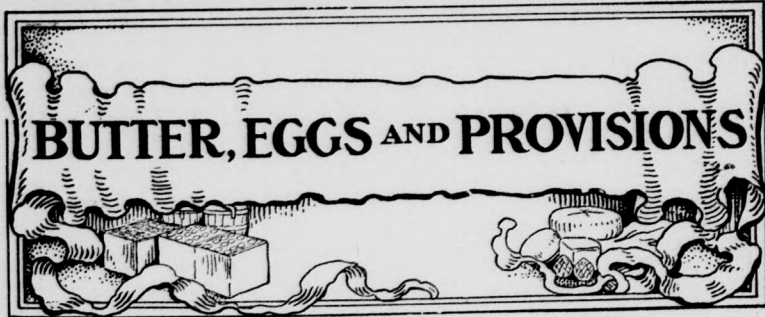
Boys' Furnishings.

Knickerbockers	6 00 to 15 00
Mackinaws	4 25 to 8 50
Overalls, Brownies, etc.	6 50 to 9 00
Youths' Washash stripe overall	10 25
Coverall	12 00 to 16 50
68x72 dress shirts	8 50
"Honor Bright" Stiefels Washash 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.



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.

"Swells and Spoils" Clause Obscure.

The National Wholesale Grocers' Association has sent a bulletin to members to inform them: "Unfortunately erroneous as well as varying clauses were given to the trade press and grocery trade organizations regarding 'swells and spoils' provisions under the suggested uniform contract form adopted recently by the National Wholesale Grocers' Association. Correspondence between Chairman W. L. Juhring of the grocers' committee and Chairman W. J. Sears and members of the canners' committee confirms Chairman Juhring's contention that the following is the correct and official clause and the one that should appear on 1922 future contracts that are offered: 'All goods guaranteed against swells and spoils until July 10 following date of shipment. All swells and spoils shall be returned promptly and paid for by seller, or if such return is prohibited by Government regulations seller's representative shall have right to inspect the same at place of location within ten days after receipt of notice from buyer.' On spot contracts the following clause should appear: 'All swells and spoils shall be returned within six months of date of shipment of the merchandise and paid for by seller or inspected by seller's representative within ten days after notice.'"

Seeded Raisins Not Wanted.

Raisin distributors on the Coast are taking a page out of the book of Pineapple distributors. When grated and crushed pineapple was more or less a drug on the market and sliced was scarce and wanted, the buyer, to get the latter, was compelled to accept a certain percentage of grated and crushed in placing his order. Raisin distributors are faced with a similar neglect for seeded fruit, and already, in considering contracts for the 1922 crop, there is talk of forcing the jobber to take seeded in order to have his booking for seedless accepted.

More Discounts For Cash.

The Van Camp Packing Co., of Indianapolis, have increased their discount for cash to 1 per cent. on shortening and oils in tins. Oils in barrels, carlots and tank cars remain net cash with sight draft attached to bill of lading. The N. K. Fairbanks Company has made their discount also 1

per cent. for cash on Fairbanks Grocers' Cottolene. All brands of vegetable oils in bulk or cases, and all brands of shortening carry the same discount.

What Thrift Is.

I am peace of mind.
I am stored-up contentment.
I am freedom from worry and fear.
I am common sense applied to living.
I am discipline in youth and rest in old age.
I contribute to health, efficiency, and confidence. I am the enemy of the "rainy-day" dread, the foe of want.
I put people in a position to take advantage of their opportunities.
I am better than a health resort, and more soothing than a needed vacation.
I mean better opportunities for your children and a better position of respect in your community.
I am a builder of civilization, and I sustain and preserve the best interests of a nation.
I increase the confidence of young men and enable them to mount on the ladder of success.

Fox Industry Growing.

It is estimated that about eight million dollars is invested in the fox industry in the United States. A survey shows at least five hundred ranchers raising silver foxes and indicates that there are between twelve thousand and fifteen thousand foxes in captivity. The modern fur trade has been a great impetus to the development of fur farming. Michigan is one of the leading states in the Union in the breeding of silver foxes.

If you want to build up bigger business, take particular pains to consider the calls you have for goods not hitherto carried.

**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. Easley Milling Co.
The Sunshine Mills
PLAINWELL, MICHIGAN**

MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
Grand Rapids, Michigan

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

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.

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

M. J. DARK & SONS
GRAND RAPIDS, MICH.

Receivers and Shippers of All

**Seasonable
Fruits and Vegetables**

REALM OF THE RETAILER.

Things Seen and Heard on 100 Mile Circle.

One of the most outrageous abuses which has ever been brought to my attention is the manner in which the Kent County Road Commission fails to warn motorists and other travelers of the existence of pitfalls when they start to rebuild a stretch of road. Instead of posting detour signs for the benefit of the travelers who are not familiar with the situation, they permit drivers to go on to their doom—and then the loafing workers who receive large pay for small accomplishment make merry over the predicament they have churlishly precipitated and refuse to lift a finger to assist the unfortunate traveler in extracting himself from the trap laid for him. Several cases in point occurred last Saturday on the public highway which is now receiving a coating of gravel on a two mile section East of Whitneyville.

The brass band which threatened to bring Alto into public recognition a year or two ago has been disbanded in consequence of the removal of several of the members from the town. In its place the business and professional men of Alto are holding monthly luncheon meetings in the hall over the store of W. H. Watts, inviting some man who has achieved distinction in some line of human endeavor to address them after the gastronomic feature has been discussed.

Elmdale has two merchants—one live and one dead one. Which is the dead one? The one who does not take the Tradesman, of course.

Clarksville exhibits many evidences of improvement and progressiveness. The merchants are alive to the advantages of mutual insurance and are liberal patrons of companies which save them from 30 to 50 per cent. in premiums and assure them of honorable adjustments in the event of loss.

Lake Odessa is emerging from the period of depression in flying colors. Many of the merchants have been able to hold their volume nearly up to the high mark of 1919 by judicious advertising. No town in Michigan presents a more comprehensive front to city, mail order and co-operative competition than Lake Odessa.

Woodbury appears to be holding its own in its own inimitable way.

Woodland stands like a gem in the center of as fine a farming country as is to be found anywhere in Michigan or any other state in the Union. In no other locality known to the writer is the soil more uniformly strong and productive than in the district around Woodland.

The hotel at Hastings is an anomaly. Located within easy driving distance from Grand Rapids and with a large and inviting dining room, attractive office and parlor and ample toilet facilities, the hotel ought to be filled every evening with guests from Grand Rapids and surrounding towns who would come in by automobile to partake of a \$1 chicken or beefsteak dinner. Such an innovation would change the Friday, Saturday and Sunday evening meals from loss to profit

—from gloom to gaiety. The hotel has every facility possible to render such an arrangement a complete success. The auto roads from all directions—except possibly from Nashville—are in excellent condition. The town is an attractive one and a non-union orchestra could probably be mustered up at Hastings to hand out real music, instead of the rotten stuff union musicians produce at twice what good music is worth. The writer commends this suggestion to the landlord of the hotel in the belief that it would double his profits, contribute to the enjoyment of both his regular guests and the townspeople and make the hotel a rallying point for both young and old, instead of a gloomy reminder of the days when Hastings was regarded as a hotel town of much importance. I do not happen to know the landlord of the hotel but if he has an eye out for the main chance, he will give my suggestion due consideration.

E. A. Stowe.

Post Office and People.

The public, not having access to the postal bulletin printed by the post office department for the guidance of officers and employees of the service, is not likely to know how energetically the department is preaching the gospel of efficiency to its personnel, just at present concentrating upon the observance of postal improvement week, May 1 to 6. If the ideas communicated to the personnel by Will Hays, the late postmaster-general, and by his successor Postmaster Work, find fruitful soil the public will surely profit by these official efforts. In a recent communication the department suggests points for organization of postal improvement week which include the smallest boy in the service, and in all sorts of ways the postmaster is urged to relate himself to the public, to know their wants and to get their suggestions.

Millions of Dead Letters.

The incredible number of almost 20,000,000 letters which can not be delivered are opened by the United States post office to learn the names of senders. It costs three cents to get a dead letter returned. Much of this delay and disappointment would not occur if the sender had put his return address in the upper left hand corner of the envelope and, mark this on the authority of the post office, not on the back of the envelope.

If you are adopting new systems for handling your business be careful that you do not take on a system that makes for less speed instead of for more.

TAKE YOUR CHOICE

Whether you get "come backs" in the way of disappointed, disgruntled customers or come backs in the way of smiling, delighted customers, depends entirely on the quality of the goods you handle.



VAN DUZER'S
Certified Flavoring
Extracts

because of their exceptional quality and purity are recognized everywhere as the leaders in their line.

Van Duzer Extract Co. New York, N. Y.
Springfield, Mass.

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

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

Collection Experience of Northern Traveler in the South.

Glen Lake, May 16—"Speaking about making collections," said a veteran traveler to some of his younger associates in the hotel lobby. "I have had a few experiences in my line which were certainly out of the ordinary, and might prove interesting to some of you who have had and are having experiences of that particular character.

"Some years ago, the house I represented sold a valuable piece of machinery, upon a telegraph order, to the Robert E. Lee Great Southern Publishing and Purchasing Agency, in a crossroads town in Alabama.

"Through an error in billing, chargeable to our own credit department the machine was consigned directly to the purchaser who had advised us that the cash to cover the purchase price was on the way, resulting in consignee getting possession of the goods and absolute failure on his part to make settlement. After a delay of some weeks, during which period we were unable to get a line on the situation, my house detailed me to go to Alabama and, if possible, make settlement with the purchaser.

"The town was located on one of those jerk water railroads, in those days very common in the South, and I finally arrived at my destination about noon, disembarking at a place which did not contain a dozen buildings. So positive was I that there must be a mistake about the town, I insisted on the conductor holding the train until I could ascertain if I was on the right track. The station agent promptly relieved my mind by assuring me with a smile that such an institution as I was looking for really existed and the conductor got his release.

"The agent also informed me there was no hotel in the burg, but that the general storekeeper put up the boys who stopped there. I really felt more at ease when I sat down to a dinner, consisting of fried chicken, corn pone, etc., prepared by a colored mammy and then learned that Mr. Lee, my debtor, was away and would not possibly return until the following day. I was shown to an attic room with four beds, was instructed to perform my ablution at the cistern pump and proceeded to make myself as comfortable as possible by fraternizing with the town loafers in the general store.

"For supper we were again liberally served with fried chicken, etc., and I might state right here that during my entire stay of more than a week the menu was exactly the same for each meal, with the single exception of Friday's dinner, when fish was provided through the medium of the train baggageman, who made a specialty of peddling this commodity all along the line. I might further add that I have never had a consuming desire for fried chicken since that experience.

"The next day's train brought in Mr. Lee, who, in addition to being village postmaster, ran a weekly publication, of general literary character and which he hoped some day to become as popular and profitable as the Saturday Evening Post. He had a sales agency for the Remington typewriter, phonographs, other musical instruments and carried a general line of stationery.

"My approach somewhat disconcerted the gentleman, but upon recovery he gave me information that payment had been made for the machine the day before by an express remittance made from Chattanooga.

"There being no telegraph office in the village and telephonic communication being unknown I was compelled to use the good offices of the train conductor to carry my message to the nearest telegraph office and depend on return service by same method.

"The upshot of the whole business was that Mr. Lee finally demonstrated that, in addition to his peculiar liter-

ary talents, his reputation for veracity did not impress me, and he finally admitted that he had not made the remittance and was utterly unable to do so, but offered payment of the amount, aggregating \$1500, in postage stamps. Having no desire to get into any complicated mix-up with Uncle Sam, I declined the offer, and after going into solitary executive session, I made the suggestion that he turn over to me sufficient of his stock of goods to reimburse my house for freight and traveling expenses and I would return the machine to the house, to which proposition he finally agreed.

"I proceeded to the nearest telegraph station and wired several dealers in adjacent cities of the possibilities of unusual bargains and finally succeeded in interesting a dozen or more to the extent of coming to look over the stock, and as luck would have it was successful in disposing of the machine as well on very favorable terms to one of the visitors.

