

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

EST. 1883

Thirty-Ninth Year

GRAND RAPIDS, WEDNESDAY, MAY 31, 1922

Number 2019

## THE CHILDREN'S HOUR

Between the dark and daylight,  
When the night is beginning to lower,  
Comes a pause in the day's occupations  
That is known as the children's hour.

I hear in the chamber above me  
The patter of little feet,  
The sound of a door that is opened  
And voices soft and sweet.

From my study I see in the lamplight,  
Descending the broad hall stair,  
Grave Alice and laughing Allegra  
And Edith with golden hair.

A whisper, and then a silence;  
Yet I know by their merry eyes  
They are plotting and planning together  
To take me by surprise.

A sudden rush from the stairway,  
A sudden raid in the hall!  
By three doors left unguarded  
They enter my castle wall.

They climb into my turret  
O'er the arms and back of my chair,  
I try to escape, they surround me;  
They seem to be everywhere.

They almost devour me with kisses;  
Their arms about me entwine,  
Till I think of the bishop of Bingen  
In his manse tower on the Rhine.

Do you think, oh, blue-eyed banditti,  
Because you have scaled the wall,  
Such an old mustache as I am  
Is not a match for you all?

I have you fast in my fortress  
And will not let you depart,  
But put you down in the dungeon,  
In the round tower of my heart.

And there I will keep you forever,  
Yes, forever and a day,  
Till the walls shall crumble to ruin  
And moulder in dust away.

Henry Wadsworth Longfellow.

## This Service a Winner

You need fresh yeast in your business, Mr. Grocer, to meet the wide-spread demand which has arisen for

### Fleischmann's Yeast

Your customers who read the magazines are demanding it as a health-food.

You can render them a neat service by keeping a fresh supply always on hand, and at the same time turn the coins jingling into your cash drawer.

### The Fleischmann Company

Fleischmann's Yeast

Fleischmann's Service

## OELERICH & BERRY CO.



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



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



## Old Manse Syrup

It always pays to  
**BUY THE BEST**

Distributed by  
**ALL MICHIGAN JOBBERS**

Packed by  
**OELERICH & BERRY CO.**

**CHICAGO, ILL.**

## 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**



## How to Make Money On Sugar



You can do it if you will spend just a little time inducing your customers to use FRANKLIN SUGAR in packages, altogether.

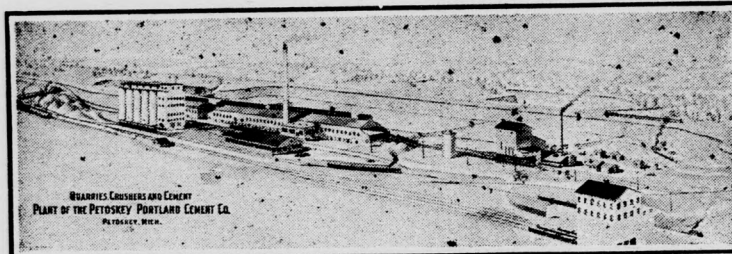
You will be benefitting them, because these packages keep the sugar clean.

You will be benefitting yourself, because the saving in waste, overweight, bags, time and labor represents a substantial profit to you.

**The Franklin Sugar Refining Company**  
PHILADELPHIA

*"A Franklin Cane Sugar for every use"*

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



## Petoskey Portland Cement

### A Light Color Cement

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

ASK YOUR DEALER FOR IT.

**Petoskey Portland Cement Co.**

General Office,

Petoskey, Michigan

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## MICHIGAN TRADESMAN

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

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly By  
TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

### Subscription Price.

Three dollars per year, if paid strictly  
in advance.

Four dollars per year, if not paid in  
advance.

Canadian subscriptions, \$4.04 per year,  
payable invariably in advance.

Sample copies 10 cents each.

Extra copies of current issues, 10 cents;  
issues a month or more old, 15 cents;  
issues a year or more old, 25 cents; issues  
five years or more old 50 cents.

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

## BUSINESS MEN OPTIMISTIC.

Business news during the past week was predominantly optimistic. The temporary tightening of the money market in the previous week gave way to easier conditions, and this was reflected in better prices of bonds, with several of the Government issues touching par. The weekly report of the Federal Reserve System showed a gain of \$27,000,000 in bill holdings, thus pointing to an expansion of \$27,000,000 in bill holdings, thus pointing to an expansion of commercial credit. Increased loadings of revenue freight also indicated a larger volume of commodity turnover. The reduction of 10 per cent. in freight rates announced to take effect on July 1 was viewed with mixed feeling, shippers generally welcoming the cut as a big stride towards the completion of readjustment and the restoration of stability, while railway operators and security holders were more doubtful of the outcome. It is generally agreed that the net result of the reduction will depend on what further action the Railroad Labor Board may take with regard to wages, especially in the case of the shopmen, whose remuneration has been advanced relatively more than that of trainmen as a result of war-time changes. The effect of the new rates will be different also in the case of bulky commodities from that in case of goods of small volume and great value. Lower rates on steel, road-building and other construction materials will have a more stimulating effect on traffic than reductions on costly finished goods.

Announcement by a prominent trade publication a few days ago that business was "rounding the corner" evoked in some quarters the exclamation, "What, again?" That announcement has been made so often that the "corner" might appear to be something like a will-o'-the-wisp, unless account is taken of the conditions under which it is usually "turned." In the particular case referred to the

statement was made with reference to the wholesale dry goods trade. In the field of distribution the corner was not turned as soon as it was in that of the production of basic commodities. In fact, no two industries turned the corner at the same moment, or if they did so it was merely a coincidence. A year ago retail trade was in better shape than manufacturing. The producing line, as a whole, had its worst time in July and August, 1921. In March, 1922, the situation was reversed. At that time manufacturers were increasing output and becoming daily more cheerful over their prospects, while retailers, owing to the lateness of the season, felt rather "blue." April brought better times for both producers and distributors, and since the worst lies behind for practically everybody, it may be said that the elusive corner has definitely and finally been turned.

## BAD AS CLASS LEGISLATION.

The agricultural bloc in Congress has at last had its way in the matter of getting a "dirt farmer" on the Reserve Board. The Senate bill making this provision has been accepted by the House. There is no objection to the inclusion of such an individual in the board's membership, or of any other man making an honest living, if he can discharge his duties competently. The present bill is objectionable for a wholly different reason; namely, it is legislation initiated unblushingly in the interests of one special class, and its main purpose is not to confer any particular economic benefit on that class, but to cater to its vote. There should not be the slightest taint of politics connected with appointments to such a highly responsible body as the Federal Reserve Board. Moreover, if it is right to stipulate a farmer as such for the board, it would also be right for Congress to stipulate that a retail merchant or a lumberman should likewise be a member. Furthermore, the whole spirit behind this measure seems to imply that heretofore the farmer has received less than a square deal, or if not this, he is entitled to special favors from his Government.

The clamor for a "dirt farmer" on the Reserve Board did not come from the farmers themselves, but from certain of their self-constituted leaders, who exploit themselves by posing as the guardians of the peculiar interests of agriculture. There has been no end of wild and irresponsible talk in Congress about the Federal Reserve banks charging the farmers as much as 60 per cent. interest, while the financial centers got ample accommodations at 6 per cent. or less. The board has also been accused of bringing on the deflation of 1920 and of

causing enormous and needless losses to farmers thereby. There is nothing new in all this clamor. It is the same sort of stuff that the country heard all through the early nineties, with only a few variations to meet new conditions. In the nineties it was the gold standard that was to blame; now it is the Reserve Board. In both cases the agitation was at bottom a clamor for cheap money. The Joint Commission on Agricultural Inquiry, appointed by Congress a year ago to find out what was the matter with the farming industry, has gone extensively into the subject of the Federal Reserve Board's attitude towards farm credits. This commission was constituted of Senators and Representatives, who can hardly be accused of hostility to agriculture, among them being Senator Capper, the head of the farm bloc, and Senators Lenroot of Wisconsin, Robinson of Arkansas, Harrison of Mississippi, and McNary of Oregon. This body came to the conclusion that credit extensions in the inflated period were relatively greater in rural districts than in industrial centers; that the restrictions on credit in 1920 did not curtail loans more in rural districts than elsewhere, and that the financial centers did not absorb credit for speculative purposes.

## THE LINCOLN MEMORIAL.

Washington never lived in the city that bears his name. He laid the cornerstone of the White House, but John Adams was its first occupant and Jefferson was the first President to be inaugurated in the permanent capital of the United States. It was reserved for Lincoln and the historic events of 1861 to 1865 to charge the city with the memories that render it peculiarly sacred. The threat constantly made against the Nation's capital during the strife between the states was a threat at the Nation's life. Foremost of those who faced this threat stood the sublimely awkward figure of the Railsplitter, looking through the windows of the White House at the beautiful Virginia hills across the quiet Potomac and asking himself with unremitting anxiety what more he could do to avert the menace that lay behind that peaceful scene.

In order that nothing might be lacking to identify the savior of the Nation that Washington founded with the city that bears that founder's name, Lincoln laid down his life in the untaken capital. He had saved the Union and, as an incident of the struggle, he had stricken off the shackles of the slave. How rear, a memorial to such a man for such a triumph? The same problem had been presented when the question had been

raised of a monument for Washington. His real monument was the Nation. What mere pile of brick or stone could there be which would not seem to belittle rather than to commemorate his immortal achievement? Yet the problem was solved, and the noble obelisk that pierces the sky is a fitting tribute to the American name that leads all the rest. That obelisk made it imperative that the memorial to Lincoln should be as majestic as itself in effect and utterly different in form. This problem has been happily solved in the massive structure which was dedicated Tuesday.

