

You'll Be a Man, My Son

If you can keep your head when all about you
Are losing theirs and blaming it on you;
If you can trust yourself when all men doubt you,
But make allowance for their doubting too;
If you can wait and not be tired by waiting,
Or being lied about don't deal in lies,
Or being hated don't give way to hating,
And yet don't look too good, nor talk too wise;

If you can dream—and not make dreams your master;
If you can think—and not make thoughts your aim,
If you can meet with Triumph and Disaster
And treat those two imposters just the same,
If you can bear to hear the truth you've spoken
Twisted by knaves to make a trap for fools,
Or watch the things you gave your life to, broken,
And stoop and build 'em up with worn-out tools;

If you can make one heap of all your winnings
And risk it on one turn of pitch-and-toss,
And lose, and start again at your beginnings
And never breathe a word about your loss;
If you can force your heart and nerve and sinew
To serve your turn long after they are gone,
And so hold on when there is nothing in you
Except the Will which says to them: "Hold on!"

If you can talk with crowds and keep your virtue,
Or walk with Kings—nor lose the common touch,
If neither foes nor loving friends can hurt you,
If all men count with you, but none too much;
If you can fill the unforgiving minute
With sixty seconds' worth of distance run,
Yours is the Earth and everything that's in it,
And—which is more—you'll be a Man, my son!

Rudyard Kipling.

Citizens Long Distance Service



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

19,650 telephones in Grand Rapids.

Connection with 150,000 telephones in Detroit.

USE CITIZENS SERVICE

CITIZENS TELEPHONE COMPANY

Co-operation

When you boost Yeast-for-Health, you are not working single-handed.

Your every effort is backed by a nation-wide campaign, telling people they have a health-building food in

Fleischmann's Yeast

Serve your customers by making it easy for them to get this pure, fresh yeast. Your reward will be increased sales straight along the line.

OELERICH & BERRY CO.



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



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



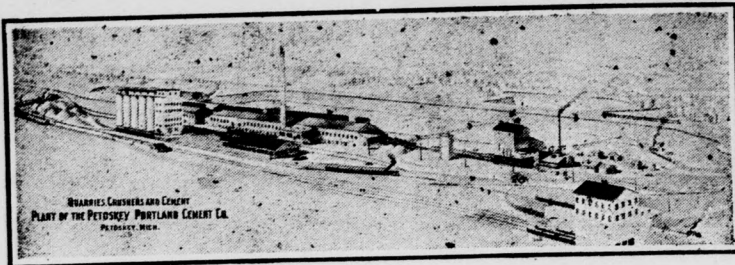
Old Manse Syrup

It always pays to
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Distributed by
ALL MICHIGAN JOBBERS

OELERICH & BERRY CO.

CHICAGO, ILL.



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A Light Color Cement

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

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Petoskey Portland Cement Co.

General Office,

Petoskey, Michigan



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Get a profit on sugar by pushing

Franklin Package Sugars

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

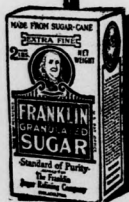
Push Franklin Packages

The Franklin Sugar Refining Company

PHILADELPHIA

"A Franklin Cane Sugar for every use"

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



MICHIGAN TRADESMAN

Thirty-Ninth Year

GRAND RAPIDS, WEDNESDAY, MAY 24, 1922

Number 2018

MICHIGAN TRADESMAN

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

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By
TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

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BOUND TO LEAD TO SETBACK.

An appraisal of general conditions throughout the country at present makes a very favorable showing and indicates a decided improvement over those of a year ago at this time. Crop prospects are good, and the major basic industries are increasing their output. Companies engaged in transportation are placing large orders to supply long standing needs, and mining for everything except coal is expanding in operation. There is also a saving of money, which is shown in larger subscriptions to the Government's thrift certificates and in the added deposits of the banks for savings. In urban and suburban areas, likewise, are given evidences of more numerous instances of home buying by persons of moderate means who, after all, make up the bulk of the population. Not all of these things go to help immediate buying of commodities, but they do help toward stability and the increase of employment, which will ultimately lead to greater activity in mercantile channels. For the time being, there is even a tendency to restrict purchases, though this is not universal. At an "anniversary sale" staged in San Francisco last week, for instance, the sales for the first day totaled nearly \$500,000. In a number of other less spectacular sales throughout the country, results have been very gratifying, particularly in instances where real values were offered. Much of the disinclination to buy is, evidently, something that can be overcome by proper means.

A feature that keeps coming to the fore from time to time, and one that bodes no good, is the disposition of some merchants to advance prices when ever it seems possible to do so. In the case of the foodstuffs and of certain raw materials, speculators have been busily at work. In certain other directions it is a matter of greed for larger profits. Quite a number who met with losses during the period of declining values have been waiting for an opportunity to get even, and they

take advantage of any that offers. The principle is a wrong one, however, and is bound to lead to setbacks. It is universally admitted that the worst handicap to business to-day is the indisposition to buy, due either to lack of means or as a protest against unduly high prices. To meet this situation, the natural method would be to scale down profits and encourage buying by offering goods of quality at as low a figure as possible. Where this has not been done, sellers have learned that consumers find there are a whole lot of things they can do without or for which makeshifts can be had. Repairing and remodeling have been highly developed during the last two years and are being resorted to more and more. Beyond a certain point these are not to be encouraged. While thrift is commendable, parsimony is not. There ought to be sufficient inducement to buying to keep the mills and factories occupied and to give employment to the operatives in them. It is the business of the real merchant to offer such inducement. This will not only help him, but the community in general as well.

UNUSUAL CO-OPERATION.

Furthering the plan to popularize worsted knitted fabrics, the Knitted Fabrics Group of the National Knitted Outerwear Association will shortly put into effect an arrangement which is, so far as can be determined, the most unusual bit of co-operation that has ever been attempted by a trade organization. Twelve of the leading manufacturers of these goods are to submit to a committee chosen for the purpose samples of the cloths they make. The committee will study them all very carefully, and will determine which fabrics are the best from the viewpoint of salability, price and wearing qualities.

The selection made, the manufacturer who produces the chosen cloth will explain the ins and outs of its manufacture and the entire group will make and push it. This will be done under a common trade mark, which will be the property of the members of the group. The selected cloth, which will be widely advertised will be one which will lend itself readily to quantity production, and a widely increased vogue for garments of knitted worsted fabric is expected to result from the plan.

The Association, as a whole, will shortly put into operation a co-operative fashion bureau, which will have the double purpose of selecting the colors to be popularized each season and the larger task of designing models suitable for wear four seasons a year. This bureau will be under the supervision of a fashion committee, which will pass on the styles submitted by the bureau's designers.

IMPROVEMENT CONTINUES.

A questionnaire recently sent to manufacturers by the National Retail Dry Goods Association, on which returns were made as late as May 9, brought answers from the majority of concerns to the effect that their business was good or fair, while a few reported that it was excellent. In spite of the strike in the New England textile mills only 30 per cent. of the manufacturers in this line reported business as poor, and 50 per cent. reported a larger number of employees now than at this time a year ago. Low stocks in the hands of dealers and a larger volume of forward buying by distributors explain the gain. Part of this April gain was seasonal and in districts in which the manufacture of wearing apparel is important some slackening in the pace may be looked for in coming weeks. This, in fact, has already been noted in New York State, where factory employment at the end of April was about 2 per cent. less than at the end of March. On the other hand, wage reductions were reported by the National Industrial Conference Board to be restricted to fewer industries than in past weeks, and in some instances wage increases are being reported.

Go Slow on Medicated Salt Stock Companies.

The National Hardware Bulletin warns its readers to beware of the following concerns doing business under the following corporate names:

Acme Stock Salt Co., New York.
Guardian Food Co., Indianapolis.
Capitol Stock Food Co., New York.
Federal Stock Food Co., New York.
Guarantee Food Co., Lewisburg, Pa.
Guarantee Food Co., New York.
Farmers Medicated Stock Salt Co., Mifflinburg, Pa.

Because the Bulletin is a thoroughly reliable trade journal, the Tradesman takes pleasure in passing the warning on to its readers in the belief that they will be money in pocket by carefully observing this warning.

Longer Skirts To Come.

The acceptance of the edict of Paris for longer skirts is apparent in the models which are now being made up by dress manufacturers in this country for Fall. Seven or eight inches from the ground is now recognized on the other side as "the" length for skirts, according to Executive Director David N. Mosessohn of the Associated Dress Industries of America. With slight modification these lengths also apply there to separate skirts, suit skirts and evening dresses.

"The 'flapper' in this country will probably continue to wear the knee-length dress until she is alone in her extreme style," Mr. Mosessohn recently "and some manufacturers will

probably cater to that class of trade. The manufacturers of dresses for fashionable women, however, will certainly make them longer, although not quite so long as Paris decrees.

"The new dresses for Fall will probably reach within nine inches of the ground, although some may run as short as twelve inches. Of late fourteen to sixteen inches from the ground has been the accepted length, even in fashionable circles. Nine inches from the ground is practically ankle length. There is also a tendency toward fullness with the length, which permits more freedom in walking when the skirt is long."

The really significant and heartening thing in the political triumph of Beveridge and Pinchot was the demonstration that Americans will still rise to a sound and inspiring political leadership. In both Indiana and Pennsylvania politics had gone stale. The Republican organization had neither ideas nor vivid personalities. Toward it the people had grown apathetic. The time was ripe for new and vigorous individuals to step forward. Personality is still the strongest and most appealing thing in public life, and it was because the voters saw in the candidacy of ex-Senator Beveridge and Mr. Pinchot the promise of an infusion of new life into public affairs that they rose to the appeal so spontaneously and enthusiastically. The whole was simply one proof more that old American habits and political tendencies have not essentially changed. The people still like a real man when they see him. That fact contains warning enough for smug and stagnating machine politicians.

Saginaw—The Saginaw Cabinet Co. will resume manufacture of phonographs for the Vitapola Talking Machine Co., which owns a controlling interest in the Saginaw concern. There will be 150 men working in the Saginaw plant shortly, with the expectation of increasing that number to 250 men. The executive offices of the Vitapola Co., which have been located in Chicago, will be moved to Saginaw about July 1.

Detroit—The El Moro Cigar Manufacturing Co. has been incorporated to manufacture and sell at wholesale and retail, cigars, cigarettes, tobacco products, etc., with an authorized capital stock of \$25,000, \$15,000 of which has been subscribed and paid in, \$500 in cash and \$14,500 in property. The business will be conducted at 2423 Russell street.

Don't be led by jealousy of a competitor to call attention in advertising or otherwise to the things you do not do or do not sell.

THE FARMER AND THE TARIFF

The farm bloc in the Senate wants high duties on the products raised by its constituents, and naturally is willing to do a certain amount of "log-rolling" with representatives of the manufacturing interests in order to achieve its objects. It has got the high duties it went after, though many of them "protect" commodities which this country does not import in any significant quantity. It is hard to see, for example, how a duty of 15 cents a bushel can be of any help to the corn growers of the Middle West. In the first nine months of 1921 the total imports of corn were only 151,113 bushels, while exports were 104,972,806 bushels, and the total crop exceeded 3,000,000,000 bushels. Barely a fifth of our corn crop ever enters commercial channels, and the amount offered for export varies greatly according to the price not only of corn but of substitute feeds and live stock. A cursory examination of the duties on agricultural products will show that those which afford real protection can aid only a very small percentage of the total number of persons engaged in agriculture, and that while a few farmers may thus be benefited the others must bear the burden of the heavy duties. In order to get "protection" for corn, oats, and wheat the farm bloc has had to swallow duties on manufactured articles that are frequently four or five times as high as the rates under the existing tariff law.

There is one scheme for imposing duties on manufactured goods, however, to which the Senate farm bloc

will not consent. This is the so-called "American valuation" plan, which was embodied in the tariff bill as it passed the House and which Chairman Fordney says he will fight to retain if Congress has to remain in session until snow flies. It is not at all surprising that the bloc should balk at American valuation. This scheme does not aid the farmer in any way whatever, because the value of his staple products is determined in a world market. Wheat prices in Chicago, for example, and cotton prices in New Orleans always have a definite relation to prices in Liverpool. There is no "American valuation" for these products independent of that of Europe. Even where there is great depreciation of exchange this is quickly reflected in the prices of goods handled in a world market. This explains the recent counterblast against "American valuation" by Senator Capper, the leader of the farm bloc, who declared that it could only work to the farmer's injury by raising the price of the things which he has to buy and by discouraging the exportation of his surplus products.

THE RISING TIDE OF TRADE.

Just two years ago signs began to multiply that the bubble of war-time inflation was about to burst. It was then that the rapid rise in the prices of raw materials was checked, and the rather absurd "overalls movement" foreshadowed the widespread consumers' strike that attained full proportions in the following autumn. For a year following May, 1920, the trend

of the business curve was downward, the decline during the last four months of 1920 being very precipitous. Although the downward swing was checked about a year ago, there was no marked upward trend during the whole of 1921. The latter half of that year was a period of recuperation and retrenchment. It would not be correct, however, to say that this was a period during which business was marking time. A great deal was accomplished in the way of liquidating credits; better prices for many staple commodities, especially cotton, produced a favorable psychological reaction; money became easier, and preparations were made by industrial establishments for new financing. In 1922, after a post-holiday slump in January, business began to show unmistakable signs of improvement. This was at first confined mainly to the basic industries, but it is now reaching up into the field of distribution, as is indicated by a gain in retail trade. As unemployment is reduced prices and purchasing power are being brought more closely into harmony. Business in May, 1922, is better than at any time since the beginning of the reaction in May, 1920, and it is no exaggeration to say that from the viewpoint of essential soundness it is better than at any time since the war.

THE CIGARETTE ADDICT.

More and more are business men drawing the line on cigarette smokers when they are seeking the services of young men for responsible posi-

tions. There are three reasons for this action—the offensive odor which necessarily accompanies every addict to the vice, the carelessness with which the cigarette smoker throws matches and lighted cigarettes into waste baskets and other receptacles, which frequently result in dangerous conflagrations, and the fact that cigarette smoking eventually dulls the intellect and ultimately destroys the nice distinction between right and wrong which characterizes the true gentleman and successful business man. Thousands of young men are thus deprived of an opportunity for advancement and forced to accept menial jobs because the habit they have formed consigns them to mediocrity or oblivion. No clean man who believes in the efficiency of good air will willingly work in an office where a cigarette smoker is employed, nor will any self-respecting buyer purchase a dollar's worth of goods from a man who enters his office with a cigarette in his mouth.

It is not necessary for a cigarette smoker to indulge in smoking to warn a prospective employer that he is an addict. The atmosphere which he poisons with offensive stench is sufficient to make him a marked man, which effectually precludes his achieving the position which might be open to him if he kept himself free from the contaminating influence of the cigarette.

You can't be sure of anything unless you have a pre-conceived idea of what you want to be sure about.



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

Barney says—

The customer who went through the building Thursday morning told us that he was very much worried about collecting the insurance after his store burned because he found that he did not have the records which the Insurance Adjusters wanted and,

By Golly, he certainly was pleased when our officers helped him with his adjustment and got him a settlement in full for his policy.

But he said that from now on he was going to keep accurate record of his purchases and sales, and his inventory in the safe so that he would never have any more trouble if he should have another fire.

* * * * *

P. S.—There are already twenty-four fellows painting up this spring.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO—LANSING

THE PROMPT SHIPPERS

Late News From the Metropolis of Michigan.

Detroit, May 23—Through the efforts of the Retail Merchants Bureau an ordinance which provides a penalty for the failure to remove old house numbers was passed at the last regular meeting of the Common Council May 16. A large number of the buildings in the city are still carrying the old house number as well as the new, which has not only been confusing to strangers, but to residents of the city of Detroit as well, and particularly have they been perplexing to the retail merchants whose delivery systems have been considerably handicapped. Many complaints were received concerning this condition, and the Retail Merchants Bureau of the Detroit Board of Commerce carried the complaints to the city hall, and succeeded in having the proper ordinance drafted to force removal of old numbers.

The Peoples State Bank has completed the purchase of the Oakwood State Bank and it will be continued in the future as a branch of this bank. This makes the twenty-seventh branch for the Peoples State. The purchase of the bank was made possible by the recent election extending the limits of the city of Detroit to take in the village of Oakwood. The Oakwood State Bank was organized in 1918 as the American State Bank of Oakwood by Walter J. Hayes and associates in the American State Bank of Detroit. About two years ago the ownership was transferred to other interests and Elbert H. Fowler succeeded Walter J. Hayes as President, continuing in that position after his election as head of the Commercial State Savings Bank of Detroit, late in 1921. With capital stock of \$75,000, the Oakwood State Bank has surplus and undivided profits of approximately \$25,000. Its latest statement shows resources aggregating about \$700,000, deposits of about \$600,000, mortgage loans of approximately \$350,000 and commercial loans amounting to about \$150,000. Its banking office, a two story, white stone structure on West Fort street and Fort Boulevard, is owned by the bank.

Six of the seven stockholders of the Cross Candy Co. have joined in a petition for dissolution filed in circuit court. They ask that the Detroit Trust company be named temporary receiver of the firm.

Robert T. Hughes, 58 years old, President of the Hughes Gelatine Co. and a charter member of the Detroit Athletic Club, died Saturday morning at the family home, 90 Hazelwood avenue, after an illness of four months. Mr. Hughes received his education in the Detroit public schools. In his youth he was connected with several large wholesale glue and gelatine manufacturing companies and later formed the Fischer-Hughes Gelatine Co. He remained with this concern until 1907, when he formed the Hughes Gelatine Co. He also was well known in the city because of his singing. At various times he had charge of the choral work of Grace church and of the First Baptist church. Funeral services were held Monday at the residence. He is survived by his widow, Mrs. Grace Hughes, one son, Lloyd L. and one grandson, Robert, Jr.

The Associated Retail Credit Men at their annual meeting elected L. Seward Carrick, treasurer of George A. Drake & Co., President. Mr. Carrick has laid out an extensive educational program, both for the retail credit-grantors, and the public in general. He is the author of a booklet entitled, "The Advantage of a Charge Account," which is of general interest to the public, and of which thousands of copies are now being circulated through one of the downtown department stores. Plans are now being perfected to have Detroit's representation at the National convention in Cleveland, June 12-16, to be the largest from any city attending.

Merely walking up and down Wood-

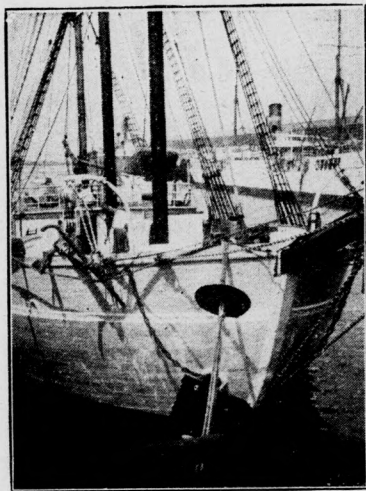
ward avenue is one of the best ways of collecting outstanding money, the credit manager of a leading department store says.

"When people see a man to whom they owe money, their conscience troubles them," he said. "After an hour on the street, I come to my office. For three hours thereafter, I will get telephone calls from debtors who have seen me, informing me when and how they intend to settle their bills."

"I often come downtown early and plant myself in front of the David Whitney building, or some other place where a debtor has an office. I don't say a word about money when my man shows up—just a pleasant 'Good Morning.' I may even repeat my appearance. In nine cases out of ten without doing another thing, I will get some satisfaction later over the telephone. I have even gone to dinner at the D. A. C. when I knew a debtor was to be there. I get a table near his, if possible. The sight of me usually troubles the fellow so profoundly that he will come in to see me before long."

Vessel Soon To Head For North Pole.

Grand Rapids, May 23—Three weeks ago I was visiting relatives in Seattle, and I read in one of the daily papers that at the Lander street dock, on the water front in that city, was lying the boat in which the Arctic explorer, Amundsen, would soon start for his trip to the North pole, she being now in process of loading for her long trip. Knowing that from time to time during the coming few months press notices of the trip would be forthcoming in the newspapers, the thought came to me that



View of Bow.

a picture of the ship might prove of interest and within a couple of hours I was standing with my camera in hand, on the dock named, a few feet distant from the boat. She appeared to be very strongly built, evidently with the thought that if the model and strength of her hull would resist the crushing and buffeting force of the ice in the regions for which she was destined, it might mean much more to the few men inside her than to be built for speed, and even a novice could readily see she would never cut much ice in a race for the international cup. It was noon when I reached the dock and as there appeared to be no one in sight on the craft the thought came to me that I would like to step aboard her, but suddenly noting the sign hanging to the shrouds of the craft—

Positively No Admittance
Keep Away—Dangerous Dog

I decided they evidently did not desire callers and I, therefore, thought best to remain, along with half a dozen other curious ones, on the dock from which place I took a snap shot which gives a very good view of the

bow of the little boat which may make history in the near future. She is not large. From memory, I would say 70 to 80 feet long. As shown by the pictures, she is wide in the beam and, as I have said, very solidly built. One cannot help thinking, in looking at her, of the hard and dangerous trip ahead of her, and one can earnestly hope that she may bring her crew safely back from the frozen north.

John B. Barlow.

Rice Is Early Bird With Dolly's Sacques.

Montgomery, Ala., May 22—Business is always brisk at the store of Alex Rice, because he always is hot after it. For instance, as soon as the store gets word that there is a newborn babe in the city, the following letter and gift is sent to the mother and infant:

"We extend to you our very heartiest congratulations upon the arrival of the new baby, and express our best wishes and sincere hope that she will grow up to be a fine healthy girl."

"We are mailing to you under separate cover a little Doll's sacque, which please accept for her in the fond hope that she may, in the years to come, remember that her first Doll's sacque came from Alex Rice."

"We invite you to make use of our circulating library for mothers on the care and feeding of infants. Our new infants' department, which carries a complete line of garments and requisites for the baby, is at your service."

"With every good wish,
Sincerely yours."

Two Business Changes at Ishpeming.

Ishpeming, May 23—The local grocery firm of Lioret & Nault has been dissolved, Emil Lioret retiring from the firm, while Theodore Nault has become a partner of Edward Nault in the business. The new firm will continue in business in the same stand on Main street. Mr. Lioret has not announced his plans for the future.

George F. Thoney has purchased the business block and hardware stock of the J. W. Jochim Co., and the store, which has been closed for a month, will be opened for business before the end of the month. Mr. Thoney plans on having his son, Gordon Thoney, who is at present connected with the Negaunee manual training school, take charge of the business, and an expert hardware man will be engaged to assist with the management. The store has an established reputation having been in existence for about forty years, and the stand is considered a good one. Mr. Thoney will add to the stock and will carry a number of lines not now included in the stock.

He Notes the Sparrow's Fall.

Grant, May 23—There is one little outlaw who has so far refused to surrender to the Government.

It is said the sun never sets on the English dominions. The English drumbeat is heard round the world. A proud boast, yet here is another quite equal to it in importance, and that is the fact that the sparrow, one of the smallest of our birds, has refused to quit living and get off the earth.

Why is this so?

Michigan has placed the brand of outlawry on this, one of the prettiest of our feathered population, and doubtless most of the other states in the Federal Union have done the same, yet the sprightly little chap still holds the boards, even while dozens of other species have been completely annihilated by the hand of man.

Despite the fact that we aided in licking the Germans; despite that other fact that the Stars and Stripes refuse to fall at the behest of any other nation beneath the sun, it is defied by the sparrow. He is here to stay. Why has he not been exterminated?

The one answer to that is, it is God's will that the sparrow shall not perish from the earth. When we make laws demanding the extermination of this little bird we fly directly in the face of the commands of the Most High, and one with God is a majority.

People who find it in their hearts to shoot or poison this pretty feathered friend of man have lost about all the Christian grace they ever possessed (if they ever possessed any, which is doubtful), arrogating to themselves the right to exterminate one of God's creatures, of whom it is said He watches the sparrow's fall.

If it be true that God has an eye out for his dumb creatures, if He has numbered the hairs of our heads, and notes the sparrow's fall, then he will certainly not condone the acts of men and legislatures that spurn His teachings with the utmost contempt.

Kill not the robin, for the blush of the Saviour's blood is on his breast.

How contemptible it is, then, to pass the robin by and wreck a mean punishment on the little sparrow, who is just as certainly God's creature as is the robin or any of the other of the feathered creation.

Despite all the efforts to exterminate the sparrow, the little chap still lives and multiplies, because it is the will of Almighty God that he should do so.

Old Timer.

The usual result of getting the best of a customer in a deal is the loss of the customer.

RAMONA

THEATRE

"The THEATRE BEAUTIFUL"

The New Bargain Amusement Resort Back to Pre-War Prices

All the Best of the Old Amusements and Some New

Always the
Home of GOOD SHOWS

NEW BARGAIN PRICES

MATINEES—10c and 25c

EVENINGS—35c-55c-75c

MOVEMENT OF MERCHANTS.

Detroit—Leach & Weiner succeeds M. Leach & Son in the boot and shoe business.

Grand Ledge—W. H. Gorman succeeds Ralph N. Floyd in the grocery business.

Jackson—The Connor Shoe Co. is reported to have called a meeting of its creditors.

Saginaw—Samuel Goldstein has closed out his stock of shoes and retired from trade.

Battle Creek—The Bentley Shoe Co. is reported to have called a meeting of its creditors.

Holland—The Pompeian Corporations Co. has changed its name to the Magnete Corporations Co.

Cheboygan—J. T. O'Brien has closed out his stock of army goods and retired from business.

Lansing—The Webb-Case Auto Co. has engaged in business at 234 North Washington avenue.

Blanchard—Raymond & Barranger succeed Black & Dwelbiss in the grocery and restaurant business.

Detroit—The Webster Lumber Co., 1159 Holden avenue, has changed its name to the Webster Lumber & Coal Co.

Lansing—Mrs. Celia Barr will engage in business about June 15, under the style of the Capital Jewelry & Loan Co.

Grayling—The Salling-Hanson Co., general store, lumber, etc., has decreased its capital stock from \$850,000 to \$425,000.

Grand Rapids—The Square Deal Milk Co., 1252 Shawmut street, has increased its capital stock from \$10,000 to \$25,000.

Detroit—Keane, Higbie & Co., 431 Griswold street, investment banker, has increased its capitalization from \$250,000 to \$500,000.

Bancroft—Alva Trescott has closed out his grocery stock and removed to Lansing where he has engaged in the same line of trade.

Lansing—George Digby is building an addition, 20x60 feet, to his hotel. The first floor of the new part will be fitted up for a store.

Detroit—The John J. Davis & Sons Co., Inc., hardware, plumbers' supplies, etc., has increased its capital stock from \$40,000 to \$80,000.

Detroit—The Polish Merchants Co-Operative Association, 5700 Merritt street, has changed its name to the Polish Co-Operative Wholesale Grocery.

Lansing—Frank A. Rouse has sold his store fixtures and grocery stock to Delos Tower, who will continue the business at the same location, 221 South Logan street.

Mason—A. J. Torrance has purchased the garage and automobile supplies stock of Oliver Brown. Mr. Torrance established the business and sold it about three years ago.

Grand Rapids—John Borgman has sold his grocery stock at the corner of Fourth and Stocking streets to C. W. Christenson, formerly engaged in the grocery business at Greenville.

Charlotte—Fred Avery, who has conducted a cigar and tobacco store here for more than 18 years, has sold his stock and store fixtures to

Floyd Ripley, of Kalamo, who has taken possession.