"By this method I was enabled to clean up the deal and also remunerate myself and firm for unusual expenses in the case.

"But it seems at that I was not through with the proposition at that stage. After spending eight days in the highly uninteresting hamlet and rioting on fried chicken, I decided to take a day off at Chattanooga and investigate Lookout Mountain.

"While waiting at the Reed House, opposite the union station, for the conveyance which was to take me on my tour of inspection, I was approached by an official who proved to be the U. S. Marshal, who, upon discovering my identity, advised me they had just arrested one Robt. E. Lee, postmaster at the village before mentioned for embezzlement; that I was the last person known to have had any business transactions with said Lee and that at the examination which was to be held on the following day, the district attorney decided to interrogate me.

"The assurance that I would comply with his request did not prove satisfying to the official, who advised me that I would either have to give a bond for my appearance at the examination or remain in his personal custody. To the best of my knowledge there was not a soul in Chattanooga whom I had ever met before, and it looked very much as though I might pass an embarrassing twenty-four hours, but the Marshal was disposed to treat me courteously and finally offered to accompany me on my Lookout Mountain trip.

"At this juncture I noticed an individual whom I knew very well, the general passenger agent of the Southern Railroad, who lived at Chattanooga, coming directly across from the depot, who upon being advised of the situation promptly relieved me of my embarrassment by offering to furnish the surety required and I was permitted to run along.

"The concluding details came the next morning, when Lee pleaded guilty to the charge of embezzling upward of \$6,000 from the Government and was sentenced to a term of fifteen years at Huntsville, Ala.

"Two days later I noticed in the daily papers that en route to prison Lee escaped from the officers, took refuge in the Blue Mountains and before he was finally subdued by being killed, he fatally wounded two officers.

"It was then I fully realized that even in the routine of making collections, there might also be the element of personal risk.

"And, finally, when I arrived home, on a Sunday, in time for dinner, I will leave you to guess just what treat the good housewife had provided for the feast."

Frank S. Verbeck.

Whether you believe in using leaders or not you certainly will admit that some means is desirable for bringing new customers into your store.

MARKET NEWS

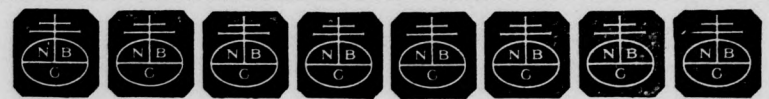
The Government's winter wheat crop report based on conditions as of May first, which was issued on May eighth, seems to have been in line with general expectations as there was little or no adjustment of market prices following the issuance of the report, which in brief read as follows:

Estimated total of winter wheat crop 585,793,000 bushels; condition 83.5%. Last year's crop was 587,032,000 bushels and the condition on May first was 88.8%. The average winter wheat production for the last five years is 578,575,000 bushels, and the average condition for the past ten years on May first figures 87.1%. The above figures show an improvement over figures for April first by 12,500,000 bushels on the total crop estimate, and improvement of approximately five points in crop condition.

The action of the wheat and flour market this week has been more or less a repetition of several weeks past, but all things considered there seems to be a much more favorable tone to the general situation.

While flour sales are by no means heavy, there has been a general broadening of inquiry and sales. The marked improvement in export business on old and new wheat seems to have stimulated the confidence of buyers who are handling their purchases in a way which reflects their sentiments in regard to summer flour prices.

JUDSON GROCER CO. GRAND RAPIDS, MICHIGAN



Sales You Can Bank On

QUALITY products, first and last, the N. B. C. line insures you a quick turn-over, repeated sales and increased profits. Moreover, it marks your store as a quality store and you as a quality merchant.

Customers come back because they have tested the goodness of these crisp cookies and crackers. They know they can depend upon it. This high quality is due to the fact that everything that goes into the making of N. B. C. products—materials, methods and equipment—is of the best.

The very packages make an eye-appeal. You have only to display them prominently. Meanwhile, National Biscuit Company advertising is keeping these crackers, cookies, wafers, snaps and cakes constantly in the minds of your customers.

See that your store is a quality store, supplied with N. B. C. products. Your profits are certain.

NATIONAL BISCUIT COMPANY



Labor Union Treason the Worst Kind.

Grant, May 16—"High union officials under arrest will be prosecuted on charges inciting to riot."

This report comes from Chicago where two policemen in the discharge of their duty were murdered and various other acts of outlawry committed.

And this is union labor so much commended by Boss Gompers, and even regarded with favor by some of our best citizens. This is how the working man is being elevated and endowed with pure principles under the guidance of the patriots who won the world war. Vide Gompers' speech of some months ago.

Different Chicago labor unions are under the ban of public disapproval and condemnation because of this cold-blooded assault upon the lives and property of peaceful citizens. Heretofore the unions have charged all such disreputable proceedings to a hoodlum element in no wise connected with the organization. To-day in Chicago there can be no escape from the bald fact that labor unionism has been caught in the act, and that upwards of \$50,000 has been offered as a reward for the capture and punishment of the malefactors.

Invariably riot, murder and bloodshed accompanies every big strike of labor unions. Patriotic citizens—those who went themselves to the front or aided in every way to carry on during the world war—have lost patience with the humbug pretensions of the leaders of the American federation of labor and its attendant gangs of outlaws.

Unionism of the sort now afflicting America was grafted onto this country from England, and the affliction has been worse than that of the English sparrow which all America is fighting to exterminate as an enemy to farm crops. Unionism as practiced to-day is as deadly an enemy to American institutions as the rankest Bolshevickism of Russia.

A learned judge of Chicago characterizes this latest uprising of labor unions as rank treason against the Republic. The treason of Benedict Arnold was a mild offense in comparison.

Chicago has at length become aroused as never before, having arrived at the conclusion that the union thugs and murderers of the town are carrying things in a most high-handed manner; in fact, producing a reign of terror the like of which was never before seen in a civilized community.

All of which has come to pass in the name of union labor.

There was, perhaps, a time when men banded together for the avowed purpose of getting labor its rights under the constitution of our country so as to have a fair chance of making good, and really advancing the cause they professed to serve. That time, however, went glimmering long since.

From the day the United States went into the kaiser's war down to now labor unionism has been synonymous with outrage, murder and riot. It has not a single foot left to stand on, and the sooner the whole league of fraud, graft and outlawry is cast into the gutter the better for liberty and honorable workmanship in this country.

Labor is honorable. Labor has no enemies among the enlightened citizenry of this country. Our greatest capitalists were once hewers of wood and drawers of water. Many a millionaire has graduated from the shop of daily labor. Before labor unionism grafted its infamous creeds upon the country the man who labored was respected and treated as a man. If labor has in any manner lost its good repute it is because of the orgy of treason, riot and murder labor organizations have inflicted on a long suffering people.

It must be remembered that labor is but a part of the complex society of America. That all should work in harmony. That the man who works

with his hands and he who labors with his brain should perforce be at sword's points is an unwholesome and dangerous condition, a condition which never would have existed in such large measure as to-day had not scheming men, endowed with selfish ideas of personal aggrandizement, thrust themselves into leadership of nearly all the labor organizations of this country.

It is possible that were the labor unions properly led by men of principle who revere the constitution of the country, and believe in the equal rights of men, there might have been harmony and peace to-day instead of what we now see—bloody revolution in the streets of a Chicago.

These constantly recurring bloody outbreaks, whenever there is a labor strike on, is something that cannot be always endured. Like slavery in the South, the Nation cannot long survive half free and half dominated by tyrannical labor leaders, who seek not the good of either labor or capital, but their own personal emolument.

Old Timer.

A Tremendous Blunder.

Secretary of War Weeks made a center shot when he declared the colossal blunder on our part during the late war was the failure to make conscription general, instead of including only men fit for duty as soldiers. The omission of money, industry and labor from the draft weakened our war work beyond computation.

While we took the strength of our young manhood for service at the front, we left wealth and labor, equally necessary to support our armies abroad, to profiteer. Perhaps this is not entirely just to wealth. It was left to profiteer, unquestionably, but heavy penalties in the way of taxation were imposed upon it. They still are in effect, and will be for many a long year to come.

Labor alone was left scot free to revel in excessive wages. Its pace was set when the railroad brotherhoods brought the Government to its knees, late in 1916. That arrogant usurpation of resources and heavy tax on the country during all the war was the cue for every branch of organized labor, and dearly indeed the Nation has paid and is yet paying for it. And while we were in the midst of preparation and of actual fighting we saw our Secretary of War telling men employed at a munition plant in West Virginia that they were rendering their Government as great a service (at from \$8 to \$20 a day) as the soldiers in the trenches at \$1 a day.

Never fail to keep plenty of change on hand; nothing so aggravates a customer as to make a purchase and wait unduly for change.

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

To Protect Your Profits

we advertise

"K C BAKING POWDER

Same price for over 30 years

25 ounces for 25¢"

The price is plainly shown on the package and in the advertising.

Your customers know that the price is right.

It never is necessary for you to reduce the selling price on K C Baking Powder and accept a loss.

In Selling

K C Baking Powder

Your Profits Are Protected

The government bought millions of pounds

Let us show you how to increase your baking powder profits by selling K C.

Jacques Manufacturing Co.
Chicago



Gabby Gleanings From Grand Rapids.

Grand Rapids, May 16—A noted traveler once remarked that he could always determine the character of a hotel by the condition of its toilet room. If the towels are dirty, the wash basins untidy and the toilets foul, he knows at once that everything else around the hotel will be equally objectionable and prepares himself for the worst.

Ray Pringle, formerly agent for the Delco lighting system in this territory, but for the past two years a resident of Dallas, Texas, where he introduced the Safety burglar alarm to the bankers of the Lone Star State, has returned to Grand Rapids to reside. He has engaged to cover Michigan for the Beckwith Store Works, Dowagiac, which manufactures the Round Oak furnace. Mr. Pringle will deal mostly with hardware dealers, with whom he will be able to "talk shop," because he was engaged in the hardware business on his own account at Mulliken some years ago. Mr. Pringle will undertake to see all of his customers once a year and some of them two or three times a year. He is a hard worker and a resourceful salesman and will prove to be a valuable accession to the Beckwith institution.

H. F. DeGraff, a well known member of Grand Rapids Council was arrested in Sturgis last week, found guilty and assessed the sum of \$2.50. Mr. DeGraff had started for the new Elk's Temple, which had just been opened and where a big fair was in progress, when he was accosted by the Elk's patrol and haled before an impromptu court. He pleaded guilty to holding membership in the Elk's Lodge at Grand Rapids. Another charge, that he had arrived on Monday instead of Tuesday, was withdrawn after considerable argument on the part of two well-known attorneys of Sturgis, one of whom acted as his counsel. Fearing publicity in his own home town Counselor DeGraff writes Gabby Guy, making a clean breast of the whole affair, insisting that membership in the Grand Rapids Elks is well worth the amount of his fine, since it was the means of his spending a most enjoyable evening with the bunch of live ones at Sturgis. The remainder of his letter which is of general interest to travelers is as follows:

"While the Hotel Elliott is much better under the new management, the menu card heads still bear the much despised words, 'Choice Of,' and the rate is still \$3.50 and \$4 per day. Whoever made the statement that hotel rates had dropped 25 per cent. must have been thinking backwards or he is trying to 'kid' the rest of us. None of the hotels in the Southern part of the State along the New York Central Line are giving the traveler a fair shake for his money."

Mrs. "Art" Burr is spending this week on the Little Manistee with Mr. and Mrs. Matheson. Mrs. Burr is an enthusiastic trout catcher and has no fear of water, mosquitos or sunburn. The Narrow Path isn't half so dusty as the Main Traveled Road.

The mere order taker has about reached the point where he doesn't take orders from anybody.

It isn't safe to judge the world's

interest in you by your interest in yourself.

One way to make high prices decline is to decline to pay the high prices.