North of the Lincoln Memorial rises the Washington Monument. South of it, at Arlington, reposes the Unknown Soldier. In these three shrines is writ all our history.

## GETTING ON A PARITY.

It is not so long ago that complaint was made that retailers were not giving their customers the benefits of the reductions in prices made in the primary markets. That was when the acute period of the deflation process was here and producers were taking losses in order to get merchandise out of their hands. Quite recently, something of the opposite kind has been in progress. Prices have been marked up by producers while retailers have been lowering theirs in order to stimulate sales. It usually takes some time before the primary and secondary markets get to a parity with one another. Under former conditions it took longer for this than it is likely to do under present circumstances because there used to be more forward buying by the retailers than has recently been the custom. The effect of this was that retail customers would frequently be purchasing merchandise at lower than wholesale replacement prices for quite a long period while values were rising in the primary markets. On the other hand, they would be rather longer delayed in getting the advantages of reductions at wholesale because of the reluctance of retailers to take losses on stock goods. As it is now and has been for some time, however, the retailers have been buying from hand to mouth and have kept down stocks to the minimum. While this has enabled them to limit their losses, it has given customers the benefits of cheaper goods and the disadvantage of dearer ones for shorter periods than before.

The time to discuss with a creditor your inability to settle an account when it is due is before the account is due, not after.

The lucky one is he who escapes luck.

**MOVED UP ANOTHER NOTCH.****T. J. Thompson Elected Director of Standard Oil Company.**

Chicago, May 26—You will doubtless be glad to know that your former fellow-citizen, Mr. T. J. Thompson, has been signally honored by this Company.

Statement over the signature of Col. R. W. Stewart, Chairman of the Board under date of May 23, announces Mr. Thompson's election as a director of this Company. He will still retain his position as General Manager of the Sales Department.

I am passing this information on to you, thinking it will be of interest to your readers, among whom Mr. Thompson has many friends.

Norris H. Reed,  
Advertising Manager.

It was Ralph Waldo Trine who said: "He who, forgetting self, makes the object of his life service, helpfulness and kindness to others, finds his whole nature growing and expanding, himself becoming large-hearted, magnanimous, kind, sympathetic, joyous and happy; his life becoming rich and beautiful."

While paying due credit to the remarkable business ability of Mr. Thompson, which has enabled him to lift himself from a menial position with the Standard Oil Company in 1883 to his present high office among the Seats of the Mighty, the Tradesman proposes to dwell for a moment on the human side of the man who has gradually risen from obscurity to eminence in the space of thirty-nine years. His love for his fellow workers in every branch of the service has been most remarkable. No matter how busy he might be, he has never lost an opportunity to extend a warm hand clasp or a cheery word of encouragement to his co-workers in the organization to which he has devoted his life. No man anywhere has had a sweeter, simpler, happier home life than Mr. Thompson. His home is his kingdom and it is here in this atmosphere; with his wife and his children, that he finds his greatest happiness. In all our acquaintance with men we have never known one of more generous soul; have never known a better friend, or one more ready to go far, very far, to serve another. Those of us who know him best, who know the true impulses and purposes of his heart, who find delight in his buoyant, cheery, strong nature believe that much of the success which has come to him in a material way is due to his great goodness of heart.

Mr. Thompson is a tactician of the highest order, fertile of resources, ready to meet any emergency, perceiving unerringly the weak spot in the enemy line and deadly in his blows on that line, although in his war the blow takes the form of persuasion of the enemy and the victory that of a new recruit to the cause of his employer.

Mr. Thompson has worked untiringly for the great end sought, backed by the most loyal following that men ever had. It is one thing, however, to win a fight for a principle and altogether another thing to put that principle into working practice. And this is where Mr. Thompson's genius comes into full play. His range of knowledge; his acquaintance with men of all stations of life and of all

nationalities; his understanding of conditions throughout the world and his ability to call into instant service this knowledge, this acquaintance and this understanding are simply marvelous.

Mr. Thompson has no idle moments. The only rest he ever has is in sleep. He can not breathe the air of inaction. He has no hobbies, he knows nothing of frivolity, he plays no games. He is a keen reader of newspapers; he hardly ever reads books. In the problems engrossing his mind and in the fierce fray of combat he lives books—books which mean a thousand times more to his intense nature than the printed pages from another's pen.

Mr. Thompson is an extraordinary creation, a genius in his world of activities. His great common sense is

heavier decline would have resulted on flour had not the price of mill feeds followed the general trend of wheat prices.

The latest estimates on the Kansas crop indicates a yield of all the way from 100,000,000 to 130,000,000 bushels and the condition of the growing crop of soft winter wheat East of the Mississippi river averages above 90 per cent., which is very good indeed.

Seeding conditions were excellent in the Northwest. A normal acreage was sown and practically all of the wheat is up. Prospects for a good crop of Spring wheat this year are favorable.

While, of course, a lot of things can happen to the growing crop of wheat between now and harvest, we have the setting for better than an



Thomas J. Thompson.

foundational in his material achievements and among men. He has not a profound mind, but a most resourceful, alert and practical mind. His imagination and knowledge of men and acquaintance with men, coupled with his rare powers of application, of tireless work, make him the force he has come to be, the big citizen he is.

**Flour Stocks at the Lowest Possible Point.**

Written for the Tradesman.

Continued improvement in the growing crop of wheat has created considerable bearish sentiment during the past two weeks. In fact, cash wheat has declined 12&20c per bushel, depending upon the variety and grade, the choicer varieties and grades suffering less from the effect of crop improvement than the lower grades. Flour has declined from 50c@\$1 per barrel, depending, also, upon the variety and grade. Undoubtedly, a

average crop and can see no reason why prices should advance and undoubtedly they will not, provided there is no deterioration in the condition of growing wheat.

On the other hand, stocks of flour are exceedingly light. All buyers, large and small, have purchased in a very limited way from hand to mouth and just sufficient quantities to care for their requirements, and they have exercised good judgment in so doing.

It does not appear wise to change this buying policy for the time being. Flour will probably continue to move in a limited volume until new crop wheat is available, then if prices have worked down to a suitable basis for flour, buying undoubtedly in increased volume will develop, as there are a lot of holes to fill, for everyone has allowed stocks to dwindle to the lowest possible point.

Lloyd E. Smith.

**Straw Hats Now in Vogue.**

A well-known New York millinery manufacturers reports timbo to be the straw weave most frequently asked for by his customers, and the demand for hats of this material shows no sign of falling off. The wanted models are of the wide-brimmed, essentially Summer type, and are trimmed entirely with yarn embroidery in heavy, padded and light tracery motifs. Birds, fruits and flowers are the designs chosen. The heavier patterns are brought out in very gay colors as a rule, the more delicate work affecting the daintier hues.

According to the bulletin of the Retail Millinery Association of America, timbo hats are favored in both brilliant and pastel colors, as well as in white. In many cases the brims are faced with silk or crepe, while in other models they depend upon their own loose, lacy weave for their charm.

Poke bonnet effects in leghorn, both in colors and natural, are also well thought of here. One such model in black leghorn is given a demure effect by an inner facing of black moire. About the crown is laid a striking trimming in the form of a wreath of calla lilies made of organdie. Another leghorn poke on bonnet lines is made up in tile blue, with self-toned moire ribbon brought across top of the shape and forming ties at either side. A wreath of small white flowers finishes it off.

**Swiss Eating American Cheese.**

The topsy-turvy condition of the world in the period following the war was perhaps best illustrated when coal was actually carried to Newcastle, and the old proverb, which was intended to portray the height of the superfluous, thus got a heavy jar. That was because of the British coal strike. Now our ideas of the conventional way of doing things get another jolt when we read a report from the American consul at Lucerne that the Swiss have actually taken to eating American "Swiss" cheese. This seems to represent the American invasion at its climax. The consumption of American cheese in Switzerland may be only temporary, the consul thinks, but it represents while it lasts the triumph of the American method of quantity production. The American product is factory-made, while Swiss cheese is produced in small establishments in scores of villages. In spite of its being made in so many different places Swiss cheese possesses a uniformity which in this country is usually associated with factory methods. The uniformity in the different grades and varieties made in Switzerland is attributed to the peculiarities in the forage consumed by the cattle in different places.

**Jellied Fish.**

The newest method of preserving fish is to cut it into pieces of suitable size, pack it in a can, and fill the latter with hot fluid sea-moss gelatin. The gelatin cools and solidifies at a little above 100 degrees. The filled can is sealed and cooked. When it is opened, the consumer finds the contents an attractive preparation of cooked fish in jelly.

**TOO MUCH OF A TONIC.**

If business men were thoroughly canvassed it is probable that a large majority of them would be found to look upon high price levels as desirable and that a large number would appear to regard rising prices as essential to prosperity. Those who hold that the chief aim of the business man is to "buy cheap and sell dear" are naturally desirous of maintaining a bull market at all times, although it is obvious that prices cannot rise perpetually. There are times when prices are too low and also times when they are too high. Rising prices produce a happy psychological effect on the business community, and sometimes a tonic of this sort is badly needed. It would, for example, be of no little benefit to-day to our corn growers and to the copper and rubber industries. Too much of a tonic, however, may prove to be a poison. The question has been raised that if high prices are sometimes desirable, how high should they go. As there is a limit to their soaring capacity, so there must be some sort of demarcation between a rise that may be termed constructive and one that is purely speculative. It is price movements of the latter sort that are breeders of panics and crises.