Kalamazoo—Frank C. Fuller and J. Herbert Johnson have formed a co-partnership and engaged in the tire and auto accessories business at 741 West Main street, under the style of Fuller & Johnson.

Lansing—Max A. Harryman has purchased the interest of his partner, Clifford Page, in the boot and shoe stock of Page & Harryman, 118 South Washington street and will continue the business under his own name.

Jackson—The Federal Profit Sharing Co., 224 Main street, has been incorporated to deal in electrical supplies, house furnishing goods, etc., with an authorized capital stock of \$10,000, \$1,000 of which has been subscribed and paid in in cash.

Detroit—The Shuman-Nicholas Co., 2581 Beecher street, has been incorporated to deal in metals, tools, machinery, etc., with an authorized capital stock of \$12,000, all of which has been subscribed and paid in, \$3,000 in cash and \$9,000 in property.

Detroit—The Gleaners Cleaning House Association, with headquarters in Detroit, has filed a voluntary petition in bankruptcy. Liabilities listed total \$396,887.72, against assets amounting to \$340,597.13. The unsecured claims are listed at \$296,887.

Hawkins—S. A. Michalski, whose general store was destroyed by fire May 16, will re-engage in trade as soon as a new building can be erected. Mr. Michalski was insured in mutual companies and was treated very generously by them in his settlement.

Detroit—The Crowley-Milner Co. has recently opened a new repair department and a new seven-chair shoe shining department. Both sections are conducted by experts, and in the shining department special attention is given to the cleaning and dyeing of satin and novelty shoes.

Williamston—The Williamston Oil & Gas Co. has been incorporated to sell at retail, gasoline, kerosene, lubricating oils, automobile supplies and accessories, with an authorized capital stock of \$20,000, of which amount \$14,500 has been subscribed and paid in, \$100 in cash and \$14,400 in property.

Amasa—The Amasa Lighting Co. has been incorporated by M. E. Richards, L. T. Sterling and F. J. Engblom, all of Iron Mountain. Amasa has also arranged with the company for a number of street lights and will pump water by electricity. The new school will use considerable current also.

Lansing—R. McCartan, representing Piggly-Wiggly Stores, Inc., with headquarters at Memphis, Tenn., will open two stores here now and several others later. About June 1 a store will be opened at 328 South Washington avenue and at the same time another store will be opened at 611 East Michigan avenue.

Detroit—The John W. Flower Engineering Co. has been incorporated to deal in water works equipment, manufacture machinery and mechanical equipment, with an authorized capital stock of \$15,000 preferred and

\$15,000 common, all of which has been subscribed and paid in, \$15,000 in cash and \$15,000 in property.

Detroit—A. E. Burns has leased a portion of the first floor of a new building being erected on West Grand River avenue, just off Woodward avenue, by S. S. Kresge. It will be completed before the first of the coming year. His lease is for a period of ten years. He is now located on the same street, about 300 feet West.

Detroit—Richard T. Kan, chief manager of window trimming of the R. H. Fyfe Co., will demonstrate proper methods of displaying men's and women's footwear at the meeting of the Detroit Display Men's Association in the Board of Commerce. There will also be lectures and demonstrations of an educational nature on window displays.

Lansing—The Hawkes Tire & Rubber Co., Ionia street and Washington avenue, has sold its retail stock to John W. Webb and Roy H. Case who will continue the business under the style of the Webb-Case Auto Supply Co. The Hawkes Tire & Rubber Co. has changed its name to the Hawkes Auto Equipment Co. and will conduct an exclusive wholesale business.

Detroit—At the Hotel Cadillac, May 18, the Detroit Retail Shoe Dealers' Association held a dinner dance, together with installation of officers elected at the April meeting. The new officers are: James L. Ertell, President; Stewart Rackham, Vice-President; W. S. Dowler, Secretary, and T. B. Meath, Treasurer; F. E. Whiteman, Assistant Secretary; directors, Clyde K. Taylor, J. E. Wilson, A. O. Day, T. J. Jackson, T. B. Jeffries, W. I. Whitney, S. J. Jay and Ed Stocker. Among those who addressed the retailers was Norval A. Hawkins, of the General Motors Corporation, who talked on "Salesmanship."

Manufacturing Matters.

Detroit—Jennings Engineering Co. has increased its capital stock from \$25,000 to \$50,000.

Grand Rapids—The Naylor Upholstering Co. has changed its name to the Naylor Furniture Co.

Bay City—The Columbia Sugar Co. has increased its capital stock from \$3,000,000 to \$4,000,000.

Flint—The Flint Merrill System Building Co. has decreased its capital stock from \$225,000 to \$100,000.

Flint—The May Lumber Co., 1118 St. John street, has increased its capital stock from \$50,000 to \$75,000.

Detroit—The American Machine Products Co., 1214 18th street, has changed its name to the Ampco Twist Drill & Tool Co.

Lansing—The Capitol City Candy Co. will soon remove to larger quarters, thereby enabling it to better care for its rapidly increasing business.

Petoskey—B. S. Klise has sold his bakery, said to be the largest in Northern Michigan, to the Bon Ton Baking Co., immediate possession being given.

Grand Rapids—The Thomas Canning Co. has been leased by the Daggett Canning Co., of Coopersville,

which will operate the plant to full capacity during the present season.

Detroit—The American Nut Co., with business offices at 706 Dime Bank building, has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and \$10,000 paid in in cash.

Detroit—The Martin Tailoring Co., 1439 Broadway, has been incorporated with an authorized capital stock of \$15,000, \$10,000 of which has been subscribed and paid in, \$2,250 in cash and \$7,750 in property.

Detroit—The Industrial Chemical Products Co., 31 North Woodbridge street, has been incorporated with an authorized capital stock of \$2,500, of which amount \$1,250 has been subscribed and paid in in cash.

Jackson—The Barnwell Manufacturing Co. has been incorporated to do a general manufacturing business, with an authorized capital stock of \$50,000, all of which has been subscribed and \$5,000 paid in in cash.

Ann Arbor—The Ann Arbor Dairy Co. has merged its business into a stock company under the style of the Ann Arbor Dairy Corporation, with an authorized capital stock of \$51,000, \$50,300 of which has been subscribed and paid in in property.

Detroit—The Worm Piston Ring Co. has been incorporated with an authorized capital stock of \$50,000, \$5,000 of which has been subscribed and paid in in cash. The business offices of the company are located at 1002 First National Bank building.

Grand Rapids—The Grand Rapids By-products Co. has been incorporated to manufacture and sell by-products, such as soap, fertilizers, etc., with an authorized capital stock of \$50,000, \$25,000 of which has been subscribed and \$12,500 paid in in cash.

Detroit—The Water Baby Manufacturing Co., 665 Plum street, has been incorporated to manufacture and sell electrical equipment and mechanical devices, with an authorized capital stock of \$24,000, \$12,000 of which has been subscribed and paid in, \$6,000 in cash and \$6,000 in property.

Adrian—The Anchor Concrete Machinery Co., which moved a portion of its plant to Adrian this year from Rock Rapids, Iowa, is planning to move the entire plant to Adrian, erect additional buildings and expand the business. The company makes various types of machines used in producing concrete block, brick and tile. The Adrian plant was established largely as a matter of economy. For a large number of years the Adrian Steel Castings Co. had been making castings for the Hobbs' concrete block machine, a patented device. Four years ago the Anchor Co. obtained the exclusive manufacturing rights to this machine and the Adrian company continued to supply its castings. Because of the distance between its source of castings supply and its manufacturing plant, the company established the Adrian branch. The company plans to take up the manufacture soon of the Anchor High-test tile machine. This device, which is now made at the Rock Rapids plant, forms three concrete tile of standard sizes in 30 seconds.

Essential Features of the Grocery Staples.

Sugar—Practically all refiners have advanced from 10@20 points on refined sugar during the past week. The advance stimulated the demand to some extent and the sugar market was active after the middle of the week, with some demand for export. Raw sugar, which has been somewhat uncertain, became firmer during the week. Local jobbers hold cane granulated at 6.10c.

Tea—The situation has not changed materially since last week. The trade is quiet, everybody buying for immediate wants only. The new teas are beginning to open their markets in the Orient, all on a higher basis than last year, particularly Japans. The undertone of the tea market is still very strong, but without indication of any particular change in the near future.

Coffee—There has been no change in the market during the past week. All grades of Rio and Santos remain about as they were at the last report. The undertone in all Brazils is still fairly strong, with a dull market. Mild grades remain about unchanged.

Canned Fruits—California fruits of all sorts are scarce on the spot in all desirable grades in the No. 2½ line. Cherries and pears are almost out and apricot and peach reserves are limited. It is difficult to fill orders in fair blocks, and were there a larger movement a positive famine would soon occur. Buying is not heavy, as most jobbers are following the market and are taking what they need from day to day, paying the ruling prices for what they want. Packers are still negotiating with growers for their raw supplies, and until they have completed their contracts and know definitely about production they are not inclined to name their opening prices. Hawaiian sliced pineapple is scarce and rules firm, although the demand is not particularly heavy. Apples showed improvement in tone last week as the bakery trade is a heavier buyer.

Canned Vegetables—The demand for tomatoes, speaking particularly of No. 3s, has been very dull during the past week. Other sizes are wanted. Prices remain unchanged. Corn is still dull and weak. Peas are firm on account of their strong statistical position and the present supply is certainly no larger than the demand will absorb without difficulty.

Canned Fish—Sardine packers are claiming that the \$3 price recently named by one canner in new quarter oil keyless sardines is actually below the cost of production and that they cannot meet it. The packers claim that it will cost \$3.20 to produce this class of goods this season. The situation in Maine is somewhat unsettled as to sardines. Fishermen and the canners are apart as to the price of raw fish, and on this account a great many of the packers have not named new prices. The demand is not especially great for new goods, as there are plenty of old goods around. The salmon situation is weak on spot, both as to pinks and reds

and there are quite a number of sellers who will shade quotations.

Dried Fruits—Spot prunes are weak and sold only in a small way to jobbers, with local holding preferred. Future apricots are no more alluring to buyers than prunes. While a moderate crop is predicted and old packs are now almost entirely exhausted, the strong statistical position of the market makes no appeal to jobbers. Peaches have not been mentioned freely as to futures. The raisin outlook is not favorable, as it is admitted that a carryover of 35,000 tons is in sight, and it is generally thought that it will exceed that figure. With an increased tonnage and a slow movement of the old crop, the trade insists upon low opening prices, which make no appeal to the grower who has \$1,000-an-acre land on which he wants to receive the same net returns as during the past few years.

Syrup and Molasses—Compound syrup has been in fair demand for the season during the week, most sales being of small lots. Sugar syrup fairly steady demand at unchanged prices. Molasses, although dull, continues steady.

Beans and Peas—The bean market is firm, with prices tending upwards, especially on fine grades. This applies both to pea beans and marrows, also red kidneys and California limas. The demand, however, is quiet. Green and Scotch peas unchanged.

Provisions—The market on pure lard is slightly firmer, prices having advanced about ½c per pound during the last week. The market on lard substitutes quiet and unchanged, with a light demand and a good supply. The market on smoked meats is somewhat firmer, prices ranging about 1c per pound higher than a week ago. There is a fair consumptive demand and a moderate supply. The market on dried beef remains steady and unchanged, with a light supply and a fairly active demand. The market on canned meats and barreled pork is steady at unchanged quotations.

Salt Fish—New catch mackerel is still coming in, but not in sufficiently large volume to relieve the shortage of old goods. The demand is light, but market very firm.

Attention is directed to the advertisement of the buildings of the Grand Rapids Brewing Co. on page 32 of this week's edition. These buildings were erected with all the strength of a fortress. They are adapted to use as storage warehouses, preserve or jelly factories, food factories of any kind, bread or biscuit bakeries; in fact, the price at which the properties are offered make them available for almost any line of manufacturing which does not require location on track or ample room for lumber storage. For the benefit of Grand Rapids it is to be hoped that some good use can be found for these buildings, which in point of solidity and stability are ahead of anything else ever attempted here in the building line.

Blind love often transforms two lovers into a pair of spectacles.

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 steady to firm, following the recent decline. Receipts at the present writing, however, are not sufficiently large to warrant any further decline. The present demand is good and cleaning up the daily receipts of butter. Until somewhat noticeable increase is found in the receipts we do not look for any material change. 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.

Cheese—The market is slightly firmer on new-made goods and old cheese is very firm, with a very light supply. New cheese is showing some improvement in quality.

Cucumbers—Illinois and Indiana hot house command \$1.50 per doz. for fancy and \$1.75 for extra fancy.

Eggs—The market is steady. The receipts continue to come in heavy and there is a good consumptive demand. The quality is still very fine.

Grape Fruit—Present quotations on Florida are as follows:

46-54	\$6.25
64-70-80	7.25
96	6.25

Green Onions—Silverskins, 30c per doz. bunches.

Lemons—The price has held steady since a week ago, but a few hot days will send the market skyward. This is a good time for dealers to keep a few boxes ahead all the time and many boxes if they have cold storage facilities. 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, 12c 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, \$7 per 100 lb. sack.

Oranges—Fancy Valencias 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

Sunkist, \$1 more than Fancy.

Parsley—60c per doz. bunches.

Peppers—Florida, 75c per basket. Pieplant—\$1.40 per bu. for home grown.

Pineapples—Cubans have advanced during the past week to the following basis:

24s	\$6.00
30s	5.50
36s	5.25
42s	4.25

Plants—Current prices are as follows:

Asters	\$1.75
Cabbage	1.25
Peppers	1.25
Salvia	2.00
Tomatoes	1.25
Geraniums	2.25

Potatoes—Old are selling at \$1 per bu. Florida command 4½c 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—Kentucky berries have the call this week. Klondyk command \$4.25 per 24 qt. crate and Aroma \$4.50@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.

Watermelons—75c a piece for fine stock from Florida.

Hide Market Inclined To Be Buoyant.

Country Hides—Country hides continue firm, with the light end apparently much stronger than anything else. Holding are not large in extreme weights, with patent leather tanners generally in the market for same. Butts will sell at a price, although asking prices by some holders of 10c is apparently a little steep thus far, but some are of the opinion this price will be obtainable should big packer hides continue to advance. The hides over sixty pounds continue to be the slowest on the list, but some are in hopes they will all be wanted later, as the packer hide market is firm on heavy stock, and the opinion generally rules that this will be reflected in the country market sooner or later.

Calf and Kip—Strong on first salt goods.

Horse Hides—Firm on good quality. Some Eastern renderer stock recently brought \$4.50. Other good lots are offered at \$4, with ordinary goods available at \$3.

Sheep Pelts—Strong. Packer pelts last brought \$2.40 for best quality. Dealer lots range from 75c to around \$2 as to quality. Dry Westerns quoted up to 25c asked in some instances.

Do you ever look over your store and stock with the eyes of a customer, trying to see things as an outsider sees them? If you can do that, you can discover some of your faults.

THE AUTOMOBILE SITUATION.

How It Looks To An Old Veteran.

El Cajon, Calif., May 17—I note what you say in the Tradesman relative to the improvement in the automobile industry. This is the rush reason for that trade. There has been ample evidence of a much better condition than last year, and if the demand could be expected to continue, one might feel that his automobile stocks were going to pay him some dividends, as well as increase in market value. With a production capacity far in excess of any possible market for more than a few months in the year, this present condition can hardly be expected to continue through the summer and fall, though I have been in hopes that the increasing popularity of the closed car would shift the delivery dates of a larger proportion of the production to the fall, thus extending the season. The evident increase in the demand for trucks ought to help further to spread the deliveries more evenly over the year.

However, there is evidence of a let up already with many makers. This, too, must be expected, as there are many makers whose market is more or less uncertain under present general conditions. The time is past when any old thing with four wheels and an engine can be sold to the limit of a factory's capacity. Popular cars will have a longer selling season than those which are not so generally desired. There will be business for all in just the proportion they deserve it. The time has come when each maker must adjust his production to his possible sales and cut down his expenses to a point where he has a profit.

There is no reason why a small maker should not prosper, if he will forget big volume and concentrate his energies toward making the best he can and building his business up as fast as his conditions will warrant. Manufacturers of other products have succeeded in this way, even in lines where the so-called trusts dominate the majority of the business.

Some of the volume producers of automobiles have prospered in spite of bad management, unbusinesslike policies and methods which would have wrecked them long ago but for the demand which was so far in excess of the supply that it was easy to get rid of most anything in the nature of a motor vehicle. A saturated market will force these makers to change their methods or dwindle to insignificance. As they are eliminated, their customers will gravitate to the more reliable makes and the well managed concerns will profit, even though margins may be small.

Large volume producers will make all their units from the raw material, while the smaller concerns will assemble from specialized units. If the parts makers of these units are wise, they will see to it that each assembler is taken care of in case of mistakes and that the goods he supplies are beyond the experimental stage. The maker of an engine which he can sell to hundreds of assemblers aggregating a large quantity can meet the cost of a similar part made by a volume producer of any automobile, thus placing the small producer in a position to meet the prices of the volume producer, whose extra savings are pretty well absorbed in extra expenses, as has been demonstrated in the past. One can already see a tendency on the part of the parts makers to frame up for their own protection by encouraging the little assembler. They have learned, as the Dodge Bros. did, that the growth of the business of a customer may be a menace. Dodge Bros. stood by Ford when he most needed them, only to be thrown down when Ford got where he could—or thought he could—produce his own engine at a profit to himself. He refuses to consider a suggestion that the two concerns be consolidated and allowed to expand naturally, but preferred to cut loose from them and add to his plants an engine plant, apparently with little regard as to what it might do to his best friends and helpers. Most of us thought it would put Dodge Bros. out of business, but we didn't know John Dodge. He was wise enough to see that he could manufacture a complete automobile as well as a unit of one. The result was another maker, but a better one than he had been co-operating with. This shows what an important factor the parts maker is in the production of automobiles.

It has been said that Durant's latest car is the result of taking up the discarded Ford parts producers who will furnish the required parts exclusive of the engine, for the new car to be sold at the same price as the Lizzie. Does it pay to try and "hog it all?"

Even though the industry is picking up from last year's slump, it does not convince me that it is all right yet, but I am satisfied the improvement will help to bring about a more stable condition, which will encourage the better managed concerns to stick tight and adjust themselves to a new condition.

There is talk about higher prices. May be a few will make the mistake of advancing prices, but my opinion is that most makers will do nothing of the kind, but instead will trim expenses and

eliminate waste, then exert all their efforts toward producing a better and better car each year for the same price.

This scramble to get the volume through the price route is pretty near an end. Present prices must be very close to the limit on cars under \$1,600. But with good management they can be made better, if no radical design changes are necessary to eliminate faults. What the public wants is not lower prices—there is a price to fit every pocket book—but better cars at the price. Buyers will soon show their preference by patronizing the maker whose car is the most satisfactory at a price within his means. Nearly all the makers are trying to hit the market with something which will monopolize it.

Everything taken into consideration, auto securities do not look very promising to me. Personally, I'd rather risk my investment money with a new outfit, which has the right personnel of experienced men, than with a banker-managed old concern, loaded up with debentures, bonds, notes and fiction.

I believe there is one opening in the motor vehicle field which, properly developed, would be a benefit to all—a light car for business use which could be supported on the wastage of the family car, when used for one passenger service. It has been said that a careful checking up of the passengers shows that the average car carries on business days but one and seven-tenths passengers, while on Sundays and holidays the average is less than four. If this be correct there is an enormous waste of energy, weight and tire wear in the use of a five passenger vehicle, to do the work of satisfactorily carrying one or two persons. The motor cycle has demonstrated what can be done with a side car attached to a two wheel six or eight h. p. air cooled power plant. But that type of vehicle, with all its power and speed, does not appeal to the business man for practical business use. Then, too, it is not a well balanced vehicle and is too expensive to maintain.

A motor road cart which looks like an auto, rides like one, speeds like one, climbs like a real family car, is sheared of the superfluous weight and complicated parts, simplified to the limit, for the use of but two passengers, and reasonable luggage space, with lights, top and glass front, ought to appeal to the business and workingman, even at the price of the cheapest five passenger car made, providing its cost of operation was low enough to save its upkeep from the waste now incurred by using a five passenger to serve but one or two persons. I am told that one outfit has tried several times since the Kaiser's war broke to get enough support to make a vehicle of this sort, but was still without a production. So it must be that the time is not ripe for it.

J. Elmer Pratt.

No Lack of Service in This Store Chain.

Chicago, May 23—The popular cry against chain stores is the lack of service. But it does not follow that every chain store falls within this classification.

For instance, Foreman & Clark, with a string of clothing stores extending from coast to coast, claim to give an individual service that is second to none. If a customer buys a suit at the local store and has to make a trip to California and cannot stop for alterations, the store has an arrangement whereby he may bring his suit into the Los Angeles establishment and have it satisfactorily altered.

Another feature of the store's service is its offer to press a suit free of charge. And it is not necessary that the customer should have purchased it in the Chicago store! As long as it bears the trademark of the company, he can take it into any of the stores in the chain and receive this service free of charge.

Blasted Safe Makes Good Window Display.

Johnstown, Pa., May 22—The John Thomas & Sons store here estimates that it gained considerably more than it lost when a burglar recently broke into the store and dynamited a safe.

The burglar got \$200, but the store figures it got more than \$200 worth of advertising out of the incident, for it took the doors which had been blown off the safe and placed them in a special window display, together with a two-column newspaper story on the robbery. Crowds stood before the store as long as this novel display stayed there.

"\$"—A mark of respect in the United States.

ON THE WAY TO SHELBY.

A smooth road and a motor car,
One that will travel fast and far,
And with the proper people in it
Will give more pleasure to the minute,
When everything is said and done
Than any other kind of fun.

One morning near the first of May—
It really matters not which way,
Before or after, in the rough,
In either case 'twas near enough—
We motored out away from town,
Four of us; none of great renown,
But all reputed full of power
To meet the crisis of the hour,
In his or her respective sphere—
Mention of names would make that clear.
No finer day was ever seen;
We had the power and gasoline
To make a hundred miles or more,
As we had often done before.
We headed West and North of West,
'Twas there we found the wheeling best.
Through a high, rolling table land,
With thrifty farms on every hand,
Our route lay; and the country air
Was most invigorating there.
We passed Spring Lake upon our right,
Its bright blue waters full in sight.
Beyond upon our left began
The sand dunes of Lake Michigan;
Those high gray hills of drifting sand
Encroaching on the farming land.
After some fifteen miles of that
We came to the Muskegon flat.

From the Muskegon on we went
Upon the highway of cement
That stretched ahead for miles and miles,
Cut through the silent forest aisles
A gleaming ribbon, clean and white,
Pointing the way by day or night
On to the Oceana hills,
Beyond the land of lumber mills.
To the fair fruit lands on ahead,
Over that pavement on we sped.
The pines and oaks along the road
Places to find arbutus showed.
Deserted clearings, now and then,
Where baffled settlers once had been,
Disclosed how foolish 'twas in man
To interfere with nature's plan,
So manifest to one who sees,
That soil adapted to pine trees
Was meant for them, and not for corn,
It made the country look forlorn.
The odor of the woods was there,
There was a freshness in the air
From the bare earth without a sod
And brought one close to nature's God.

Those charming Oceana hills!
View after view with rapture thrills
The chance beholder as he stays
His progress on the scene to gaze.
A sudden turn the highway makes
And on his startled vision breaks
A vista reaching far and wide
Of hills and vales on every side.
A panorama such as this,
Of such exquisite loveliness,
It would be hard to duplicate
In this, or any other state.
Under a sky as soft as June
It glistened like some fair lagoon.
Here no deserted farms are seen
But all the fields are fresh and green
Or newly plowed for early seeding
And on the hillsides flocks are feeding.
Farm houses, show no weather stains;
Barns and farm buildings clustering round
Show thrift and ease may there be found.
Fine orchards, some of large extent,
Prove that no farmer need repent
The venture or the added cost,
Because of late or early frost.

Through this fair scene the pike is fine,
And round the hills is serpentine,
Making the landscape picturesque.
Here, gentle reader, close your desk,
Lay down your business cares and strife,
And take the outing of your life.
Go as you will and where you like
But do not fail to take this pike.

It will occasion no surprise,
To find and see with your own eyes,
A country showing such good tillage
Supporting a fine, thriving village.
At Shelby we found what was best
By way of food and needed rest.
The Inn is all that one can wish—
After the pike come soup and fish.

Reuben Hatch.

Items From the Cloverland of Michigan.

Sault Ste. Marie, May 23—Partridge & Shunk have installed a new, up-to-date, free air and water service station at their garage corner of Bingham and Maple streets, which is a credit to the wide-awake proprietors.

Malcolm McCaffrey is erecting a new blacksmith shop and battery service station at the corner of Ridge and Douglas streets. Albert Laverder, formerly with the Northern Electric Co., will have charge of the battery department.

The municipal bathing beach will open this week for the season. A floating life line, floats and other improvements are being made, which will be a big asset to the Soo's pleasure spot during the tourist season, being within easy reach of the auto tourists' parking grounds.

"Business is good—if we only had more of it."

The transportation committee of the Civic and Commercial Association have been successful in getting the railroads to authorize excursion rates for week-ends each week during the summer. This will add greatly to the Soo's success in business circles.

George Demitropoulos, one of the Soo's energetic confectionery merchants, has purchased the building at 120 East Portage avenue, which he has been occupying for the past three years. After making some improvements, he will have a place of his own in which to care for his increasing business.

Matt H. Mitchell, who for the past twenty-two years has been our popular chief-of-police, has tendered his resignation to take effect June 1. "Matt," as he is familiarly known, has been one of the best and most efficient officers in the department and has made many friends who regret his leaving the service. He has not yet announced his plans for the future, but it is understood that he has several lucrative offers from outside. He is at present taking a well-earned vacation before entering into his new occupation.

Mr. Thomas, the popular salesman for the Clark-Cogin Coffee Co., of Boston, as spending a week at the Soo in the interests of the company.

Judge Jos. H. Steere, of the Soo, who is at present acting as Judge of the Supreme Court in Lansing, celebrated his seventieth birthday last Friday. He was the recipient of numerous letters and telegrams from his many friends throughout Cloverland.

E. E. Booth, who for the past few years has been conducting a grocery store on Ann street, has taken into partnership William Raub. Mr. Raub for a number of years traveled for the National Grocery Co. and for the past two years has been out West. However, he has decided to stake his future in his old home town, which never looked better to him than it does right now. Mr. Booth also being an experienced man in his line, they should make a team that is hard to beat.

"The cow which makes the golden butter is more useful than the goose which laid the golden egg."

The Square Deal Meat & Grocery Market held a Swift day last Saturday. The proprietors were more than pleased with the results and are firm believers that it pays to advertise.

Elmer Sterling, for several years proprietor of the Dug-out cigar store, has sold his interest to Breen Bros., who will conduct the business as heretofore. Denny Breen was captain of the Soo hockey team for the past two years and last year he played for the Eleventh hockey team. Both young men are well and favorably known and should do a successful business at their new place.

M. W. Bigelow, the well-known superintendent of the Anchor Mission, accompanied by his wife, is taking a well-earned vacation. Leaving Wednesday for Spring Arbor, he expects to attend the alumni banquet at the

Seminary, which will be held there May 31. They expect to make the return trip through Wisconsin and the copper country.

John Carlson, of the Larson & Co. meat market, has a hen which has broken the record and produced two eggs, not only in one day, but at the same time and, like the Siamese twins, are connected. The eggs are of normal size, but have no shells and are creating considerable attention. He has placed them on exhibition at his meat market.