Farm property about Hart is changing of late. Few outsiders are buying, however. Business is good in every line and help of all kinds is scarce.

Bus service in competition with the Pentwater branch of the P. M. bids fair to be overdone. There are now four lines operating North of Muskegon.

An unusual amount of building is going on in Shelby this spring and everyone seems cheered with the prospect of a big fruit crop.

Four traveling salesmen, representing an expense of a hundred dollars a day to their combined houses were help up for twenty minutes one day last week in a country store while the proprietor was making a sale of radio accessories to a small boy whose total cash purchases amounted to less than a dollar.

A fitting epitaph for the unlucky pedestrian: "Here lies the body of William Jay, who died maintaining his right-of-way; he was right, dead right as he plodded along, but he's just as dead as if he's been dead wrong."

"A merry heart doeth good like a medicine but a grouch spreadeth gloom which leadeth to sickness and disaster.

Gratitude is a strange old bird; she pauseth but to be fed.

The big trick in house-cleaning is to first pile the stairways and halls full of furniture and then carry out the rugs and bric-a-brac. The man who can do this without accident or swear words is n. g. as a traveling salesman. Such a man hath neither pep nor fight in his make up.

After warning him three times, Manager Vern Calkins swore out a warrant for one of his neighbors charging him with harboring a nuisance. 'Twas about a noisy hound dawg which persisted in annoying guests of the Wright House at Alma.

The trials and tribulations of an interurban bus man are many. With the lives of patrons literally in their hands, they still have responsibilities. One of the Clinger bus drivers out of Muskegon is still suffering from a shock to his nervous system caused some two weeks ago by a woman jumping in front of his car and waving her hands. Rare presence of mind averted a serious accident. By the way, this is one of the few bus lines carrying liability insurance.

Once again smokers are privileged to occupy the four rear seats in Grand Rapids street cars. Now watch the women and non-smokers make for these same seats, as they always have done in the past. Speaking of Grand Rapids street cars, can you find greater courtesy anywhere than is shown by both non-union conductors and motormen? And the service might be a lot worse. Few complaints come from traveling men, because they have opportunity for comparison. No other line in Michigan uses the word "please" on their posted signs about the cars, as does our Grand Rapids railway. And where else can you ride and smoke on a street car?

W. N. Burgess, representing Ken-

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.



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 of machine and size platform wanted, as well as height. We will quote a money saving price.

Sidney Elevator Mfg. Co., Sidney, Ohio

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.



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.

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

Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

HANNAFORDS NEW CAFETERIA

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

For The Past 10 Years

Prop. of Cody Hotel Cafeteria

CUSHMAN HOTEL

PETOSKEY, MICHIGAN

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

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

OCCIDENTAL HOTEL

FIRE PROOF

CENTRALLY LOCATED

Rates \$1.50 and up

EDWARD R. SWETT, Mgr.

Muskegon

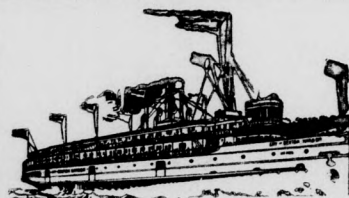
Michigan

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION



Graham & Morton

TO

CHICAGO

MICHIGAN RAILWAY LINES

Boat Train 8 p. m.

G. R. Time

Sundays—Tuesdays—Thursdays

FREIGHT RATES LOWER

MICHIGAN RAILROAD

Foot Lyon St., Citz. 4322, Bell M 4470

GRAHAM & MORTON

Pantlind Hotel Lobby
Citz. 61111 Bell M 1429

HOTEL RICKMAN

KALAMAZOO

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

Barnes & Pfeiffer, Props.

PARK-AMERICAN HOTEL

Near G. R. & I. Depot

Kalamazoo

European Plan \$1.50 and Up

ERNEST McLEAN, Manager

ney & Levan, Cleveland, spent Sunday in Petoskey, stopping at every town worth while along the way.

W. S. Lawton is one of the swiftest members of Grand Rapids Council, making thirty-five towns last week and thirty-eight the week before.

J. D. Schwimmer, representing the American Electrical Supply Co., is called to Chicago this week to attend a sales conference. Radio-mania having laid hold of the buying public with a heavy hand, every salesman handling electrical supplies is besieged with questions on the subject. Mr. Schwimmer expects not only to handle a complete line, but to be an authority on the new "malady."

Some weeks ago it was stated in this department that the Hotel Belding had reduced the price of meals to 50 cents each. This was an error. Meals are still 75 cents each and rooms \$1.25; with bath, 1.75.

A so-called convention of union musicians was held in Grand Rapids last week. Every man who casually mentioned a place where liquor could be obtained was cheered to the echo. Some of the delegates were guests of the Pantlind hotel, but most of them put up at cheap joints around town and picked their teeth in the lobby of the Pantlind. An appeal for automobiles to take the delegates around the city brought such scanty response that that feature had to be abandoned. No decent man wanted his seat cushions defiled with the low-down creatures who constitute the rank and file of union musicians. It requires a good many gallons of disinfectant to cleanse the Pantlind after a union convention is held there.

J. A. Childs has engaged in the hardware business at North Park. The Michigan Hardware Company furnished the stock.

A decidedly unique departure from the regular routine of entertainment will be made by the You-See-Tee Club next Saturday, when all of the U. C. T., their friends and families, are invited to a blind auto trail for a pilgrimage of parts unknown. All who can go are to meet promptly at 12 o'clock at the U. C. T. headquarters, K. of C. hall, on Ransom street. Be sure to be there promptly, so as to follow the winding trail. Autos will be provided for those who have none. Bring your baskets, as the luncheon will be a pot luck affair. All the tools you will need will be knives, forks and spoons. The chairman, Mrs. A. F. Rockwell, says that all inquisitive men determined to know where we are going will be blindfolded as far as Yankee Springs, where they will be lost in the jungle. For further information call either member of the committee, Mrs. A. F. Rockwell or Mrs. L. V. Pilkington.

William Thompson, Michigan representative for the Hood Rubber Products Co., has leased two stories and basement of the building at 401 West Jefferson avenue, Detroit, and will open a branch rubber goods stock therein about June 1. He will have charge of both stores and will divide his time between the two cities.

A. C. Hansen, who recently sold his interest in the general stock of Hansen & Roach, at Custer, to his partner, has removed to Grand Rapids and purchased an interest in the Grand Rapids Store Fixture Co., with which house he will be actively connected. Mr. Hansen was engaged in trade at Custer 4½ years and is still connected with the produce house of L. Jabody & Co., as stockholder and director.

Grand Rapids Council still awaits a reply to its enquiry as to where the 25 per cent. reduction in hotel rates is to be found. This report, flamboyantly circulated by the Hotel Committee of the Grand Council, is about the most baseless canard ever started to controvert the absence of effective action on the part of the Hotel Committee, which appears to have confined its activities to eating epicurean dinners prepared by the various hotels

where the Committee held meetings and kowtowing to the landlords who assured the Committee that they had cut prices (of their employees) to the extent of 25 per cent. As a matter of fact, the Committee cannot put its finger on a single hotel which has reduced its prices to any considerable extent. Nor can the Committee point to any act of its own which would force the hotel men to take such action.

The You-See-Tee luncheon meeting Saturday, May 13, will probably be the last luncheon until they open again in the fall. Alvah W. Brown was chairman of the Committee. In fact, we opine Alvah was the whole committee, for all credit is due him for the very good speaker he furnished us at the meeting. The talk given by Major John G. Emery on his trip through France was very interesting. When the party first sat down to the table they recognized the fact that we had no music, which of itself seemed strange, and then when the waiters began serving the lunch they did not serve any soup. The reason given by Mr. Brown was when he learned the orchestra was on a wedding trip, he decided to cut out soup, because there would be no music to deaden the sound.

Word from Blodgett hospital brings the very good news that Mrs. John D. Martin is showing very encouraging improvement from the very severe operation she underwent. At this writing it is impossible to tell how long before she can be taken to her own home.

John D. Martin is responsible for the following: "From recent observation we wonder if it is true that the secret of the popularity of flesh colored hosiery is because holes in the heels do not show so plainly."

S. C. VanHouten has sold his general stock at Woodland to E. O. Shorno and C. W. Ruell, who will continue the business under the style of Shorno & Ruell. Both partners hail from Allegan, where Mr. Shorno was employed seventeen years in the department store of Burrell Tripp and Mr. Ruell was employed four years in the shoe store of D. Stern & Co. Mr. Van Houten has removed to Grand Rapids and engaged in the grocery business at 702 Jefferson avenue.

R. C. Smith, formerly a member of the firm of Smith & Steffe, general dealers at Springport, has engaged to cover the Jackson district for the Grand Rapids Dry Goods Co.

Thurston Wells, who has covered Michigan and Indiana seventeen years for Valentine & Bentley, silk jobbers of New York, has engaged to cover Saginaw, Bay City, Flint and the Thumb country for the Grand Rapids Dry Goods Co.

John N. Trompen, the Grand Rapids dry goods merchant, will read a paper on "Activity of the Michigan Association" at a meeting of the Illinois Retail Dry Goods Association, which will be held at Chicago next Monday.

At the annual meeting of the Michigan Wholesale Grocers Association, held at Detroit last Thursday, H. T. Stanton was re-elected President for another year.

Knights of the grip, crusaders in the front line of business, are to gather for a convention of their own to discuss ways and means of facilitating sales, making traveling more convenient and hotel accommodations better. Under auspices of the National Council of Traveling Salesmen's Associations, the convention of traveling men will be held in Cincinnati, Ohio, October 9, 10 and 11. The salesmen will have the opportunity to meet one another extend the hand of good-fellowship, and discuss business conditions in various parts of the country. The proceedings will be of much interest.

Did you ever go fishing with Jim—Jim Ostrander at Houghton Lake in Roscommon county? If not, you've really never been fishing. Jim has a big hotel and a bunch of cottages on

the west shore, a couple of launches and a string of small boats for the accommodation of his guests. Just at the break of day the bell for breakfast rings, giving you a half hour to dress and gather your tackle for the day's work. Men who left the "hay" many hours before have already returned from somewhere with bait sufficient for all. Lunches are packed for each outfit and carefully placed in the boats. These are hitched in single file to the launch and immediately after breakfast a start is made for the Middle Grounds, some five miles to the East. Houghton Lake is the largest body of water in Michigan, being some twelve miles in length and eight or more in width. Arriving at the fishing grounds the boats are cut loose, each outfit going its way, while the launch remains always within reach, for Houghton Lake is "squally" at times and dangerous unless you are an expert at the oars. Being quite shallow, a high wind will thresh the waves into a wild fury in less than no time. When fish are coming, as they always do in the middle of May, the man who does not get his limit of those monster wall-eyes and grass pike is out of luck. Ten wall-eyes, from two to four pounds each, make quite a string. There is no limit to the number of grass pike at the present time and few are taken weighing less than five pounds and some up to eighteen. It is not unusual to hook five or ten of the big fellows in a forenoon. How they do fight! In no other lake can be found fish with more endurance, more cunning and greater opportunities for getting away, since weed-beds are everywhere and its a man's job to land one of the big fellows without assistance. Jim's place is 157 miles from Grand Rapids with good roads all the way, but it is best to make reservations several weeks ahead, as Jim's place, like all others around the lake, is crowded most of the season. This is Jim's last year with the boys. He has sold his holdings to a hotel company from Minneapolis. His many friends will regret this move on his part, for Jim is more to them than a hotel man. He is a friend to every visitor who plays the game fair. The Michigan Geographical Society, in their last report, estimates that Houghton Lake will disappear from the face of Michigan in about 400 years. This may have scared Jim into selling out. Be that as it may, Jim and his good wife, Edna, will not feed the Grand Rapids boys after the present season.

John B. Olney.

Better Than Co-operative Failures Usually Do.