There are some occasions when an advance in prices tends to stimulate production and thereby increase employment and enhance the buying power of consumers. Such a price movement is constructive. If business is forging ahead at full speed,

however, with practically all industrial plants booked up to their full capacity a further advance in prices will neither stimulate production nor increase employment. Instead of enhancing the purchasing power of consumers it tends to cripple it, and there soon develops the vicious circle of rising prices, followed by higher wages, which necessitate still higher prices and in turn still higher wages. Such a movement is never constructive; it produces only an inflationist bubble which eventually must burst. The price advances of 1919-1920 were of this character. On the other hand, the recent firmness of prices in some of the basic industries has been accompanied by increased production and more employment. So long as the advance has this effect it is beneficial. The problem for business leaders is to consider ways and means to prevent the constructive price movements from degenerating into purely speculative inflation, with the inevitable reaction. The time to take such action is during the period of readjustment. When inflation once gains headway the remedies will be too late.

**CIGARETTE CONSUMPTION.**

While individuals of the Blue persuasion have begun to warn us of the increasing menace of the cigarette "evil" and to agitate for legal restrictions designed to save the nicotine addicts from the consequences of their weakness the data now available concerning the production, consumption and prices of cigarettes afford material also for an interesting disquisition

by economists. Consumption of cigarettes is now about three and a half times as great as it was in the pre-war period. The average monthly output of cigarettes in 1913 was about 1,270,000,000, whereas during 1921 it exceeded 4,000,000,000. On the other hand, there has been a tendency since the war for the output of cigars and smoking tobacco to decline, although the latter increased somewhat during the war years. In 1921 the production of both cigars and smoking tobacco was about 10 per cent. less than in 1913, while that of cigarettes increased approximately 170 per cent. In 1920 the output of cigars increased over that of 1919, while the production of both cigarettes and smoking tobacco was less than that of the previous year. It is possible that this is a reflection of the spending orgy of 1920. Some pipe and cigarette smokers apparently took to cigars during the flush times and then with the coming of tight times returned to their first loves. The recent reductions in cigarette prices, according to reports from trade circles, have not perceptibly stimulated consumption. This would tend to bear out the economists' doctrine that the demand for commodities of habitual use is inelastic; that is, it does not vary directly with fluctuations in price.

Your desk; is it a mass or a mess of a little of everything with an ink well and a bare spot in the middle, or is it an orderly file of the facilities and information needed in business?

**MEDICAL USE OF GLANDS.**

Highly diversified industry has grown up in this country within the past fifteen years in the manufacture of products from the various glands of domestic animals slaughtered in the large meat-packing plants. Rennin and pepsin were the first substances of this nature produced under commercial conditions. Shortly after the introduction of these products, and further investigation by the medical profession of the medicinal values of other glands, came the manufacture of pancreatin and later extract of thyroid gland.

Pharmaceutical houses making these and other preparations get the raw glands from the packers, but a number of the latter are now making the finished products in their own plants.

Glands and tissue used in making these products are obtained from cattle, calves, sheep and hogs. From cattle are taken the ovarian, pituitary, pineal, prostate, orphic, suprarenal, pancreatic and parathyroid glands; from calves, the thymus; from sheep, the thyroid, ovarian and orphic; from hogs, the pituitary, ovarian and pancreatic.

Products made from the thyroid, suprarenal and pancreatic glands and rennin and pepsin are recognized as official. There are, however, many other preparations not so well known. One concern is said to put out thirty-five preparations of this kind for medicinal and surgical purposes.

Legitimate business is not a lottery; nor is a lottery legitimate business.



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

**Barney says—**

**BY GOLLY! Nature is doing all she can to help make business better.**

**The crops look better than ever before and the young stock look like Prize Winners.**

**Business is getting better every week and it looks to me as though we must all get ready for a big business this summer and fall.**

**WORDEN GROCER COMPANY**  
GRAND RAPIDS—KALAMAZOO—LANSING

**THE PROMPT SHIPPERS**

**MOVEMENT OF MERCHANTS.**

Alma—Earl J. Garne succeeds C. J. Grubaugh in the grocery business.

Kingsley—Charles Hoeflin succeeds Benjamin H. Snell in the grocery business.

Houghton Lake—C. C. Thomas succeeds James Ostrander in the grocery business.

Charlotte—Harold H. Barnum succeeds Fremont Boyer in the grocery business.

Evart—The Trojan Motor has changed its name to the Trojan Corporation.

Blanchard—Raymond & Barringer succeeds Black & Dwelbiss in the grocery business.

Harbor Springs—Edward A. Burnett succeeds F. L. Reynolds in the grocery business.

Bear Lake—Thompson & Schafer, dealer in groceries and meats, have dissolved partnership.

Detroit—The Murray Co., 64 Cadillac Square, has changed its name to the Murray Clothing Co.

Bay City—The Mullett Lake Orchard Co. has decreased its capital stock from \$75,000 to \$50,000.

Detroit—Weed Gordon & Co., coal, wood, etc., has increased its capital stock from \$25,000 to \$150,000.

Port Huron—The North Shore Transit Co. has increased its capital stock from \$10,000 to \$100,000.

Belleville—Albert Ives, Inc., garage and automobile accessories, has changed its name to Ives & Hulett, Inc.

Clayton—E. C. De Meritt & Son have purchased the hardware and implement stock of Wilson & Stoffer.

Grand Rapids—The Kent County Title & Realty Co. has increased its capital stock from \$50,000 to \$400,000.

Negaunee—The Fair, Johnson & Dubinsky, boots and shoes, are reported to have filed a petition in bankruptcy.

Detroit—The Standard Discount Corporation, 607 Stevens building, has increased its capital stock from \$50,000 to \$100,000.

Grand Ledge—W. H. Gorman succeeds R. N. Floyd in the grocery business. Mr. Gorman was formerly in business at Lansing.

Detroit—George M. Roth, 9418 Joseph Campau avenue, boots and shoes, is reported to have filed a petition in bankruptcy.

Detroit—The Crowley-Milner Co. has purchased the stock of the P. J. Schmidt Shoe Co. and is offering the same at special prices.

Kalamazoo—P. B. Appledoorn's Sons Co., 117 North Burdick street, boots, shoes, etc., has increased its capital stock from \$28,000 to \$50,000.

Saginaw—The Ray Hardware Co. has commenced business at 1941 East Genesee avenue, dealing in hardware, sporting goods and house furnishings.

Detroit—The A. E. Burns Co., handling Florsheim shoes, is to have new quarters in the building now being erected on the site of the old Pullman cafe.

Eaton Rapids—Frank Lawson, recently of Marshall, has leased the Capron store building and will occupy it about June 15 with a stock of bazaar goods.

Detroit—The Radio Devices Corporation has been incorporated with

an authorized capital stock of \$2,000, all of which has been subscribed and \$500 paid in in cash.

Boyerne City—The General Sales Co. is installing 8,000 gallons capacity gasoline and same size kerosene tanks for general wholesale and retail trade in the surrounding territory.

Grand Rapids—Arthur Chaney, who recently sold his grocery stock and meat market at Grant to Wolbrink & Van Eneman, has engaged in the meat business at 1612 Clyde Park avenue.

Detroit—The Mills Novelty Sales Co., 51 Montcalm street, has been incorporated with an authorized capital stock of \$25,000, of which amount \$1,000 has been subscribed and paid in in cash.

Detroit—The Schaefer Jewelry Co., with business offices at 502 Liggett Bldg., has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Detroit—The Ennis Hotel & Restaurant Supply Co., 838 Penobscot building has been incorporated with an authorized capital stock of \$10,000, \$7,000 of which has been subscribed and paid in in cash.

Milan—Jack Wymer has bought from G. A. Dennison a lot on West Main street and will erect a brick building, the main floor to be used as a pool room and the second floor and basement for offices.

Milan—The Certified Motor Products Co. has opened an office in the Williams block on West Main street. The company is agent for motor specialties in Michigan and Ohio, Don Clement is manager.

Iron Mountain—The M. Levy Co., Ltd., dealer in general merchandise, is succeeded by the Levy-Unger Co.

Frontier—Ralph Blount has leased his meat market to Fred Monigar, who has taken possession.

Highland Park—The Northern Lumber & Coal Co., 13738 Woodward avenue, has been incorporated with an authorized capital stock of \$30,000, all of which has been subscribed and \$8,000 paid in in cash.

Detroit—The Consolidated Radio Co., with business offices at 1004 Hammond building, has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Niles—Harry J. Barnard has merged his drug business into a stock company under the style of the Barnard Drug Co., with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in property.

Detroit—Morris Schechter, 2701 Hastings street, has merged his drug business into a stock company under the style of Schecter's Pharmacy, with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Lansing—Davis Bros., shoe dealers at 210 South Washington avenue, have leased the store building at 205 South Washington avenue and will remodel it and open an exclusive women's ready-to-wear as soon as the work is completed. The shoe business will be continued.

Detroit—The Prospect Tire Sales Co., with business offices at 810 Hammond building, has been incorporated

to conduct a wholesale and retail business, with an authorized capital stock of \$2,000, all of which has been subscribed, \$105.60 paid in in cash and \$1,139.05 in property.