William Rowe, proprietor of the Barnes Hotel, at Manistique, has sold his interest in the Barnes Hotel to Villard Fox. Mr. Fox is a well-known hotel man, having had years of experience. He intends to make a number of improvements and will cater to the traveling public. Mr. Rowe intends to open a summer resort at Carpenter's Bay, on Indian Lake, five miles from Manistique, where he owns considerable land which will be improved to suit the purpose. He plans on building numerous cottages which will be let to tourists or campers, also a dancing pavilion, and a boat livery.

The Hotel DeTour, at DeTour, announces that special Sunday chicken dinners will be served, commencing Sunday May 28, and continue during the summer season for the benefit of the auto and boat tourists. The Knights of the Grip hope they will also start the old-time fish suppers during the week days, as in the good old days. The famous fish dinners at this well-known hotel were a drawing card to the village of DeTour.

"The world is getting better. You seldom hear of a ukelele now."

Mr. Best, of the McGinnis & Best grocery, at Pickford, was a business visitor here last week, bringing in a load of farm produce.

William G. Tapert.

Competition Is the Life of Trade.

Grant, May 23—An old time saying which, in a way, is as true to-day as it was when first uttered. Like the copy book saying, "honesty is the best policy." We all agreed to that, did we not, in our primary days?

"An honest man is the noblest work of God." We subscribe to that even yet despite the world war with all its drawbacks and excuses for mankind going wrong.

Mankind is the same yesterday, today and forever. This being true, why should we not hold fast to the good things of the past and add as many new virtues as our modern enlightenment may give us light to compass.

The boy is father to the man, therefore an honest boy is quite likely to grow into a truthful and respected man. This being true, the family teachings, as well as those of the school, should be of the best in order that mankind may continue to progress and not go backward.

This is the age of electricity and automobiles, consequently there are, no doubt, more temptations to go wrong at present than ever before in the history of the world. The man or boy, however, who isn't able to withstand temptation is a weak reed indeed. Instead of attempting to curtail temptations, we must turn our attention to turning out better, stronger, more enlightened men and women.

There are numerous defects in our laws, in our prison management, in everything that goes to make up the complex society of to-day, all of which must be taken into consideration when we attempt to pass judgment on the foibles and shortcomings of our people. Build rightly and the future may be left to take care of itself. Our life is more complex than formerly. There are myriads of temptations to ensnare where there were but few in the days of our grandsires.

One of the signs of decay which the most casual observer cannot help notice is the falling off of church interest. There are many theories expressed to account for this. The

more liberal tenets of the masses has passed out the old style church with its anathema against mankind. The community church, which has come to take the place of the old orthodox dogmas, is pushing strenuously to the front, curtailing the number of branches of the Christian church, building on character rather than on dogmas and creeds which have ever been a hindrance to progress along true Christian lines of reform and enlightenment.

This change has tended to consolidate various denominations, thus curtailing the need for so many houses of worship, yet filling those which are in use to capacity. Instead of this change denoting lack of interest in that which pertains to religion, it really adds new dignity and stability to the needs of the heart and brain of mankind.

The old fashioned theoretical religion has taken flight to give place to a religion that is practical an every day affair, instead of one day devoted to the good, while the other six are filled with selfishness and worldly striving after earthly aggrandizement.

In many respects we are better today than we were yesterday. Creeds filled with dry as dust polemics do not interest the heart of man as they once did. Practical religion consists of treating your neighbor fairly, greeting him cheerfully as you meet him, keeping your chickens at home, so as not to permit any grievance to arise because of biddy's well-known desire to scratch in a newly planted garden.

How different are the times to-day than in any other period of our history. Thirty years ago, in time of panic and falling prices, we read of countless business houses going to the wall. Bankruptcy on every hand, not excepting the banks. It is different now, and in calmly looking over the situation one naturally arrives at the conclusion that there is more of Christian spirit manifest to-day than ever before in the world.

Although there may be a spirit of rivalry between business houses, there is that feeling of charity which prompts a fair treatment all around. Nobody, much less a conscientious business man, wishes to see a rival in trade go into a receiver's hands. Such things are not conducive to the good health of the community. Moreover there exists to-day more of that spirit of brotherly love than was ever before known. Why is it so?

In reply we will say that the natural kindness of man, one for another, is nearer the Christ standard to-day than ever before. Another reason which counts very strongly is the fact that merchants have learned something during the last two decades and that is it does not pay to gloat over the misfortunes of a neighbor, no matter if he may be a rival of yours in trade.

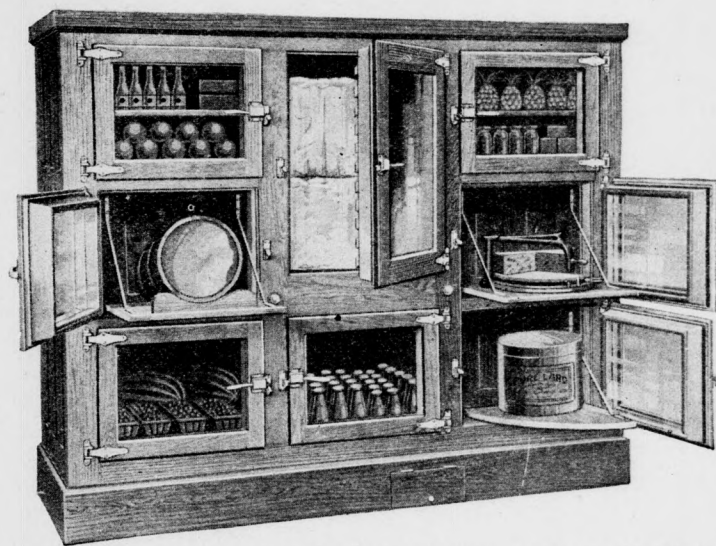
The continual dropping out of tradesmen through the misfortunes of a business depression serves to enhance the dangers which encompass the others. Merchants have learned this and now know that the gale of depression is soonest weathered which keeps the whole mercantile fabric going. Merchants stand together in the firm belief that in numbers there is strength, and that even though there may and must be serious losses, if one can keep going—working a bluff some might call it—the dangers of collapse are very much lightened.

Time will cure all our ills. The business of the country is fighting to hold fast until the lapse of time serves to regulate conditions and bring back profit and plenty to the coffers of their neighbors as well as to themselves. Old Timer.

Danger In the Overfilled Window.

Don't try to show your whole stock in the window at one time. A mixed up, overfilled window makes a mixed impression on the observer's mind.

"DRY-KOLD" REFRIGERATORS



Meat Coolers, Complete Market Fixtures, "Freezer" Display Counters.

REFRIGERATORS FOR ALL PURPOSES.

Send for Grocers' and Butchers' Catalog No. 12.

THE "DRY-KOLD" REFRIGERATOR CO.
Manufacturers

NILES

MICHIGAN

SENDING POWER BY RADIO.

The greatest power plant we know is the sun. What we call sunlight, or daylight, is an effect produced upon the retina of the eye by electromagnetic waves of exceedingly high frequency. The heat of the sun is likewise transmitted to us by waves of enormous frequencies.

This affords an interesting object lesson. We perceive that nature uses enormous frequencies in transmitting energy by electro-magnetic waves. Is it possible for us, by employing very high frequencies, to send power to a distance through the ether?

Here we have the most interesting question that has to do with the future development of radio. So far as we can now see, the hope of transmitting energy in this way lies in what is called "wired wireless." To be turned to useful account, the energy must be guided, and the only means we know of whereby it might be guided is a wire.

Wired wireless serves the purpose of the radio phone (enabling many conversations to be carried on simultaneously along one wire) because the wire serves as a guide for electromagnetic waves in the ether surrounding the wire. If these waves can be made to carry power the energy thus transmitted can be "steered" by the wire to a distant point where it is wanted for use.

When power is transmitted through a wire, much of it is lost, and the distance over which it can be economically sent is limited. If it were carried by the ether there would be no loss of energy, and no limit to the amount of power that could be guided and conveyed to a point hundreds or thousands of miles away.

If this problem can be solved energy derived from falling water, or from the burning of coal at mine mouths, can be delivered with utmost imaginable economy to great industrial centers, where it will be applied for every kind of mechanical purpose.

WOOLS AND WOOLEN GOODS.

Wool auctions abroad during the past week have been well attended. The bidding has been brisk and the prices realized have been high. Americans continue to be among the large buyers, especially of the finer merinos and crossbreds. There is also considerable buying, just now, of the domestic clip, which is held at high figures because of the emergency tariff and still more because of the prospective higher duties under the tariff that is to be enacted. There is not a woolen manufacturer in the country who is not opposed to a duty on raw wool, even though compensatory duties are at the same time placed on woollens. This is not because of any altruism on their part. But the imposition of a wool duty means the end of exports of woollens and also smaller sales in the domestic market. The manufacturers have again been cowed by the political wool growers and do not dare assert themselves very actively for fear that the agricultural bloc will insist on reducing

the duty on woollens. Only the carded woolen manufacturers have thus far ventured to protest. The rise in the price of woollens and worsteds has not provoked much opposition on the part of buyers, but they have not helped sales to any marked extent. There is, however, the impression that the higher prices put on woollens may shunt more of the demand to worsteds, which appeal because of their better wearing qualities. Clothiers are as yet a little uncertain as to fall sales. Some have done quite well on suits as well as overcoats. Others complain of hesitancy on the part of retailers to stock up, but believe this will be overcome. Sales of dress goods continue quite fair. A better insight into the garment industry prospects will be afforded by the end of the month, when the labor situation is expected to be cleared.

THUGS AND MURDERERS.

The Detroit typographical union stands accused of having hired two professional sluggers to beat up and murder non-union printers. The two sluggers, who are now under arrest, confess they were hired to commit the crimes above named by Joseph J. Quinlan, chairman of the strike committee of the union. Quinlan has absconded, but the records of the typographical union show that money was voted out of the treasury of the organization to hire sluggers to do bodily harm to non-union printers.

This is information which cannot be obtained from any daily newspaper, because 98 per cent. of the daily papers in this country are in league with the sluggers by reason of their having signed closed shop agreements with the typographical union, which is the most infamous organization of thugs and murderers in the world.

Theodore Roosevelt frequently remarked that any one who signed a closed shop agreement with a union was a criminal, incapable of being an American, a Christian or a gentleman.

One day last week the Senate had the tariff bill under debate for eight hours, but dispensed with a night session in order that some of the members of this, the most dignified body in the world, might get a little diversion by attending a circus. One doubts whether a circus would be much diversion after such a day of debate as was staged in the Senate Chamber on that day. The sum total of achievement in that eight hours' running fight on the tariff was a vote to raise the duty on healing and curative plasters from 15 to 25 per cent. ad valorem. Now the average value of imports of these articles in the four pre-war years was somewhat less than \$5,000, even when the duty was as low as 15 per cent. and the maximum value of imports in any recent year was somewhat more than \$10,000. The salaries of Senators alone while this paragraph was under debate cost the Government \$3,168. But then the debate was worth the price, if the Congressional Record is at all reliable. And no one has recently accused that publication of sensationalism.

COTTON UPWARD BOUND.

Spinners' takings of cotton have been large enough recently to impart great confidence on the part of holders down South and to make many reluctant to sell what they have. The demand has been from both foreign and domestic buyers, and old crop has begun to grow scarce. The uncertainty still prevailing as to this year's crop is also tending to make holders more insistent on getting all they can in the way of profits. Much has been made of the effects of the heavy rains and floods in portions of the growing districts, but it is a question whether this factor has not been overworked. There is a great deal of ground which has been seeded to cotton and much that can still be seeded in time to secure a crop. With the incentive which the high quotations afford, there appears to be little doubt that planters will do the best they can in this direction, regardless of all promises to restrict acreage. The increasing world consumption of cotton is an encouragement in the same direction. The course of quotations during the last week indicated a belief in the permanence of the high levels which have been reached. So, also, did the increases in the prices of cotton fabrics which were firmly maintained and which were accompanied by quite fair buying. Sales of cottons at retail, however, have been somewhat retarded by the fitful weather, and jobbers show reluctance to venture too much ahead of orders. The market for knit goods continues without especial feature. What buying there is seems to be mainly for immediate needs.

RADIO AND PHONOGRAPHS.

The past year has been a bad one for sales of musical instruments. Like other things of luxury, they are subject to an elastic demand, and sales are sensitive to variations in the consumers' purchasing power. During the boom period following the war the phonograph companies were conspicuously prosperous, but in the ensuing depression the business of most of these companies swung to the other extreme. To add to their problems, in the last few months they have had to compete with the new radio telephone devices, for which the whole country has suddenly developed a craze. While the radiophone may have pushed the phonograph for the time being into the background, the opinion among dealers is that there will continue to be room in the market for both. The one is not a substitute for the other. The radio telephone's great future usefulness is thought to lie in a field quite separate from that occupied by the phonograph. It can broadcast the details, say, of the Harvard-Yale football game, play by play, to people in their own homes, enable people in isolated farmhouses to listen to Presidential candidates on their next tour, and so on. For preserving and making immediately available at one's own wish the work of the great musicians, however, the phonograph has no competitor. It is not bothered by "interference" and the cost of upkeep is

negligible. The prediction that it will be supplanted by the radio contrivances is premature, just as the prophecy that instruments for "canned" music would destroy the demand for pianos proved to be.

TO AVOID TARIFF WARS.

Out of the symposium of views from representative business men of the Nation attending the convention of the United States in Washington last week there was one recommendation from the group conference on foreign trade and domestic distribution that will be of especial interest to manufacturers and merchants. At this meeting a resolution was adopted urging our Government to call an international conference to take steps to prevent the tariff wars now threatening the restoration of normal world commerce. On the same day W. S. Culberson, of the Tariff Commission, in an address before the convention, warned against the use of preferential rates as a tool for discrimination. If preferential rates are embodied in the new law they should be granted upon a basis of equal treatment for all countries making us similar concessions, he said, and not as a means for arbitrary discrimination. There is at present a tendency, he pointed out, to use tariff rates not only as a means of fostering domestic industry, but also for encouraging trade with one country and discouraging it with another. Such a policy invariably provokes retaliation and may prove to be a two-edged sword. Commissioner Culberson also urged the calling of an international conference to take steps to prevent the development of a tariff war that may seriously menace international relations.

CANNED CORN SHORTAGE.

Information which is deemed reliable leads to the conclusion that very little sweet corn will be packed this season, owing to the existence of the worm which played havoc with the crop in so many different localities last year. This worm is now believed to be in hiding in the ground, to be ready to emerge in due time and proceed to the work of devastation. This means that grocers who expect to be able to serve their customers acceptably during 1922 and the spring and summer of 1923 will be compelled to lay in sufficient supplies of 1921 pack to carry them through.

A number of fall corset lines were opened during the week. While there were very few changes in the staple lines shown, a tendency toward featuring the elastic models was evidenced. This is an endeavor on the part of the manufacturers to regain the sales lost by the adoption of loose-fitting garments, which require no corset, by young girls and slender women. It is believed that, if some of the objectionable stiffness is taken out and the necessary support is still given, these particular classes will return to the corset as a useful article of apparel. Business in stout models supplies the backbone of the current demand.

CONAN DOYLE'S MISTAKES.

He Offers Nothing We Do Not Already Know.

Ann Arbor, May 23—Sir Arthur Doyle has faced the question of death under like conditions, as has millions of others bereaved by war, but without the reserve of faith and hope which he might have possessed.

"Whatsoever a man soweth, that shall he also reap." For years Conan Doyle has expended the powers of his mind to produce unrealities, vain imaginings. For the hungry he has sown mostly chaff. No real food has been found by those who have eagerly devoured his productions.

Three motives may be ascribed to writers: Popularity, financial gain and humanitarianism or unselfish service. That Conan Doyle's novels have done any great amount of good in the world is a question. Popularity at least has been attained by the writer. What more natural than to suppose that the world was opened up for him a new line through which to continue his publicity? True, his own personal sorrow may have opened his heart and turned his attention to the great multitude who have suffered in like manner as he. But what has he to offer that has not before been available to all such?

Not to have previously accepted death and a temporary separation as parts of the great program of life is to leave one unprepared for the inevitable. Without patience and fortitude to wait for a final reunion, the sorrowing one seeks for an immediate re-establishment of communion; and turning away from the light of revelation and the consolation of faith and hope which is open to all, there is no recourse except the guidance of that class which for so many years has practiced all manner of deception and trickery in order to reap financial gain from sorrowing fellowmen.

The actor who continually studies to impersonate other people comes in time to be only an impersonator in nearly every relation of life. One who has dwelt in imagination so long, who has toiled to create unreal characters, who has profited in material things by his imaginings, may have lost seriously in character and in ability to discern good or evil in the great experiences of life.

Of all men Conan Doyle should be on his guard against accepting fictitious representations, but we read that many are ensnared in their own devices.

Title carries no weight or authority or ground for conviction as to what one professes or claims to have discovered. John Bunyan dreamed great truths which pertain to religious life; Dickens portrayed the real life of the poor and unfortunate to arouse sympathy in those who might be able to furnish aid. Many others without titles have written to portray great truths and thus help on the cause of human progress. But what good has the fiction of A. Conan Doyle accomplished?

And now he has come to America to advance our religious knowledge; to free us from error and unbelief. Condemning materialism, he professes to substitute material evidence of spirits about us in place of faith without visible proofs.

One of the strangest and most wonderful experiences of life is that real grief does not immediately kill. When the young, strong tree is uprooted and removed out of its place, the vine that clambered about its trunk and through its branches is torn to shreds and only a remnant left connected with the earth. So is the aged parent or the dependent wife when the young man in his strength and confidence and purpose is slain in battle. Strange the insignificant portion should survive and again take root and continue to live.

The soul that has never felt grief, that has not been bent with affliction can never be so rich in real heart emotions as the one who has borne

and suffered. Grief has its logical results. It must have expression in some manner. Sooner or later to every sorrowing heart comes the realization that nothing whatever can be done for the departed one, but all around are those who need our help, and we can best honor the memory of the departed one by carrying on some work that he would have done had he lived.

Instead of a reunion at once with the deceased through a spiritualistic medium—if that were possible—there is the life and character, the accomplished work of the departed which radiates truth, encouragement, reproof even. "He being dead yet speaketh." Continuously are spiritual messages received by bereaved ones.

Instead of building a wall about himself or herself and living only with the departed—a recluse and a hermit—the sorrowing one is turned away from self and led to expend love and devotion in deeds of kindness and helpfulness to all with whom he comes in contact. Love for the departed is not in consequence crucified; not obliterated; for "Love can ne'er forget."

If reports be correct our distinguished visitor has come to America to "make a raid on skepticism and materialism." The selection of his field of operation is one great mistake. In the minds of home-born Americans skepticism in regard to the question of God and a future life has little place. This kind of skepticism when found is a plant of foreign origin. Instead of raiding rank fields of growth he needs field glasses to search it out and a spade to uproot it. He uses it in regard to our unbelief in spiritualistic manifestations. Admitting fraud, deception and trickery in all such manifestations heretofore, he professes to have eliminated positive proofs from among them.

Comprehensively his mission is to strengthen and establish our religious beliefs by new revelations of heaven. From all reports all that has been communicated, in the manner he is trying to expound during four years must bring more of disappointment than cheer.

Prophets and revelators have never given us more than pictures of the future life. Our Savior taught in parables. Pictures of heaven to the Jews appealed to those who knew the meaning of bondage, oppression, weariness, thirst and torrid heat. Every age, clime and condition of human existence must needs have pictures adapted to its comprehension. There must be different views for childhood, youth and age. Yea, every individual must have an individual appeal—representations which can appeal to himself alone.

But is the attainment of heaven—a place? Is it future rewards and future happiness that we most need revealed to us to help us on in our earthly course? These seem childish anticipations. We want the consciousness of right motives; the all-impelling, all-satisfying element of love. To give and not to get; to do, not simply to be and to receive. We want communion with the source of love, for God is love, that we may not fail to fulfill our work here on earth. It is no more necessary for us to know now what heaven is than it is to know all that may befall us in the coming days and years of this life on earth. We may all be thankful that many things were not known beforehand.

We believe that if ever the spirits of our friends come back to visit us they will come like honest people in broad daylight or in the lighted room where the family is gathered. They will come with ability to communicate in understandable terms anything that may be necessary for us to know. If there be conditions which we must fulfill before we may be favored with their visits, the conditions will be such as appeal to reason and common sense. When we seek truth let us consult those who deal in truth, not those whose chief reputation is producing fiction, unrealities and exaggeration.

E. E. Whitney.

Quoting Prices Sells Merchandise

a fact that is recognized by all merchants who advertise.

Their customers want to know the price before buying.

They advertise the selling price in plain figures.

K C Baking Powder shows the price on the package.

Many sales are lost because the customer does not care to ask the price.

It will pay you to sell

K C BAKING POWDER

(price on the package)

Same price for over 30 years

25 ounces for 25¢

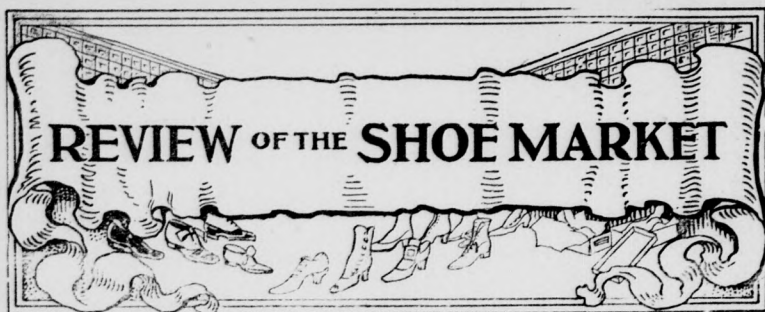
The price is established and shown on the package, assuring you of your full profit.

None better at any price.

Millions of pounds bought by the government.

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

Jacques Manufacturing Co.
Chicago



REVIEW OF THE SHOE MARKET

Has the Flapper Pump a Future?

Few style innovations in recent years have created such a sudden and widespread furor in the world of feminine footwear as the flapper pump. Why flapper nobody knows, except that it happens to be one of those words that every now and then appear mysteriously in our every day language and seem on the tip of everyone's tongue. It was a handy name to call a shoe by, that was all, and certainly the flappers are not the only folks who are wearing them.

Those who make a study of women's shoe styles will be interested to note that the flapper, a name which some dealers have rejected because it savors of the commonplace, combines in a single shoe two of the outstanding style tendencies of the recent past in women's shoes, the strap pump and the low broad heel. In most cases it also embodies another recent style tendency, namely the recurring popularity of patent leather. It is, therefore, a perfectly logical style development, one which any astute buyer might have foreseen and which, as a matter of fact, a great many did foresee to their very great profit.

From the merchandising standpoint, however, the future of the flapper is of vastly greater importance just now than any analysis one might be sufficiently interested to make of how the style came into being. Is it just a passing fancy, a thing to cash in on in one season and then get quickly out from under, or is there here a new style note that is destined to echo and re-echo through a number of succeeding seasons after the manner of the original strap pump of several seasons ago? Only a rash prophet would care to be dogmatic about anything in women's shoe styles nowadays but there are several considerations which incline toward the viewpoint that the flapper may be here to stay.

In the first place the fact that the flapper is such a logical combination of the strap effect and the broad low heel inclines one to the view that it may be good for more than a season or two. While the style situation for the coming fall is still in an unsettled condition, the belief is growing that straps, especially the broad strap effects, will continue to be good. It is practically certain that low heels will again predominate in the fall, for an increasingly large number of women are coming to prefer them and there is nothing on the horizon that would seem to indicate a return to favor of the extremely high Louis heel.

Like the strap slipper with the

Louis heel, the flapper is susceptible of a great many, in fact almost an endless variety of patterns. When this is the case with a shoe, the public does not tire of it so quickly and it is not likely to be discarded so soon by the fickle feminine fancy. The original flapper was a rather plain slipper of patent leather, its distinguishing features being the wide buckle strap and the broad, low heel. Since then it has appeared in a great variety of sandal and cut out effects, trimmings and combinations of materials. In some shops where extreme styles are featured the combination flappers with patent leather vamp and buck or suede quarter have achieved even greater success than the plainer models, and the same is true of some of the sandal effects. The number of possible variations would appear to be almost unlimited and the style also gives opportunity for the display of a great variety of pretty buckles.

It is interesting and significant to note that a good many manufacturers are making the flapper in white cloth and kid for summer wear and the prediction is made that a very large number of white shoes of this pattern will be worn between now and October. In combinations of black patent with white cloth, kid or buck, the flapper is already being extensively featured on the Pacific coast and in the South.

A survey of recent newspaper advertising of representative shoe stores the country over gives one an idea of the tremendous hold which this style of shoe has taken on the public and on the trade. From present indications, one would be inclined to think that the flapper has a future in store that will be well worth watching.

Perhaps it would be better for the retail shoe trade as a whole if more merchants would have a heart to heart talk with their customers once in awhile about values of footwear, about the relation of quality and prices.

There has been so much injurious, misleading and oftentimes false propaganda in the newspapers about the shoe trade that it is strange the dealers haven't been tempted more often to hit back.

Too Much to Expect.

Bobby came home from his first day at kindergarten with the announcement that he could write. Upon being given pencil and paper he made his usual meaningless scribbles.

"But what," said his mother. "does it say?"

"How do I know?" answered Bobby. "I haven't learned to read it yet."



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

Seasonable Numbers

IN STOCK TODAY

Light
weight

Service
Shoes



Scout
Style—

Service
built in

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

804—Men's black Elk	\$2.30
820—Men's black Elk, like 804, with four inch cuff	2.65
808—Men's brown Elk	2.30
809—Men's brown Elk, like 808, with four inch cuff	2.65
832—Men's brown Retan	2.10

Herold-Bertsch Shoe Co.
GRAND RAPIDS MICHIGAN

New Channel of Practice in Dealing With Railroads.

Glen Lake, May 23—"Your speak of experience in making collections for your house," said the listener to the veteran traveler, "reminds me of an experience of my own, which while not strictly in the collection class was sufficiently unique to be interesting:

"Some years ago I made a sale of a valuable piece of printing machinery to the then State printer of the State of Washington, at Olympia, the essence of the contract being prompt delivery.

"I had wired the factory in Connecticut to find out just what I could do and was advised that the particular type of press called for should be shipped in ten days. The railroad authorities estimated that under ordinary conditions transit of the shipment ought to be accomplished in three weeks, so to be on the safe side, I contracted delivery in six weeks, with a penalty of forfeiture of \$50 per day for any delay beyond that period.

"The shipment was made within the time specified and I was detailed to go to Olympia to superintend the erection of the said machine, arranging to arrive there at such a time as would allow the maximum of time for transit of the shipment.

"Imagine my annoyance when I discovered that not only had the shipment not arrived at destination, but nothing could be heard from tracers which were following it up. The Northern Pacific Railroad, one of the transporting companies mentioned in the bill of lading, announced that no such shipment had been delivered to it at St. Paul by the connecting line and it could get no satisfaction from its Chicago connection.

"It became necessary to launch a campaign of detective work and I returned to Chicago to prosecute it. We invoked the aid of the American Tracing Association and finally discovered that the shipment had reached Chicago promptly, but had been diverted for reason unknown to the Union Pacific instead of the Northern Pacific, and had been detained at Green River, Wyoming, on account of a broken draw bar on the car in which it was being hauled. In fact, this car had been at this station and in this condition for weeks, awaiting the arrival of a car repairer. All of which necessitated my making the trip to Wyoming to see that the car was moved.

"After I had explained to them the shipment would now go forward, I went to Portland, Oregon, to interview officials of that line to ascertain their disposition toward allowing a claim for damage for such palpably inexcusable delay.