Grayling, May 16—I have completed the sales of all property owned by the Railway Men's Union Co-operative Association, for which I am acting as trustee under a trust mortgage, and the total proceeds are as follows:

Cash on hand	\$ 106.49
Cash received from merchandise	1,529.77
Cash received on book accounts	722.77
Cash received sale of fixtures	591.95
Total	\$2,950.98

The total expenses and preferred claims paid are as follows:

Labor claims	\$596.11
Fire insurance	10.55
Printing and advertising	25.50
Trustees fees and expenses	195.00
Attorney fees	15.00
Total	\$841.16

The amount on hand for pro rata distribution to creditors holding claims is \$2,108.82. The total amount of creditors' claims is \$4,733.89. The basis of distribution is .4454 per cent.

Niels Anderson, Trustee.

Detroit—The Premier Radio Corporation, 6800 Bostwick street, has been incorporated to manufacture and deal in chemical equipment and radio products, with an authorized capital stock of \$25,000, \$15,000 of which has been subscribed and paid in cash.

Wholesalers Report Successful Campaign.

Detroit, May 16—The report of Secretary, E. E. Prine, made to the Wholesale Merchants Bureau of the Detroit Board of Commerce, shows that registrations of out-of-town buyers who responded to the invitation to visit Detroit during Buyers Week, May 1 to 6, totaled 1025. The campaign also tended to stimulate business with the local retailers, according to the wholesalers, who report that more home buyers visited the various houses than during any previous week in several years.

William Holden, chairman of the wholesalers bureau, announces that plans are already under way for a fall campaign to be carried out on a much larger scale. Many additional firms have indicated intentions of joining in the movement for the fall drive to boost the Detroit wholesale market.

W. S. Dowler, manager of the C. H. Baker Co., formerly the Lindke Shoe Co., has tendered his resignation to become manager of the men's department of the new Hanan store to be opened next week in the Stroh building.

The J. P. Schmidt Co. has sold its lease to the E. R. Boot Co., who are the Detroit retail representatives for the "Bostonian" line of shoes. Mr. Schmidt retires from all active business and plans to vacate the building by July 1. Mr. Schmidt is one of the pioneer retail shoe merchants and he says that this time his retirement is positively final. Fred Franck, who has been general manager of the Schmidt store, has no definite plans in mind just at present. There have been several rumors of affiliations but Mr. Franck says that so far as he knows he has none under consideration at this time.

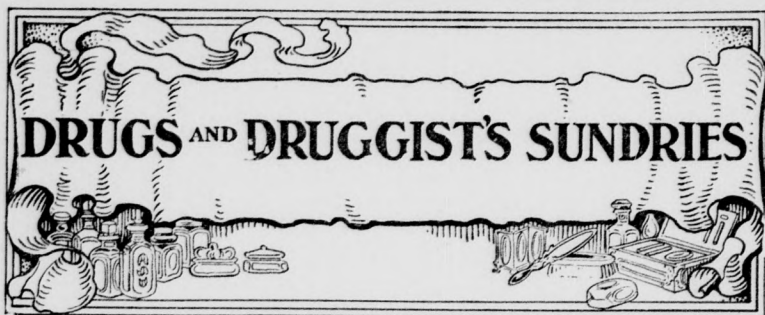
George M. Roth, retail dry goods dealer, 9416 Joseph Campau avenue, Hamtramck, has filed a petition in voluntary bankruptcy in Federal court, with liabilities of \$5,790 and assets of \$1,300.

A new retail shoe store will be opened in Detroit May 5 in the New Capitol Theater building, Broadway, near Grand Circus Park. It will be known as the Physical Culture Shoe Store, of which Mr. Marienthal, of Buffalo, N. Y., is the proprietor, and John Ringer, manager. Corrective and novelty shoes will be handled. The store will cater to the exclusive trade—both men and women. The interior is being decorated in a soft gray; the furniture will be of the wicker type and the shelving low, which will afford greater efficiency and prevent climbing on the part of the salesmen.

Philip B. Wilson succeeds Billy McKee as representative for Howard & Foster Co., of Brockton, Mass., in the Michigan territory. The latter has been representing this company for the past thirty-two years. Mr. Wilson comes from the South where he has been representing Howard & Foster Co.

J. E. Wilson, proprietor of the Shoe Den in the Baumgartner Fashion Shop, who is also a member of the board of directors of the Michigan Shoe Retailers' Association, is casting about for a place in which to hold the annual convention of the Association, which is usually held the first week in September. Last year the convention was held in Detroit and this year one of the upstate cities will be selected.

The formal opening of the new Hanan shoe store in the Stroh building is scheduled for some time during the coming week. The fixtures in the new establishment are of solid walnut, and the whole interior will be very high grade in keeping with the high quality of the Hanan shoe; in fact, it is the desire of the owners to make it a store that all Detroit will talk about. W. H. Jones, for seven years with the R. H. Fyfe Co. store, will be the general manager. He is occupying temporary offices on the tenth floor of the Stroh building pending the opening of the new store.



Michigan Board of Pharmacy.
 Members—James E. Way, Jackson;
 Chas. S. Koon, Muskegon; H. H. Hoff-
 man, Sandusky; Oscar W. Gorenflo, De-
 troit; Jacob C. Dykema, Grand Rapids;
 J. A. Skinner, Cedar Springs.
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 H. H. Hoffman, Sandusky.
 June Examination Session—Detroit,
 June 20, 21 and 22.
Mich. State Pharmaceutical Ass'n.
 President—John G. Steketee, Grand
 Rapids.
 Secretary—L. V. Middleton, Grand
 Rapids.
 Treasurer—E. E. Faulkner, Middleville.

Don't Fail To Attend the Ann Arbor Meeting.

Grand Rapids, May 16—According to reports from all over the State, the attendance at the M. S. P. A. convention in Ann Arbor, June 6, 7 and 8, will be the biggest ever. The Detroit Drug Club have a stunt in mind which they are going to pull off during their attendance, but they are keeping it a dark secret. The Grand Rapids Retail Druggists' Association at their last meeting moved to secure a full attendance from Grand Rapids. A picnic will be held during the month of May to arouse interest in attendance at the Ann Arbor convention. Druggists from all parts of the State are going to motor with their families and some with their competitors to the convention. Interest has been aroused by the papers to be presented, by the entertainment and by the incentive to visit our own College of Pharmacy. It will be a convention of novelties, papers illustrated with lantern slides and motion picture films, papers interesting to the ladies, as well as the druggists themselves. The papers will touch on topics of interest from "How to Interest the Drug Clerk in State Organization," by the President of the National Association of Drug Clerks, to "The Search for Drug Plants in South America," by Prof. Alexander Ruthven; from the "Manufacture and Sale of Ice Cream and Fountain Products," by Mr. W. A. McDonald to "Accounting and Business," by Prof. Wm. A. Paton. You can't get away from papers of interest to you if you were ever in any way connected with a drug store at the Ann Arbor convention.

L. V. Middleton, Sec'y.

The Top of the Candy Case.

The store near where the writer lives was for years in the hands of a steady going druggist who conducted it in an able manner and recently retired with a competency. Apparently he was getting about all the business there was in sight. But the new man is getting twice as much business, perhaps three times as much, from precisely the same territory. How does he do it? It is an interesting study. A detailed account of some of his methods may throw light on the question. This new man does enough candy business to employ a girl for the sole purpose of looking after the candy case. Not many neighborhood stores can do that.

One thing he does is to group cer-

tain small articles, such as packages of chewing gum, breath perfume, and the like, with the candy. He keeps this stuff on top of the candy case. This is done partly to place it where it will be seen, and partly to let the girl do the selling instead of leaving it to a high-salaried clerk.

The clerks in his store are very, very busy and get good salaries. The prescription clerks never come on the floor. The floor clerks are on the hop all the time. Their sales run very high. The store does some newspaper advertising. It is not a price cutter, but it will offer you half a dozen staple sellers at an attractive figure. In this way the store gets a lot of quantity orders, and any clerk is apt to make a five-dollar sale at any minute of the day. The boss figures that these clerks are too busy to be handing out chewing gum and other small articles that children ask for.

So the chewing gum goes on top of the candy case, and the girl, who is not so rushed, is perfectly capable of making sales. In the candy case the goods are arranged much as they are in any similar showcase. There are some candies in open dishes, or trays, and some box goods at the bottom, pound boxes, two-pound boxes, and so on.

The top of this candy case is bewildering. It is a long substantial case, with a heavy plate glass top. The array of goods is really remarkable. We find here every kind of chewing gum you can think of, all sorts of breath perfumes, salted pea-

nuts, fancy lollipops for children, little glass jars of health candies for babies, chocolate in many forms, bars, sticks, tolls and small packages. The chocolate display alone is remarkable. We find dates in sealed packages, figs in cunning like wicker baskets, after dinner mints, candied fruits in unusual packages, fresh marshmallows, dainties so temptingly arrayed that they make the mouth water. Then we find standard candies in quarter-pound boxes, half-pound boxes, pound boxes and two-pound boxes. Most of the heavy goods, however, are at the bottom of the case. A number of small candy packages are in sight on top of the case, with a few one-pound boxes and maybe two or three two-pound boxes, just enough of the larger sizes to hint that the store is equal to any demand.

All these goods on top of the case are carefully arranged, and consider-

able business judgment is involved. Price tags are profuse. This for two reasons, to save answering questions and to get the business of those who do not like to ask questions. Plenty of people do not. As buyers we have all had experiences that have, perhaps, made us a little wary about asking questions. In some stores to price goods means that the clerk immediately begins urging the enquirer to buy. This does not apply to the drug business, of course, in fact it would not apply to many establishments to-day. Still, a goodly percentage of people may be set down as not liking to ask prices, and, as we are dealing with all sorts of people, we might as well arrange our selling plans accordingly.

Another point. Package goods in plain sight are attractive in a busy store because there is little delay in effecting a purchase. People may be

KEEP COOL—Swat the Fly
 Now is the time to order your FANS and FLY SWATS for
SUMMER ADVERTISING
 THE CALENDAR PUBLISHING CO. has them.
 G. J. HAAN, President, Manager.
 1229 Madison Ave., S. E. Grand Rapids, Mich.
 Samples and Prices given upon request. Citizens Phone 31040.

Two Snappy New 5c Rolls—

National Mints

SOFT CREAMY LOZENGES, VERY PEPPY

Malty Milkies

CHOCOLATE FLAVORED MALTED MILK LOZENGES

THE NEW FOOD CONFECTION

GOOD THE YEAR ROUND BUT ESPECIALLY SO IN SUMMER. PACKED IN ATTRACTIVE DISPLAY CARTONS

Putnam Factory, Manfrs. Grand Rapids, Michigan



A Valuable Impression



pleasing impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of **TANGLEFOOT** in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh, and create in them a desire to use **TANGLEFOOT** themselves. This means extra sales to you. For 1922 **TANGLEFOOT** has been reduced 60 cents per case. This will allow you to sell at the old price, two double sheets for 5 cents, and make a profit of 50 per cent.

Remember **TANGLEFOOT** catches the germ as well as the fly, and that poisons, traps or powders cannot do it.

Children do considerable buying on their own account. They seldom get as much as fifty cents to spend for candy, but they get plenty of dimes

As a spectator the writer can hardly say just why this druggist is doing so well with his candy department. But we have set forth a number of reasons that must have some bearing on the subject. Busy this department certainly is. The girl arranges it carefully every morning, and again at night. The evening business is much heavier than the day business, naturally, as that is the time when people are out in full force. A great many customers stop at the candy case after patronizing the soda fountain. The goods are always fresh in appearance, and always tastefully arranged. They are not permitted to become jumbled, but are always attractive to the eye. They do not cover the entire top of the case, merely a long section at the back, so arranged that a clear view of the interior of the case may always be obtained. Certainly the arrangement seems to be effective in getting business.

Mouth Wash For Children.

The following is a favorite prescription with a number of physicians:

Sodium salicylate -----	2 Gms.
Sodium Phosphate -----	2 Gms.
Water -----	300 Gms.
Peppermint oil -----	5 dps.

Mix. The wash may be used mornings and evenings.

If you don't like what the future has in store for you, patronize some other store.