Detroit—The G. O. Beeman Co., 1700 Twelfth street, has merged its drug business into a stock company under the style of G. O. Beeman & Co., to conduct a wholesale and retail business, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Muskegon—The Cardinal Petroleum Co. has been incorporated to sell at wholesale and retail petroleum petroleum products, greases, oils, gasoline, etc., with an authorized capital stock of \$10,000 preferred and 10,000 shares at \$1 per share, of which amount \$1,000 and 6,700 shares has been subscribed and paid in, \$1,700 in cash and \$5,000 in property.

**Manufacturing Matters.**

Grand Rapids—The Grand Rapids Plaster Co. has increased its capital stock from \$250,000 to \$400,000.

Manistee—The Manistee Shoe Manufacturing Co. has increased its capital stock from \$30,000 to \$50,000.

Saginaw—The Hemme Seeder & Trap Co. has been incorporated with an authorized capital stock of \$10,000.

Detroit—The Anderson Electric Car Co., 1424 Aberle street, has changed its name to the Towson Body Co.

Grand Rapids—The Wolverine Bumper & Specialty Co. has increased its capital stock from \$50,000 to \$75,000.

Muskegon Heights—The Port Huron Valve Co. has changed its name to the Muskegon Valve & Manufacturing Co.

Royal Oak—The Royal Oak Creamery has been incorporated with an authorized capital stock of \$50,000, of which amount \$35,000 has been subscribed and \$20,000 paid in in property.

Clare—The Great Northern Canning Co. has been incorporated with an authorized capital stock of \$100,000, of which amount \$10,610 has been subscribed and \$3,610 paid in in cash.

Grand Rapids—The Edgar R. Somes Furniture Co. has increased the par value of its 1,700 shares from \$10 to \$100 per share and changed its name to the Grand Rapids Case Works.

Harrietta—The Michigan Fullers Earth Corporation has been incorporated with an authorized capital stock of \$400,000, of which amount \$10,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The Detroit Auto Lock Co., 3620 Gratiot avenue, has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed and paid in, \$1,000 in cash and \$49,000 in property.

Detroit—The Michigan Cone Co., 1334 Maple street, has been incorporated to manufacture and sell cake cones, wafer cones, etc., with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in property.

Grand Rapids—The Economical Sedan Co. has been incorporated to

manufacture and reconstruct auto bodies, curtains, tops, etc., with an authorized capital stock of \$10,000, \$2,000 of which has been subscribed and paid in in cash.

Detroit—The Auto Accessory Manufacturing & Sales Co., with business offices at 208 Empire building, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$3,178.97 in cash and \$6,821.03 in property.

Grand Rapids—The Chapel Machine Co., 538 Division avenue, South, has been incorporated to manufacture and sell oil gauges, furling machines, etc., with an authorized capital stock of \$15,000, all of which has been subscribed and paid in, \$9,000 in cash and \$6,000 in property.

Detroit—The Radio Appliance Manufacturing Co., 6282 Beaubien street, has been incorporated with an authorized capital stock of \$25,000 preferred and 12,500 shares at \$1 per share of which amount \$10,000 and 2,000 shares has been subscribed and \$10,000 paid in in property.

Detroit—John J. Antezak, 5536-38 Michigan avenue, retail dealer in dry goods, women, children and men's ready-to-wear goods, has merged his business into a stock company under the style of the John J. Antezak Co., with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in property.

Detroit—The Detroit Graphite Co. announces that Philip L. Maury, formerly identified with the Sherwin-Williams Co., Cleveland, has become associated with the local company as Vice-President. He will have direct charge of the company's activities pertaining to the paint and varnish business, and other affairs of the plant.

Holland—The Holland-St. Louis Sugar Co. is working out the difficulties which have beset it for two years. The outlook is much brighter owing to reduction in costs and the upward tendency of sugar. Current liabilities are \$13,546, which, with first mortgage bonds, constitute the only indebtedness. The old board has been re-elected.

Detroit—The Walker Microgage Manufacturing Co., with business offices at 50 Buhl Bldg., has been incorporated to manufacture and sell Walker Micro gages, used for testing cylinders and other circular parts, with an authorized capital stock of \$40,000, of which amount \$20,000 has been subscribed, \$200 paid in in cash and \$16,450 in property.

Detroit—The Grant Laboratories, Inc., with business offices at 772 Penobscot Bldg., has been incorporated to manufacture and sell at wholesale and retail, drugs, compounds, pharmaceutical preparations, etc., with an authorized capital stock of \$150,000 common, \$150,000 preferred and 15,000 shares, no par value, \$130,000 of which has been subscribed and paid in, \$18,000 in cash and \$112,000 in property.

When an observer can look into your window and then go on without any idea of what was in the window, or its use or prices, you can count that display a failure.

### Essential Features of the Grocery Staples.

**Sugar**—The upturn which the Tradesman has been predicting for some weeks has set in. Refined advanced 10 points last week and 10 points to-day, which makes the selling price in New York 5.70c. Local prognosticators believe that the refiners will advance their selling price to 6c before July 1. Local jobbers hold granulated to-day at 6.30c.

**Tea**—The market has been fairly steady during the past week, with the demand also steady, though not for large lots. There seems to be a general impression among buyers that tea is not so certain to be good property at present prices as it seemed to be a few weeks ago. There have been some unexpected weaknesses develop and this is why practically all buyers are taking for immediate wants only.

**Coffee**—The market has been somewhat uncertain during the week, particularly in Brazils. All grades of Rio went off a shade during the week, although Santos coffees were fairly well maintained and practically unchanged. Mild coffees show no particular change for the week. Demand is quiet.

**Canned Fruit**—The Coast has long ago been cleaned out of pears and cherries and the jobbing markets are hardly any better off for stocks, so trading in these two items is limited, leaving the bulk of the demand in the California assortment concentrated in peaches and apricots. There is no heavy nor speculative interest in either fruit, but there is a healthier demand by jobbers and other distributors who have been quietly picking up odd lots here and there at what have been considered bargain prices, and from the way the market has hardened these purchases already yield a neat profit. The large part of the demand has been for No. 2½ cans, but No. 10s are in better general request and they are also showing a hardening tone. The trade is too conservative to rush in and cause a flurry, as it realizes that this would likely accomplish little but harm, as it would not uncover hidden stocks, as they do not exist, and it would have a bad effect upon new crop prices, for already growers have made the sky their limit in making contracts with canners for their raw fruits. In new packs some business is being written at specific prices, but there are only a few of the independent canners who will name tentative quotations. Most of them prefer s. a. p. contracts and do not favor even quoting below the opening prices of the larger canners. S. a. p. business is not favored by the jobber, and last week no considerable business was done. The trade still holds off for opening prices, which are not expected for probably another month. Northwestern packers of pears and cherries are also out of the market. They will not go back to their early prices as they figure that they will lose money in filling such contracts. Hawaiian pineapple is firm on sliced of the winter pack as stocks are scattered and light in both No. 2 and No. 2½ sizes. Buyers complain of prices, but when they

need the fruit they are forced to meet the ideas of holders. There is no heavy drive to accumulate apples beyond current needs, but with consumption of canned fruit heavier than a few weeks ago the outlet is broader and daily sales have increased.

**Canned Vegetables**—Major vegetables have one bright spot, peas, but that is more from a canner's than a buyer's standpoint. Spot peas of all grades, especially standards, are firm and are advancing and premiums are being demanded for prompt shipments. The new pack is backward in maturing and the short stocks of old peas will have to be spread over all of June to satisfy the trade. Canners are not anxious to consider business for fancy peas of the new pack, while buyers prefer them as they fear that the late season will tend to bring about a large percentage of standards and a short pack of the better grades. Tomatoes are quiet and unchanged. Corn rules weak and is taken because it is cheap, but not for speculative purposes. Some Southern standards have been purchased as low as 7½c, factory. Spot asparagus is firm and in broken lots of no large caliber. Southern spinach is rather urged to sale, but is not freely taken.

**Canned Fish**—The only bright spots are found in the minor lines of fish, which are scarce on spot. White meat and blue fin Tuna fish is in this class and it is worth watching, dealers say, as stocks of old packs are light and no new pack will be on the market until late summer. Crab meat is firm also but it is being more or less controlled in Japan, and the tendency toward advances is due to what is considered by some as manipulation rather than to free buying for future delivery. Shrimp is wanted, but buyers are hardly ready to meet packers' views. Salmon is dull and what trading occurs is done on spot at relatively cheaper prices for pinks and reds than on the Coast. Salmon is not selling as it usually does at this season. Sardines are quiet. Dealers are taking old packs from Maine in minimum lots and no interest is shown in new packs because of the wide range quoted by the few packers who have offered 1922 goods. California and imported sardines on the spot are slow sellers, like Maine fish.