"After I had explained to them the handicap under which I labored, two thousand miles from home, instead of eliciting any sympathy whatever, they gave me to understand that they did not consider themselves in any manner legally responsible for damages and upon my suggestion that it might be necessary to bring the matter to a legal issue, they encouraged me with the statements that law suits were also in their line, calling my attention to the fact that my great distance from headquarters might make it inconvenient to establish legal responsibility, as they could, if they desired, postpone final adjudication for years. I gave them over as hard boiled and directed my batteries toward Olympia, where I found the machine on the Union Pacific docks with a freight charge of upwards of \$600.

"I at once took legal advice, but the attorney whom I retained was very much inclined to worry over the law's delays, as suggested by the railroad representation, until I finally suggested we secure possession of the press by writ of replevin, and then allow the transportation people all the time they cared for in collecting the

charges. This suggestion was seemingly a new idea in handling railroad claims, but my lawyer was game, and we proceeded, after inducing my customer to furnish the necessary bond required in suits by replevin.

"We secured possession of the machinery, erected it, and through the kindness of my customer, who took account of the delay as unavoidable, escaped without the delay penalty.

"I really had my laugh afterwards for the claim agent of the Union Pacific fairly chased me over to Seattle, where I had the satisfaction of informing him that I really enjoyed law suits, and as for the matter of delays I really would grow fat on them.

"This matter became public property, was taken up by attorneys for several important business concerns, and opened up a new channel of practice in the prosecution of similar claims against railroad companies and I really enjoyed the novelty of the situation.

"Inasmuch as the railroad company had illegally diverted the shipment they had no claim against us, and aside from some correspondence, the matter was dropped."

I heartily agree with my friend, Gabby Gleanings, in all the good things he has to say about the Hanaford cafeteria, at Grand Rapids. It was my good fortune to pay a visit to this institution as one of its earlier patrons and it is certainly an innovation in many features which are pleasurable. In addition to the 5 cent coffee and liberal portions Gabby speaks of, I found a service which could be adopted by other similar institutions to their advantage. For instance, when your selection is complete, your tray is taken by a neatly uniformed waitress who conducts you to a seat, places your dishes and utensils in position and leaves you to enjoy your meal without any indication that she expects to be tipped for the service so cheerfully rendered. This particular cafeteria is bound to be popular and profitable.

Someone asks where the efficient hotel clerks are to be found. John Willy, of the Hotel Monthly, says: "The efficient hotel clerks get their start in the country hotel, for the most part; and as soon as a man shows particular aptitude for the work, he is discovered by the larger hotel, who wants him; or by representatives of big business, who see him behind the desk, become impressed with his tact, pleasing personality and willingness to serve, and offer him something more lucrative than hotel clerking in a line other

than hotels. And that is why many men who otherwise would shine as model hotel clerks now shine in other lines of business.

Many of the larger institutions of learning have added to their curriculum courses in hotel management. To be sure, hotel clerks are born and not made to order, but the opportunity to familiarize one with hotel work will, no doubt, bring out certain latent qualifications heretofore undiscovered, and the result will be improvement in this particular vocation—an incidental reason for added satisfaction on the part of the traveling public.

C. W. Bosworth, late of the Park Hotel, at Mount Pleasant, accompanied by his estimable wife, paid the writer a visit at Cedar Springs Lodge last week. Mr. Bosworth, who has made a substantial success of hotel work in the past, is promoting a new resort proposition near Elk Rapids on the plan of disposing of lots to prospective guests—in a way a profit sharing association—which ought to prove attractive, and he is well equipped through experience and sound business sense to carry it through.

Chicago hotels have resorted to the expediency of sending into the country solicitors for hotel business, and are finding it to work quite satisfactorily. When an enquiry comes in for hotel accommodations for a party or convention, or the press clipping bureau announces a prospective gathering of the clans in Chicago, a representative is immediately dispatched on a tour of investigation, which often leads to negotiations which are worth while.

With its large number of hotels which must naturally depend on transient rather than local business, the idea is not a bad one, and once this patronage is secured, the satisfied guest is a living advertisement.

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



"Workman That Needeth Not To Be Ashamed."

Credit education has three aims—the mastery of our profession as a science, as a service and as a joy.

Science is systematized knowledge; and certainly no branch of human endeavor has been subjected to closer scrutiny or more searching investigation than the production, distribution and consumption of merchandise.

The recognition of the importance of credit education is only of recent development. The personal element enters so largely into the analysis of a credit risk, that even experienced credit men have been, and some are now, extremely skeptical as to the possibilities and worthwhileness of credit education.

This attitude of mind is the natural one, at first, for successful credit men to take, for now through costly experience they comply unconsciously with the principles upon which the science of credit is based.

For as language existed before the rules of grammar were conceived, and music thrilled the hearts of men long before the laws of harmony were discovered, so credit, as a function in business, operated before its principles were noted and reduced to a commercial science.

The striking success of our local and National associations and their standing are positive proofs that credit granting can be taught, for our monthly meetings are educational as well as social in character.

Economics, psychology, business English, business barometreis, history and allied subjects all have a bearing upon the successful pursuit of our profession, and should be studied and assimilated. Credit education is, therefore, removed from the realm of intangibility to that of reality.

The Unity of Credit.

As credit grantors, we need to get a larger conception of our profession. Just as the man who believes that National isolation is now possible is still living in thought prior to the year 1914, so the dispenser of credit who thinks his influence ends with the checking of an order, is still living in thought in an age when business was confined in its limits and narrow in its scope. The unity of credit is no less a fact than the unity of the world. As one part of the world is now responsive to every other part, so the credit operations of one credit grantor are responsive to the operations of every other credit grantor, the world over.

It is this conception of our work which is back of this credit education movement and which animates its promoters.

Now science, our first aim, is built about facts; and surely there is no profession in the world where facts are more essential than in the determining of credits. The credit man should always be in a position to say, "Facts, there they are, behold them and judge for yourselves."

There is nothing more galling to any credit man than to find, after a failure, that he had no ground for the extension of credit. If he is true to himself, he will have to admit that, when passing that particular credit, he must have been suffering from a temporary suspension of the mental faculties. What credit man has not been at times through this humiliating experience?

Credit education with science as its aim will develop financial executives, mentally alert, relentless, untiring and persistent in the pursuit and gathering in of facts before the granting of any credit whatsoever.

Science conveys the idea of orderly arrangement. Science, if not always correct has at least been free from confusion. A disorderly state of mind in a credit grantor is disastrous, for there can be no construction where there is no plan, no continuity of thought, no grasping of all the details of the situation.

A decision of a credit man should be reached, scientifically considered, by successive stages of systematized procedure. The material out of which a decision should be formed is obtained largely by digging into the studies advocated by the National Association of Credit Men.

The experienced credit man may be unconsciously scientific in the conduct of his office, but this doing of the correct thing is the result of many acts, blunders, as well as accuracies. To eliminate errors, or at least reduce them to a minimum, is the purpose of credit education.

In medicine, in surgery, in chemistry, in electricity, the experiences of investigators and experts are recorded, for the information and enlightenment of all who may enter the profession.

Why, then, is it not equally necessary that credit men should have for their guidance the combined knowledge of patient students in every field of effort bearing upon finance? The knowledge acquired in applying oneself to the studies recommended by the National Association of Credit Men is of immediate use.

It is, therefore, not the learning of the pedant or the bookworm that is advocated, but live learning—learning that may be put into action. It is not intended that any study shall lie inert in the mind of the student, but that

A Plain Business Matter

THE will of the founder of one of America's great industries contained the following clause:

"My wife is not named herein as executrix or trustee, because it is my wish to relieve her from the labors, cares and responsibilities of the position of executrix and trustee."

The adjustment of the affairs of a business man is a business problem, which this Company is especially qualified to assume.

Appraising and realizing upon business good will, partnership interests, options, claims due, and various kinds of personal property, are tasks requiring broad business experience and keen judgment. The advantageous sale of securities, when conditions make such disposition advisable, demands expert knowledge. The supervision of real estate and attention to rentals, management, and other matters, require experienced handling and guidance.

By naming this Company your executor and trustee you can relieve your wife of such cares and responsibilities. And this Company's resources, experience, trained organization, and continuous existence will assure your family the protection and continued enjoyment of their heritage.

A full discussion of this vital matter will be found in a booklet, "Safeguarding Your Family's Future," copies of which may be had upon request.

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it shall find its way into the workings of our throbbing, complex, commercial life.

Credit education is essential if one would be an authority in his profession. It is comparatively easy to follow in other men's footsteps, to do what always has been done.

An Excuse That Exasperates.

Nothing is more exasperating to a progressive business man than to have an employe justify acts by falling back on the old excuse that "it had always been done that way."

Credit grantors, like other men, fall into two classes—the appropriators and the creators. The appropriators, those who take things as they find them, without thought of thanks or betterment, and the creators, those to whom present progress is only the starting point of greater achievements.

As scientists, credit grantors may come into the possession of all appropriate knowledge acquired up to the present, but from this point they themselves must "carry on."

Science never tires, never considers itself incapable of meeting changed conditions. It is a far cry from these days of big finance back to the days of barter and the period where wampum and tobacco served as mediums of exchange. It requires no great exercise of the imagination to visualize the future as being fraught with as great changes in the conduct of commerce. Only the credit man trained scientifically can solve the great problems as they arise and add to the massive structure still in process of erection, in such a way that the building will not get out of plumb.

I remember piling up blocks with my little girl. We placed one block on top of the other until to her great joy there were many in height. As I put each succeeding block upon the pile I had to exercise exceeding care to place it on evenly, else the whole thing would topple and fall to the floor.

This, eventually, did happen, and for two reasons; one was because with unskilled fingers I did not build properly, and the other was because the foundation was not broad enough to sustain the structure.

Credit education, involving as it does the study of credit granting as a science, starts with a foundation strong enough to sustain the successive steps of development, which are sure to come, for the granting of credits is still imperfect in its operation. Growth and change and new aspirations fortunately are a part of its character. Were it not so, it would lose, I believe, its fascination as a work, for no man can take pleasure in a profession perfect and complete. There must be in it the possibilities of improvement, of aspirations and of achievement.

The End Is Service.

It is the glory of our profession that scientifically credit work offers an opportunity for the play of all the faculties. It must be borne in mind, moreover, that credit education is not an end; it is a means to an end, and that end is service. It is not merely operation, but co-operation.

The evolution of business has been

toward a higher type of transaction. Experience has shown that where two or three are interested in a proposition involving profit, the interests of all are best conserved where consideration is shown for each. The suppression of selfishness in business is thus not only ethically sound, but economically profitable.

Service, however, is measured not only by a disposition to serve, but also by ability to serve. There is nothing more pathetic than good intentions without the power of making them effective.

Credit education not only reveals opportunities for service, but it shows how service can best be rendered. In some lines of business where the selling prices are largely dictated by the manufacturer, the only thing that the wholesaler can sell is service.

In short, service is interwoven through all the ramifications of business, from the receiving of the order to the shipping of the merchandise and collecting of the bill. The most sensitive part of the entire operation is the passing of credit and the collection of the account, and the more resourceful the credit man, the more satisfying the service.

The credit grantor, called upon as he is for innumerable things, will soon exhaust his resources unless he replenishes them by study and keeping in touch with the advanced thought of the economic world. Having accomplished the first two aims of credit education, science and service, the third great aim follows naturally and inevitably—joy. It is impossible to divorce joy from the mastery of a profession, and the attendant rendering of service.

If You Don't Enjoy It, Get Out.

The three aims blend harmoniously. The man who does not enjoy credit work had better get out of it

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GRAND RAPIDS, MICH.

John Wanamaker Puts It Plainly:

He says, "It is almost a crime to bring up a family in affluence, and for its master and chief not to arrange his affairs so that they shall not be exposed to sudden and severe poverty in case of death."

Our "Living Trusts," when started with insurance money or other means, can be made to take care of your dear ones. Attend to this while you are still "going strong." It is a thing that can not be put off.

We are ready to co-operate in every way. Let us talk it over with you confidentially.

Call at our office for the booklet: "What you should know about Wills and the Conservation of Estates."

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Grand Rapids, Michigan

and make room for somebody who does. There is a joy unspeakable to be found in the consciousness of being identified with big things. No man wants to feel that he is a nonentity. It is depressing and stultifying.

Credit education, if followed out according to the plans of the National Institute of Credit, cannot do otherwise than instill into the minds of the student the vital connection of credit granting with all that is best in commercial life.

No drama ever written equals in interest, in tenseness and in dramatic situations, the historical and present movements in industry and in commerce.

There is no joy comparable to watching the play of economic forces and the consciousness of being one of those to guide these forces. The uncertainty of the turn of affairs is what gives charm to the problems of credit men and challenges us to find solutions.

There is a flatness, a staleness, to be found in the cut and dried, that is forever absent from credit work. Much of the significance of passing events is lost to the man who is not a trained observer.

To follow the swift changing movements of life requires a wide reading, a knowledge of history and of world struggles. Credit education seeks to guide the credit grantor into a knowledge of these things, and the man who neglects business culture will soon find himself in the rear of the intelligence of his age.

The heart of the joy in credit education is in the conviction that through getting at the underlying principles of the profession and making them vital in service, one is getting at the real truth of things.

Where this conception of credit work exists, gloom can never gain an entrance into the personality of any credit grantor. This joy is a jealous joy, for it is shared only by those who are willing to pay the price of earnest and prolonged effort.

After a man has followed a profession for many years, he is apt to lose his zest for the work. Some of the illusions of youth have been dispelled and he is likely, if not careful, to become commonplace. Thinking the same thoughts day after day, a macadamized road is run through his brain and he loses sight of the many

interesting and instructive things found off the traveled boulevard.

Salvation For the Man of Years.

If credit education provides an incentive for youth, it offers salvation for the man of years. It is a mistake to conceive of credit education for young credit men only. It is valuable to all. The old order passes away and new things take its place. This fact should be burned into the mind of every individual worker.

We are told that mankind uses only one third of its mental and spiritual forces. When we think, therefore, of the stupendous possibilities for progress which lie in the utilization of the utilization of the remaining two-thirds of potential power, residing in nearly every individual; when we think of the tremendous impetus which would be given to the advancement of all good things by the application of this latent energy to the pressing financial problems of the age; when we think that this intellectual and spiritual development is dependent largely upon the intensity of our own desire for improvement; when we think of all these things collectively, we must be stirred to our profoundest depths and fired with a purpose to avail ourselves as credit grantors of every opportunity for education, that each may show himself to be a "workman that needeth not to be ashamed."

J. Victor Day.

Corporations Wound Up.

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

Ionia Lumber Co., Ionia.
Sunfield Realty Co., Sunfield.
Clay Brick Co., Grand Rapids.
Grass Lake Elevator Co., Grass Lake.
Dikeman Parking Wheel Co., Detroit.
Macatawa White Leghorn Co., Holland.
Rural No. 1.
Reynolds Motor Sales Co., Ithaca.
N. H. Youngman & Sons, Co., Lakeview.
Coopersville Shippers Union, Coopersville.
Conner Hardware Co., Ltd., Plymouth.
Martin-Rublee Co., Kalamazoo.

Designs On Stone.

A newly patented method of cutting letters or other designs in stone consists in placing frangible models of the letters or what not on the stone, flowing an elastic composition around them, and when the latter has had time to dry, attacking the stone with a sand-blast. The sand-blast destroys the models and bites away the stone where it is not protected by the composition.

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Per Cent Interest Paid on
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\$600,000

WM. H. ANDERSON, President

LAVANT Z. CAUKIN, Vice President

J. CLINTON BISHOP, Cashier

HARRY C. LUNDBERG, Asst Cashier

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

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Particulars mailed.

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Memorial Day the Greatest Day of All.

Grant, May 23—Memorial services will be held over the dust of the soldiers of three wars—that of the sixties, the Spanish-American and the kaiser's war.

It will be an occasion when the great world Republic dedicates herself anew to those sons who have perished fighting for the flag and for the great principles of liberty and union so dear to every American heart.

With uncovered heads we stand while flowers are garlanded about the mounds in every churchyard in the land, for there is no God's acre in all America which has not at least one soldier who fell fighting for his country.

On Fame's eternal camping ground soldier tents are spread. From the Atlantic to the Pacific the land is dotted with the graves of America's hero dead, and this year more than ever ought we to gather with full hearts about our loved and lost since theirs signifies a sacrifice greater than any in the history of the world.

Decoration day, as it was once called, was brought into being through Grand Army men some time after the close of the Civil War. At that time it was scarcely imagined that within half a century myriads of other men and boys would be called upon to lay down their lives for their country. The G. A. R. graybeards, what few are left, can have only the kindest feelings for their successors in the line of duty, now many of them sleeping beneath the sod of a foreign land, martyrs to liberty as truly as were the veterans who won at Mission Ridge, the Wilderness and Gettysburg.

How often have we sung to the boys who wore the blue. We can never quite give honor enough to the heroes of that war which, through the courage of our sons, saved the flag and made of the United States a Nation of freemen in fact as well as in name.

And now it is the lads in khaki who come in for our hosannas of praise. Chateau Thierry, Argonne Forest, Belleu Wood and the like are as clearly impressed on our minds as have been those other names of the battles of the Civil War. San Juan Hill, Santiago and other names connected with the Spanish war, stand out in memory's chamber to share with Shiloh and the Marne our reverence and solemn praise.

America is marching on at the head of the nations of the world—the one brilliant, guiding light, which must be kept burning that other nations may extract hope for themselves in that future when Bolshevickism and unionism are banished and free men and women constitute the bulwark of every civilized country on the globe. Far distant, we admit, yet so long as we preserve American liberty so long will there be hope in the world for the most benighted of European nationalities. Even dark Russia, now at the very bottomless pit of shameful degradation and shame, will, in time, by the help of our example, dig itself out of the mire and climb into the light of civil and religious liberty.

Memorial day teaches many a lesson to those of our citizenry who have taken serious thought on present day conditions. When the dark clouds of business adversity flung long shadows athwart the sky, out yonder in the small and large cemeteries of the land lay the American soldier dead, who fought that this country, tried as by fire in four wars, might retain its being as one of the great powers of earth.

Thinking of the sacrifices made by these young men of the land, few there are who will not bow the head in shame at the insignificant troubles of their own, and say right out loud that there will be no more complain-

ing about mere matters of everyday life, realizing how these lads gave their lives that our Republic might not perish from the earth.

Memorial day!

We might call it memory day, since it is the one day in all the year that every man, woman and child in the Nation stands face to face with his Maker and fully realizes the frailness of human existence.

Solemn thoughts dig down deep in the soul at such a time as this. Poor humanity realizes its littleness as it stands uncovered in the presence of death and the grave. We are all destined to the one end, and yet we fight off the inevitable as long as we can, forgetting sometimes how little worth living would life in America be had it not been for the soldiers of all our wars who battled and died to keep Old Glory in the sky and added new strength to the foundation pillars of the Great Republic.

So much are we indebted to the boys in blue and in khaki we fairly tremble at the thought of our own unworthiness.

A nation which does not keep alive its traditions will surely decay and fall sooner or later. There are stars in our flag which cost rivers of blood to fix there, and yet other stars that could not have been there as they are to-day without the shedding of the blood of thousands of patriotic hearts.

It is a patriotic duty to give honor, as we do once each year, on the 30th of May, to our patriot dead. Let there be no lack of flowers this year, nor lack of enthusiasm toward the cause for which they died.

Memorial day is the one great day of all the year for Americans. No other day has equal significance. No other day, not even the Fourth of July, equals it in importance.

We celebrate the Fourth of July because on that day our forefathers declared their independence from the British crown. We recognize Memorial day because it commemorates the fact that hundred of thousands of the best blood of America died to hold fast to that independence.

We believe Memorial day the most important in our history. Let us keep faith with our fallen heroes and Almighty God will keep faith with us. Old Timer.

Some Awful Poetry.

It was midnight on the ocean,
Not a street car was in sight,
The sun was shining brightly,
And it rained all day that night

One summer day in winter,
The snowflakes fell like glass;
A barefoot boy with shoes on
Stood sitting on the grass.

That evening as the rising sun
Was setting in the west,
The little fishes in the trees
Were huddled in their nest.

The rain was steadily pouring down
The moon was shining bright,
And everything that could be seen
Was hidden out of sight.

As the organ peeled potatoes,
Lard was rendered by the choir,
While the sexton rang the dishrag
Someone set the church on fire.

"Holy Smoke," the preacher shouted,
In the rain he lost his hair;
Now his head resembles heaven
For there is no parting there.

Men Are Men.

Business is business, but men are men,
Working, loving and dreaming;
Toiling with hammer, brush or pen,
Roistering, planning, scheming.

Business is business, but he's a fool,
Whose business has gone to smother
His faith in men and the golden rule,
His love for friend and brother.

Business is business, but life is life,
Though we're all in the game to win it;
Let's rest sometimes from the heat and strife
And try to be friends a minute.

Let's seek to be comrades, now and then,
And slip from our golden tether;
Business is business, but men are men,
And we're all good pals together.

OUR FIRE INS. POLICIES ARE CONCURRENT

with any standard stock policies
that you are buying.

The Net Cost is **30% Less**

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

WM. N. SENF, Secretary-Treas.

Michigan Shoe Dealers Mutual Fire Ins. Co.

LANSING, MICHIGAN

PLAN OF BUSINESS

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

OUR SERVICE

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

OUR SLOGAN

BETTER CARE FEWER FIRES LOWER COST

FINNISH MUTUAL FIRE INSURANCE CO. ORGANIZED IN 1889.

Assets.		Liabilities.	
Cash, Bonds & Mortgages	\$261,267.87	Reserve for Losses and	
Uncollected Premium and		Unearned Premiums	\$ 52,788.67
Interest	7,432.58	Surplus Over Liabilities	215,911.70

FACTS TO BE CONSIDERED.

THIS COMPANY HAS HAD THIRTY-TWO YEARS OF SUCCESSFUL UNDERWRITING EXPERIENCE.
THIS COMPANY HAS THE LARGEST SURPLUS IN PROPORTION TO INSURANCE CARRIED OF ANY COMPANY IN THE STATE.
THIS COMPANY HAS RETURNED NEARLY TWICE AS MUCH IN DIVIDENDS SINCE ORGANIZATION AS IT HAS PAID IN LOSSES.
THIS COMPANY HAS RETURNED A DIVIDEND OF NOT LESS THAN 50% FOR THE PAST 27 YEARS.
THIS COMPANY WRITES ON APPROVED MERCANTILE, DWELLING AND CHURCH RISKS.

DIVIDENDS 50%

If you want to cut your insurance costs in half, write

I. W. FRIMODIG, Gen'l. Mgr., C. N. BRISTOL, State Agent,
CALUMET, MICH. FREMONT, MICH.

SAFETY SAVING SERVICE

CLASS MUTUAL AGENCY

"The Agency of Personal Service"

COMPANIES REPRESENTED AND DIVIDENDS ALLOWED.

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

SAVINGS TO POLICY HOLDERS.

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

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

Monstrous Decision Handed Down By Labor Board.

Detroit, May 23—If ever a travesty on justice and equity was perpetrated by a public body, the decision of the Federal Labor Board, prohibiting railroad companies from contracting with outside parties for doing repair work, is a shining example.

On the one hand we have the National Government making a show at conserving the assets of the railroads in order that they may produce a given return to investors, and on the other the nonsensical Labor Board giving away said profits with a lavish hand.

The decision just rendered is so monstrous in its far-reaching effect as to be absolutely without a leg to stand upon.

This decision, which the Board claims is but one of a series which they propose handing down, denies the transportation companies the privilege of having repair work done in the manner they may elect and at a competitive price. While the decision applied to but one particular road, the Indiana Harbor belt line, it is far-reaching in its scope and is notice to other roads that they must coddle to the unions, and has been sufficiently proven, to a lot of incompetents, who have been making an unworkmanlike output, and an expense several times greater than it should be.

In this connection, some time ago, Mr. Frank H. Alfred, President of the Pere Marquette Railroad, cited an instance of repairs being required on the headlight of a locomotive in transit, which ought to have been done by the ordinary handy man, but which by union rules required the engine to be removed from service for several hours, and at a cost very much in excess of what it should be, just because the absurd rules of the union required that the services of the master mechanic, electrician, several machinists and a glass fitter be brought in at over-time prices.

The claim made by this Board was that if repair work was done by outside concerns, on a competitive basis, it would remove many rail workers from under the jurisdiction of the Labor Board, and interfere with some of the many charities which that body is dispensing.

Under this decision thousands of former railroad employees, now working for private contractors at wages varying according to competency and services rendered, are brought back to prey upon the much outraged public. If the work is to be done by outsiders, then such contractors must be harassed and filched, just the same as the principals have been.

But the Labor Board tempered its decision by declaring that, unless they pronounce this outrageous decision, the dear public would be deprived of protection against strikes if employees of a contractor were not placed under the Board's jurisdiction, the same as bona fide railroad employees.

How thoughtful of the public interests!

If the Labor Board will make such an adjustment of wages and wage restrictions as will convince the public that they are not really giving an assinine exhibition of themselves, the public will be perfectly willing to take their chances on strikes on every foul program arranged by the cut throats who are appealing to the labor board for protection in one breath and violating laws against life and property with the next.

Protection of the public against strikes and other similar outrages by this class of citizenship deserves to be taken up seriously and made public through some such methods as are employed by Life and other similar publications, not forgetting Hostetter's almanac.

Representative Anderson, of Minnesota, in filing his committee report on the reasons for stagnation in agricultural interests, says:

"Only where disputes between rail-

roads and their employees threaten to interrupt commerce does the paramount public interest justify interference of Federal authority."

The commission referred to declares its investigations have gone into the labor situation because of the effects of high transportation costs upon the farming population and concluded that the one great difficulty lay in the fact that "the Labor Board has taken jurisdiction of disputes which have not been previously the subject of determination between groups of representatives of the employees and the management."

This commission believes that in the settlement of ordinary disputes as to wages and labor conditions the carriers and their employees should be left to work out their own solution, without public interference.

Just now Chicago is, as suggested by that eminent jurist, Judge Scanlan, "in a state of war," as the outcome of the Landis promulgation, regulating the conduct of labor in building industries.

Murders are committed almost daily and just now several union leaders, notoriously known for their disregard for law and common decency, are under indictment for capital crimes.

That crafty old fox, Gompers, too cowardly to take his chances with the rest of the rabble, is confining himself to the outskirts of the fray, but is "standing by" as the marines would say, garrulously egging on the conflict, all of which is quite characteristic of this old vulture, who carries on his trafficking in lawlessness just out of gun shot.

The Landis award was made at the joint request of building operators and their employees, after a careful investigation of all the attendant facts by that learned judge. It was liberal to the last degree, so far as the interests of the various artisans were concerned and was accepted by the larger number of labor organizations. A few of the unions, however, characteristically repudiated their agreements to abide by the award, and the culmination of the affair was the murder of police officers and a reign of terror in which union leaders are alleged to have joined in an intrigue with criminals and degraded politicians to set aside with force the decision they had given their word of honor to obey.

Now this man Gompers, opposed to Bolshevism abroad, and who ought to know the difference between right and wrong, instead of taking a stand which would at least have a semblance of decency, is fraternizing with sluggers and murderers, and has gone so far as to emblazon to the world his true character by haranguing restless crowds and barking up these elements and approving, as it were, their campaign against the Landis award.

While he has not as yet openly proclaimed himself as in favor of blood-letting, he continues to theorize about the injustice of arbitration and encourages what he considers the good work—murdering and slugging—to go on.