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	Amber, crude	2 00@	25	Aconite		@1 80
Boric (Xtal)	17½@	25	Amber, rectified	2 25@	25	Aloes		@1 45
Carbolic	31@	36	Anise	1 25@	1 50	Arnica		@1 10
Citric	60@	65	Bergamont	8 00@	8 25	Asafetida		@2 40
Muriatic	3½@	8	Cajeput	1 50@	1 75	Belladonna		@1 35
Nitric	9@	15	Cassia	2 50@	2 75	Benzoin		@2 10
Oxalic	18@	30	Castor	1 36@	1 60	Benzoin Comp'd		@2 65
Sulphuric	3½@	8	Cedar Leaf	1 50@	1 75	Buchu		@2 55
Tartaric	40@	50	Citronella	85@	1 10	Cantharadies		@2 20
			Cloves	3 25@	3 50	Capsicum		@1 75
			Cocoonut	25@	35	Catechu		@2 10
			Cod Liver	1 30@	1 40	Chinchona		@1 80
			Croton	2 25@	2 50	Colchicum		@3 00
			Cotton Seed	1 25@	1 35	Cubeb		@1 80
			Cubebs	9 50@	9 75	Digitalis		@1 35
			Egignon	4 00@	4 25	Ginger, D. S.		@1 80
			Eucalyptus	75@	1 00	Guaiac		@2 20
			Hemlock, pure	1 50@	1 75	Guaiac, Ammon.		@2 00
			Juniper Berries	3 00@	3 25	Iodine		@ 95
			Juniper Wood	1 50@	1 75	Iodine, Colorless		@1 50
			Lard, extra	1 25@	1 45	Iron, clo.		@1 35
			Lard, No. 1	1 00@	1 20	Kino		@1 40
			Lavender Flow	5 00@	5 25	Myrrh		@2 50
			Lavender Gar'n	1 75@	2 00	Nux Vomica		@1 55
			Lemon	1 75@	2 00	Opium		@3 50
			Linseed Boiled bbl.	@	99	Opium, Camp.		@ 85
			Linseed bld less 1	06@	1 13	Opium, Deodorz'd		@3 50
			Linseed, raw, bbl.	@	97	Rhubarb		@1 70
			Linseed, ra., less 1	04@	1 12			
			Mustard, true, z.	@	75			
			Mustard, artifil.	@	50			
			Neatsfoot	1 15@	1 30			
			Olive, pure	3 75@	4 75			
			Olive, Malaga,					
			yellow	2 75@	3 00			
			Olive, Malaga,					
			green	2 75@	3 00			
			Orange, Sweet	5 00@	5 25			
			Origanum, pure	@	50			
			Origanum, com'l	1 00@	1 20			
			Pennyroyal	2 50@	2 75			
			Peppermint	3 00@	3 25			
			Rose, pure	12 00@	16 00			
			Rosemary Flows	1 50@	1 75			
			Sandalwood, E.					
			I.	10 50@	10 75			
			Sassafras, true	1 75@	2 00			
			Sassafras, arti'l	1 00@	1 25			
			Spearmint	3 75@	4 00			
			Sperm	2 40@	2 60			
			Tansy	14 00@	14 25			
			Tar, USP	50@	65			
			Turpentine, bbl.	@	94½			
			Turpentine, less 1	01@	1 07			
			Wintergreen,					
			leaf	6 50@	7 00			
			Wintergreen, sweet					
			birch	3 25@	3 50			
			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

Brick Cheese
Hand Picked Beans
Some Flour
Oats
Corn
Veal

DECLINED

Jelly Glasses
Canned Meat—Derby Brand
Mutton
Hogs

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
Parsons, 2 doz. med. 4.20
Parsons, 2 doz., lge. 6.70

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¢
Calumet, 8 oz., doz. 1.95
Calumet, 16 oz., doz. 3.35
Calumet, 5 lb., doz. 12.75
Calumet, 10 lb., doz. 19.00
K. C., 10c, doz. 95¢
K. C., 20c, doz. 1.85
K. C., 25c, doz. 2.35
K. C., 5 lb., doz. 1.35
Queen Flake, 6 oz. 1.35
Queen Flake, 50s, kegs 11
Royal, 6 oz., doz. 2.70
Royal, 12 oz., doz. 5.20
Royal, 5 lb., doz. 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., doz. 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 2.35
Quaker Puffed Rice 6.45
Quaker Puffed Wheat 4.30
Quaker Brst 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
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 2.00
Whisk, No. 3 2.25
Whisk, No. 1 3.00

BRUSHES

Scrub
Solid Back, 8 in. 1.50
Solid Back, 1 in 1.75
Pointed Ends 1.25

Stove

No. 1 1.10
No. 2 1.35
No. 3 1.50
No. 4 1.75
No. 5 2.00

Shoe

No. 1 90
No. 2 1.25
No. 3 2.00
No. 4 2.50
No. 5 3.00

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, 6s 14.4
Paraffine, 12s 14.4
Wicking 40

CANNED FRUIT.

Apples, 3 lb. Standard 1.75
Apples, No. 10 5.75@6.00
Apple Sauce, No. 2 2.35
Apricots, No. 1 1.90@2.00
Apricots, No. 2 2.25
Apricots, No. 2 1/2 2.25@3.50
Apricots, No. 10 9.00@13.50
Blueberries, No. 2 2.50
Blueberries, No. 10 15.00
Cherries, No. 2 3.00@3.50
Cherries, No. 2 1/2 4.00@4.50
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, No. 2 1/2 Cal. 3.00@3.75
Peaches, No. 10, Mich 7.75
Peaches, No. 10, Cal. 10.50
Pineapple, 1, slic. 1.60@1.75
Pineapple, No. 2, slic. 2.75
Pineapple, 2, Brk slic. 2.25
Pineapple, 2 1/2, slic. 3.50
Pineapple, No. 2, crus. 2.25
Pineap., 10, crus. 7.00@9.00
Pears, No. 2 3.25
Pears, No. 2 1/2 4.25
Plums, No. 2 2.25
Plums, No. 2 1/2 3.00
Raspberries No. 2, blk. 3.25
Rhubarb, No. 10 5.25

CANNED FISH.

Clam Ch'der, 10 1/2 oz. 1.35
Clam Ch., No. 3 3.00@3.40
Clams, Steamed, No. 1 1.75
Clams, Mince, No. 1 2.50
Finnan Haddie, 10 oz. 2.80
Clam Bouillon, 7 oz. 2.50
Chicken Haddie, No. 1 2.75
Fish Flakes, small 1.35
Cod Fish Cake, 10 oz. 1.45
Cove Oysters, 5 oz. 1.45
Lobsters, No. 1/2, Star 4.50
Lobster, No. 1/2, Star 4.75
Shrimp, No. 1, wet 1.75
Shrimp, No. 1, dry 1.75
Sard's, 1/2 Oil, k. 4.25@4.75
Sardines, 1/2 Oil, k'less 3.75
Sardines, 1/2 Smoked 7.00
Sardines, 1/2 Mus. 3.75@4.75
Salmon, Warrens, 1/2 2.75
Salmon, Warrens, 1 lb 4.00
Salmon, Red Alaska 2.85
Salmon, Med. Alaska 2.00
Salmon, Pink Alaska 1.45
Sardines, Im. 1/4, ea. 10@23
Sardines, Cal. 1/2, ea. 25
Sardines, Cal. 1/2 1.75@2.10
Tuna, 1/2, Albocore 90
Tuna, 1/2, Nekco 1.65
Tuna, 1/2, Regent 2.25

CANNED MEAT.

Bacon, Med. Beechnut 2.70
Bacon, Lge. Beechnut 4.60
Bacon, Large, Erie 2.25
Beef, No. 1, Corned 2.70
Beef, No. 1, Roast 2.70
Beef, No. 1/2, Rose Sli. 1.35
Beef, No. 1/2, Qua. sli. 1.90
Beef, No. 1, Qua. sli. 3.10
Beef, No. 1, B'nut, sli. 5.70
Beef, No. 1/2, B'nut, sli. 3.15
Beefsteak & Onions, 1 3.35
Chili Con Ca., 1 1/2 3.50@1.35
Deviled Ham, 1/4s 2.20
Deviled Ham, 1/2s 3.60
Hamburg Steak 3.15
Onions, No. 1 1.40
Potted Beef, 4 oz. 2.15
Potted Meat, 1/2 Libby 50
Potted Meat, 1/2 Libby 90
Potted Meat, 1/2 Rose 85
Potted Ham, Gen. 1/2 2.15
Vienna Saus., No. 1/2 1.35
Veal Loaf, Medium 2.20

Derby Brands In Glass.

Ox Tongue, 2 lb. 18.50
Sliced Ox Tongue, 1/2 4.30
Calf Tongue, No. 1 5.50
Lamb Tongue, Wh. 1s 5.00
Lamb Tongue, sm. sli. 1.60
Lunch Tongue, No. 1 5.50
Lunch Tongue, No. 1/2 3.55
Deviled Ham, 1/2 3.00
Vienna Sausage, sm. 1.90
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 2.00

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. 1.40

CANNED VEGETABLES.

Asparagus.
No. 1, Green tips 3.90
No. 2 1/2, Lge. Gr. 3.75@4.50
Wax Beans, 2s 1.35@3.75
Wax Beans, No. 10 6.00
Green Beans, 2s 1.60@4.75
Green Beans, No. 10 8.25
Lima Beans, No. 2 Gr. 2.00
Lima Beans, 2s, Soaked 95
Red Kid., No. 2 1.30@1.55
Beets, No. 2, wh. 1.60@2.40
Beets, No. 2, cut 1.25@1.75
Beets, No. 3, cut 1.40@2.10
Corn, No. 2, St. 1.00@1.35
Corn, No. 2, Ex-Stan. 1.55
Corn, No. 2, Fan 1.60@2.25
Corn, No. 2, Fy. glass 3.25
Corn, No. 10 7.25
Hominy No. 3 1.15@1.90
Okra, No. 2, whole 1.25
Okra, No. 2, cut 1.60
Dehydrated Veg Soup 90
Dehydrated Potatoes, lb 45
Mushrooms, Hotels 38
Mushrooms, Choice 48
Mushrooms, Sur Extra 65
Peas, No. 2, E.J. 1.25@1.80
Peas, No. 2, Sift. 1.60@2.10
Peas, No. 2, Ex. Sift. 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
Sauerkraut, No. 3 1.85
Succotash, No. 2 2.50@2.85
Succotash, No. 2, glass 3.45
Spinach, No. 1 1.35
Spinach, No. 2 1.45@1.75
Spinach, No. 3 2.10@2.85
Spinach, No. 10 7.25
Tomatoes, No. 2 1.45@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
Fraziera, 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. 2.50
Snider, 8 oz. 2.35
Lilly Valley, 1/2 Pint 2.40

OYSTER COCKTAIL.

Sniders, 16 oz. 3.50
Sniders, 8 oz. 2.35

CHEESE.

Roquefort 85
Kraft small tins 1.40
Kraft American 2.75
Chili, small tins 1.40
Pimento, small tins 2.25
Roquefort, small tins 2.25
Camembert, small tins 2.25
Brie 19
Wisconsin Flats 19
Wisconsin Daisy 19
Longhorn 19
New York 22
Michigan Full Cream 18
Sap Sago 48

CHEWING GUM

Adams Black Jack 65
Adams Bloodberry 65
Adams Calif. Fruit 65
Adams Chiclets 65
Adams Sen Sen 65
Adams Yucatan 65
Beeman's Pepsin 65
Beechnut 70
Doublemint 65
Juicy Fruit 65
Sapota Gum 1.25
Spearmint, Wrigleys 65
Spic-Spanx Mxd Flavors 65
Wrigley's P-K 65
Zeno 65

CHOCOLATE.