**Dried Fruits**—Prune growers in California have little regard as to what retail prices on new crop fruit will be so long as they get their own price in contracting their yield to packers. As the season advances they want more money, and while some are selling at 7½c a pound for orchard run, others want 8c. They are basing their calculations on a yield of about 200,000,000 pounds, where earlier in the season an excess of 250,000,000 pounds was in sight. The anticipated crop will be about as heavy as last year, but as there will be no surplus of 1921 fruit this fall when new prunes are ready, the producer figures that the crop this year is small because in 1921, in addition to a fresh yield of 200,000,000 pounds, there was a carryover of 1920 and older prunes

amounting to 50,000,000 to 75,000,000 pounds. Jobbers discount the estimate of this year's crop, and are inclined to consider it too conservative. They are not so much concerned with the size of the crop as with prices, and they think opening quotations so far have been too high. They look at the retail values, based upon wholesale prices, and the general opinion is that retail prices on a 7½c bulk basis will be such as to curtail consumption. Apricot prices on new fruit are considered speculative and they are in no better demand. While a short crop of the desirable packs is admitted it is not believed by distributors that it warrants present quotations. Spot apricots are about out except in royals in a few limited grades. Peaches are not an important seller, but they are moving in a hand-to-mouth way. Packers are waiting until the canners take their stocks before they quote on 1922 dried peaches. Pear prices have not been general enough to demand attention in new goods. Future raisins are neglected as the outlook is uncertain from a producing, a distributing and a merchandising standpoint. A carryover and a large yield cause conservatism which is increased by the possibility of more competition among the raisin packers and lastly retail distribution will be influenced by opening prices. It is a complex situation which has caused a desire among jobbers to lay low until later. Spot raisins remain weak. Currants are easy.

**Syrup and Molasses**—Compound syrup is quite dull, but the market is in very fair condition, prices remain steady and unchanged. Sugar syrup is wanted for manufacturing purposes at unchanged prices. The general situation is steady. Molasses is slow, but without change in price.

**Beans and Peas**—The market for dry beans is very quiet, but most lines are firm, nevertheless there is occasionally a weak holder who will shade. This applies to pea beans, marrows, red kidneys and California limas. Green and Scotch peas are dull and inclined to be easy.

**Rice**—Fancy rice in the South is held strong and brings a premium in many cases. Foreign rice is firmer and a trifle higher as spot supplies are scarce and the demand is fair even though it is not for large blocks.

**Cheese**—The market is firm at about 1c per pound advance over a week ago. Cheese is commencing to show a much better quality as the season advances. We do not look for much change from the present conditions in the immediate future.

**Provisions**—Smoked hams, both skin back and regulars, are having a fair consumptive demand at prices ranging about the same as a week ago. Other cuts are also in fair demand at unchanged prices. Pure lard and lard substitutes are in fair demand at unchanged prices and the market is barely steady. Dried beef, canned meats and barreled pork are all very quiet at unchanged prices.

**Salt Fish**—Mackerel remains unchanged for the week. Lots are becoming broken and general stocks are undoubtedly small. This keeps prices

steady to firm, but there is very little demand.

### Hides and Pelts Strong and Active.

**Country Hides**—Strong, particularly on the light end. Ohio extremes sold at 13c for choice quality. Market locally quoted 12½c recently paid, with up to 13c asked. Slightly off quality is available at 12½c, with outside lots containing some grubs obtainable as low as 11½c in some instances. Buffs quoted 9½c paid and up to 10c asked for best quality. Other lots can be secured down to 8½c. The heavy hides quoted at about same range as buffs, although some straight lots of steers held higher. Bulls are listed 6@7c asked, as to quality.

**Calf Skins**—Strong on fresh quality. City of first-salt quality, active at 16c; resalted citys are held at 15c, and mixed lots range from 10@14c.

**Kip Skins**—Resalted goods range from 9c for poor quality up to 14c asked for resalted citys.

**Horse Hides**—Firm. Tanners have paid \$4.50 for high-grade renderers. Other lots range from \$3 for light average country lots, up to \$4 asked for mostly renderers.

**Sheep Pelts**—Strong. Full wool pelts are getting scarce, with sale rate some time ago of \$2.40. Packer \$1 shearlings recently brought 75c. Dealer lots of pelts range from \$1 to \$2.25 as to average weight. Dry Western pelts quoted 27½c paid and up to 30c asked for top grades.

### Better Hide Values Improving Leathers.

The strong and advancing hide market is commencing to make itself felt in the leather trade, and the situation in the latter industry is said to be much improved. Tanners report considerable more enquiry for practically all classes of leather, and the volume of sales is also said to be much larger. Prices thus far are no better, but the trade is confident more money will be obtainable for leathers a little later.

The automobile leathers and patent stock are about the two best sellers at present. Producers of the former have been buying hides suitable for their requirements in large numbers, and booking the raw material several months ahead, paying sharp advances right along.

Belting butts, high grade sole leathers in the heavier weights, harness leathers and better makes of calfskins are all moving fairly well at steady rates, but side leather is still about the slowest on the list, although as above stated, better hide prices have already caused buyers to become more interested in side leathers. Prices obtainable continue unchanged, ranging from around 30c for best makes down to 18@20c for ordinary quality. Low grade snuffed side leather can be bought for still less money.

Avoid making changes in your store system, methods or policy, that will confuse customers without bringing real benefit.

The unreliable person can be depended on to break his promises.

### Scratch Farming Has Ruined Many Orchards.

Grant, May 30—Someone has remarked that we need another Johnny Appleseed in the land. There are some doubts about this being true. The planting of large acreage of apples might be a good enterprise, all of which would depend on how this acreage of apples was managed after the planting.

Apples are the world's best fruit, the world's most important fruit, and within their juices reside that all healing manna so anxiously sought after by the ailing all over the land.

Apples and health go hand in hand. Why not plant them, then, in wholesale quantities?

There are various reasons why this should not be done. When entering upon such an enterprise it is well enough for the man to count the cost. Destruction of bird life has so enhanced the expense of raising apples we find few men willing to make the sacrifice.

Through the folly of man has this condition come about, and it is only through his wisdom and forethought that the damage thus wrought may be remedied.

To one who is willing to labor and to wait there is certainly much in the fruit prospect to enthuse over. The work to be done is no child's play, but a man's job. The proper growing of apples, first class fruit, is going to be a trade well worth the learning. It is not the ordinary farmer who is built for this sort of thing.

More is the apple growing business being taken over by experts in that line. It is a business by itself and does not harmonize well with general farming. One must study the nature of the apple, study it is ardently as one would a difficult mathematical problem, to hope to make a success along this line.

The right kind of soil, the most intense application in the proper direction will alone count. Few farmers are built that way. Fruit growing is rapidly falling into the hands of men and women who make a study of the subject and work steadily to an end.

Promiscuous planting of apples, a-la Johnny Appleseed style, will not work out successfully in this day and age. This is an age of specialists, and the fruit grower is to be one of these. Grain, hay and stock farmer we have everywhere, but the genuine, dyed-in-the-wool fruit farmer is not so easy to find. What few there are, know how to rake in the almighty dollar as statistics will show.

It will be a waste of time to plant fruit trees indiscriminately like unto one sowing wheat expecting an immediate crop. Apples have become shy bearers of late years, we are told, and there is very good reason why this is so. The one big word Neglect will cover many of the sins of the pretended fruit grower.

No fruit under the shining sun will put up with neglect and show bankable returns—the apple the least of any. When this fact is well understood, as it is fast coming to be, then the king of fruits may be expected to take on a new lease of life worthy of its high calling among the fruits of the land.

Right now there are thousands of acres of land idle, land capable of producing handsome crops, and this same land, much of it is ideal for the production of apples.

Scratch farming has been the bane of Michigan. Dig deep in the soil, fertilize and cultivate until the cows come home if you would succeed in any line, and even more in the line of apple raising.

There is money in apples.

Do you believe that? If you do not, then apple growing is not your forte and you should turn your talents in another direction.

There are a few men in Michigan who have learned how to produce first-class apples, and these men are fast acquiring a fat bank account. If you would be one of this class, throw

aside other methods of farming and strike out for fame and fortune along the apple line.

Do you ask how you are to know that you are adapted to the business? That is easy to answer. If you have an intense, overmastering desire to plant, fertilize, cultivate and live with the apple, then go ahead and work out your plans; and you will be sure to succeed. However, if there is the least doubt in your mind, then accept it as a warning and forever fight shy of the apple grower's lot.

Fruit farming in Michigan, as well as in some of the other states, is now in its infancy. There is more health and happiness to the square inch in raising apples than in anything else one can name. This has not always been accepted as a fact, but more and more people are beginning to find it out, wherefore the prospect for apples fit to eat is of the best, and we may expect to see in the next dozen years a boom in apple raising such as was never before known.

lar schedule, which is a great convenience to many Sooites and tourists who can now avoid the long, monotonous ride on the D., S. S. & A. via Soo Junction. This new service affords tourists an opportunity to see some of our fine country, instead of the trip through the woods by rail.

A new automobile accessory shop was opened in the Soo last week and will be known as the Dal-mur-con auto accessory shop. It will be located at 201 Ashmun street. It will be managed by three popular Soo boys. Jack Murray will have charge of the sales department, Cy Conley will do the installation and demonstration work, while William Daley will act as manager. All three are ambitious young men who will undoubtedly meet with success in their new undertaking.

"Berch Lodge," the new summer resort at Trout Lake, will be opened to the public on June 1, according to announcement made by C. W. Moore, proprietor. Many tourists have al-

the Soo the once over. He reports business as being good. He could not help but notice the many improvements in this city since the clean-up week recently.

Art. Smith, the popular salesman for Liggett & Meyers Tobacco Co., is spending a week here in his home town after spending a month in the copper country in the interests of his house.

"Why not do something for the veterans who are about gone for?"  
William G. Tapert.