Why differentiate between Gompers and the eight outlaws, including Big Tim Murphy (now under sentence for the \$400,000 mail robbery), Mader and Shea, both union officials and tools of Murphy? Possessed of intelligence above the ordinary, he must necessarily be a greater menace to society and what is meant thereby than the element he controls under the guise of respectability.

If the Chicago authorities can succeed in ensnaring this blatant disturber in the net which they have spread for outlaws, they will have performed a distinct service for humanity, well worth the effort involved.

The miners' strike is still dragging out its hideous length, and absolutely devoid of results so far as the public knowledge is concerned.

Lewis claims that the next few weeks will encompass the settlement of the difficulty, and yet there is no sort of indication on the part of the

FIRE

TORNADO

BETTER INSURANCE AT LESS COST

During the year 1921 the companies operating through

The Mill Mutuals Agency

paid more than \$5,800,000 in dividends to their policy holders and \$8,300,000 in losses.

How do they do it?

By INSPECTION and SELECTION

Cash Assets Over \$22,610,000.00

We Combine
STRENGTH, SERVICE, SAVINGS

THE MILL MUTUALS
AGENCY

120 W. Ottawa St.

Lansing, Michigan

Van Dam



The NEW PERFECTO
FROM OUR OWN SCIENTIFICALLY
CURED AND BLENDED TOBACCOS

IN ADDITION TO THE OLD VAN DAM FAVORITES
INVINCIBLE-10c, BLUNT-10c, CLUB-2 for 25c

BLENDED AND MANUFACTURED BY

TUNIS JOHNSON CIGAR CO. GRAND RAPIDS, MICH.

operators that their position is more than passive and the probable facts are that nothing whatever is being done toward a settlement between the interested parties.

Lewis also claims that the wonderful thirty millions defense fund is still holding out surprisingly, though it is a matter of public knowledge in the anthracite fields the families of many union miners, loafing to carry out a great principle, are soliciting alms and suffering is great among them. In the more Western fields there may be less of actual privation, but the bottom of the flour barrels is coming to view and a few weeks more will largely increase the indigent contingent.

Under adverse transportation conditions the operators have not been at all anxious about the restoration of mine working conditions, and while they are suffering losses without measure, there seems to be a disposition to let the problem shape itself.

The fight has been brewing for a long time and conditions—with non-union fields supplying an almost adequate supply for present consumption—are favorable for demonstrating who shall finally handle the business end of the mining industry.

W. H. Istler.

Relative Merits of Six and Eight Cylinders.

El Cajon, Calif., May 15—I note the Cadillac Motor Car Co. comes to the rescue of the 8 cylinder type of automobile motor in the Tradesman. The writer of the letter is probably an engineer, as he is so courteous, and evidently wishes to advertise the Cadillac, rather than discuss the two system. As he does not mention my name, I doubt if it would be wise for me to attempt a discussion that would result only in a good advertisement for the Cadillac. I thoroughly agree as to the merits on which a buyer decides, after a demonstration. My love for my old friend (the Cadillac car) is such that I would dislike very much to hurt a sale by anything I might say.

I will take up the statements, item by item, and answer them each separately:

1. In the eight cylinder engine the power impulses overlap.

So does the 6 cylinder, which exerts a constant torque or turning effort.

2. Not only is turning effort exerted on the crankshaft continuously, but for approximately 50 per cent. of the time two or more cylinders are delivering power simultaneously.

This is questioned by many engineers. There is no doubt about the continuous stream of power, but does not any complete overlapping of impulse secure the desired results? If not, why stop at 8 cylinders? Why not 10, 12, 16 or more?

3. The result is a very flexible power plan which meets the slow speed requirements of modern city traffic without gear shifting and which has fluent power for rapid acceleration to extreme speeds.

If 6 cylinders give a continuous twist, why add parts of small wearing surface to get the same displacement? Will not the larger parts give larger service with as little wear?

4. In the eight cylinder car, greater efficiency is made possible by carrying higher compression. One of the important efficiency factors is the compression pressure, which is, however, limited in pressure by pre-ignition.

By carrying higher compression is the explosive effect not more shocking to the parts than a lower compression per cubic inch displacement?

5. The easier cooling of the smaller pistons of the eight cylinder engine allows an increase in the compression pressure, without the rise in temperature from which pre-ignition results.

Easier cooling is granted, providing valve openings are not generous enough to accomplish perfect cooling under all conditions. Ignition is regulated by "timing," is it not? Then why should pre-ignition have anything to do with the number of cylinders?

6. The high speed and smooth running of the eight cylinder engine are due principally to the reduction of inertia forces accomplished by the use of lighter reciprocating parts.

Does the high speed engine wear longer than its lower speed brother? Does the more parts, and smaller, wear as long as the larger?

7. In the pistons especially is evidenced the elimination of unnecessary weight, made possible by the less severe impulses and smaller cylinders which accompany the multi-cylinder design.

For the same cubic inches displacement is there less total weight in the eight cylinder system than in an equally well made six? I'm not an engineer, as may easily be guessed.

8. When one considers that in the modern multi-cylinder engine at high speed each piston travels at a tremendously high velocity and stops and starts more than eighty times per second, the relationship between speed and weight of the reciprocating parts becomes clear.

Granted the above to be a fact, why lessen the size of reciprocating parts, and increase their velocity, by adding two cylinders to a system that already overlaps sufficiently to get the desired flexibility?

There is no question about the marvelous flexibility of the six or eight over the four, when equally as well built. The owner who drove an under-powered four cylinder engine was so amazed at the flexibility of either the six or eight, that he could not tell which had the more elasticity. I doubt if many four cylinder owners ever tried both. They bought whichever they happened to try first. But it was not so easy to convince a six cylinder driver of any superiority or advantage to be gained by adding cylinders to get the overlapping advantage beyond that of securing a constant stream of power.

I should think an engine turning over 1000 r. p. m. and traveling 40 miles p. h. would give more mileage than one that turned over 2500 r. p. m. to get the same speed.

J. Elmer Pratt.

Credit and Currency Contraction.

The contraction in the volume of money in circulation goes on apace. The per capita circulation of money on May 1, as reported by the Treasury, was \$48.89, compared with \$57.12 on the same date in 1921. Between April 1 and May 1 of the current year the contraction in the per capita circulation amounted to 92 cents, whereas the monthly average for the past twelve months has been only 68 cents. This does not look exactly like a return of inflation, though of course the mere volume of currency is not the only factor to be considered. Inflation might conceivably be effected by an expansion of credit, without any corresponding increase in the amount of currency in circulation. The Reserve system, however, has been revealing a continuous shrinkage in the volume of commercial credits since the latter part of 1920, and last week it reported a further drop of \$36,000,000 in its bill holdings. It is possible that the member banks have recently been expanding their credit accommodations without resort to rediscounting by the regional banks, but the greatest form of credit expansion at present is to be seen in the flotation of new capital issues, and this is an indication that the demand for ordinary commercial credit is for the time being subnormal.

PLAIN TALKS
ABOUT
STREET CAR
SERVICE

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

Making Change

It is very annoying to anyone to be told to "Have exact fares ready, please."

The street car company does not ask this as an accommodation to itself. Making change requires nearly a third of the time of a conductor or "one-man car operator." In the case of the latter it delays the car which, in turn, requires others to wait.

Nearly every caution, every rule, every requirement which your street car company finds it necessary to impose upon its patrons reflects directly upon the service it renders to the public. You are the public. You benefit by any and every co-operative act, every helpful effort you put forth to improve street car service.

When thoughtless patrons, consciously or unconsciously, retard the progress of a street car, they are retarding their own progress as well as that of all the passengers using the car.

Your street railway company expects of all its employes the utmost courtesy. It is the cheapest part of what we have to sell, which is service. But, as it takes two to quarrel, it also takes two or more to effect a courteous relationship.

Be one of those who in helping yourself help others.

Grand Rapids Railway Co.

J. D. Lamarker
Vice President and General Manager

GRR



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.

Progress of the Michigan Retail Dry Goods Association.

Lansing, May 23—At the directors' meeting recently held in Lansing it was decided that the next annual convention of the Association shall be held in Lansing. Our constitution provides that the annual meeting shall begin on the second Tuesday of September. This fixes the date of the convention, Sept. 12 and 13. I hope our members will make note of this date and plan to be in attendance.

Standardized Order Blanks.

At the Grand Rapids convention held in September, 1920, L. G. Cook, of Jackson, advocated the preparation of a standard order blank to be used uniformly by the members of our Association. Mr. Cook has worked faithfully on this blank, has submitted it to a large number of merchants and has had the assistance and advice of a committee of four other members. At the directors' meeting, May 9, his order blank was officially approved. In the near future a bulletin will be issued, giving samples of the order blank, a schedule of the prices and the conditions under which these blanks may be obtained. Merchants having in mind the expense of printing some order blanks should wait until our standard blanks and prices are received.

Pattern Contract.

It is not my intention to comment at length on this much discussed question. I am reporting, however, that H. N. Bush, Acting Chairman of our Pattern Committee for the Michigan Association, presented at our directors' meeting a final draft of the pattern contract which was decided upon at a meeting of representatives of eight states held in Chicago in March. Mr. Bush expressed his opinion that this contract should be printed and submitted to our members as soon as the general committee from the eight states, through its sub-committee, have had an opportunity to discuss the matter with the pattern companies, with the hope of coming to a general agreement. Our purpose in including it in this bulletin is simply to report progress.

Group Meeting.

The group meeting at Pontiac, May 11, was fairly well attended, about forty-five men sat down to the supper, members coming from Imlay City, Flint, Battle Creek, Ypsilanti and Ann Arbor. It was 11 o'clock before the meeting dispersed. Those who participated in the discussions were President Knapp, former Vice-President Toeller, F. E. Parker, head of the Detroit Credit Bureau, H. H. Hoffman, of Sandusky, and Prof. W. H. French, of M. A. C. C. E. Noyes, Secretary of the Retail Merchants Board, attended to the details in a very able and satisfactory manner. The discussions were thorough and very interesting. Some new members were secured and the merchants of Pontiac and vicinity expressed themselves as much pleased with the occasion.

Summer Closing Hours.

A letter from one of our members asks me to give a complete list of the

stores in Michigan which close on Saturday nights. To do this I must have the information from our members. Please send a letter to this office giving your custom during the summer months as to one afternoon or Saturday evening closing. This information will be compiled and furnished to our members. Please do not neglect this. Jason E. Hammond, Mgr. Mich. Retail Dry Goods Association.

How Billy Martin Helped.

My good friend, Charles Kroll, who manufactures high grade overalls, told me recently that the man who had helped him most in life was a fellow he worked with in a Providence, R. I., department store.

You might think from that that this influential person was a most inspiring character. He wasn't. He was a sour, disgruntled, complaining individual.

"Billy Martin," said Mr. Kroll, "was a fellow who believed that only those with pull could get ahead in the world. He himself felt that everyone was against him. He made up his mind to this early in life and looked upon everyone with suspicion.

"When he was given an order he never carried out the order as he had been told. To show his independence, he would do it some other way. He wasn't going to let people boss him around. Wasn't he a free-born American citizen? You bet he was. Possibly that is why his employer let him drift from job to job and didn't unload any responsibility upon his shoulders."

As we travel through the world we get from the world pretty much what we expect. The truth is, we get exactly what we give. If we frown at people we receive frowns in return. If we are helpful we will find that there are others who will help us.

Mr. Kroll, working in the same store with Billy Martin, received promotion after promotion and in less than a year after he had started in a larger store in Boston, he was the head of seven departments. Meanwhile, Billy Martin was drifting from one salesman's job to another, the last one he held being just a little bit poorer than the one before.

No one could convince Bill Martin that the fault was his own. He argued, punctuating his arguments with many curses, that the rich were grinding the faces of the poor and that only those with pull who were content to be lick-spittles, were able to receive bigger pay and promotion.

It seemed to be constitutionally impossible for him to see that good, honest, efficient work is the one dependable, reliable, unchangeable wage-increaser and promotion-getter.

Tom Wye
 TRADE MARK

BATHING SUITS

Wonderful values Perfect fitting All wool
 Combinations that sell.

Write us. We will send samples.

Daniel T. Patton & Company

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

WORK PANTS.

The following numbers are extra good value, all in stock and prices quoted are in lots of 1 dozen. See below for special quantity discounts.

- 605—Men's Khaki pant, extra heavy weight, cuff bottoms, flap pockets. Open stock. Sizes 32 to 42, Asst. leg lengths ----- \$15.00
- 606—Men's Khaki pant extra heavy twill cuff bot., flap pockets, tunnel belt loops. Open stock, Sizes 32 to 42, Asst. leg lengths 19.50
- 607-608-609—Men's dark grey striped cottonade pants, straight bot. belt loops. Sizes 38-40-42 only. SPECIAL to clean up ----- 15.50
- 610—Men's cottonade pant, black body with dark blue hair line striped, flap pockets, well tailored. Open stock. Sizes 32 to 42. Asst. leg lengths ----- 18.50
- 611—Extra good quality cottonade work pant, dark body with neat stripe, tunnel belt slides, flap pockets, heavy drill pockets, Sizes 32 to 42. Asst. leg lengths ----- 18.50
- 612—Men's navy blue cottonade pants, with cluster of hair line stripes, straight bottoms, flap pockets. Open stock. Sizes 32 to 42. Asst. leg lengths ----- 18.50
- 614—Men's dark cottonade pants, grey hair line stripe, straight bot., flap pockets. Open stock. Sizes 32 to 42, Asst. leg lengths 20.25

IN LOTS OF 3 DOZ. 5% EXTRA DISCOUNT AND 6 DOZ. 10% EXTRA DISCOUNT. YOU CAN SORT VARIOUS NUMBERS IN THESE QUANTITIES TO AVAIL YOURSELF OF THE EXTRA DISCOUNTS.

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.

NAVICLOTH

Union underwear for the whole family.

Exclusive features of "Navicloth"—union suits—four plaits and a double belt back—sold for \$1.00 everywhere.

LOOKS GOOD
 FITS GOOD
 FEELS GOOD

Samples sent on request. Order now—stocks complete.

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

The man who goes around the world wearing a gloomy face, looking with suspicion upon everybody, harboring hatred in his heart, need not be surprised if the world shuns him just as it always shuns those who are carriers of hatred and other poisonous emotions.

Our thoughts create for us the world in which we live.

Thomas Dreier.

Proceedings in St. Joseph Bankruptcy Court.

St. Joseph, May 15.—In the matter of Lester Lindsey, bankrupt, of Otsego, the first meeting of creditors was held at Allegan and William Maxwell, of Kalamazoo, was elected trustee, his bond being fixed at \$1,000. Clyde Taylor, B. A. McCall and Thomas McNitt, of Otsego, were appointed appraisers. The bankrupt was sworn and examined by the referee without a reporter, his examination disclosing a small stock of groceries and other property of the estimated value of \$1,000. An order was entered by the referee, authorizing the trustee to sell the assets of the bankrupt estate at private sale.

May 16. In the matter of George W. Merriman, bankrupt, of Hartford, the offer of Arthur Vanderlyn of \$4,000 for the 110 acre farm was ratified and confirmed by the referee and the trustee was directed to execute a deed for the property to Mr. Vanderlyn upon payment of the purchase price. The offer of Lewis P. Walker, stove manufacturer, to compromise and settle all claims held by the trustee against him upon payment of \$4,000, which claims consisted of notes and overdrafts due the Hartford Exchange Bank, formerly conducted by the bankrupt to the amount of some \$10,000, was considered and numerous creditors objecting to the proposed compromise, an order was entered by the referee rejecting and disaffirming the same.

May 17. In the matter of John Van Dyken, bankrupt, of Kalamazoo, the trustee filed his supplemental final report, showing distribution of all the funds of the bankrupt estate, whereupon an order was entered by the referee closing the estate and discharging the trustee. The referee also made a certificate recommending the discharge of the bankrupt and the record book and files were returned to the clerk's office.

In the matter of Sam Konigsberg, bankrupt, of Kalamazoo, the trustee filed his supplemental final report and account. Thereupon an order was made by the referee, closing the estate and discharging the trustee. Creditors having filed objections to the discharge of the bankrupt, no recommendation was made by the referee relative to the same.

May 18. In the matter of Samuel Gills, bankrupt, of White Pigeon, the inventory and report of appraisers was filed, showing property of the appraised value of \$2,027.89. Whereupon an order was made by the referee directing the trustee to sell the same upon ten days notice to creditors.

May 19. In the matter of Vern Cairns, bankrupt, of Kalamazoo, formerly engaged in retail cigar business at Plainwell, the first meeting of creditors was held at the former place. No creditors were present or represented and the examination of the bankrupt disclosed no assets above his statutory exemptions. An order was made that the bankrupt be allowed his exemptions as claimed. Unless cause to the contrary is shown, the estate will be closed in ten days.

May 20. In the matter of Arthur Reed, bankrupt, of Hartford, the adjourned first meeting of creditors was held at the referee's office and the trustee's first report and account, showing total receipts of \$256 and disbursements of \$11.80, was considered, approved and allowed. Preferred labor claims of \$135 and expenses of administration of \$49.20 were ordered paid. Unless further assets are discovered, creditors will receive dividends of less than 2 per cent. The meeting was adjourned for twelve weeks.

In the matter of Walter C. Jones, Earnest Standard and Farmers & Merchants Bank, of Jones, a copartnership, bankrupt, the adjourned first meeting of creditors was held at the referee's office and the trustee's second report and account, showing cash on hand of \$5,062.71 and property of the estimated value of \$21,848.61, were considered, approved and allowed. Expenses of administration to date were ordered paid and the declaration of a first dividend deferred until the petitions for review pending in the district court are disposed of. From present indications creditors will receive about 10 per cent.

That's Different.

Stealthy footsteps on the stair
Leading to the cellar;
Pungent odor fills the air,
Pleasing to the smeller.
But I hasten to advise
All you thirsty critters
That I hint of pumpkin pies,
Not of home-made bitters.

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.	26
Big Injun	11 1/2
Lonsdale	16
Hope	13 1/2
36 in. Indian Head	20
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 1/2
Steifels Drill	18 1/2
8 oz. Canvas	18 1/2
Armour, ACA Tick	27 1/2
8 oz.	27 1/2
Cordis, ACA Tick	25
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.	17 1/2
Diamond Hill, Nain.	15 1/2
Diamond Hill, Camb.	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	15
Amoskeag Staples	12 1/2
Haynes Staples	12 1/2
Lowe Cheviots, 32 in.	15
Bates, 32 in.	22 1/2
Treffan, 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
100 Flannelette	12 1/2
1931 Outing Lights	13 1/2
1921 Light Outings	13 1/2
Scotchdown Shaker	15
Appledown Shaker	15
Appledown Shaker	16
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 Marquisette	19 1/2
Dragon Drapery	27 1/2
36 in. Art Cretonne	25
36 in. Elco Tapestry	30

Linings and Cambrics.

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

Meritas Oil Cloth.

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

Flags.

16x24 in. Spearheads	1 32 1/2
18x30 in. Spearheads	1 90
24x36 in. Spearheads	2 95
Each	
3x5 ft. Reliance	Prt. 70
4x6 ft. Reliance	Prt. 1 30
5x8 ft. Reliance	Prt. 1 90
6x9 ft. Reliance	Prt. 2 90
8x12 ft. Reliance	Prt. 4 25
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	
Wool Storm Serge	57 1/2
No. 75, 44 in. Storm	
Serge	82 1/2
No. 4040, 50 in. Storm	
Serge	1 10
40 in. Julliards Pla.	1 32 1/2
50 in. Julliards Pla.	2 00
5120, 50 in. French	
Serge	1 50
K S, 36 in. Storm	37 1/2
Serge	1 22 1/2
2215, 50 in. Storm	
Serge	2 00
56 in. All Wool	
Coating	2 00
D R N Tricotine	1 65

Carpet Warp.

Peerless, White	42
Peerless, Colors	48

Diaper Cloth.

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

Notions.

1225-F Boston Garters	2 25
Rubber Fly Swatters	90
Per M	
Roberts Needles	2 50
Per Box	
Stork Needles	1 00
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 Hainnets	
D. Mesh	1 00
Gainsborough Hainnets	
S. Mesh	80
Per Box	
R. M. C. Crochet Cot.	75
B-4 Clarks Crochet C.	90
Silkline Crochet Cotton	90
Sansilk Crochet Cot.	55
Dexters' Knitting	
Cotton, White	1 50
Dexters' Knitting	
Cotton, Blk., col'd.	1 75
Allies' Yarn, bundle	6 50
Pound	
Fleishers Knitted	
Worsted, skeins	2 30
Fleischers Spanish	
Worsted, balls	2 60
Fleishers Germantown	
Zephyr, balls	3 70
Fleishers Saxony, ba.	3 70
Fleishers Knitted	
Worsted, balls	2 60
Fleishers Scotch &	
Heather, balls	2 90
Doz.	
Ironweave Handkfs.	90
Rit Dye Soap	80
Wolverine Dmesh Cap	
Net	80

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,	
bx'd. 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	5 25
in back	
Ladies' fleeced hose, hem top	2 25
Ladies' fleeced hose, rib. top	3 00
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	27 00 to 33 00
Ladies' all pure worsted, plain	25 00
Ladies' all pure worsted striped and	
color combinations	27 00 up

Athletic Underwear for Spring.

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

Wide and Medium Stripes.

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

Men's and Boys' Cotton Underwear for Spring.

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

Men's Dress Furnishings.

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



Michigan Poultry, Butter and Egg Association.

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

Canned Foods Meet Stronger Demand.

There is a better demand for canned foods, and wholesale grocers report that distribution is good. Some of the brokers say, that if that is the case they cannot understand where the wholesale grocers get the goods to distribute, as they have not been buying any this Spring with which to make any except a make-believe distribution.

This view is extreme, however, for all the big pack of peas of 1921 has gone into second hands. So have all the table California fruits, all the pineapple, all the asparagus, all the spinach, about all the pumpkin and a very important proportion of the corn and tomatoes. Somebody has been selling some canned foods and I believe the wholesale grocers are entitled to most of the credit for it.

Too much importance is given by some writers and market analysts to the canned foods distribution of the chain stores and mail order houses. The fact is that the chain stores have about 25,000 retail units in the United States—they claim 40,000, but they haven't that many. If they have I must be shown. Although they sell a large amount of goods, it must be remembered that there are 350,000 family retail grocery stores in the United States which are supplied by the wholesale grocers.

Neither do the mail order houses function to an important extent in the distribution of canned foods, as their trade runs largely to wearing apparel, household goods and farmers' supplies which do not carry with them a large proportion of canned foods.

The complaints about the failure of wholesale grocers to function in the distribution of canned goods come largely from the war-time brokers who jumped into the canned foods brokerage business in war-time when if a buyer heard a broker had any canned foods to sell he would "run the broker ragged" to get the goods; and when such a thing as salesmanship was not at all essential in the brokerage line. Now that conditions are getting back to normal, and when it takes hard work and salesmanship ability to sell, the "war babies" are having a hard time to make the brokerage business show any profit.

The truth is that there is not a living wage for all the canned foods brokers who are in the business, and there will not be for many years to

come. The brokerage rate does not increase as the prices of canned foods decline, and the broker who sells a thousand cases of canned corn to-day at 80c cannery makes just half as much as when he sold it at \$1.20 cannery, for the rate of brokerage is unchanged.

I suspect that an analysis of the distribution would show that wholesale grocers are still doing their part for the canners, and that they will continue to do it for a long time.

John A. Lee.

Feed Dealers Are Warned.

The Bureau of Chemistry, charged with the enforcement of the Food & Drugs Act, have warned feed dealers regarding false and misleading statements on bags which are refilled. The original branding, labels and gradings misrepresent. The Federal Food & Drugs Act does not require the name of the manufacturer or the brand name to appear on sacks of feed coming within its jurisdiction, according to officials of the bureau, but if the name of the manufacturer and brand are given on the sack they must be true. The Food & Drugs Act prohibits the use of any statements on foods or feeds that are false or misleading in any particular. A dealer who contemplates refilling used feed sacks on which is printed the name of another manufacturer or any statements that are not correct when applied to the product he uses in refilling the sacks should be very careful to see that all such statements are obliterated. Inspectors have been instructed to look out for interstate shipments of stock feeds which are adulterated or misbranded in this or any other particular. Appropriate action will be taken in all cases found to be in violation of the law, it is said.

Value of Poultry and Egg Production.

The estimated total value of poultry and eggs produced on the farms of the United States during 1921 was \$943,200,000, according to figures recently compiled by the United States Department of Agriculture. Of this total \$401,600,000 represents poultry and \$541,600,000 represents eggs, exclusive of pigeon eggs. The production of poultry on farms in 1921 is estimated 526,000,000 chickens and 24,000,000 other fowls. The production of eggs is placed at 1,837,000,000 dozen chicken eggs and 6,000,000 dozen other eggs. These estimates are based upon the results of the fourteenth decennial census which was taken in 1920 but which covered, in so far as poultry and egg production was concerned, the calendar year 1919.

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**

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

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

Moseley Brothers,
GRAND RAPIDS, MICH.

MILLER MICHIGAN POTATO CO.
Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
Grand Rapids, Michigan

Friendship in Business Has Won the Victory.

Grant, May 16—If business picks up as it is scheduled to do by some of our reliable workers in the ranks of endeavor, we may conclude that the worst is over and that this will be the year of a great awakening such as has not been with us in many a long day.

The weather is in our favor. Spring has held off until all danger of frost has passed. Fruit trees are blossoming with a promise of abundant fruitage. Farmers are afield working diligently with determined hearts and smiling faces. All nature laughs in the sunshine as much as to say, look right here and be guided by the promise of the Lord to multiply crops and make glad all His children of earth.

One prominent business man, who has been keeping up his grit, waiting for the clouds to pass, smiles now since he sees the sunlight over the hill and notes that business is surely on the mend. How could it be otherwise, with the hearts of all set on making things end right, no matter how dark the prospect was a short time ago?

Before the year is out we will all of us wonder why we ever in the least degree allowed ourselves to be pessimistic. There is no place in the business man's experience for cowering and fear. Should this year open the way for renewed activities all down the line, how glad we shall be that we grieved our teeth and hung on.

There has been a unity of thought, a reserved force behind the merchant worker, which is bound to make good, even sooner than the most optimistic had reason to expect. Hang together has been the resolve. It is much better to do this than for each one to hang singly as one signer of the Declaration of Independence remarked as he put down his signature to that document.

There have been less failures than in any other panic in our history. In fact, although there have been enough discouragements to wrench the land from one end to the other, there has been no real panic such as has been known at other times in our National history. Men have wondered at this, even as they asked, "Is there such a thing as friendship in business?"

Had there been no friendship in business, this land of ours would today be one sad wreck of fortunes and the suicide list would have quadrupled. It is this magnificent friendship among business folks that has buoyed up sinking hearts, steadied quaking nerves, builded hope and faith in the future and made certain the complete resurrection of business conditions throughout the country.

In days of old there was a certain rivalry in business which made for ill conditions when the storms of adversity came.

During our past few years of disaster and hard times we are fortunate that this sort of relentless rivalry has not been manifest. Every sensible merchant realizes that what is good for his neighbor is good for himself, and that it is business sense to seek the good of all and not the success of a few at the expense of the many.

There can be no lasting prosperity unless it takes in the whole. Merchants seem to have realized this during the past year more than ever in the history of our country. A fellow feeling has been generated which bids fair to save us from the worst that has been expected.