Baker, Caracas, 1/4s 35
Baker, Caracas, 1/2s 35
Baker, Premium, 1/4s 35
Baker, Premium, 1/2s 35
Baker, Premium, 1/4s 35
Hersheys, Premium, 1/4s 35
Hersheys, Premium, 1/2s 35
Runkle, Premium, 1/4s 35
Runkle, Premium, 1/2s 35
Van Camp, Small 1.00
Van Camp, Med. 1.40

COCOA

Baker's 1/4s 40
Baker's 1/2s 42
Bunte, 1/4 lb. 35
Bunte, 1 lb. 32
Droste's Dutch, 1 lb. 9.00
Droste's Dutch, 1/2 lb. 4.75
Droste's Dutch, 1/4 lb. 2.00
Hersheys, 1/4s 33
Hersheys, 1/2s 33
Huyler 36
Lowney, 1/4s 40
Lowney, 1/2s 40
Lowney, 1/4 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. 1.50
Braided, 50 ft. 2.50
Sash Cord 3.65

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

Eagle, 4 doz. 9.00
Leader, 4 doz. 5.60

MILK COMPOUND

Hebe, Tall, 4 doz. 3.70
Hebe, Baby, 8 doz. 3.60
Caroline, Tall, 4 doz. 3.35
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 4.60
Pet, Baby, 8 oz. 4.40
Silver Cow, Tall 4.50
Silver Cow, Baby 4.40
Van Camp, Tall 4.50
Van Camp, Baby 3.30
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

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 115.00
National, 50s 130.00
Original Queens, 50s 150.00
Worden Special, 25s 185.00

A. S. Valentine Brands.

Victory, 50, Wood 75.00
DeLux Inv., 50, Wd. 95.00
Royal, 25, Wood 112.00

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

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
New Pantella, 100 37.50

Cheroots

Old Virginia, 100s 23.50

Stogies

Home Run, 50, Tin 18.50
Havana Gem, 100 wd 26.00
Dry Slitz, 100s 26.50

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, 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, Plain 16.00
Murad, 10, cork or pl. 16.00
Murad, 20, cork or pl. 16.00
Luxury, 20, cork 16.00
Melachino, No. 9, 10, cork or plain 16.00
Melachino, 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. 19.50
Benson & Hedges, 10 20.00
Rameses, 10, Plain 17.50
Milo Violet 10, Gold 20.00
Deities, 10 21.00
Condex, 10 22.00
Philips Morris, 10 20.00
Brening Own, 10, Pl. 28.00
Ambassador, 10 28.00
Benson & Hedges Tubettes 55.00

CIGARETTE PAPERS.

Riz La Croix, Wh., dz. 42
Riz La Wheat Br., dz. 42
Riz Tam Tam, 2 dz for 37
Zig Zag, per 100 7.25

TOBACCO—FINE CUT.

Liggett & Myers Brands
Hiawatha, 10c, doz. 96
Hiawatha, 16 oz., dz. 12.00
Red Bell, 10c, doz. 96
Red Bell, 35c, doz. 3.60
Red Bell, 75c Palls 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 Pall 9.45
Sweet Orange, 10c, dz 96

Scotten Dillon & Co. Brand

Dan Patch, 10c, doz. 90
Dan Patch, 16 oz., dz. 7.50
Ojibwa, 10c, doz. 96
Ojibwa, 8 oz., doz. 3.85
Ojibwa, 95c, doz. 8.50
Ojibwa, 90c, doz. 8.00
Sweet Mist, 10c, doz. 96
Uncle Daniel, 10c, doz. 96
Uncle Daniel, 16 oz. 10.20

Scotten Dillon & Co. Brand

Dan Patch, 10c, doz. 90
Dan Patch, 16 oz., dz. 7.50
Ojibwa, 10c, doz. 96
Ojibwa, 8 oz., doz. 3.85
Ojibwa, 95c, doz. 8.50
Ojibwa, 90c, doz. 8.00
Sweet Mist, 10c, doz. 96
Uncle Daniel, 10c, doz. 96
Uncle Daniel, 16 oz. 10.20

Scotten Dillon & Co. Brand

Dan Patch, 10c, doz. 90
Dan Patch, 16 oz., dz. 7.50
Ojibwa, 10c, doz. 96
Ojibwa, 8 oz., doz. 3.85
Ojibwa, 95c, doz. 8.50
Ojibwa, 90c, doz. 8.00
Sweet Mist, 10c, doz. 96
Uncle Daniel, 10c, doz. 96
Uncle Daniel, 16 oz. 10.20

J. J. Bagley & Co. Brands.

Mayflower, 16 oz., dz. 15.00
P. Lorillard Brands.
Pioneer, 10c, doz. 96
Tiger, 10c, doz. 96
Tiger, 50c, doz. 4.80

Weyman Bruton Co. Brand

Right Cut, 10c, doz. 95

Summertime, 65c Pails 6 50
Sweet Tip Top, 10c, dz 98
Velvet, Cut Plug, 10c 98
Velvet, Cut Plug, tins 1 53
Velvet, Cut Plug, 8 oz. 6 72
Velvet, C. Pl., 16 oz. 15 84
Yum Yum, 10c, doz. 96
Yum Yum, 70c pails 6 80

P. Lorillard's Brands.

Beechnut Scrap, doz. 96
Buzz, L. C., 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, dz. 96
Stag, Cut P., 10c, doz. 96
Union Leader, 10c tin 96
Union Leader, 50c tin 4 80
Union Leader, \$1 tin 9 60
Union Leader, 10c, dz. 96
Union Leader, 15c, dz. 1 44
War Path, 35c, doz. 3 35

Scotten Dillon Co. Brands

Dan Patch, 10c, doz. 96
Dillon's Mixture, 10c 96
G. O. P., 35c, doz. 3 00
G. O. P., 10c, doz. 96
Loredo, 10c, doz. 96
Peachy, Do. Cut, 10c 96
Peachy Scrap, 10c, doz. 96
Peninsular, 10c, doz. 96
Peninsular, 8 oz., dz. 3 00
Reel Cut Plug, 10c, dz. 96
Union Workman Scrap, 10c, doz. 96
Way Up, 10c, doz. 96
Way Up, 8 oz., doz. 3 25
Way Up, 16 oz., doz. 7 10
Way Up, 16 oz. pails 7 40
Yankee Girl Scrap, 10c 96

Pinkerton Tobacco Co.

American Star, 10c, dz 96
Big 9. Clip, 10c, doz. 96
Buck Shoe Scrap, 10c 96
Pinkerton, 30c, doz. 2 40
Pay Car Scrap, 10c, dz 96
Pinch Hit Scrap, 10c 96
Red Man Scrap, doz. 96
Red Horse Scrap, doz. 96

J. J. Bagley & Co. Brands.

Broadleaf, 10c 96
Buckingham, 10c, doz. 96
Buckingham, 15c tins 1 44
Gold Shore, 15c, doz. 1 44
Hazel Nut, 10c, doz. 96
Klecko, 25c, doz. 2 40
Old Colony, Pl. C. 17c 1 53
Old Crop, 50c, doz. 4 80
Red Band Scrap, 10c 96
Sweet Tips, 15c, doz. 1 44
Wild Fruit, 10c, doz. 96
Wild Fruit, 15c, doz. 1 44

Independent Snuff Co.

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.

George Washington, 10c, doz. 96
Old Rover, 10c, doz. 96
Our Advertiser, 10c, 96
Prince Albert, 10c, dz. 96
Prince Albert, 17c, dz. 1 53
Prince Albert, 8 oz. tins, without pipes 6 72
Prince Albert, 8 oz. and Pipes, doz. 8 88
Prince Albert, 16 oz. 12 96
Stud, Gran. 5c, doz. 48
Whale, 16 oz., doz. 4 80

Block Bros. Tobacco Co.

Mail Pouch, 10c, doz. 96

Falk Tobacco Co., Brands.

American Mixture, 35c 3 30
Arcadia Mixture, 25c 2 40
Champagne Sparklets, 30c, doz. 2 70
Champagne Sparklets, 90c, doz. 8 10
Personal Mixture 6 60
Perique, 25c, per doz. 2 25
Serene Mixture, 16c dz 1 60
Serene Mixture, 8 oz. 7 60
Serene Mixture, 16 oz 14 70
Tareyton London Mixture, 50c, doz. 4 00
Vintage Blend, 25c dz. 2 30
Vintage Blend, 80 tins 7 50
Vintage Blend, \$1.55 tins, doz. 14 70

Superba Tobacco Co.

Sammy Boy Scrap, dz 96
Cigar Clippings
Havana Blossom, 10c 96
Havana Blossom, 40c 3 95
Knickerbocker, 6 oz. 3 00
Lieberman, 10c, doz. 96
W. O. W., 6 oz., doz. 3 00
Royal Major, 10c, doz. 96
Royal Major, 6 oz., dz. 3 00
Royal Major, 14 oz. dz. 7 20

Larus & Bro. Co.'s Brands.

Edgeworth Ready Rubbed, 17c Tins 1 62
Edgeworth Ready Rubbed, 8 oz. tins, doz. 7 00
Edgeworth Ready Rubbed, 16 oz. tins, dz. 14 50
Edgeworth Sliced Plug, 17c tins, doz. 1 62
Edgeworth Sliced Plug, 35c tins, doz. 3 55

United States Tobacco Co.

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. 16
French Creams 18
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. P. 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 Boxes

Putnam's 1 30
Smith Bros. 1 50

Package Goods

Creamery Marshmallows 4 oz. pkg, 12s, cart. 95
4 oz. pkg, 48s, case 3 75

Specialties.

Arcadian Bon Bons 18
Walnut Fudge 23
Pineapple Fudge 21
Italian Bon Bons 18
National Cream Mints 25
Silver King M. Mallows 30

CRISCO

36s, 24s and 12s.
Less than 5 case 20
Five cases 19 1/4
Ten cases 19
Twenty-five cases 18 1/2
6s and 4s.
Less than 5 cases 19 1/4
Five cases 18 1/2
Ten cases 18 1/2
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, specially printed 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

Currants

Package, 15 oz. 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 1/2
Brown, Swedish 08 1/2
Red Kidney 08 1/2

Farina

25 1 lb. packages 2 80
Bulk, per 100 lbs. 06 1/2

Hominy

Pearl, 100 lb. sack 2 50

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 25

Peas

Scotch lb. 07
Split, lb. 08

Sago

East India 06 1/2

Taploca

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

Linen Lines

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

Flats

No. 1 1/4, per gross wd. 5 00
No. 2, per gross, wood 5 50
No. 2 1/4, per gro. wood 7 50

Hooks—Kirby

Size 1-12, per 1,000 1 05
Size 1-6, per 1,000 1 20
Size 2-6, per 1,000 1 45
Size 3-6, per 1,000 1 65
Size 4-6, per 1,000 2 10
Size 5-6, 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
3 Ounce 3 00
2 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 9 60
Wheat, 24 1/2 9 60
Roller Champion, 24 1/2 8 60
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 Compound, 5 lb. sack 4 80
Buckwheat Compound, 5 lb. sack 4 80

Watson Higgins Milling Co.

New Perfection, 1/8s. 8 30

Meal

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

Wheat

No. 1 Red 1 23
No. 1 White 1 25

Oats

Carlots 46
Less than Carlots 50

Corn

Carlots 70
Less than Carlots 75

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 90
Mason, 1/2 gal. gross 11 80
Ideal Glass Top, pts. 9 00
Ideal Glass Top, qts. 10 80
Ideal Glass Top, 1/2 gallon 13 90

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 Acid'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@ 10

Tallow

Prime 05
No. 1 04
No. 2 03

Wool

Unwashed, medium @30
Unwashed, rejects @20
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. 1 80

JELLY GLASSES

8 oz., per doz. 34

MATCHES.

Blue Ribbon, 144 box. 7 55
Searchlight, 144 box. 8 00
Safe Home, 144 boxes 8 00
Old Pal, 144 boxes 8 00
Red Stick, 120 lb. bxs 5 50
Red Stick, 144 bxs 5 25

Safety Matches.

Red Top, 5 gro. case 5 25
Toyo, per gro. 95

MINCE MEAT.