### Annual Meeting of Crozed Stave Corporation.

Boyer City, May 30—The Crozed Stave Corporation, whose plant was established at this place two years ago, held its annual meeting here last Friday. They came in a body and took possession of the Wolverine Hotel for the day. E. M. Holland headed the delegation, which consisted of H. J. Hazen, H. L. Lohide, Jno. Dietrich, A. B. O'Brien, L. E. Sears, C. J. Williams, H. F. McIntyre and C. E. Cartier. J. J. Wernette, the architect of the plant, was one of the party. The day was spent, aside from the regular business, in a thorough inspection of the plant. Because of its location on the Pine Lake front, the company has a wide range of territory from which to draw its material for manufacture. Besides getting a good stock in the yard last winter from around Boyne City and over the Boyne City, Gaylord & Alpena R. R. as far East as Alpena, the company is now receiving material from Cross Village on the Lake Michigan shore, North of Harbor Springs. Under the able management of E. A. Fesher, who came here last year from Arkansas, the mill is doing good work and indications are for a good season. P. O. Barden and W. L. Martin are credited with locating the new industry in Boyne City.

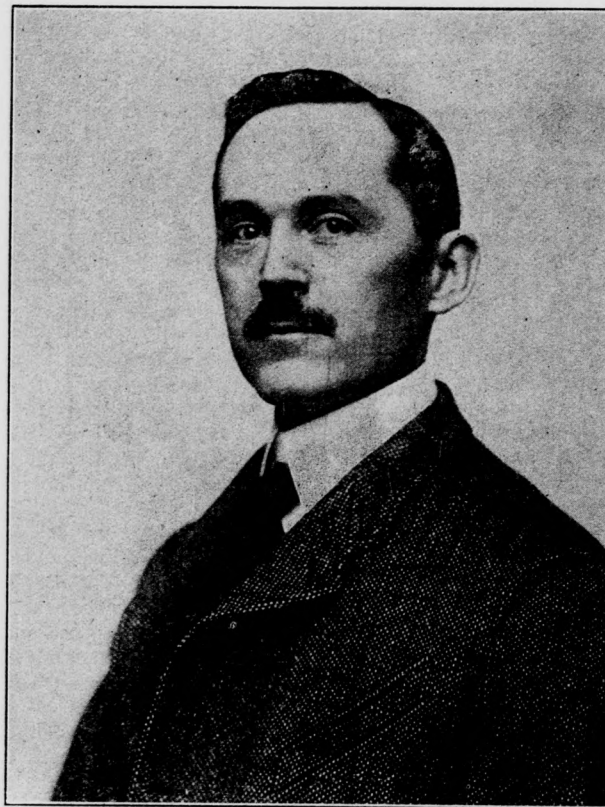
Miss Marie Mortensen has leased the Wolverine Hotel for the coming year. Miss Mortensen has been manager for the Boyne City Hotel Co. for the past five years. During that time she has made this very well-appointed and attractive hostelry the mecca of the traveling men who make this territory. They used to think Boyne City was a good place to stay away from. Now they make Boyne City, if possible, because of the excellence of the entertainment. Not only has Miss Mortensen made this caravanary popular with the public, but she has made it a satisfaction to the men who gambled on Boyne City as an attractive place for travelers of all kinds. The completion of an excellent system of good roads, coupled with the extensive advertising given by the Chamber of Commerce of the advantages of the place as a center from which all the popular resorts of this region can be reached, has contributed to the success of the place. Her success, however, is due to her own good management, nerve and staying power. May her shadow never grow less—and it is some shadow, as it is.  
Maxy.

### Sahlin Manufacturing Co. Will Make Radio Apparatus.

The Sahlin Manufacturing Co. has recently been re-organized for the purpose of manufacturing radio apparatus and the component parts, for which there is a tremendous demand throughout the country to-day, owing to the radio craze.

Mr. Guy W. Rouse, President of the Worden Grocer Company, is also President of the Sahlin Manufacturing Co., and under his able management the Sahlin Manufacturing Co. is, no doubt, assured of a successful future in its new venture.

Don't think you can overstate original values in announcing price reductions and get away with it.



RICHARD R. BEAN, President of the National Confectioners' Association.

Southern and Western Michigan is dotted with dilapidated orchards, the result of neglect and scratch-farming methods which would disgrace a land of Hottentots.  
Old Timer.

### Items From the Cloverland of Michigan.

Salut Ste. Marie, May 30—The restaurant business in the Soo has undergone a great change during the past few months, and all of the leading restaurants are now up to the minute in the line of decorations, appointments and service. The Savoy, after two weeks of redecorating and remodeling is again open to the public and ready for the tourist business, which is already evident. The Savoy engaged the orchestra for its opening on Saturday last and enjoyed a large patronage and received many favorable comments.

"Many a business has been wound up by a crank."

Auto bus service between the Soo and St. Ignace was started last week by George Wilson, of Pickford. Mr. Wilson has purchased a large Reo bus and is making daily trips on regu-

ready written for reservations. It is expected that the new resort will also be popular with the autoists.

The Shallows, one of the Soo's famous summer resorts, opened this week for the season with Muzz. Murray as manager of the general store and bath houses. The launch, Jane S. is getting ready for the summer schedule and will start June 1.

George Jeffry, the well-known retired traveling man, has returned from Detroit, where he spent the winter. He is back to his commodious summer home at Sailor's Encampment, where he will be pleased to see the old-time friends who will be fortunate enough to spend a while on the island.

One of our local papers, The Soo Times, issued a very interesting write-up on the early history and romance of the Soo. Beginning at the period of the early trend Westward, it tells a very interesting story which will appeal to the old settlers as well as to the new comers and, no doubt, many old timers will be surprised to learn that cannibal Indians really lived here in the early days.

Harry Wyman, the well-known Swift Soap salesman, is again giving



## THE FARM BLOC.

### Legislative Control Is Menace To Cheaper Food.

The enactment by the lower House of Congress of the Voigt "filled milk" bill, coupled with the fact that eight or ten State Legislatures enacted substantially the same legislation at their last sessions, only brings nearer the time when the public will awaken to the menace of the "farm bloc" and the class legislation which the farmers are imposing on the public at a time when everyone else is trying to lower the high cost of living.

The influence of the farmers is producing the rankest kind of class legislation and in an economic sense as futile to elevate farming and farm prosperity as lifting one's self by the bootstraps. Worse than that, it is plain buccaneering through the bludgeon of the farmer vote working through impressionable politicians and directly opposed to the efforts of others to create a cheaper and more plentiful wholesome food supply.

The farmers' attitude toward "filled milk" is indicated with that he holds toward oleomargarine and in the long run will prove just as futile to kill a wholesome economic product, if for no other reason than that it is unjust and tyrannical in its trend.

There is absolutely nothing the matter with "filled milk" when honestly labelled and sold for what it is—and filled milk products on the market are plainly and honestly labeled to meet every criticism. If they lack "vitamines" (whatever those are) the labels caution the user against feeding it to infants. They are not even labelled "milk" but a "coal compound." And scientists have lately been exploding the "vitamine" theory altogether as a big bugbear, existing only in theory and wholly without justification in practical fact.

Economically it would seem desirable that if cheap skimmed milk formerly fed to the pigs can, by the addition of pure edible vegetable oils, be restored to its original consistency and attractiveness it is a step forward. But the farmer deliberately blocks it by prohibitory laws in order that he may be freed from its competition on the market and allowed to keep up his own prices unreasonably by such trust instrumentalities as the Dairy-men's League, the National Grange, the Farm Bureau Federation, the National Dairy Union and the National Milk Producers' Association.

It is the same crowd which has for a couple of generations tried to suppress oleo in order that they might get fancy prices for butter; whereas there is absolutely no charge of impurity or unwholesomeness or dishonesty against the product. In spite of taxes, regulations and the enforced inuendo of labels and posters it has made its way; the only effect of the farm campaign being to load the cost of the taxation, etc., upon the American consumer.

For years Canadian farmers did the same thing in their country, but during the war oleo came into its own, and only a week ago the Canadian

Parliament, by a majority of 26, refused to again put prohibition on the product, although the Minister of Agriculture fought the battle of his own farm bloc.

High handed legislative highway-manship of the farm class is only paving the way for a united fight for economic commercial freedom by business men. They have submitted patiently to regulations and the application of anti-trust and anti-conspiracy laws; even to being suppressed in ordinary measures of common prudence; while the farmer has been petted and pampered and favored and coddled by legislation; helped in his selfish ends by laws and by Governmental patronage and aid.

The Sherman, Clayton, Federal Commission and other similar laws, set up rigid regulations to prevent collusion or combination, or united co-ordinated action by every kind of business men and manufacturers, and then specifically exempts the farmers; for no reason save that they are farmers and heavy voters. Business men would be jailed for doing half the things the farmers do under Government encouragement.

There has long been a feeling of injustice and oppression in this, on the part of business men, but they have managed to struggle and actually to progress in spite of all. They have listened to the lamentations of the public about the high cost of living and done everything in their power to keep prices down; even to submission to Government competition in food distribution. But if the farmers are to be permitted to kill the food products their skill has produced by mere whim of legislatures and Congress, the time is coming when business will revolt.

For injustice, for public oppression, for class favoritism and for bad public economy, the filled milk legislation is a climax.