Farmers are taking hold with renewed hope and vigor. The passing of winter has sent pessimism into limbo. Money moves more freely and our best hopes are to be realized sooner than we once dared to believe.

Friendship in business means more than many suppose.

After the long night of unprosperous months following the close of war activities have passed we shall all acknowledge that it was friendship, one for another, with all bitterness of rivalry obliterated, that led the wan-

dering merchants out of the wilderness into the land of renewed prosperity.

Under pleasanter skies may we not realize how very near we came to making a failure, and stand rigidly hereafter in defense of that friendly neighborliness in business which characterizes our intercourse with our best loved home friends.

A name synonymous with integrity is of more worth to a merchant than a bank full of ready cash. A good name is above rubies in the business world, as it is in the every day affairs of life. It is a glorious thought that throughout our last few months of rigorous hardships the business world has stood shoulder to shoulder as one man, battling for a righteous outcome to it all.

The reward for those who have stood firm—who have clasped hands with brothers in distress—is near at hand. We predict that within less than another twelvemonth the darkest clouds will have rolled by and renewed activity will have taken place in every business in the land. Old Timer.

Wool Is Wool By Court Decision.

Saginaw, May 16—An American humorist some years ago convulsed his readers with a discussion of the fact that "pigs is pigs." The country rocked with merriment. Now we have a decision of the Supreme Court of the United States that is calculated to bring joy to the heart of the average citizen, in which class I acknowledge membership. It is to the effect that wool is wool.

A Syllabus of the recent decision by the highest tribunal in the land, in the case of the Federal Trade Commission against the Winsted Hosiery Company of Connecticut, sums up the case satisfactorily. Branding your goods "natural merino" or "gray wool" doesn't give you the right to make it 50 or 90 per cent. cotton. If you say it is wool, then make it wool—or stand prosecution for misbranding your goods. That sounds like a sensible rule of law and a sensible rule of business. Buyers of woolen goods will rejoice to learn that it has the sanction of the Supreme Court.

The tendency to make words mean nothing is not new. Sardines were once a particular kind of small fish packed in a particular way in olive oil. Substitution and adulteration continued so many years that when the matter came up in court it was held that even the buyer knew that there were no sardines off the coast of Maine and that Norway couldn't be packing genuine sardines in her native olive oil. In other words, the court held that the fraud had been going on so long that nobody was deceived and that a herring or a sprat was to all intents and purposes a sardine, even though it was put up in cottonseed oil or peanut oil.

The rule of the court apparently hinges not so much upon the terminological inaccuracy as upon the deceptiveness of the terms employed to describe the article. An Eskimo pie, therefore, may be so called, notwithstanding the fact that an Eskimo would probably reject it as an unknown item of food and the further fact that it might as well be called a soda cracker as a pie. But when a man says he is selling you an "Australian-wool" sweater and it turns out to be part cotton, you resent it because you were either deceived or were expected to be deceived by the terminology.

The decision of the Supreme Court stands as a means of protection for the consumer of branded articles. And that is why I smile.

Marion B. Lander.

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

A. B. KNOWLSON CO.
Grand Rapids Michigan

"Yellow Kid" Bananas

smooth as a glove

Bananas which are always bright, clean and attractive. Ripened correctly, handled carefully and always most delicious to eat.

Many recognize these distinctive qualities.

"Yellow Kid" Bananas

PIOWATY METHODS

INSURES

PLEASURE AND PROFIT

TO YOUR

FRUIT AND VEGETABLE DEPT.



M. PIOWATY & SONS, of Michigan

A Quick Turn-over for Grocers

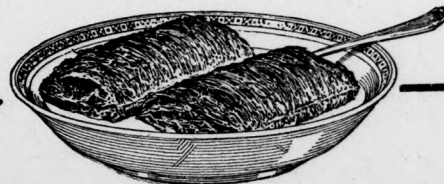
The grocer's profit comes from quick turn-over. Goods that stick to the shelves yield no profit. Better a small profit on goods for which there is a quick demand than large profits on goods that have no sale.

Shredded Wheat Biscuit

is sold before it reaches your shelves. A steady demand created by years of extensive advertising means business for you. Our advertising plans for 1922 are on a larger scale than ever before. Shredded Wheat is the one universal, staple, whole wheat cereal food, eaten in all climes and in all seasons. There's no substitute for it. Your friendly co-operation is solicited.

MADE ONLY BY

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





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.

Some Suggestions Regarding the Wedding Gift Trade.

Written for the Tradesman.

The month of June is traditionally the month of brides. For the hardware dealer, the yearly bevy of newly-weds means an equal number of newly furnished kitchens. The newly-weds must buy these kitchen furnishings somewhere.

Who gets the business? Can you get a little more than you are getting? If you can, why not go after it by catering to this class of trade?

There are two distinct phases to the gift trade. It is, of course, an all-the-year-around trade; but June is the big month, with September, as a rule, a popular second.

The main feature, of course, is the business in wedding gifts proper. The tendency in recent years to purchase useful gifts in preference to the purely ornamental, has diverted a great deal of this trade from the jeweler to the hardware dealer; and the course of many hardware dealers in stocking relatively ornamental lines, such as hammered brass, cut glass and fancy silverware, has helped to hold the business for the hardware store.

Besides this, a great deal of small business can be secured through catering to "kitchen showers" and similar pre-nuptial events. While in this department the individual sales are small, yet in the aggregate the business probably amounts to a considerable sum.

Any time after the middle of May is a good time to put on a "kitchen shower" display. A display featuring wedding gifts proper should be put on early in June, emphasizing the month; and it is often good policy to put on a second display a little later.

In catering to this business, it is well to go after it systematically. One hardware dealer gives the following suggestions, being an outline of plans he has himself pursued:

First of all, it is necessary to find the newly-weds—or rather, the prospective newly-weds. In many places the city records will show to whom licenses have been issued. The society marriage columns of the dailies give more clues; and by getting the confidence of the clergymen and telephoning them occasionally, the dealer can frequently get a valuable tip.

Then, the young chaps on your sales force, meeting other young peo-

ple constantly, will be able to pick up advance information that won't come to you personally. Or a wide-awake girl stenographer or bookkeeper in your office will be a veritable dragnet, bringing in similar advance information. If you can get this information beforehand, it is much better than getting it after the event.

"Now that you have the addresses of the prospective newly-weds, it is time to launch your campaign. Of course, I make it a practice to follow the same system all the year around, whether it is in June or December; when I get a tip as to a prospective wedding, my selling plans at once start to operate. But in June I aim to emphasize the wedding gift idea, and to drive home with special emphasis the fact that the hardware store is especially equipped to cater to this trade.

"First of all, though, you should map out an advertising campaign to run in the local daily or weekly as close as possible to the society columns and the marriage announcements. The campaign should feature dainty things for the kitchen; showing how, by the use of the articles advertised, the bride can keep her hands beautiful, keep cool and eliminate the drudgery of housework. These are the most vulnerable points and the most attractive to the bride-to-be.

"The advertisements should show only the daintiness of the kitchen work—the delicious salads that can be prepared—the flaky pastries—the cool dishes and drinks from the refrigerator.

"Now that the copy of the advertisement is prepared for each day of the month of June, we will next get up a neat little folder showing the many lines we handle. A personal letter will be written to each bride or fiancée, ending with the suggestion that, in furnishing the future home, the enclosed booklet will be found very useful, as it contains many articles that will assist the housewife materially in her new duties. A short crisp letter to the man in the case will strengthen your sales plan; but concentrate on the woman in the case as she is the one who will be consulted anyway; so the sooner you convince her and capture her good-will the better.

"Two weeks after sending the first letter, send a second, suggesting some more articles and asking the recipient to call at your store for further information. Ask her to call and get the advice of your 'Bride's Assistance' department. This will develop her curiosity and will bring her into your store sooner or later.

"The store should be arranged to



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.

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

follow up this plan—to be of real help to the bride in making her selections. This can be accomplished by arranging a model kitchen where you can show the various uses of the different utensils. These should be arranged in sets which you could sell for so much. In this way you would save a lot of time and worry both for your sales staff and for the purchaser.

"The 'Bride's Assistance' department should have the plans of as many kitchen arrangements as possible, and should be in a position to show the bride how to economize on space, money and time in doing her work. Copies of the popular ladies magazines will give you good ideas along these lines. After fitting up a kitchen it would be a good plan to take a photo of it for future use, as these photos will prove very valuable in making sales.

"The whole store should be decorated for the occasion and everything should suggest as much as possible the lines you are pushing.

"This, of course, is catering to the bride who is equipping her new home. You should cater also to the various showers which precede the wedding. You know of course what a shower is?—a sort of party given by some friend of the bride who invites folks, and more particularly young people, who are not likely to be bidden to the wedding itself and yet who would like to give some small gift. Each person attending the shower brings some little gift for the bride, who is the guest of honor.

"Your advertising should suggest giving the bride-to-be a kitchen shower and should follow this suggestion with a list of suitable articles for such an occasion. Then, your salespeople can do good work by suggesting to their friends giving a shower for So-and-So. These little affairs are immensely popular with young people.

"Now for your window display. This should be given careful attention and all the forces at your command should be concentrated on it. The slogan 'See the Shower in Our Window' should be featured in all your letters and advertising copy. Banners should float from all your delivery outfits.

"Right in the center of the window place a dummy figure attired as a bride. Over the bride's head suspend a large parasol (a real good one, the better it is the more effective the display) and then shower all manner of kitchen ware at the bride. This effect can be secured with the use of a fine wire, suspending the various articles from the ceiling by means of this invisible wire. The floor of the window could be heaped with utensils that have fallen, and the sprinkling of a little rice and confetti will make the scene more realistic.

"The window should be decorated with flowers—real ones. They are cheap and plentiful at this time of year. Across the top of the window run a banner worded: 'Why not a kitchen shower?'

"Now, when you have your plans all ready—when everything looks fine—don't overlook the fact that no sale is successful unless the entire sales-

force is enthusiastic about it, and the whole organization co-operates to make it a success. Therefore take your staff, one by one, into a corner and talk with them. Get them enthused for the success of your sale, and eager to dig up new prospects for you. Remember that every bride-to-be and every bride represents a future home where you will be able to sell year after year—if you make the right impression now, at the very beginning." Victor Lauriston.

General Business On the Up-Grade.

Frank P. Meyer, of Danville, Ill., recently sent out a sure enough optimistic letter. In part he wrote:

"All one has to do is to watch the markets to be convinced that we have left the lowlands of uncertainty, and are headed for the hill of the most steady and sane prosperity, we have enjoyed for, several years. Farm products are on the up grade and they are admittedly the best of business barometers. Industrials are gaining strength daily. This means re-employment of many unemployed. Cheapening of call money indicates that capital is out of work and seeking a job. This means launching of new enterprises and further employment of unemployed. But we must not base our calculations on the high velocity bases of 1920-21. The business thus based will go flying into space like any other misdirected thing. We must move along enmass with the momentum of mass rather than speed. Every business must boost every other business. Right in line with this thought is the one that all shoe men should boost each other. And the best way for shoe men to boost each other and keep themselves firm is to become members of the National Shoe Retail Association."

Movie By-Products.

When motion-picture films are developed, a large part of the silver they contain is deposited in the hypo fixing bath. Until recently the movie laboratories at Los Angeles disposed of their used-up hypo by running it into the sewers, but now they extract the silver from it first. They recover in this way about half a ton of silver a month—enough, if coined, to make 13,950 cartwheel dollars. It pays, the process being simple enough. Sodium sulphide precipitates the metal, and the "mud" scraped from the bottom of the tanks is dried and smelted, the silver thereby obtained being molded into ingots and sold to the mint.

Along the two edges of every film are little holes punched out by machinery. These yield billions of tiny disks, which are burned, the ashes being put into the melting pot to recover the silver they contain. They yield five to six ounces of silver to the ton.

Two In One.

"Sages tell us that the best way to get the most out of life is to fall in love with a great problem or a beautiful woman."

"Why not choose the latter and get both?"

MCCRAY REFRIGERATORS for ALL PURPOSES

Send for Catalogue

- No. 95 for Residences
- No. 53 for Hotels, Clubs, Hospitals, Etc.
- No. 12 for Grocery Stores
- No. 31 for Meat Markets
- No. 75 for Florist Shops

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

You Make Satisfied Customers when you sell "SUNSHINE" FLOUR

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

Genuine Buckwheat Flour
Graham and Corn Meal

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



JUDSON GROCER CO.
GRAND RAPIDS, MICHIGAN

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

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

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.

Bel M 797 Citizens 4261



Gabby Gleanings From Grand Rapids.

Grand Rapids, May 23—Malodors emanating from basement toilets and wash rooms are again in evidence at numerous hotels throughout Michigan—a reminder that warm weather is again at hand. To pass from a stinking wash room into any kind of dining room would spoil the appetite of a flea-bitten dog, yet we travelers must put up with it in many places or go hungry.

Farmers are tickled to tears over the recent rains. A splendid hay crop is assured and small grains have been greatly benefited.

The Hutchinson Hardware Co., of Fennville, has erected eight radio outfits within the past few weeks for customers in and near that town. Several farm homes are soon to be equipped with the latest instruments or receiving air messages.

If the Hotel Committee of the U. C. T. is still unable to publish that list of hotels whose rates have been reduced 25 per cent., why not start something by printing the names of those country hotels where meals are served for less than 75 cents and rooms less than \$1.50? Space could not be given for those whose rates are unchanged. The list is all too large. Let's start something.

Dogwood trees are in flower. Never were they more beautiful than now. No one can recall when blossoms were more abundant. Surely, traveling by car is delightful in Springtime.

The Dowagiac Drill Co., one of the oldest manufacturing establishments in Southwest Michigan is soon to dissolve. Inability to borrow money to finance the business further is given as the cause. Re-organization of the company is being talked of by creditors.

Miners' wages in the iron country of Northern Michigan have been increased and a number of new men are at work.

U. R. Layman, of Cadillac, has reopened the hotel at Middleville, which is now called the New Western. Rates are \$2.50 per day; meals fifty cents. Those who have patronized the New Western speak well of it and say that Mr. Layman requests all travelers to make their headquarters with him while in Middleville. There is stationery and a place to write or to wait if necessary and a hearty welcome.

Patrons of the Columbia Hotel, Kalamazoo, will regret to learn of an accident that befell Florence Harrison. Florence was known for her smile, although she seldom spoke to the guests in all her three years' service. Seems something went wrong with the big coffee urn. Anyway it went over and Florence was drenched with scalding liquid. She is now in Borgess hospital, her face and arms swathed in bandages.

Gilbert H. Moore had charge of the big Garland stove exhibit at the Hoover-Bond Co., Kalamazoo, last week. An attractive window display was one of the big features. Inside the store were two modern gas ranges all connected up and working. Loaves of bread and lines of pastry like mother used to make, fresh from the ovens, were attractive and inviting.

Niles Borden, son of Mr. and Mrs. A. N. Borden, was married last week to Miss May Ella Hudson. They will reside at 430 Coit avenue.

A well-known traveler contributes the following: "I note the voluntary suggestion to the landlord of the Parker House (Hastings) in the last issue of the Tradesman and beg leave to state that the only thing which would preclude putting the suggestion into effect is the apathy of the landlord himself. He is so self-centered and also so satisfied with himself that nothing short of a charge of dynamite would get him out of the rut he has run in for the past dozen years. He acts as though it hurt him to answer a question propounded by a patron. I once asked him if I was in time for supper. He replied with a drawl, 'I guess you are.' As a matter of fact, the supper bell had not been rung yet, and did not ring until ten minutes later."

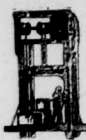
Reports from some forty district sales managers to a well-known Eastern manufacturing concern show that optimism now prevails throughout most of the country. While the change in trade is not yet far-reaching, there is a better feeling, and buying is not quite so conservative as in recent months. One note running throughout many of the reports is that still more pronounced improvement will come in the fall with the harvesting of the new crops. Labor conditions in particular show much improvement and the increased building activity has mitigated unemployment. In the steel districts, employers are actually beginning to worry over the labor supply. There are some spots where sentiment is less optimistic, as, for instance, in the coal-mining regions of Pennsylvania, where the strike has caused unsettlement in local business. In general, however, conditions are much better than a year ago, or even a few months ago.

Do live business men really stand in such terror of competition as is sometimes represented? Such a question was raised at the recent meeting of the National Association of Manufacturers in New York, after several spokesmen for trade associations had emphasized the curbing of competition as one of the chief functions of such organizations. The dissenter, himself the secretary of a trade association, took the position that it was not competition as such from which business suffers, but rather the things that lie back of competition of the bludgeoning variety, such as ignorance, short-sightedness, and lack of business morality. The true purpose of the trade association is not to stifle competition, but to render it intelligent constructive and co-operative. By setting high standards of business ethics and practices, and by the compilation of useful trade information, competition can be rendered more intelligent and more moral, and the more it improves in these directions the less will be its tendency to become destructive and unfair.

C. F. Stillson, member of Grand Rapids Council and traveling for the Coye Awning Co., reports business good and getting better and for that reason is afraid he will be unable to attend the Grand Council meeting at Muskegon.

G. W. Annable also reports business good and intends to attend the Grand Council meeting at Muskegon.

In the lobby of Reid's Hotel, South Haven, one evening last week, a number of traveling salesmen were dis-



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.



Add Ten Pay Checks

To your pay roll by enrolling for

SUMMER SCHOOL



JUNE 5, JUNE 19, JULY 5, and JULY 17 are good dates.

Why not get the start of the less ambitious?
Why not start earlier and earn \$200 more?

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

HOTEL WHITCOMB

St. Joseph, Mich.

European Plan

Headquarters for Commercial Men making the Twin Cities of
ST. JOSEPH AND BENTON HARBOR

Remodeled, refurbished 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.

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION



Graham & Morton TO CHICAGO

\$3.95 Single Trip \$7.30 Round Trip

MICHIGAN RAILWAY LINES

BOAT TRAIN 8 p. m.—G. R. Time

Sundays—Tuesdays—Thursdays

Day Trip Saturdays

BOAT TRAIN 10 a. m.—G. R. Time

FREIGHT RATES LOWER

MICHIGAN RAILROAD
Foot Lyon St., Citiz. 4322, Bell M 4470

GRAHAM & MORTON
Pantlind Hotel Lobby
Citiz. 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

OCCIDENTAL HOTEL

FIRE PROOF

CENTRALLY LOCATED

Rates \$1.50 and up

EDWARD R. SWETT, Mgr.

Muskegon :: Michigan

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.

crossing train connections at Grand Junction between the P. M. and Michigan Central, and all were of the opinion that the Michigan Central should leave its South Haven terminal in time to connect with the South bound Pere Marquette at Grand Junction at 5:03 p. m., not taking in view the fact that the M. C. would have to leave South Haven about three hours earlier than the present schedule in order to make it.

The Elkerton Hotel, at Dowagiac, is courting trouble between itself and the traveling salesmen by charging them 65 cents for their meals and charging local people and automobile tourists but 50 cents. All eat in the same dining room and at the same table with the commercial men.

Ira F. Gordon is again back on the job, feeling well and looking fine and was given the glad hand by a number of his old U. C. T. friends when he dropped in on them at the Lakeview Hotel the other evening.

The last seen of Walter Lyps was Monday, when he headed for the Soo. We are wondering if he will get back in time for the Bagman meeting. Every member of Grand Rapids Council should plan on attending the U. C. T. convention at Muskegon June 1, 2 and 3, or at least get there for the parade Saturday morning, June 3. Grand Rapids Council ought to make a big showing and let the people of Muskegon know that we are on the map and are a bunch of live ones.

The five hundred and odd members of Grand Rapids Council who failed to get in on the blind auto run last Saturday afternoon have another guess coming if they think they had any better time staying away than those did who went. The committee was busy all the forenoon, answering phone calls from inquisitive men and some women as to the destination of the party, but to no avail, thus in this instance at least breaking the time worn tradition that a woman cannot keep a secret. Rockwell and Pilkington say even they did not know, although there were many who looked upon this assertion with suspicion. At the appointed hour Mrs. A. F. Rockwell led off with her Nash touring car for the realm of mystery, while Mrs. L. V. Pilkington took a position at the rear of the line to set right any stragglers who might fall by the wayside. This turned out to me a wise provision, for she picked up Lloyd Bliss and Clarence Wormnest, who were unable to follow the trail. North, South, East and West the trail wended, until finally, like a big magnetic needle, it settled down to a Northerly direction that pointed toward beautiful Bostwick lake, where the happy party of sixty settled down for a luncheon. The tables were spread in the breezy new Kitson pavilion which extends out over the lake. A very instructive and entertaining programme was arranged by the committee in charge, numbers being taken from the members of the Council, Alvah W. Brown, a charter member of No. 131, was the principal orator of the day, speaking very entertainingly on the question of a Federal penitentiary to be located in Michigan on a farm of about 4,000 acres of land, where men would be trained the cultivation of the soil and where the adaptability of all kinds of crops to the different soils would be studied. He would develop the water ways of our State and utilize them for power. The automobile, he said, is a hindrance to young people getting a home and is the chief cause of the present shortage of homes. Mr. Brown says the most careful estimates show that it cost 26 cents per mile to run an auto. Taxes in this State have increased from \$13.02 per capita in 1910 to \$43.70 in 1921. J. M. Vandermeer, vocalist, assisted by Mrs. Vandermeer at the piano, rendered some exceptionally beautiful selections and revealed to the Council that we have within our ranks a

singer of rare ability. Mrs. R. A. Waite played dance selections and popular airs while the members of the party danced on the new pavilion floor.

The hotel situation is greatly strained in Grand Rapids these days because of the destruction of the Morton House, which will be leveled to the ground by the end of another week. Traveling men and visiting merchants who expect to visit this city during the remainder of this year should invariably write or wire ahead for reservations. The new Hotel Rowe will be ready for guests by Christmas, but the new Morton House and the addition to the Pantlind Hotel will probably not be completed before June 1 of next year.

Ralph Jones, in recalling his early experiences as a paint salesman, remarked that he got two orders from the proprietor of the first store he entered—one to get out and the other to stay out.

Another of our young friends has embarked upon the sea of matrimony. E. B. Ghysels, a popular and hustling member of Grand Rapids Council and Mrs. Myrtle Stowe were married about a week ago, and after spending a short wedding trip in and around Chicago they are again back in Grand Rapids, where they will make their home and from now on it will be back home every Friday night for friend Ghysels. John B. Olney.

Proceedings of Grand Rapids Bankruptcy Court.

Grand Rapids, May 15—On this day was held the special meeting of creditors in the matter of Sigler Player Action Co., Bankrupt No. 1885. The bankrupt was not present or represented. The trustee was present in person. The receiver's report and account were allowed in part and the remainder disallowed. Several additional claims were allowed against the estate of the bankrupt. An order for the payment of administration expenses and the declaration and payment of a first dividend to general creditors was made. The special meeting of creditors was then adjourned no date.

In the matter of Joseph Savitsky, Bankrupt No. 2091, the funds for the first meeting of creditors having been furnished, the first meeting of creditors will be held at the office of the referee June 5.

May 17. On this day were received the schedules and order of reference in the matter of Cutler Bros., and William and Frank Cutler, individually Bankrupt No. 2096. The bankrupts are residents of the city of Grand Rapids. The schedules of the bankrupts do not indicate the occupation they were engaged in. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The schedules of the bankrupt list assets of \$1,125.66, of which \$162 is claimed as exempt, and liabilities of \$1,678.33. A list of the creditors of the bankrupts is as follows:

Breckenridge Creamery Co.,	\$1,125.95
Breckenridge	75.60
Cadillac Produce Co., Cadillac	
Sand Lake Creamery Co., Sand	416.64
Lake	
Campbell Paper Box Co., South	63.14
Bend	

The first meeting of creditors in this matter will be held at the office of the referee June 5.

May 22. On this day was held the adjourned first meeting of creditors in the matter of Allen G. Thurman Co., Bankrupt No. 1955. The bankrupt was present by Allen G. Thurman and by Earl Phelps, attorney for the bankrupt. Mr. Thurman was sworn and examined before a reporter taking the testimony. The matter was then adjourned to May 26.

On this day also was held the sale of assets in the matter of Abraham Morrison, Bankrupt No. 2076. The bankrupt was present in person and by attorneys, Butterfield, Keeney & Amberg. Certain creditors were present in person. The trustee was present in person. Various bidders were present in person. The stock in trade was sold to Julius Silverman, of Grand Rapids for \$1,850. The furniture, fixtures and equipment were sold to A. H. Kollenberg, of Grand Rapids, for \$1,500. The equity of the estate to the real estate was sold to the Commercial Savings Bank for \$75. The meeting then adjourned no date.

Happenings In and Around Owosso.

Owosso, May 23—S. S. Fraser, grocer of Durand, has sold the opera house block, including store building, closed out a \$3,000 grocery stock in fifteen days and, as a finishing touch to the deal, sold the entire outfit of store fixtures. How's that for going out of business in three weeks! Guess Sid is some hustler.

John Sparkia, of Owosso, has opened a new grocery at the corner of West Olive and North Chapman street, near the sugar factory.

Joe Orlando, Owosso, has opened a new fruit and grocery store on West Main street.

Ed. Sloan, of Corunna, wall paper salesman for several years, who sustained a sprained and broken ankle on Feb. 3, is still confined to the house with his foot in a cast. He is finally on the mend and is expected to be out in a few weeks. This has sure been a long serious lay up for Mr. Sloan and for a man who has always been as ambitious and active as Ed., it requires a lot of fortitude. Here's hoping he will soon be able to hit the pike with the rest of us.

Walter Beard, proprietor of the hotel and restaurant at Crystal Lake, passed away in a hospital in Ann Arbor last week after an illness of several months. Uncle Walt, as he was known to the traveling men, was a good friend to the traveling boys, besides running one of the best and cleanest short order lunch rooms in the State. We understand that Mrs. Beard and son, Earl, will continue the business.

Jno. McKeachlin, Corunna, has sold his grocery stock to John J. Robinson, who has taken possession.

We were told one on Fred Hanifin this morning and, knowing Fred pretty well, it sounded quite reasonable to us, for if there is anything that Fred and the writer do not know much about it is fishing. Hanifin was invited out in the rural district by an old retired customer of his, who also is of a piscatorial turn of mind, and thought a little fishing trip would be enjoyable to both, so he rigged up a good pole and line and dug the bait and had things in readiness when Fred arrived and, after a good dinner topped off by a large wedge of strawberry shortcake, he proposed to Fred that they put in the afternoon fishing. Fred did not enthruse very heartily over the proposition, but always ready to be a good fellow, readily consented. As Fred's line did not have any bobber, his host stopped at a store near the lake and bought a nice red bobber, adjusted it to Fred's line and they rowed out to the fishing ground. Then he baited Hanifin's hook properly and they started in to enjoy the afternoon. Pretty soon Fred said, "Uncle Bill, how much did you pay for that red bobber for me? 'Twenty-five cents,' replied Bill, 'Why?' 'Well, here's your quarter,' said Fred, 'the darn thing's sunk.'"

Honest Groceryman.

Hats For Summer Wear.

Filmy crepe weaves and other sheer, delicate textiles are now in wide use in the millinery trade. Most of the models making use of them show the material supported by light wired frames. The brims are overlaid with scalloped and picoted gray georgette, which hangs over the edge in a soft line. The crowns, according to the bulletin of the Retail Millinery Association of America, are embroidered in chain and slip stitch effects, silver and gray thread being used to achieve the neutral tones desired.