None Such, 3 doz. 4 85
Quaker, 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., 12, 5 lb. 5 25
O. & L. Spec., 6, 10 lb. 5 00
Duffs, 24, 2 1/2 lb. 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, rstd 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 50
Bulk, 3 gal. keg 5 25
Bulk, 5 gal. keg 8 00
Quart, jars, dozen 5 25
4 1/2 oz. Jar, plain, dz. 1 60
5 1/2 oz. Jar, pl., doz. 1 60
10 oz. Jar, plain, doz. 2 35
16 1/2 oz. Jar, Pl. doz. 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 23.3
Tank Wagon 23.3
Gas Machine Gasoline 41.2
V. M. & P. Naptha 27.2
Capitol Cylinder 42.2
Atlantic Red Engine 23.2
Winter Black 13.7

Polarine

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. 1.40
Finol, 8 oz. cans, doz. 1.90
Parowax, 100, 1 lb. 7.2
Parowax, 40, 1 lb. 7.4
Parowax, 20, 1 lb. 7.6

Kits, 15 lbs.

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
Sacks, 90 lb. Jute 2 60
Sacks, 90 lb. Cotton 2 75

SALAD DRESSING

Durkee's large, 1 doz. 6

SALT	
Colonial 24 2 lb.	90
Med. No. 1, Bbls.	2 70
Med. No. 1, 100 lb. bag	90
Farmer Spec., 70 lb.	92
Packers, 56 lb.	56
Blocks, 50 lb.	52
Butter Salt, 280 lb. bbl.	4 50
Baker Salt, 280 lb. bbl.	4 50
100, 3 lb. Table	6 30
60, 5 lb. Table	6 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
Bibbys, 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 50
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	
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, \$4.80 per case

WASHING POWDERS.	
Bon Ami Pd, 3 dz. bx	3 75
Bon Ami Cake, 3 dz.	3 25
Climaline, 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.	2 40
Rinso, 100 oz.	6 40
Rub No More, 100, 10 oz.	4 08
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	
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.	202
Blue Karo, No. 5, 1 dz.	2 60
Blue Karo, No. 10,	
1 1/2 doz.	2 40
Red Karo, No. 1 1/2.	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.	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
24, pint bottles	4 25
24, 18 oz. bottles	4 60

TABLE SAUCES.	
Lea & Perrin, large.	6 00
Lea & Perrin, small.	3 35
Pepper	1 60
Royal Mint	2 40
Tobacco	2 75
Sho You, 9 oz., doz.	2 70
A-1, large	5 75
A-1, small	3 60
Capers	1 90

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	32
Cotton, 3 ply balls	34
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	1 40
Market, extra	1 90
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.	18

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	70
Mouse, tin, 5 holes	65
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	8 25
Single Peerless	7 50
Northern Queen	6 25
Universal	7 50

Window Cleaners	
12 in.	1 65
14 in.	1 85
16 in.	2 30

Wood Bowls	
13 in. Butter	5 00
15 in. Butter	9 00
17 in. Butter	18 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	
Magic, 3 doz.	2 70
Sunlight, 3 doz.	2 70
Sunlight, 1 1/2 doz.	1 35
Yeast Foam, 3 doz.	2 70
Yeast Foam, 1 1/2 doz.	1 35
YEAST-COMPRESSED	
Fleischman, per doz.	28

NEED OF A WORLD LANGUAGE

The skeptic of yesterday has been convinced that the radiophone is practicable, but he has found that he cannot take down the receiver, call up his house, and ask when dinner will be ready. Hence he is still a bit critical. Those who fifteen years ago found it difficult to "tune" at all under the powerful Government stations now find that a difference of even fifteen or twenty metres in tuning "clears the air." By the continued perfection of the tuning coil and transmitter, is it unreasonable to look for the time when even fractions of a metre in tuning will be used locally and almost as fine tunings by the more powerful stations? And can the day be far distant when the possessor of a local set will call the nearest four or five thousand metre station and be "repeated" on long distance for a chat with a friend or a business acquaintance in South America or Europe?

This brings up another question. A powerful station near New York recently held conversation with a Cuban station. Two nations of different languages were thus connected. A few days ago the official representatives of the radio interests of five great nations—United States, Great Britain, France, Italy and Belgium—met in Paris to arrange for greater harmony in the developing field of radio. They decided that some international code or medium of communication must be selected. Europe, with her more than twenty-five languages, feels the need of an auxiliary for the radiophone in an international language. Even this country, with one language from the Arctic down to Mexico and Cuba, may find herself handicapped to the degree in which she fails to acquire a simplified tool of international communication. What shall it be? Partisans of Esperanto are urging the adoption of that language. A campaign is being planned in the interest of Latin, which has the distinction of being the only language that was ever international.

GOVERNMENT AND BUSINESS.

That the Government is not always the business man's bugaboo is attested by the eagerness with which he sometimes looks to a Federal agency to assist in solving his problems. The Government does sometimes meddle and muddle, so much so, indeed, that "less Government in business" has been made almost a fetish. Nevertheless, only a superficial investigation will show that business men are quite willing to abandon this slogan and take the first train for Washington whenever a little more Government in business will prove to their immediate advantage. Such an attitude is quite comprehensible, and no one has for it a word of blame. The only way to judge the desirability of any new extension of state activity is to determine whether or not it promotes the general welfare. There are times when the general welfare is promoted by business and the Government being partners; and other times, when some business organization misbehaves, the Government

must play the role of prosecutor. The full possibilities of the partnership idea probably have not yet been realized. One of the latest examples of a new relationship between Government and business appears in the appointment by the Secretary of Commerce of a special liaison officer to bring about co-operation between his department and the numerous trade associations. A considerable degree of co-operation between trade associations and the Department of Commerce has already been attained, but the designation of a special officer to promote this work is expected to make it more far-reaching and effective.

WHY MEN DON'T DRESS WELL.

Clothing dealers continue to bewail the slouchy dress of the modern male. They believe that if he could only be made to perceive his low sartorial state trade might pick up considerably. It is realized, however, that there are numerous obstacles to the initiation of a renaissance of good dressing. First of all, wearing the khaki in the trenches overseas is believed to have developed an almost insuperable fondness for soft, negligee things on the part of the younger men. Then the automobile has proved almost fatal to spick and span semi-formal attire. The country club and the golf links have also operated in this direction. Lastly, there is the Eighteenth Amendment. The "drys" have always associated prohibition with the disappearance of shabby clothes, and while this may hold good for the bottom of the social pyramid, it is said to work the other way at the top. With the smart restaurants given over to aridity, men no longer dress up and go out on an evening so much as they used to. That is bad for formal attire. Perhaps, after all, industrial depression has had a little to do with it. Also high rents. After the grasping landlord has exacted his last pound of flesh there is little left for the tailor.

RENTS ARE COMING DOWN.

This increase in the construction of dwelling houses helps to explain the average decline of 2.5 per cent. in the rents of wage-earners' homes since last November, which was revealed in the latest survey of the cost of living made by the National Industrial Conference Board. This survey covered 165 cities and included practically every municipality in the country with a population of 50,000 or more. Of these cities forty-nine reported that rents had decreased since last November, while fourteen reported slight increases, but these were offset by the decline in rents in other cities of the same size. In a few cities the decrease amounted to as much as 20 per cent. For the territory as a whole rents in March, 1922, were 65 per cent. above their level in July, 1914, but were 3.5 per cent. below their level of March, 1921, when they reached the peak. From nearly every city it was reported by real estate men that a further decline of rents was expected in the next few months and that a marked decline was expected when the time comes for the renewal of leases.

COAL PRICES ARE LOWER.

The item of living costs which has increased most in the household budget since the beginning of the war is coal, says the National Industrial Conference Board. Nevertheless, there was some decline in coal prices during the past winter. Data supplied by coal dealers in sixty-two cities representing all sections of the country were obtained by the board, and these, when weighed according to the importance of coal for domestic use in each section, indicated an average decline of 4 per cent. in prices between November, 1921, and March, 1922. On the latter date, however, the price of

coal to domestic consumers was 84 per cent. higher than in July, 1914. So far the miners' strike has brought no increase in the cost of coal to consumers. It is pointed out that if a reduction in freight rates on coal is made this summer as one part of a programme that has been suggested for ending the labor trouble, the ultimate effect of the strike, so far as the domestic consumer is concerned, will be to make his coal cheaper.

A good way to get a rest without going away from business is to stop all forms of advertising and wait for trade to come of its own accord.

KNOW YOUR CITY

NUMBER ONE

WE who have our hopes, our desires and our ambitions in this good place to live are more or less associated with the furniture industry, because the manufacture of furniture here is the biggest single element in the civic and social life of the community.

It is quite impossible here to know anyone, so to speak, who is not in some way connected with, or doing business with, this great manufacturing force.

Here, indeed, is an industry which combines the efforts of the most brilliant designers and the highest types of skilled wood craftsmen, an industry to which every man, woman and child in Grand Rapids may point with justifiable pride, an industry to which the city largely owes its prosperous existence, an industry to which must go a large share of the credit for our stabilized business conditions, our general healthfulness and general civic contentment.

With the furniture industry—its fifty-odd factories—imbedded deeply into the lives of many of us, Grand Rapids so stands out among other furniture manufacturing centers that it has become a veritable fountainhead of inspiration in the furniture world, a headquarters where styles, patterns and prices, which dominate the country, are determined upon. Grand Rapids has become a focal point of furniture thought in this nation; it is to furniture what Paris is to styles in women's dress—in short, the Furniture Capital of America.

The history of Grand Rapids is unique. Its development as America's greatest furniture center is interesting, while the story back of its preeminence is one of almost romantic achievement.

But we are not now as interested in its rough hewn past as we are absorbed in its present well-being and its great potential future, for Grand Rapids has yet to reach the pinnacle of its glory, the acme of its worth to the world.

Everyone who calls this good place "home" should know, even in a sketchy manner, just what Grand Rapids means and may yet mean to the world. Everyone should know just what Grand Rapids means, and may yet mean to him, and everyone should know and realize to what extent he is a participant in the good things which are Grand Rapids.

Grand Rapids

"A good place to live"

No. 9

ADVERTISING CLUB OF GRAND RAPIDS

This advertisement produced for the Advertising Club by the following: Typography by The Etheridge Company and Unseld Linotype Shop, Copy by A. G. Miller, Engravings by Newspaper Engraving Co., Electrotypes by Grand Rapids Electrotypes Co.

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.

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 Sale—First class grocery stock and fixtures. Will invoice about \$5,000. Good business. Established for thirty years. For particulars enquire of W. C. Phelps, 16 So. Jefferson Ave., Battle Creek, Mich. 764

Will Trade for Merchandise—Forty-acre farm close to Jackson. Near car line. Address A. Immerman, Jackson, Mich. 765

For Sale—Metzger credit register. Inquire of H. VanHouten, Zeeland, Mich. 766

RESULTFUL ADVERTISING—SELLING copy for letters, advertisements, etc., collection letters that collect. Multi-graphing. Tube City Letter Shop, McKeesport, Pa. 767

WE HAVE AN ATTRACTIVE PROPOSITION to offer an experienced lumber manufacturer, with capital, who is looking for a location. For particulars write HOWLAND & WALTZ CO., LTD., Lumber Exchange, Minneapolis, Minn. 768

For Sale—First class grocery stock and fixtures, also good creamery. In manufacturing city. Henry & Pinch, Eaton Rapids, Mich. 769

For Sale—Drug stock, well located in best city in Michigan under 60,000 population. Address No. 770, Care Michigan Tradesman. 770

Wanted—Experienced salesman for linen and domestics. State age and experience in first letter. Paul Steketee & Sons, Grand Rapids, Mich. 771

Wanted—Saleswoman for art department capable of assisting with buyer and understanding knitting. Paul Steketee & Sons, Grand Rapids, Mich. 772

For Sale—Stock of merchandise in small town with large rural population to draw from. Stock and fixtures inventory about \$17,000. The cleanest stock in State of Michigan. Established business of forty years and recognized as the most successful store in the county. Easy competition. Prefer to sell buildings, but will rent. To party of recognized business ability, will offer good terms. Reason for selling, old age and failing health. A wonderful opportunity. Address No. 773, care Michigan Tradesman. 773

For Sale—Cheap. Two twelve-foot hand-made oak counters with sixteen sanitary drawers; hundred ten count McCaskey; American cash register. Robert A. Storey, Wolverine, Mich. 774

DRUG STORE FOR SALE—Good paying. Modern fixtures. Two thousand population. New factory. Good resort trade. Dr. Ford, Gaylord, Mich. 775

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.