### Veteran Sales Manager's Opinion on Expense Accounts.

El Cajon, Calif., May 25—I am in receipt of a letter from a young traveler in whom I am interested, asking for a little of my early experience as a commercial traveling man and my advice as to what I now consider the duty of a road representative to his house in relation to his expense account and work of a "missionary nature that does not manifest itself in immediate orders." I replied with a rather long letter—not unusual for me—that seems to me interesting, especially to a young man yet to make good; amusing to an old war horse; and possibly instructive to the sales manager who has had no road experience to guide him in the handling of his field force of salesmen.

It occurs to me that it might be worth your printing in the Tradesman. To me there is nothing new in it, yet the young man to whom I wrote it says it has convinced him that too many traveling salesmen give no thought to a lot of simple things which help build up their employer's business. The matter of expense sheets has received a world of discussion in the past, both among the travelers and their executives. Probably no item of selling costs has been more abused, misrepresented and dishonestly handled by men ordinarily considered honest than has the matter of what is a legitimate expense to charge up to the house. The houses of to-day, for the most part, have solved the problems of a generation

or more ago. I am going to take a chance by rewriting this private letter, eliminating some of its personalities.

J. Elmer Pratt.

Recently a young friend, who is a traveling salesman for a well-known firm, noted for its liberality with its help, asked me for an opinion as to what I considered "legitimate expense." He stated that his firm had recently changed its policy from that of extravagant liberality to one of extreme conservatism; that he had received notice that the firm would hereafter expect to allow all "legitimate expenses" incurred in discharge of duties when away from headquarters. No further explanation was given. Naturally, the travelers of this house began interviewing one another on the subject. The young man referred to had been one of the few who had charged up his expense under the head of "general expense." He included only what he thought right and he took his notice as a reflection on his integrity. But after comparing notes with the others, who chided him for his modesty, he concluded his sales manager was justified in the new ruling. But what was he to consider "legitimate expense?" Had he, too, been exceeding the limit? Here follows what I said to this young man:

My young friend, you have asked for my opinion on two subjects which have been absorbing more printer's ink and worrying more sales managers than any subject I can think of. That of legitimate expense is easily answered. That of a salesman's duty to his firm in respect to pioneering or missionary work which does not reflect itself in a manifestation of orders, is more difficult and would require much space. For the time being, I will answer, or more properly, tell you of my early experience, when traveling expense was a mere nothing as compared to present day methods.

On my first trip out our old cashier handed me \$50 with the remark, "We will cash your expense sheets, with a remittance check promptly on receiving them." I said nothing, but, believe me, I did some thinking when I came to making up my first sheet. My contract agreement stipulated salary and expense when "not at home." As I had no home, I interpreted that to mean what it said until such time as I might establish a home or permanent headquarters.

At the end of my first trip I found that I had other expenses than railroad fares and hotel bills. Though I was of a rather frugal nature, I could not dodge many little items without being open to a charge of "sponging." I was a light smoker of good cigars. I took an occasional drink to avoid being "odd," as I then thought and I was a lover of the theater, none or all of which cost much in my private life, but as a traveler they absorbed my salary and then some. Yet I felt timid about charging in these items under their proper heads, without an understanding with "the old man." Before I started out on my next trip, I was called into a conference with "the old man." On his desk were my expense sheets, alongside of others, and a sales report. My employer had a keen sense of justice and liked fair play. His heart was big, but his interviews were gruff and never to be desired. He turned to me with the remark: "I note your expenses are out of all proportion to your sales, as compared with my other travelers. I would like an explanation." "Well, Mr. President," I said, "I charged up all that I paid for hotels and railroad fares. I paid from my personal funds little items like a drink now and then, a cigar and a theater ticket, as I did not feel that my house could afford to send out a 'sponger' as their representative, and I did not wish or care to be called on to explain such expense, as I felt would be the case if I charged it under the proper head."

"The old man" sized me up from head to foot and, with a quizzical expression on his face, remarked: "Exceptional! Don't follow that practice

hereafter. Itemize your expenses, and if ends fail to meet, without drawing on your salary, charge the difference under "to balance." If we can't afford to pay all items you charge in, I'll let you know. I will pass any expense you are not ashamed to itemize until further notice and I hope you can show a bank account at the end of a year equal to your salary."

On my next trip I devised a labor saving expense sheet made in duplicate and had some run off on a duplicating machine; also I devised a handy vest pocket blotter, from which I copied the items onto my house expense sheet which I always mailed Friday night, to be sure a remittance would be mailed on Monday. Shortly after, I received pads of these forms printed in duplicate with a neat binding to carry them in. These forms were note size. Columns were headed with R. R. fares and Pullman expense, hotel bills, bus and baggage, theaters, entertaining, miscellaneous. Under the last head I itemized cigars and drinks.

At the end of my first year, I took my bank book to the "Governor." He looked at my balance. It did not equal my salary by the cost of a winter outfit. His remark was to the effect that evidently I had not included the traditional overcoat in my expense account, as some others had. "I wonder," said he, "how long it is going to take for our travelers to learn that they pay all their expenses. They are not fooling us, as they seem to think. Every dollar they charge to us is charged back and entered against them with their salary. Their total cost goes against their total sales and their personal compensation depends entirely on the balance in their favor. If they are a loss to us, they go. If more than a normal profit, their compensation is increased." Thus I learned why my salary that year was doubled, and I profited by it.

When I became a sales manager at the end of ten years with one of the best of firms, I adopted the same policy with my travelers, and I found it paid well. Only one man who worked under my administration fooled himself. The others still living are filling positions of responsibility and trust. All modern firms know very well that a traveler's expense account cannot be correctly checked up. All have some system by which they measure the worth of an employee. The man who thinks he is putting "one over" on his boss makes the mistake of his life. I remember a remark that old veteran, Henry M. Leland, now a partner of the largest automobile maker in the world, made when he took the management of a business about which he knew little. He said: "Boys, you can fool me now, but I'll find it out, then out you go. My advice is to be honest with me now, for later on I'll not be easily deceived."

So I say to you my friend, be frank with your firm and consider legitimate expense any expense you are not ashamed to itemize. Give your house the best you have in you and you will need no coaching to hold down your job. I'll take another time to tell you what I think about doing pioneer work for which you may never get any credit, because the results are slow in showing up.

You have heard the old story about the boss who was always prodding his men with the howl, "It is orders ve vont." All very true, but orders are limited while chances to get new customers are practically unlimited. Get new customers, hold the old ones, and orders will take care of themselves.

### Ought To Change It.

"You don't have so far to come to work now."

"Nope, moved."

"Like the new place better?"

"Yep. Old place was next to a saw-sharpening emporium, and I didn't like their filing system."

### HEADED FOR A FALL.

The testimony introduced at the recent fire insurance hearings at Lansing proves beyond the question of a doubt that the present methods pursued by the Michigan Inspection Bureau are about as unfair as it is possible for human minds to conceive and put into execution. It was brought out very clearly and beyond the possibility of doubt or denial that fully 75 per cent. of the ratings now in force in this State are above the parity of the so-called Dean schedule; that the shrewd schemers employed by the Bureau to fix ratings misuse the power placed in their hands to favor their friends and punish their enemies; that insurers who prefer mutual to stock companies are penalized in the most reprehensible and vindictive manner possible; that the individual who is kept at the head of the organization, despite the protests of Insurance Commissioner Hands and Governor Groesbeck, is utterly unfitted, both by temperament and breeding, to meet any gentleman as a gentleman; that the fundamental system of the Michigan Rating Bureau—its inception, conduct and effect—is based on falsehood, vindictiveness and breach of trust which are a disgrace to stock fire insurance and must be put down by the strong arm of law and justice.

No attempt was made to put in any contradictory testimony by the crafty attorneys of the stock companies and every time they undertook to smirch the character of the witnesses called in behalf of the people they received such a shock that they were almost literally taken off their feet. In every case their unscrupulous attacks reacted upon them in such a way as to make them the laughing stock of all present at the hearing.

The outcome of the hearing is plainly in evidence to all who were present in Lansing—the Michigan Inspection Bureau as now conducted by the unscrupulous hirelings of the stock fire insurance companies, must be abolished, root and branch. It serves no useful purpose and is simply and solely a vehicle of extortion, discrimination and injustice. No revision of its methods can be brought about, so long as its sponsors are men of wicked minds and unscrupulous dispositions. The only course open is to abolish the entire nasty gang of grafters, cheats and swindlers and substitute therefor a new bureau, conducted under the auspices of the State, which shall give every insurer a square deal, no matter what kind of insurance he prefers to use to protect himself in the event of loss or damage by fire. Any one with half an eye can see that this is the only way in which the rating of Michigan risks can be properly accomplished, because any organization which is contaminated by the presence of stock fire insurance officials must necessarily be open to objection and distrust.

Governor Groesbeck is understood to be in favor of radical action in the premises and those who are close to the throne assert that one of the first measures he will put through the next

Legislature will be one that will clean up the present rating situation and give the people of Michigan relief from the most unscrupulous gang of tricksters and swindlers who ever infested the commonwealth, by placing the rating authority in the hands of honest men who can see straight and deal fairly.