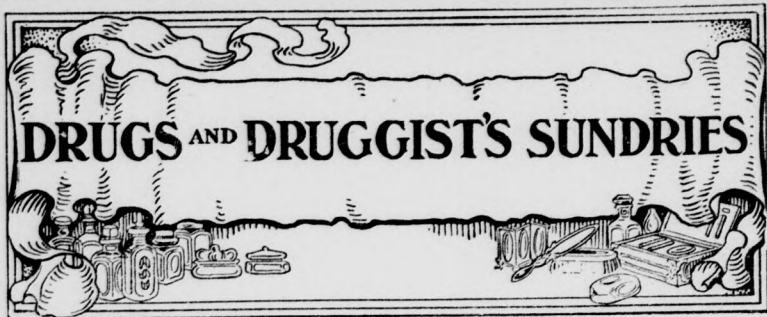
Short tipped hackle in gray, in combination with iridescent coque, makes flat fancies which are used to trim the front or side crowns. Beige is another shade that is seen in these trimmings. Wreaths or drenched ostrich are also used to trim models of this type, the long silky flues hanging well over the brim edge. Wreaths of bluettes are likewise seen laid around the crowns.

To Raise the Standard of Canned Foods.

Abel R. Todd has removed to this city from Lansing and established offices on the second floor of the McMullen building. Mr. Todd was born at Hoxie, Kansas, March 15, 1889. His father was a native of Scotland and his mother was of French descent. He was the third child in a family of four. When he was five years of age his parents removed to Welch, La., where his father engaged in the business of raising rice. He worked on the plantation when he was not attending school until he was 18 years of age, when he entered Trinity University at Waxahachie, Texas, pursuing the literary course one year. He then transferred himself to the Valparaiso University, where he took a two year pharmacy course. The next two years he devoted to the completion of the chemistry course of the University of Michigan. On graduating from this position, he became State Drug Analyst for the old Dairy and Food Department of Michigan, which was then supervised by G. M. Dame. He continued in this capacity until 1913, when he became State Chemist under Dairy and Food Commissioner Helm. He remained in this position six years, when he was elected a director for Michigan of the National Canners Association. Two years later the office was abolished, owing to the canners not keeping up the fund which sustained the movement. In November, 1921, he became Secretary of the Michigan Canners Association, with headquarters in Lansing. Because Grand Rapids is found to be a more central location for an office of this kind, he has taken up his residence here, locating his family at 428 North Lafayette street. Mr. Todd was married Sept. 3, 1910, to Miss Claire Schwinn, of Wheeling, W. Va. He attends the Presbyterian church, is an Elk and a Mason up to and including the Shrine. His connection with the Michigan Canners Association is expected to bring about more uniformity in Michigan canned foods and greatly enhance the quality of our canned goods output.

Good Sales of Men's Wear.

A leading retailer says the present volume of sales in all lines of men's wear has been very satisfactory during the past two weeks. "In sales of clothing, especially," said the sales manager of this firm, "we have had a large turn-over. We had a big week in mixture sack suits, with the medium-priced numbers going well, but also averaging out nicely on the high-grade garments. We have had a noteworthy demand for lightweight plain blue serges. This is away ahead of the customary demand for these suits which generally make itself felt about the middle of June. Up to date there has not been much business in tropicals and mohairs, but we are prepared for a big demand. The number of persons buying the extremely light and cool mohairs seem to be increasing every year. Flannel trousers are selling freely, and this demand should increase as the season wears on."



Michigan Board of Pharmacy.

Members—James E. Way, Jackson; Chas. S. Koon, Muskegon; H. H. Hoffman, Sandusky; Oscar W. Gorenflo, Detroit; Jacob C. Dykema, Grand Rapids; J. A. Skinner, Cedar Springs.
President—James E. Way, Jackson.
Sec'y and Treas.—Charles S. Koon, Muskegon.

Director of Drugs and Drug Stores—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.

Revised Pharmacopoeia Will Drop Many Old Drugs.

A revised edition of the United States Pharmacopoeia, with a few drugs added and many deleted because of lack of use or the discovery of new and superior substitutes, is now being prepared by a committee chosen by the medical and pharmaceutical associations and colleges of the country. Fifty-one members comprise this revision committee, which is appointed every ten years, and among the members are expert chemists, physicians, bacteriologists, botanists, pharmacologists and pharmacists.

The work of the committee is done through a series of circular letters sent out from the office of the Chairman, Professor E. E. Cook, in Philadelphia. Through these circulars the work of the various sub-committees is constantly checked up and brought to the attention of the Executive Committee, and then to the committee as a whole. In describing the work Professor Cook says:

"The general committee is divided into fifteen sub-committees, each of which considers a certain phase of the revision work. The Chairmen of these sub-committees constitute the Executive Committee. More than seventy scientists from all parts of the country have been requested to render auxiliary service in connection with the research work necessary in the work of revision.

"The Sub-committee on Scope, which is made up entirely of physicians, virtually decides upon the drugs and preparations which are to be included in the new Pharmacopoeia, and likewise determines which of the older remedies have become obsolete and are to be deleted. So far this sub-committee has decided that 475 of the drugs listed in the present volume shall be continued in the revised issue. One hundred and two articles now listed in the Pharmacopoeia have been recommended for deletion because they have been replaced by other drugs which are now considered better or because of lack of use.

"Twenty-seven new drugs are recommended for inclusion in the re-

vised Pharmacopoeia. Among them are acetyl-salicylic acid, or aspirin; arsphenamine, or '606'; benzyl benzoate, the non-habit-forming sedative, which has been so extensively used in place of the opium derivatives with good results, and which itself is entirely non-habit forming; chloramine-T, Dakin's solution and dichloramine-T, the wound antiseptics developed by American chemists during the world war; chaulmoogra oil, which has been found to be practically a specific for leprosy, and a number of other important drugs and chemicals.

"The present United States Pharmacopoeia is the ninth decennial revision, and the revision committee began work on the tenth revision late in 1920. No estimate can be given at this time as to the probable date of completion of the work. The printing and proofreading generally require a full year, and no manuscript is submitted to the publishers until all standards and tests have been agreed upon.

"As the United States Pharmacopoeia is the official standard for drugs under the Federal and State Food and Drugs acts, great care is taken by the Revision Committee, in the interest of public health, to make the standards for the drugs listed conform to the highest degree of purity."

Expect Half the Druggists To Attend.

Grand Rapids, May 23—Druggists through the Western part of Michigan have had daily reminders of the coming M. S. P. A. convention inserted with their Hazeltime & Perkins invoices. This statement is very terse and to the point, asking them if they are going and how many extra they can seat in their machines. The autos will leave from the Hazeltime & Perkins Drug Co., Grand Rapids, at 9 a. m. Tuesday, June 6. It is expected that at least 50 per cent. of the druggists from the surrounding territory will be in this caravan and take in all three days at Ann Arbor. Nels Eckberg, of Grand Rapids, is chairman of the committee.

In addition to the program previously announced for the convention at Ann Arbor, two very interesting papers will be presented. Ernest R. Jones will present a paper on "Colloidal Prepared Medicines" and H. H. Hoffman, Director of Drugs and Drug Stores, will present a resume of the inspection work done during the past year in the State of Michigan. As a thorough and an efficient inspection service has been arranged in Michigan by Mr. Hoffman, his paper will be very interesting to the druggists of the State. L. V. Middleton, Sec'y.

Beware of Business Habits.

In doing business with people of slack business habits, don't match their habits and practices with your own. Instead take unusual precautions.

Flavoring Extracts In Paste Form.

Flavorings may be prepared in the form of paste put up in collapsible tubes. This form offers many advantages over both liquid and powder, to both the manufacturer and user. In this form, alcohol is practically dispensed with, while the form of package is not only a preservative against the action of the atmosphere but also against any contamination or chance of change between the times of making and using.

In this line the flavoring ingredients are not different from those usually employed; the difference is in the base or vehicle, and there are a number of these from which to choose, all agreeing, however, in containing more or less glycerin. One of the best is the heavy-bodied glucose. This is usually too stiff to run out of a bottle or jar at even ordinary temperatures, and requires to be mixed with some glycerin to make it run a little more freely. It is best to have the glucose as heavy as can be handled conveniently through the tubes, since the finished product is not a solution, but a mixture, and this density is necessary to hold the mixture together and prevent its separating. The oils or other flavoring material should first be mixed with the glycerin, and this then added to the glucose. The heat of a water-bath will materially assist the blending. This mixture of glucose and glycerin forms a very good basis for these pastes. Sometimes glycerin alone is used, but it is rather too light to give best satisfaction. Again, tragacanth is sometimes used, and this also forms a good basis. A half pound of good, clean gum, although it need not be of the highest grade, especially as regards color, is soaked in a gallon of water for three or four days or until it becomes perfectly soft and has absorbed its maximum content of the liquid; the mass is now stirred and strained through a piece of gauze or cheese cloth. Four ounces of this liquid gum, twelve ounces of glycerin and the desired flavoring material are now to be very thoroughly mixed together, adding the oil slowly, and triturating thoroughly in a mortar.

As these pastes can be purchased at less cost than the liquid variety, it is usual to make them strong, although even at that the cost is less

than with the use of alcohol. To the quantity of liquid gum and glycerin just stated add two ounces of either of the oils of lemon, orange, cinnamon, clove, peppermint, wintergreen, allspice, etc. For nutmeg, one ounce, and for almond, a half ounce of benzaldehyde free from both prussic acid and chlorine, will suffice, and the same is true of celery. For vanilla, the usual plan is to employ vanillin and cumarin, in the proportions usually employed by any other extract, say sixty grains of the first and twenty of the second, and it will be found an excellent plan to dissolve these in just sufficient warm alcohol, and then mix the solution with the glycerin. This will ensure the smoothness of the product, and the amount of solvent is too trifling to be any object.

H. C. Bradford.

Confidence.

Do not talk of trade depression.
It but leads to retrogression;
With a smile give strong expression
To the idea of progression,
Have a heart.

Be awake and up and doing,
You will find there's business brewing
Each one his own work pursuing,
In this process of renewing
Get in line.

Wait not now for fairer weather,
Let no cause your efforts tether,
Make a start and pull together
And you soon will find out whether
You can win.

H. E. Fenton.

Out of Stock.

Customer in music store: I would like to see a few instruments, please—a harp, a guitar and a lyre.

Boy, recently reprimanded: I can show you the harp and guitar, sir, but the boss is out!



Store and Window

AWNINGS

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

Auto Tents, Cots, Chairs, Etc.

Send for booklet.

CHAS. A. COYE, Inc.

GRAND RAPIDS, MICHIGAN

Two Snappy New 5c Rolls—



SOFT CREAMY
LOZENGES,
VERY PEPPY

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

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

KNOW YOUR CITY

NUMBER TWO

THE Centennial in Philadelphia, held in 1876, offered Grand Rapids furniture manufacturers their first opportunity to exhibit the quality of their products to the American people at large. As a result of this showing, on a large scale, Grand Rapids' reputation began to grow. In the years that have followed Grand Rapids has never taken a backward step. The reputation which was so well established nearly half a century ago has borne compound interest since that time, and today the reputation of Grand Rapids' products holds an unimpeachable and enviable prominence.

Because furniture cannot be displayed to dealers throughout the country except by pictures, which leaves too much to the imagination, it was found necessary to invite dealers to Grand Rapids to inspect the newly made patterns first hand. This necessity was responsible for the first display, from which has developed the great Grand Rapids semi-annual furniture markets.

As early as 1878 a line of chairs manufactured in New York was displayed here, and each succeeding year saw additional manufacturers shipping their furniture samples here for inspection during the months of January and July. Today more than fifty local factories display their wares here twice a year, and this exhibition is supplemented by the showings of over 500 factories in other cities.

The buyers of the country gradually began to think of Grand Rapids as the center of furniture ideals. In 1895, during the January season 100 buyers from the larger furniture stores of the country came to Grand Rapids to inspect the samples on display. During the 1921 summer season 2,265 buyers, representing the best furniture stores in America, visited the "market".

The growth of Grand Rapids has been slow, but sure; sane, but safe, and its reputation has ever remained high. Who is there who will say that the future of this good place in which to live is not well vouched for, is not assured? Who is there who will not say that always Grand Rapids will be a good place in which to live?

Grand Rapids

"A good place to live"

ADVERTISING CLUB OF GRAND RAPIDS

This advertisement produced for the Advertising Club by the following: Typography by The Cargill Company; Copy by A. G. M.; Engravings by Newspaper Engraving Co.; Electrotypes by Grand Rapids Electrotpe Co.

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 50	Aconite	1@	80
Boric (Xtal)	17½@	25	Amber, rectified	2 25@	25 50	Aloes	1@	45
Carbolic	31@	36	Anise	1 25@	1 50	Arnica	1@	10
Citric	60@	65	Bergamont	8 00@	8 25	Asafoetida	2@	40
Muriatic	3½@	8	Cajuput	1 50@	1 75	Belladonna	1@	35
Nitric	9@	15	Cassia	2 50@	2 75	Benzoïn	2@	10
Oxalic	18@	30	Castor	1 35@	1 60	Benzoïn Comp'd	2@	65
Sulphuric	3½@	8	Cedar Leaf	1 50@	1 75	Buchu	2@	55
Tartaric	40@	50	Citronella	85@	1 10	Cantharides	2@	85
			Cloves	3 25@	3 50	Capsicum	2@	20
			Cocunut	25@	35	Catchu	2@	75
			Cod Liver	1 30@	1 40	Cinchona	2@	10
			Croton	2 25@	2 50	Colchicum	1@	80
			Cotton Seed	1 25@	1 35	Cubebæ	3@	30
			Cubebæ	9 50@	9 75	Digitalis	1@	80
			Eligeron	4 00@	4 25	Gentian	1@	35
			Eucalyptus	1 75@	1 90	Ginger, D. S.	1@	80
			Hemlock, pure	1 50@	1 75	Guaiaac	2@	20
			Juniper Berries	3 00@	3 25	Guaiaac, Ammon.	2@	00
			Juniper Wood	1 50@	1 75	Iodine	9@	95
			Lard, extra	1 25@	1 45	Iodine, Colorless	1@	50
			Lard, No. 1	1 10@	1 20	Iron, clo.	1@	35
			Lavender Flow	5 00@	5 25	Kino	1@	40
			Lavender Gar'n	1 75@	2 00	Myrrh	2@	50
			Lemon	1 75@	2 00	Nux Vomica	1@	55
			Linseed Boiled bbl.	9@	97	Opium	3@	50
			Linseed bld less	1 04@	1 12	Opium, Camp.	2@	50
			Linseed, raw, bbl.	9@	95	Opium, Deodoriz'd	2@	50
			Linseed, ra., less	1 02@	1 10	Rhubarb	1@	70
			Mustard, true, oz.	2@	75			
			Mustard, artifl. oz.	2@	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	2@	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.	10 50@	10 75			
			Sassafras, true	1 50@	1 80			
			Sassafras, artifl	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.	1@	01			
			Turpentine, less	1 08@	1 16			
			Wintergreen, leaf	6 50@	7 00			
			Wintergreen, sweet birch	3 25@	3 60			
			Wintergreen art	80@	1 10			
			Wormseed	6 50@	6 75			
			Wormwood	17 00@	17 25			
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GROCERY PRICE CURRENT

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

ADVANCED

Canned Pineapple
Cheese
Mich. Beans
Taploca
Cows
Veal

DECLINED

California Lima Beans
Sal Soda
Some Baked Beans
Some Flour
Beef

AMMONIA

Arctic Brand
16 oz., 2 doz. in carton, 1.75
per doz. 1.75
I X L, 3 doz., 12 oz., 4.05
Parsons, 3 doz. small 5.00
Parsons, 2 doz. med. 4.35
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 1/2
Calumet, 8 oz., doz. 1.95
Calumet, 16 oz., doz. 3.35
Calumet, 5 lb., doz. 12.75
Calumet, 10 lb., doz. 19.00
K. C., 10c, doz. 95
K. C., 20c, doz. 1.85
K. C., 25c, doz. 2.35
K. C., 5 lb., doz. 7.00
Queen Flake, 6 oz. 1.35
Queen Flake, 50s, kegs 11
Royal, 10c, doz. 2.70
Royal, 6 oz., doz. 5.20
Royal, 12 oz., doz. 31.20
Royal, 5 lb., doz. 95
Rumford, 10c, doz. 1.85
Rumford, 8 oz., doz. 2.40
Rumford, 12 oz., doz. 2.40
Rumford, 5 lb., doz. 12.50
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' Sealed 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 Wheat 4.30
Quaker Puffed Rice 5.45
Quaker Biscuit 1.90
Ralston Purina 4.00
Ralston Bran 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 1/2 in. 1.75
Pointed Ends 1.25

Stove

No. 1 1.10
No. 2 1.35

Shoe

No. 1 90
No. 2 1.25
No. 3 2.00

BUTTER COLOR

Dandelion, 25c size 2.85
Nedrow, 3 oz., doz. 2.50

CANDLES

Electric Light, 40 lbs. 12.1
Plumber, 40 lbs. 12.8
Paraffine, 6s 14 1/2
Paraffine, 12s 14 1/2
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@4.95
Cherries, No. 10 18.00
Loganberries, No. 2 3.00
Peaches, No. 1 1.85
Peaches, No. 1 Sliced 1.40
Peaches, No. 2 2.75
Peaches, No. 2 1/2 Mich 2.60
Peaches, 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. 2.90
Pineapple, 2, Brk slic. 2.25
Pineapple, 2 1/2, slic. 3.90
Pineapple, No. 2, crus. 2.25
Pineap., 10, cru. 7.00@10.00
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 6.25

CANNED FISH.

Clam Ch'der, 10 1/2 oz. 1.35
Clam Ch., No. 3 3.00@3.40
Clams, Steamed, No. 1 1.75
Clams, Minced, No. 1 2.50
Finnan Haddie, 10 oz. 3.80
Clam Bouillon, 7 oz. 2.50
Chicken Haddie, No. 1 2.75
Fish Flakes, small 1.35
Cod Fish Cake, 10 oz. 1.85
Cove Oysters, 5 oz. 1.45
Lobsters, No. 1/2, Star 4.50
Lobster, No. 1/4, Star 2.75
Shrimp, No. 1, wet 1.75
Shrimp, No. 1, dry 1.75
Sard's, 1/4 Oil, k. 4.25@4.75
Sardines, 1/4 Oil, kless 7.00
Sardines, 1/4 Smoked 7.00
Sardines, 1/4 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, Im. 1/2, ea. 25
Sardines, Cal. 1.75@2.10
Tuna, 1/2, Albocore 90
Tuna, 1/2, Nekco 1.65
Tuna, 1/2, Regent 2.25

CANNED MEAT.

Bacon, Med. Beechnut 2.70
Bacon, Lge. Beechnut 4.50
Bacon, Large, Erie 2.25
Beef, No. 1, Corned 2.70
Beef, No. 1, Roast 2.70
Beef, No. 1/2 Rose Sil. 1.35
Beef, No. 1/2, Qua. sil. 1.90
Beef, No. 1, Qua. sil. 3.10
Beef, No. 1, B'nut, sil. 5.70
Beef, No. 1/2, B'nut sil. 3.15
Beefsteak & Onions, 1s 3.35
Chili Con Ca., 1s 1.35@1.45
Deviled Ham, 1/2s 2.20
Deviled Ham, 1/2s 3.60
Hamburg Steak & Onions, No. 1 2.15
Potted Beef, 4 oz. 1.40
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 2.30

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. sil. 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. 95
Fremont, No. 2 1.15
Snider, No. 1 90
Snider, No. 2 1.30
Van Camp, Small 1.00
Van Camp, Med. 1.30

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@1.65
Beets, No. 2, wh. 1.60@2.40
Beets, No. 3, cut 1.25@1.75
Beets, No. 3, cut 1.40@2.10
Corn, No. 2, St. 1.10@1.85
Corn, No. 2, Ex-Stan. 1.65
Corn, No. 2, Fan 1.60@2.25
Corn, No. 2, Fy. glass 3.25
Corn, No. 10 7.25
Hominy, No. 3 1.15@1.35
Okra, No. 2, whole 1.90
Okra, No. 2, cut 1.60
Dehydrated Veg Soup 90
Dehydrated Potatoes, 1b 45
Mushrooms, Hotels 38
Mushrooms, Choice 45
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, 1/2, each 15@18
Pimentos, 1/2, each 27
Swt Potatoes, No. 2 1/2 2.15
Sauerkraut, No. 3 1.85
Succotash, No. 21 60@2.35
Succotash, No. 2, glass 3.45
Spinach, No. 1 1.35
Spinach, No. 2 1.45@1.75
Spinach, No. 3 2.10@2.85
Spinach, No. 10 7.25
Tomatoes, No. 2 1.45@1.65
Tomatoes, No. 3 1.90@2.25
Tomatoes, No. 2, glass 2.85
Tomatoes, No. 10 7.00

CATSUP.

B-nut, Large 2.95
B-nut, Small 1.80
Frazier, 14 oz. 2.25
Libby, 14 oz. 2.90
Libby, 8 oz. 1.90
Van Camp, 8 oz. 1.90
Van Camp, 16 oz. 3.15
Lilly Valley, pint 2.95
Lilly Valley, 1/2 Pint 1.80

CHILI SAUCE.

Snider, 16 oz. 3.50
Snider, 8 oz. 2.35
Lilly Valley, 1/2 Pint 2.40

OYSTER COCKTAIL.

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

CHEESE.

Roquefort 85
Kraft American 1.40
Kraft American 2.75
Chili, small tins 1.40
Pimento, small tins 1.40
Roquefort, small tins 2.25
Camembert, small tins 2.25
Brick 20
Wisconsin Flats 20
Wisconsin Daisy 20
Longhorn 20
New York 22
Michigan Full Cream 19
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-Span Mxd Flavors 65
Wrigley's P-K 65
Zeno 65

CHOCOLATE.

Baker, Caracas, 1/2s 35
Baker, Caracas, 1/2s 33
Baker, Premium, 1/2s 35
Baker, Premium, 1/2s 32
Baker, Premium, 1/2s 32
Hersheys, Premium, 1/2s 35
Hersheys, Premium, 1/2s 36
Runkle, Premium, 1/2s 34
Runkle, Premium, 1/2s 37
Vienna Sweet, 24s 1.75

COCOA

Baker's 1/2s 40
Baker's 1/2s 42
Bunte, 1/2 lb. 43
Bunte, 1/2 lb. 35
Droste's Dutch, 1 lb. 9.00
Droste's Dutch, 1/2 lb. 4.75
Droste's Dutch, 1/2 lb. 2.00
Hersheys, 1/2s 33
Hersheys, 1/2s 23
Huyler 36
Lowney, 1/2s 40
Lowney, 1/2s 40
Lowney, 1/2s 38
Lowney, 5 lb. cans 31
Van Houten, 1/2s 75
Van Houten, 1/2s 75

COCOANUT

1/2s, 5 lb. case Dunham 50
1/2s, 5 lb. case 48
1/2s & 1/2s, 15 lb. case 49
Bulk, barrels 19
96 2 oz. pkgs., per case 8.09
48 4 oz. pkgs., per case 7.60

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 39
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. 3.40
Caroline, Baby 3.35

EVAPORATED MILK

Carnation, Tall, 4 doz. 4.50
Carnation, Baby, 8 doz. 4.40
Every Day, Tall 4.50
Every Day, Baby 3.30
Goshen, Tall 4.25
Goshen, Gallon 4.25



Oatman's Dundee, tall, 48s 4.50
Oatman's Dundee, baby, 96s 4.40
Pet, Tall 4.50
Pet, Baby, 8 oz. 4.40
Silver Cow, Tall 4.50
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
Abram Clark, 50 wd 53.00

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
Lioba, 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 Siltz, 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, pl. 8.00
Chesterfield, 10 & 20, pl. 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 I Cut, 20 ck. 10.00
Patma, 20, Plain 9.20
Helm, 20, Plain 10.50
English Ovals, 20 Pl. 10.50
Turkish Trop. 10 ck 11.50
London Life, 10, cork 11.50
Helm, 10, Plain 11.50
Herbert Tarryton, 20 12.25
Egyptian Str., 10 ck. 12.00
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, 10, cork 16.00
Melachrino, No. 9, 10, cork or plain 16.00
Melachrino, No. 9, 20, cork or plain 16.00
Melach'o, No. 9, 10, St. 16.00
Melach'o, No. 9, 20, St. 16.00
Natural, 10 and 20 16.00
Markaroff, No. 15, 10, cork 16.00
Pail Mall Rd., 20, pl. 21.00
Benson & Hedges, 10 20.00
Rameses, 10, Plain 17.50
Milo Violet 10, Gold 20.00
Deities, 10 21.00
Condex, 10 22.00
Phillips Morris, 10 20.00
Brening Own, 10, Pl. 28.00
Ambassador, 10 28.00
Benson & Hedges
Tuberettes 55.00

CIGARETTE PAPERS.

Riz La Croix, Wh. dz. 42
Riz La Wheat Br., dz 42
Riz Tam Tam, 2 dz for 87
Zig Zag, per 100 7.25

TOBACCO—FINE CUT.

Liggett & Myers Brands
Hiawatha, 10c, doz. 96
Hiawatha, 16 oz., dz. 12.00
Red Bell, 10c, doz. 96
Red Bell, 35c, doz. 3.50
Red Bell, 75c Pails dz. 7.40
Sterling, 10c, doz. 96
Sweet Burley, 10c, doz. 96
Sweet Burley, 45c foil 4.25
Swt. Burley, 95c Dru. 9.45
Sweet Cuba, 10c, doz. 96
Sweet Cuba, 45c, doz. 4.25
Sweet Cuba, 95c Pail 9.45
Sweet Orange, 10c, dz 96

Scotten Dillon & Co. Brand

Dan Patch, 10c, doz. 90
Dan Patch, 16 oz., dz. 7.50
Ojibwa, 10c, doz. 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
W-B Cut, 10c, doz. 95

PLUG TOBACCO.

American Tobacco Co. Brands.

Amer. Navy, 10c, doz. 96
Amer. Navy, per plug 64
Jolly Tar, 24, per plug 16
Gold Rope, 10c, doz. 96
Boot Jack, 15c, doz. 1.44
Piper Heidsieck, 10c 96
Piper Heidsieck, 20c, 1.92
Spear Head, 10c cuts 96
Spear Head, per plug 64
Square Deal, per plug 64
Standard Navy, 8, plug 64
Town Talk, per plug 56

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

P. Lorillard's Brands.

Beechnut Scrap, doz. 96
Buzz, L. C., 10c, doz. 96
Buzz, L. C., 35c, doz. 3 30
Buzz, L. C., 80c, doz. 7 90
Chips, P. C., 10c, doz. 96
Honest Scrap, doz. 96
Open Book Scrap, doz. 96
Stag, Cut P., 10c, doz. 96
Union Leader, 10c tin 96
Union Leader, 50c tin 4 80
Union Leader, \$1 tin 4 80
Union Leader, 10c, doz. 96
Union Leader, 15c, doz. 1 44
War Path, 35c, doz. 3 35

Scotten Dillon Co. Brands

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

Pinkerton Tobacco Co. Brands.

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

J. J. Bagley & Co. Brands.

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

Independent Snuff Co. Brands.

New Factory, 10c, doz. 96
New Factory Pails, dz 7 60

Schmidt Bros. Brands.