1000 letterheads or envelopes \$3.75.
Copper Journal, Hancock, Mich. 150

Will pay cash for whole stores or part stocks of merchandise. Louis Levinsohn, Saginaw, Mich. 998

Equity in thirty-two acres to trade for store building in small town. Address No. 755, care Michigan Tradesman. 755

WANTED—ONE PERSON in each town to manufacture a FAST SELLING CANDY. Make \$10 to \$50 per week. No expensive machinery, easily made. Instructions and formula \$1. No stamps. J. A. Eason, Ozark, Alabama, Dep't. A. 756

For Sale—Cash registers and store fixtures. Agency for Standard computing scales. Dickery Dick, Muskegon, Mich. 643

For Sale—In a live town of 8,000 on the main line of the Michigan Central Railway, a brick store and grocery stock. Or will sell stock and rent the store. Address Nick Daleo, Albion, Mich. 757

For Rent—A well located store in a town of 6,500 inhabitants, Three Rivers, Michigan, suitable for furniture and undertaking business. Only one competitor. A fine business opportunity. Address John Tripp, Charlotte, Mich. 758

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

WANTED—A farm, in exchange for country store doing good business. DeCoudres, Bloomington, Mich. 760

Business Opportunity—Michigan company running three stores want live business man or woman to join them. Must have experience retail business, ability to keep full set of books, and have \$1,000. Good weekly salary and share of profit given party filling requirements. Don't answer unless you mean business and can handle the job. Box 350, Bad Axe, Mich. 762

Salesmen—Profitable side line. Carry samples in pocket. Address Copper Journal, Hancock, Mich. 574

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

SECOND-HAND SAFES

We are always in the market for second-hand safes.

Send us detailed description, including date of purchase, name of manufacturer, inside and outside measurements and general appearance and we will make you an offer.

GRAND RAPIDS SAFE CO.

GRAND RAPIDS, MICH.

Review of the Produce Market.

Apples—Box apples from the Coast command \$4.50@5 for Jonathans and Spitzenbergs.

Asparagus—Illinois, \$2 per box of two dozen; home grown \$1.35 per doz. bunches.

Bananas—7@7½c per lb.

Beets—\$2.25 per hamper for new Texas.

Butter—The market is unchanged. We do not look for much decline in price until the supply of butter commences to exceed the demand. Prices range to-day about the same as last week. Local jobbers hold extra creamery at 35c in 63 lb. tubs for fresh, and 33c for cold storage; 36c for fresh in 40 lb. tubs. Prints, 36c per lb. Jobbers pay 16c for packing stock.

Cabbage—\$4@4.25 per 100 lbs. from Mississippi.

Carrots—\$2.25 per hamper for new Texas.

Cauliflower—Florida, \$3.25 per case of one dozen heads.

Celery—Florida, \$7 per crate of 4 to 6 doz. stalks.

Cucumbers—Illinois and Indiana hot house command \$1.50 per doz. for fancy and \$1.75 for extra fancy.

Eggs—Stocks in storage at this time are in excess of what they were a year ago and prices rule about the same. The weather conditions have been very favorable and stocks going in storage are very fancy quality. The outlook is for a continued large production and the future price depends entirely upon how long the speculators will pay the extreme high prices. Local jobbers pay 23½c for fresh, 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—Silverskins, 30c per doz. bunches.

Lemons—The price has advanced \$1.75 per box and further advances are in store if abnormally warm weather returns. Sunkist are now quoted as follows:

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

Choice are held as follows:

300 size, per box	-----	\$8.50
360 size, per box	-----	8.50

Lettuce—Hot house leaf, 14c per lb.; Iceberg from California, \$5@5.25 per crate.

Onions—Texas Bermudas, \$3.25 per crate (about 45 lbs.) for yellow and \$3.75 for white; California, \$8 per 100 lb. sack.

Oranges—Fancy Valencias have advanced \$1.25 per box and are now held as follows:

90 and 100	-----	\$8.50
150, 176 and 200	-----	8.50
216	-----	8.50
252	-----	8.50
288	-----	7.50
324	-----	7.00

Parsley—60c per doz. bunches.

Peppers—Florida, 75c per basket.

Pieplant—\$1.40 per bu. for home grown.

Pineapple—\$5@5.25 per crate for Cubans.

Plants—Current prices are as follows:

Asters	-----	\$1.75
Cabbage	-----	1.25
Peppers	-----	1.75
Salvia	-----	2.00
Tomatoes	-----	1.25
Geraniums	-----	2.25

Potatoes—Old are selling at \$1 per bu. Florida command 5c per lb.

Poultry—The market is lower again. Local buyers pay as follows for live:

Light fowls	-----	18c
Heavy fowls	-----	24c
Light Chickens	-----	18c
Heavy Chickens, no stags	-----	24c

Radishes—50c per doz. bunches for home grown hot house.

Spinach—\$2.50 per bu. for home grown.

Strawberries—Tenn. berries are very much in evidence this week. Klondyk command \$4 per 24 qt. crate and Aroma \$4.75. The latter are exceptionally large in size and fine in quality.

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

Tomatoes—\$1.25 per 6 lb. basket from Florida and Texas.

Bright Industrial Outlook at Boyne City.

Boyne City, May 16—Spring is really here at last. The forests are white with lilies. The streams are lined with fishermen. The leaves are out on all the trees. The gardens are planted and all is ready for the summer visitors.

The steamer Griffin left its dock Monday for the first trip for a year and a half. She has been thoroughly overhauled during the lay up. She goes to Manitowoc for grain to Chicago as a starter. She was booked for a load of ore from Ashland to Lake Erie ports, but the operators went on strike over rail rates, so she is running wild. The long eared tribe is not all dead yet.

The White Co. is installing a complete planing mill plant in its saw-mill here. Mr. White is equipped to turn out all kinds of rough, dressed and finished lumber, also a shingle mill has been added which will take care of the cedar which comes from the timber lands now being cut. This will add a goodly number of men to an already large payroll.

Professor A. A. Metcalf tells us that he will next year be located at Dundee, where he expects to be able to enjoy the privilege of close proximity to the University in completing his University course, as well as the numerous literary and musical advantages of the University town. Mr. Metcalf leaves a host of good friends in Boyne City who will follow him with good wishes.

At a special election Monday the citizens authorized the issue of \$17,000 of bonds to take care of the city expense if necessary and authorized work for the season. Unpaid taxes of last year was responsible for a large part of the deficit. A large amount of work was also done last year to give employment during the complete shut down of some of our important industries.

The city will do nothing this year outside of absolutely necessary street work. It is expected that all our industries will be operating again by the middle of summer. Maxy.

Kingsley—Charles Hoeflin succeeds B. H. Snell in the grocery business.

Traverse City—Alonzo Greed succeeds W. H. Rupp in the grocery business.

Leather Situation Is Improving Right Along.

Conditions in the leather market are about unchanged, although some tanners state the volume of their sole leather trade is increasing, although no better prices are expected until there is a wider range to the sales. The heavy holdings of poor quality, lightweight sole leathers still have a more or less depressing effect on conditions. It would appear from tanners' reports that their unsold stocks of sole leathers were very burdensome, but if this poor quality stock mentioned above was out of the way, unsold stocks would be materially decreased. Some are of the opinion that manufacturers will continue to refuse to buy this stock, not caring to risk their reputations on same, no matter how cheap the shoes are they are making.

Better quality sole leather sells fairly well, with prices still showing an extremely wide range.

Patent leather concerns continue to enjoy as good a business as ever, and some are trying to better 45c a foot for top grades. Tanners are now interested in India tanned kips, which they are making into a highly colored red and green for women's wear, in conjunction with patents.

Other lines of uppers continue to move in a moderate way but prices secured are low, and tanners claim there is practically no margin in same. Poorer quality upper leather is being picked up at bargain rates for low priced shoes.

Harness tanners continue to do a fair business, some more than others, depending on the section of the country. Prices have not changed to any extent for some time, some listing the top grades at 45c, with oil skirting leather, in some instances, up to 55c, ranging down as low as 15c for low quality collar leather.

Programme For the Grand Council Meeting.

Muskegon, May 16—The following programme has been prepared for the meeting of the Grand Council, U. C. T., which will be held here the first three days of June:

Thursday, June 1.

10 a. m.—Reception of Grand officers and delegates at Occidental Hotel.

2 p. m.—Sightseeing for visiting members and their families.

8:30 p. m.—Addresses by the following prominent speakers:

T. G. Rogers, Vice-President P. R. R. System.

D. P. McCarthy, Member Supreme Executive Committee, U. C. T.

Lee M. Hutchins, Manager Hazeltine & Perkins Drug Co.

Also a representative of the Michigan Hotel Association.

Friday, June 2.

10 a. m.—Opening of Grand Council session.

1:30 p. m.—Grand Council session continued.

Automobiles will be furnished to our visitors for sightseeing.

Boat ride on Lake Michigan through the courtesy of the Goodrich Transit Co.

8:30 p. m.—Grand ball and refreshments at Lake Michigan Park.

Saturday, June 3.

9 a. m.—Grand parade.

11 a. m.—Ball game and other sports.

The following prizes will be awarded:

\$25 to the Council turning out the

largest percentage of members in the parade.

\$25 to the Council making best appearance in the parade.

\$25 to the base ball club winning the championship.

\$25 to the best quito pitchers of the U. C. T. order. E. P. Monroe.

California Lemons Fewer Than Last Year.

Based upon statistics returned on the latest estimate by shippers of the California Fruit Growers' Exchange, the total shipment of lemons from the entire State from this date to the end of the season will approximate 6,028 carloads. This figure substantiates the earlier estimates sent out by shippers immediately following the freeze in January, when it was predicted that in spite of the severe frost injury to the crop the State would ship more lemons this year than during any other one season, with the exception of last year. During the same period last year—that is, from April 17 to the close of the season—there were shipped 8,153 carloads of lemons, compared with 5,858 in 1920; 6,060 in 1919, and 4,282 cars in 1918.

Advertising Drive on Pineapple.

The Association of Hawaiian Pineapple Canners announces the opening of another co-operative National advertising campaign on crushed or grated Hawaiian pineapple, commencing July 1 and continuing until May 1, 1923. This educational campaign, which will be one of the largest programmes of co-operative advertising ever undertaken on a food product, will have two objects in view: First, to teach the women of America that canned pineapple (which they already like so well, sliced) can also be secured in economical and convenient crushed or grated form. Second, to give suggestions and recipes for using crushed or grated Hawaiian pineapple to put new flavor and variety into everyday meals.

Corporations Wound Up.

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

Bentley Shoe Co., Inc., Battle Creek.

Dupree Mfg., Detroit.

Detroit Sheridan Co., Detroit.

Alabama Land & Timber Co., Calumet.

McKinney Building Co., Sault Ste. Marie.

Detroit—The Michigan Valve & Foundry Co., 3631 Parkinson avenue, has been incorporated with an authorized capital stock of \$300,000 preferred and 30,000 shares at \$5 per share, of which amount \$150,000 and 30,000 shares has been subscribed and paid in in property.

Kalamazoo—Theophilus Taylor, of T. Taylor & Son, leather goods, trunks, etc., died at his home, May 15, aged 72 years.

Grand Rapids—The Kimmel Millinery Co. has increased its capital stock from \$25,000 to \$50,000.

Stanwood—Frank Riebaw succeeds Oliver Corbett in the grocery business.



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