Eight Bros., 10c, doz. 96
Eight Bros., Pails, dz. 8 40

R. J. Reynolds Tobacco Co. Brands.

George Washington, 10c, doz. 96
Old Rover, 10c, doz. 96
Our Advertiser, 10c 96
Prince Albert, 10c, doz. 96
Prince Albert, 17c, dz. 1 53
Prince Albert, 8 oz. 6 72
Prince Albert, 8 oz. 8 88
Prince Albert, 16 oz. 12 96
Stud, Gran. 5c, doz. 48
Whale, 16 oz., doz. 4 80

Block Bros. Tobacco Co. Brands.

Mail Pouch, 10c, doz. 96

Falk Tobacco Co., Brands.

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

Superba Tobacco Co. Brands.

Sammy Boy Scrap, dz 96
Cigar Clippings
Havana Blossom, 10c 96
Havana Blossom, 40c 96
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., doz. 3 00
Royal Major, 14 oz. dz. 7 20

Larus & Bro. Co.'s Brands.

Edgewood Ready Rubbed, 17c Tins 1 62
Edgewood Ready Rubbed, 8 oz. tins, doz. 7 00
Edgewood Ready Rubbed, 16 oz. tins, doz. 14 50
Edgewood Sliced Plug, 17c tins, doz. 1 62
Edgewood Sliced Plug, 35c tins, doz. 3 56

United States Tobacco Co. Brands.

Central Union, 15c, dz. 1 44
Shag, 15c Tins, doz. 1 44
Shag, 15c Papers, doz. 1 44
Dill's Best, 16c, doz. 1 52
Dill's Best Gran., 16c 1 52
Dill's Best, 17c Tins 1 52

Snuff.

Copenhagen, 10c, roll 64
Seal Blandening, 10c 64
Seal Goteborg, 10c, roll 64
Seal Swe. Rapee, 10c 64
Seal Norkopping, 10c 64
Seal Norkopping, 1 lb. 85

CONFECTIONERY

Stick Candy Pails
Standard 14
Jumbo Wrapped 16
Pure Sugar Stick, 600's 4 20

Mixed Candy Pails

Kindergarten 17
Leader 14
X. L. O. 13
French Creams 16
Cameo 18
Grocers 11

Fancy Chocolates.

5 lb. Boxes
Bittersweets, Ass'ted 1 75
Choc. Marshmallow Dp 1 55
Milk Chocolate A A 1 90
Nibble Sticks 2 00
Primrose Choc. 1 20
No. 12 Choc. 1 60
Chocolate Nut Rolls 1 80

Gum Drops Pails

Anise 17
Orange Gums 17
Butterscotch Jellies 18
Favorite 20
Superior 18

Lozenges. Pails

A. A. Pep. Lozenges 15
A. A. Pink Lozenges 15
A. A. Choc. Lozenges 16
Motto Hearts 17
Malted Milk Lozenges 20

Hard Goods. Pails

Lemon Drops 17
O. F. Horehound Dps 17
Anise Squares 17
Peanut Squares 18
Horehound Tablets 18

Pop Corn Goods.

Cracker Jack, Prize 3 90
Checkers, Prize 3 90

Cough Drops

Putnam Bros. 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 13
Walnut Fudge 23
Pineapple Fudge 21
Italian Bon Bons 18
National Cream Mints 25
Silver King M. Mallows 30

CRISCO

36s. 24s and 12s. 20
Less than 5 case 19 1/4
Five cases 19
Ten cases 18 1/2
Twenty-five cases 18 1/2
6s and 4s. 19 1/4
Less than 5 cases 19 1/4
Five cases 19 1/4
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, special ly print front cover is furnished without charge.

CREAM OF TARTAR

6 lb. boxes 40

DRIED FRUITS

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

Citron

10 lb. box 40

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 1/2
Cal. Limas 10 1/2
Brown, Swedish 08 1/2
Red Kidney 08 1/2

Farina

25 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

Tapioca

Pearl, 00 lb. sacks 07 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

Flots

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

Hooks—Kirby

Size 1-12, per 1,000 1 05
Size 1-0, per 1,000 1 90
Size 2-0, per 1,000 1 45
Size 3-0, per 1,000 1 65
Size 4-0, per 1,000 2 10
Size 5-0, per 1,000 2 45

Sinkers

No. 1, per gross 65
No. 2, per gross 80
No. 3, per gross 90
No. 4, per gross 1 20
No. 5, per gross 1 60
No. 6, per gross 2 00
No. 7, per gross 2 60
No. 8, per gross 3 75
No. 9, per gross 5 20
No. 10, per gross 6 75

FLAVORING EXTRACTS

Jennings
Pure Vanilla
Turpeneless
Pure Lemon

Per Doz.

7 Dram 1 35
1 1/4 Ounce 1 75
2 Ounce 2 75
2 1/2 Ounce 3 00
3 Ounce 3 25
4 Ounce 5 00
8 Ounce 8 50
7 Dram, Assorted 1 35
1 1/4 Ounce, Assorted 1 75

FLOUR AND FEED

Valley City Milling Co.
Lily White, 1/2 Paper sack 8 90
Harvest Queen, 2 1/2 8 90
Light Leaf Spring

Wheat, 2 1/2 9 40
Roller Champion 2 1/2 8 30
Snow Flake, 2 1/2 7 20
Graham 25 lb. per cwt 3 20
Golden Granulated Meal, 25 lbs. per cwt. N 2 50
Rowena Pancake Compound, 5 lb. sack 4 60
Buckwheat Compound, 5 lb. sack 4 60

Watson Higgins Milling Co.

New Perfection, 1/2s. 8 30

Meal

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

Wheat

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

Oats

Carlots 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 Acidu'd, doz. 2 25
Minute, 3 doz. 4 05
Nelson's 1 50
Oxford 75
Plymouth, White 1 55
Waukesha 1 35

GRANULATED LYE.

Wanders.

Single cases 5 15
2 1/2 cases 5 04
5 1/2 cases 4 95
10 cases 4 87
1/2 cases, 24 to case 2 60

CHLORINATED LIME.

Single cases, case 4 60
2 1/2 cases, case 4 48
5 1/2 cases, case 4 40
10 cases, case 4 32
1/2 case, 25 cans to case, case 2 35

HIDES AND PELTS

Hides

Green, No. 1 06
Green, No. 2 05
Cured, No. 1 07 1/2
Cured, No. 2 06 1/2
Calfskin, green, No. 1 10
Calfskin, green, No. 2 08 1/2
Calfskin, cured, No. 1 12
Calfskin, cured, No. 2 10 1/2
Horse, No. 1 3 00
Horse, No. 2 2 00

Pelts

Old Wool 50@1 00
Lamb 10@2 25
Shearings 08@10

Tallow

Prime 5
No. 1 4
No. 2 3

Wool

Unwashed, medium 30
Unwashed, rejects 20
Fine 30

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, 720 lc 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

Choice 48
Good 36
Fair 30
Stock 25

Half barrels 5c extra

Molasses in Cans.

Red Hen, 24, 2 lb. 2 60
Red Hen, 24, 2 1/2 lb. 3 25
Red Hen, 12, 5 lb. 3 00
Red Hen, 6, 10 lb. 2 90
Ginger Cake, 24, 2 lb. 3 00
Ginger Cake, 24, 2 1/2 lb. 3 75
Ginger Cake, 12, 5 lb. 3 75
Ginger Cake, 6, 10 lb. 3 50
O. & L. Spec., 24, 2 1/2 5 50
O. & L. Spec., 12, 5 lb. 5 25
O. & L. Spec., 6, 10 lb. 5 00
Duffs, 24, 2 1/2, Plain 5 25
Dove, 36, 2 lb. Wh. L. 6 60
Dove, 24, 2 1/2 lb Wh. L. 6 30
Dove, 12, 5 lb. Blue L. 4 70
Dove, 6, 10 lb. Blue L. 4 45
Palmetto, 24, 2 1/2 lb. 4 50

NUTS.

Whole

Almonds, Terregona 22
Brazil, Large 14
Fancy mixed 21
Filberts, Sicily 16
Peanuts, Virginia raw 09
Peanuts, Vir. roasted 11
Peanuts, Jumbo raw 10
Peanuts, Jumbo, rst'd 13
Pecans, 3 star 22
Pecans, Jumbo 80
Walnuts, Grenoble 34
Walnuts, Sorento 35

Salted Peanuts

Fancy, No. 1 10
Jumbo 21

Shelled

Almonds 50
Peanuts, Spanish, 125 lb. bags 08 1/2
Filberts 50
Pecans 80
Walnuts 75

OLIVES.

Bulk, 2 gal. keg 3 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 35
10 oz. Jar, pl., doz. 1 60
16 1/2 oz. Jar, Pl. doz. 3 50
3 1/2 oz. Jar, stuffed, 1 45
8 oz. Jar, Stuf., doz. 2 40
9 oz. Jar, Stuffed, doz. 3 60
12 oz. Jar, Stuffed, dz 4 60

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

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

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

PICKLES

Barrel, 1,200 count 13 00
Half bbls., 600 count 7 50
10 gallon kegs 5 50

Sweet Small

30 gallon, 2400 33 00
15 gallon, 2000 17 50
10 gallon, 800 12 75

Dill Pickles.

800 Size, 15 gal. 10 00

PIPES

Cob, 3 doz. in bx 1 00@1 20

SALT	
Colonial 24 2 lb. ---	90
Med. No. 1, Bbls. ---	2 70
Med. No. 1, 100 lb. bg	90
Farmer Spec., 70 lb. ---	92
Packers, 56 lb. ---	96
Blocks, 50 lb. ---	52
Butter Salt, 280 lb bbl. 4	50
Baker Salt, 280 lb. bbl. 4	25
100, 3 lb. Table ---	6 30
60, 5 lb. Table ---	5 80
30, 10 lb. Table ---	5 55
28 lb. bags, butter ---	50



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

SHOE BLACKENING.	
2 in 1, Paste, doz. ---	1 35
E. Z. Combination, dz. 1 35	
Dri-Foot, doz. ---	2 00
Bixbys, Doz. ---	1 35
Shinola, doz. ---	85

STOVE POLISH.	
Blackline, per doz. ---	1 35
Black Silk Liquid, dz. 1 40	
Black Silk Paste, doz. 1 25	
Enamaline Paste, doz. 1 35	
Enamaline Liquid, dz. 1 35	
E Z Liquid, per doz. 1 40	
Radium, per doz. ---	1 85
Rising Sun, per doz. 1 35	
654 Stove Enamel, dz. 2 85	
Vulcanol, No. 5, doz. 1 35	
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
Pumma, 100 box ---	4 85
Sweetheart, 100 box 5 70	
Grandpa Tar, 50 sm. 2 00	
Grandpa Tar, 50 Lge 3 35	
Fairbank Tar, 100 bx 4 00	
Trilby, 100, 12c ---	8 50
Williams Barber Bar, 9s 50	
Williams Mug, per doz. 48	

Proctor & Gamble.	
5 box lots, assorted	
Ivory, 100, 6 oz. ---	6 50
Ivory Soap Flks., 100s 8 00	
Ivory Soap Flks., 50s 4 10	
Lenox, 120 cakes ---	4 50
P. & G. White Naptha 5 00	
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	
Climalline, 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 ---	@22
Mixed, No. 1 ---	@45
Mixed, 5c pkgs., doz. @30	
Nutmegs, 70-80 ---	@25
Nutmegs, 105-110 ---	@15
Pepper, Black ---	@15

Pure Ground In Bulk	
Allspice, Jamaica ---	@15
Cloves, Zanzibar ---	@55
Cassia, Canton ---	@25
Cassia, African ---	@22
Ginger, African ---	@31
Mustard ---	@75
Mace, Penang ---	@32
Nutmegs ---	@20
Pepper, Black ---	@29
Pepper, White ---	@32
Pepper, Cayenne ---	@42
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
Ponety, 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. ---	3 10
Argo, 8 5 lb. pkgs. ---	11 1/4
Silver Gloss, 48 1s ---	5 35
Elastic, 64 pkgs. ---	2 85
Tiger, 48-1 ---	05 1/2
Tiger, 50 lbs. ---	05 1/2

SYRUPS

Corn	
Blue Karo, No. 1 1/2, 2 doz. ---	202
Blue Karo, No. 5, 1 dz. 2 60	
1/2 doz. ---	2 40
Red Karo, No. 1 1/2, 2 doz. ---	2 18
Red Karo, No. 5, 1 dz. 3 00	
Red Karo, No. 10, 1/2 doz. ---	2 80

Maple Flavor.	
Karo, 1 1/2 lb., 2 doz. ---	3 95
Karo, 5 lb., 1 doz. ---	6 15

Maple and Cane	
Kanuck, per gal. ---	1 50
Sugar Bird, 2 1/2 lb., 2 doz. ---	9 00
Sugar Bird, 8 oz., 4 doz. ---	12 00

Maple.	
Johnson Purity, Gal. 2 50	
Johnson Purity, 4 doz., 18 oz. ---	18 50

Sugar Syrup.	
Dominio, 6 5 lb. cans 2 50	
Bbls., bulk, per gal. 30	

Old Manse.	
6, 10 lb. cans ---	9 40
12, 5 lb. cans ---	9 40
24, 2 1/2 lb. cans ---	9 15
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 50

TABLE SAUCES.

Lea & Perrin, large. 6 00	
Lea & Perrin, small. 3 35	
Pepper ---	1 40
Royal Mint ---	2 75
Tobasco ---	2 70
Sho You, 9 oz., doz. 5 75	
A-1, large ---	3 60
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 ---	90
Market, extra ---	1 40
Splint, large ---	8 50
Splint, medium ---	7 50
Splint, small ---	7 00

Churns

Barrel, 5 gal., each ---	2 40
Barrel, 10 gal., each ---	2 55
3 to 6 gal., per gal. ---	16

Egg Cases

No. 1, Star Carrier 5 00	
No. 2, Star Carrier ---	10 00
No. 1, Star Egg Trays 4 50	
No. 2, Star Egg Tray ---	9 00

Mop Sticks

Triplex spring ---	2 00
Eclipse patent spring ---	2 00
No. 2, pat. brush hold ---	2 00
Idcal, 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 'n. ---	1 65
14 'n. ---	1 85
16 'n. ---	2 30

Wood Bowls

13 'n. Butter ---	5 00
15 'n. Butter ---	9 00
17 'n. Butter ---	18 00
19 'n. 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
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The Rough and Tumble Stage Called Boyhood.

Written for the Tradesman.

When I read this letter my heart ached first for the boy—then for the father who wrote the letter:

Dear Prudence Bradish—You have told us a lot about early childhood, and I have been much interested in all you have said about girls and about big boys; but where do I come in, with my eight-year-old savage—my boy, who seems suddenly to have changed into a being that I never saw before and I do not understand in the least?

Please help me out and tell me why he has to go through this wretched and uncomfortable "Smart Aleck" stage. Why he is forever pitting his strength against his little brother, fighting everybody, cruel to the pets he used to love and be so tender with; restless, active to such a degree that we cannot keep track of him at all. Just a dirty little savage.

True to form, little savage. And father true to form, too; not understanding—not remembering when he went through that very stage himself. Then I laughed, because I have seen so often this "cub" stage; heard so often the complaints of mothers and fathers, who think it never happened just like that before! Serious only because of the misunderstanding, the forgetting.

Boyhood—that is a perfect description of it.

Childhood, through the sixth to seventh year, is comparatively simple and easy to manage. Then comes what the psychologists call "boyhood," although girls go through it, too. You can't avoid it, any more than you can teething. You mustn't try to.

This "boyhood" may come to your boy or girl gradually, or it may surprise you suddenly, starting in all its vagaries. When I see boys and girls at this stage I pretend I am a giant looking down upon their foolish antics as we look upon puppies or kittens, trying their strength against each other, tumbling about, standing with their backs up glaring at each other; suddenly darting to the other side of the room, rushing back again; trying their claws and teeth upon this and that or upon each other. Can't you see the human puppy and guess the meaning of it?

Babyhood, childhood, boyhood, adolescence, parenthood, each in turn is a stage in gradual growth—one merging into another or sometimes suddenly changing. For a perfect understanding of each in its turn we must first realize that each is only a stage, and that it must give way to the next.

This is why I am always preaching: Know your child. If you leave him during any of these stages to the care

of others you will miss something that is necessary to the understanding of the next stage; there are likely to be sad reactions and conflicts between you.

When your child is eight, his individual life is running its course. You must look for the appearance and development of certain powers and capacities and tendencies which have been in abeyance before. What did you expect? Do you want him to stand still and be a nice little child all his life?

"In all cases it is genuine evolution," says Frederick Tracy of this outbreak of savagery, "though in some cases it bears a close superficial resemblance to revolution."

No wonder you are surprised when your boy or girl suddenly takes on this revolting stage. But can't you remember when you went through it yourself? Never did? Well, perhaps not; but I beg leave to doubt. Or weren't you normal?

At this stage the child develops physical strength; he longs to fight somebody or something; wants to try his powers upon anything in sight. Often it takes the form of mere physical cruelty. One father that I know found his boy beating a beloved pet dog, and got this in justification:

hard muscular games; things to investigate, to construct. Here is where you come in, Father. And you, Mother—don't act as if you thought this little eight-year-old bundle of activities ought to behave like a nice old maiden aunt of seventy! This is all life—wholesome, normal child life, just passing into a lawful stage. Make use of it, develop it, and that will help you to understand the next one.

Prudence Bradish.
(Copyrighted, 1922.)

Mother Shipton and Her Prophecies.

Lansing, May 16—In my childhood—some forty-five years back—my mother used to quote in jest from what she called "Mother Shipton's Prophecy" lines that went something like this:

The world to an end shall come
In eighteen hundred and eighty-one.
Then there was a line of the verses also which said "England shall admit a Jew."

That's all I remember. Can you tell me who "Mother Shipton" was and print what was called her "Prophecy?"

Mary Chase.
Mother Shipton, a fictitious or at least half mythical personage, lived, according to English tradition, in the latter part of the fifteenth century. The legend said she was a child of the devil, who wooed her mother in the guise of a forester. When she grew up to womanhood she lived in the forest and refused to associate with other human beings. One story has it that she was baptized Ursula Southiel and that she married Tony Shipton, a builder. Tradition credited her with uttering "prophecies" while fleeing from those who desired to make her acquaintance. She is said to have foretold innovations which shortly followed in religion. The fall of Wolsey, the death of Sir Thomas More and other lords and ladies who were beheaded in the reign of Henry VIII were among her predictions, so it was declared.

Mother Shipton's general prophecies were put into doggerel by some unknown rhymester, and have been handed down in one form or another through many years. They are said to be highly respected by credulous and ignorant English, although modern critics declare the alleged utterances of an utterly mythical individual are nothing but the more or less clever inventions of a nineteenth century joker, who imposed them on gullible persons as emanating from a witch who lived in England more than 400 years ago.

There are various versions of "Mother Shipton's Prophecies," the following extract containing the lines recalled by one correspondent:

Carriages without horses shall go,
And accidents fill the world with woe.
Around the world thoughts shall fly
In the twinkling of an eye.
The world upside down shall be,
And gold be found at the root of a tree.
Through the hills men shall ride
And no horse be at his side.
Under water men shall walk,
Shall ride, shall sleep, shall talk.
In the air men shall be seen,
In black, in white, in green.
Iron in the water shall float
As easy as a wooden boat.
Gold shall be found and shown
In a land that's not now known.
Fire and water shall wonders do.
England shall admit a Jew.
And the world to an end shall come
In eighteen hundred and eighty-one.

Another and longer extract is as follows:

A house of glass shall come to pass
In merry England, but, alas!

War will follow with the work,
In the land of the Turk.
And state and state in fierce strife
Struggle for each other's life.
Carriages without horses shall go,
And accidents fill the world with woe.
In London Primrose Hill shall be
And the center of a bishop's see.
Around the world thoughts shall fly
In the twinkling of an eye.
Through the hills men shall ride
And neither horse nor ass bestride.
Under water men shall walk,
Shall ride, shall sleep, shall talk.
Iron in the water shall float
As easy as a wooden boat.
Gold shall be found and shown
In a land that's now unknown.
Fire and water shall wonders do.
And England shall admit a Jew.
Three times three shall lovely France
Be led to dance a bloody dance.
Before her people shall be free;
Three tyrant rulers shall see
Each springing from a different dynasty.
And when the last great fight is won
England and France shall be as one.
And now a word in uncouth rhyme
Of what shall be in later time.
In those wonderful far-off days
Women shall get a strange, odd craze
To dress like men and breeches wear.
And cut off their beautiful locks of hair,
And ride astride with brazen brow
As witches do on broomsticks now.
Then love shall die and marriage cease
And babes and sucklings so decrease
That wives shall fondle cats and dogs,
And men live much the same as hogs.
In eighteen hundred and ninety-six
Build you houses of rotten sticks,
For then shall mighty wars be planned
And fire and sword sweep over the land.
And those who live the century through
In fear and trembling this will do:
Fly to the mountains and to the glens
To bogs and forests and wild dens.
For tempest will rage and oceans will roar
And Gabriel stand on sea and shore;
And as he toots his wondrous horn
Old worlds shall die and new be born.
In the air men shall be seen
In white, in black, in green.
How strange, but yet they shall be true,
The world upside down shall be
And gold shall be found at the roots of a tree.
Through hills men shall ride
And horse nor ass be at his side.

The modern and imaginative character of these alleged "prophecies" is obvious from the fact that these quotations are not consistent in one very essential point. In the verses mentioned by our correspondent it is stated that "the world to an end shall come in eighteen hundred and eighty-one," whereas in the longer extract, plainly the work of an up-to-date rhymester, we find predictions of conditions "in eighteen hundred and ninety-six"—fifteen years later than the date set for the end of things mundane.

It is no wonder, therefore, that our correspondent's mother of forty years ago quoted Mother Shipton "in jest." That fact indicates that she was a woman of good sense as well as kindly humor.

The Meat Dollar Comes Back.

August F. Grimm, chairman of the Meat Council of New York, issued a statement yesterday showing that the pre-war dollar, which had shrunk in July, 1920, to be worth only 52c in a retail meat market, is to-day worth 83c when spent for meats. The figures cover nine meat products, including lard, and thirteen other articles of food. The Government figures for the period ending March 15 indicate that the declines from peak prices on meats sold at retail range from 17 per cent. to 49 per cent., the average being 31 per cent. "During the last year," says the statement, "the retail price of round steak has dropped 12 per cent.; of chuck roast 14 per cent. and of plate beef 18 per cent. Both chuck and plate now are selling in retail stores in New York at or near pre-war levels."

You cannot better your business as much as you want to while using old fashioned equipment and fixtures.

BUSINESS WANTS DEPARTMENT

Advertisements inserted under this head for five cents a word the first insertion and four cents a word for each subsequent continuous insertion. If set in capital letters, double price. No charge less than 50 cents. Small display advertisements in this department, \$3 per inch. Payment with order is required, as amounts are too small to open accounts.

Wanted—An experienced shoe salesman, familiar with country trade. References required. Chas. P. Lillie & Sons, Coopersville Mich. 776

FOR SALE—OR RENT—Lumber and coal business. Prosperous one-yard town. Southern Michigan. Address W. C. ELDRED, 812 Sybil St., Ann Arbor, Mich. 777

Wanted—Salesmen. Sell side line patented water vests, most practical safety appliance, people every age. White cloth, chemically treated. Attractive, neat, folded in 6x9 envelope. Weight, five oz. Worn inside or outside bathing suit. Has stood most rigid tests. Absolute safety. Sell department, sporting goods, drug and resort stores. Commission. Write for territory now. Swimming Device Co., 124 N. Michigan St., South Bend, Ind. 778

SPLENDID OPPORTUNITY — FOR SALE. STOCK AND FIXTURES OF LATE WALTER F. BEARD, CONSISTING OF ICE CREAM PARLOR, RESTAURANT, AND GROCERY COMBINED. BEST LOCATION IN CENTRAL MICHIGAN. ESTABLISHED EIGHT YEARS. LONG LEASE ON BUILDING, YEAR ROUND BUSINESS. RAY BINKLEY, ADMINISTRATOR, CRYSTAL, MICHIGAN. 779

WANTING TO RETIRE FROM BUSINESS—Will sell at great sacrifice three ready-to-wear stores in Albion, Fullerton and Genoa, Nebraska. Clean up-to-date stock and good paying well established business. Box 292, Genoa, Nebraska. 780

For Sale—Cigar store, card room and lunch counter. Large soft drink sales. Inquire Wm. Wiley, Laingsburg, Mich. 781

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

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

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—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

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

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, Dept. A. 756

DENATURED ALCOHOL POISON LABELS

In conformity with the requirements of the new regulations of the Internal Revenue Department, we are prepared to furnish special poison labels for use in selling Denatured Alcohol, printed with red ink on regular gummed label paper, as follows:

500	\$1.25
1,000	2.00
2,000	3.50
5,000	7.50

All orders promptly executed.

Tradesman Company
Grand Rapids

SECOND-HAND SAFES

We are always in the market for second-hand safes.

Send us detailed description, including date of purchase, name of manufacturer, inside and outside measurements and general appearance and we will make you an offer.

GRAND RAPIDS SAFE CO.

GRAND RAPIDS, MICH.



FOR SALE!

To complete liquidation of affairs of the Grand Rapids Brewing Company its directors have ordered the immediate sale of the above property. No reasonable offer will be refused.

Description—

Frontage: 195 feet on Ottawa Avenue
200 feet on Michigan Street
224 feet on Ionia Avenue

Comprises Lots 169-179-180-182-183-196-197-198-199 and the N. 21 feet of Lot 170.

Above land entirely occupied by Brewing Plant with exception of Lots 170-179-183 which are occupied by two brick residence buildings.

The buildings are four to eight stories high, of massive brick, steel and stone construction, fireproof throughout, all materials and workmanship of highest quality.

If Interested Write to

Grand Rapids Brewing Co.

GRAND RAPIDS, MICHIGAN

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



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**

RYZON-raised cakes keep fresh longer. The special process of manufacture is the reason.

RYZON, a slow, steady raiser, has greater raising power. Provides home baking insurance—no bad luck. You may mix batter today. Set in cool place, bake tomorrow.

Order from your jobber today.

PAT. OFF.

PAT. OFF.

ASK YOUR JOBBER FOR

Hart Brand Canned Foods

HIGHEST QUALITY

Our products are packed at seven plants in Michigan, in the finest fruit and vegetable belts in the Union, grown on lands close to the various plants; packed fresh from the fields and orchards, under highest sanitary conditions. Flavor, Texture, Color Superior.

Quality Guaranteed

The HART BRANDS are Trade Winners and Trade Makers

Vegetables—Peas, Corn, Succotash, Stringless Beans, Lima Beans, Pork and Beans, Pumpkin, Red Kidney Beans, Spinach, Beets, Saur Kraut, Squash.

Fruits—Cherries, Strawberries, Red Raspberries, Black Raspberries, Blackberries, Plums, Pears, Peaches.

W. R. ROACH & CO., Grand Rapids, Mich.

Michigan Factories at

HART, KENT CITY, LEXINGTON, EDMORE, SCOTTVILLE, CROSWELL, NORTHPORT



When Cars Pass You On the Road

you can bet a large percentage of them use



Red Crown Gasoline



If you love action—and get a thrill from shooting out ahead of the rest—use Red Crown, there is no gasoline made that surpasses it.

Red Crown is good motor gasoline. Not only does it insure a quick “get-away”, but it causes your engine to accelerate smoothly and deliver the maximum power and speed it is capable of developing.

Red Crown is made to produce an abundance of power. Its chain of boiling point fractions is so arranged as to give to the piston an action closely approximating the smooth, even stroke of the steam engine.

It is impossible to manufacture a more economical gasoline for use in the automobile engine.



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