### HELPS SEASONABLE BUYING.

A touch of summery weather during the last week helped to push along seasonable buying. It impressed again on dealers, what they are prone to forget from year to year, that there is no use in trying to force the seasons. Some appear never to get over the impression that winter jumps immediately into summer and that the latter reverses the process when September comes. It is well to remember that the real summer months are July, August and September and that attempts to "rush" the season merely result in cut price sales about the time when buying should be at its height. Retail business in general continues to show the same features that have marked it for some time. There is a disposition to shop around before purchasing, and values are closely scanned. Aside from apparel, there is considerable call for house furnishings and for luggage and other travel accessories. Sporting goods and, of course, radio apparatus are also receiving much attention. Men's wear sales are likewise beginning to show up better, with promise of decided increase as soon as a few days of continued warm weather set in, when a rush for tropicals is expected. The primary markets have slackened up in view of the holiday and because conditions do not for the moment warrant much activity. Most of what is done is for filling-in purposes.

### ARE PRICES STILL TOO HIGH?

Retailers who for nearly two years have been struggling with the problem of making prices suit the expectations of their customers are not particularly happy at the prospects held out to them of renewed advances. There is still a buyers' market at the consumer end of the distributive chain. Wages are not advancing, but employment is more regular, and this may slightly enhance the buying power of the worker. On the other hand, there are prospects of further wage cuts in important industries, and these, with the strikes in the mining and textile districts, will tend to offset some of the gain in other directions. The buying power of farmers will be substantially better in the autumn. The fundamental need of business is to stimulate consumption, but this cannot be done by making goods high and scarce. Not every rise in prices is a deterrent to consumption; where commodities have been selling at a loss an advance in prices is essential to recovery, unless such goods have been turned out at excessive cost. But the loud trumpeting of scarcity and higher prices that has been going on in some lines is not exactly the sort of campaign that will promote prosperity.

### WOOL MARKETS STRONG.

Wool markets, both here and abroad, continue strong. At auctions, only limited quantities are offered, but they have been eagerly bid for, American buyers continue to operate abroad with the apparent purpose of securing needed supplies before higher tariff rates are effective. Considerable buying is also going on of the domestic clip in different portions of the country and, in some instances, the wool is contracted for while still on the backs of the sheep. Prices for desirable kinds keep going up. There is a general belief that choice merino wools will soon become somewhat scarce because of the sustained demand for them. This, in some quarters, will not be regarded as an unmixed evil, since it will turn more attention to crossbreds, of which there is certainly a superfluity everywhere. It is a curious circumstance that Texas, which grows more cotton than any other State, promises also to be the greatest producer of wool this year. In the woolen goods market the happening of most interest during the last week was the withdrawal of all its lines by the American Woolen Company. This was followed, a couple of days later, by a re-opening of certain lines of woollens with a material advance in prices. It is understood, also, that similar action is in prospect regarding other woolen and worsted fabrics. There seems little expectation that many orders will come in at the new figures, but they will, at least, familiarize the trade with higher levels of value and so break the shock that might otherwise come when spring prices are announced a few weeks hence. The clothing situation shows little change, but is apt to receive more impetus in a short time. Manufacturers of garments are ready to send out their salesmen and will show more activity when the labor problem they are wrestling with is settled.

### THE COTTON MARKET.

While there were some decided fluctuations in the quotations for cotton during the past week the undertone continued strong. Prices moved up or down "according to the map," but recessions brought out buying orders. The crop made a late start alongside of and west of the Mississippi and has been held back by wet or cool weather. Reports from sources not wholly disinterested continue to lay great stress on the ravages of the boll weevil, a bug which is said this year to have started in rather earlier than usual in large numbers. Already there is an abundance of the kind of propaganda which misled the Department of Agriculture last year in forming its estimate of the probable crop. The main cause of strength to prices is the demand from both domestic and foreign spinners. The exports have been holding up well, the ten months ended with April showing shipments of 5,581,365 bales. Consumption of cotton in domestic mills also keeps up well, considering the strikes in the New England mills. So far as cotton goods are concerned, the last week has shown less sales than the week

before, but prices remain very firm on unfinished fabrics. Sheetings have been more active than print-cloths. Bleached and printed goods have shown less strength than those in the gray. Heavy cottons of all kinds have been moving freely, and flannels and napped goods have, in a number of instances, been sold up and withdrawn. A little more activity is also reported in underwear.

### GREATER FIRMNESS.

All available evidence points for the time being to an upward trend of prices throughout the world. Even in Great Britain, where deflation has been proceeding steadily with the improvement in sterling, the Board of Trade's index number for wholesale prices showed a slight increase in April. This is the first time an increase has occurred since deflation began about two years ago. In spite of a gain of 0.5 per cent. in April, the index for that month is 18.5 per cent. below the average for 1921. In France the recent rise in prices has begun to evoke much complaint. American buyers in Paris state that they are not placing more than half their customary orders because of high prices. The Parisian dealers at the same time complain that their profits on a given volume of turnover are barely half what they were two years ago on account of high prices for raw materials and the necessity for paying wages to offset the constantly increasing living costs. Complaints from Americans in Berlin of high prices are likewise beginning to fill the American press, and wholesale prices there are now about 75 per cent. higher than they were at the beginning of the year. In Japan prices have been falling slowly since October, but they are still higher than they were at any time during the first half of 1921. The movement there is a reaction from the sudden return of inflation last summer.

### WHEN PEOPLE WILL BUY.

Six months ago no one could have predicted the stimulus which the copper industry has received as a result of the sudden development of the radio telephone in this country. It has been estimated that there are over a million and a half radio sets in use in the homes of the United States, and that the unfilled orders on the books of manufacturers reach a total of \$30,000,000. Such a sudden development ought to convert every confirmed pessimist. It indicates that in spite of the prolonged industrial depression the United States continues resourceful, and still has spending money. Radio sets are not expensive. The pronounced recovery in the automobile industry is another case in point. Many of the leading manufacturers are expecting 1922 to be the best year in their history. The automobile companies found a way to bring down their costs. The shoe manufacturers, who have forgotten all about war-time profits and have studied how to meet the consumers' pocketbook, have likewise done a volume business. People will buy when goods and prices please them.

A dissolute partner naturally leads to dissolution of partnership.

# Wanted Today! 5 MILLION Radio Receiving Sets!

In the past 12 months over 750,000 Radio Telephone Receiving Sets have been placed in the hands of American citizens. Prior to this period about 200,000 Sets had been sold. Already 5 Millions of Americans are virtually standing in line awaiting delivery of their Receiving Sets for which they placed their orders weeks and even months ago. The field for Radio Telephone Receiving Sets, to say nothing of Sending Sets and elaborate accessory equipment, is beyond comprehension! These facts are common knowledge.

Never before in the history of the world has any development swept on to universal popularity in so short a time. The Radio Telephone has, at this minute, a potential market in 10 Million American Homes and will be in as common use as the phonograph as soon as manufacturers increase production to a point where the demand can be supplied. And the only way this can be done is by the establishment of sources of supply in various sections of the country. Old established electrical companies cannot expand rapidly enough, either in equipment or in man power, to take care of this market in less than 5 years.

## Enormous Profits That You May Share!

Untold fortunes await manufacturers with plants adaptable to the production of Wireless Telephone Receiving and Sending Sets, and accessory equipment. The manufacturer, who can get into instant production on this greatest wonder of the 20th Century, will make himself and his stockholders enormous profits right from the start and will build a permanent business in this new and permanent field. Fortunately for the Sahlin Manufacturing Company its factory was ideally equipped for doing this kind of work and was ready to begin production immediately.

We have organized a Radio Department and are producing modern Wireless Telephone Receiving and Sending Sets and the parts thereof. We will have our share in this Radio opportunity, which bids fair to eclipse the opportunities which resulted in millions made in the automobile industry and the "movie" industry. Practically every publication printed in the United States carries page after page devoted to the wonder of the Wireless. And to capitalize on this tremendous public interest in and demand for Wireless Telephone Equipment we have only to increase production. Are you willing to participate with us?

### Leading Local Business Men Back Newest Grand Rapids Enterprise

#### OFFICERS AND DIRECTORS OF THE SAHLIN MFG. CO.

GUY W. ROUSE, Pres.,  
Pres. Worden Grocer Co.

G. W. EUKER, Vice Pres.,  
Pres. International Battery Co.

W. G. FARNSWORTH, Sec.-Treas.

H. C. CORNELIUS,  
Sec'y & Treas. Wolverine Brass Works.

CHAS. J. KINDEL,  
Capitalist.

DOUGLAS RAY,  
Capitalist.

H. K. BREARLEY,  
Sec'y & Treas. Brearley-Hamilton Co.

FRANK G. ROW,  
Sec'y & Treas. Grinnell-Row, Insurance.

C. H. STALKER, Sahlin Mfg. Co.

The Sahlin Mfg. Co. has the complete facilities to produce all its Wireless Telephone Equipment including Batteries—we have our own battery factory. Our organization is composed of leading business men of the city of Grand Rapids, each of whom has a long and successful career as his indorsement. These men, realizing that the large profits already in sight can be very materially increased by jumping into larger production immediately, and in view of the fact that the demand exceeds the supply so much more than was anticipated, desire more capital and want it at once. If you have any sum available you should investigate our proposition at once with a view to placing your investment where it can earn biggest income.

### Get All the Facts! Wire, Phone, Write or Send Coupon!

DO NOT DELAY! If you ask for information by wiring 'phoning, writing or sending the coupon, you will receive in return facts that will show you the tremendous demand for Radio Telephone Equipment and the very large profits which it offers the manufacturer. Such a request for information does not obligate you in any way and it does place in your hands the opportunity of laying the foundation of a fortune.

**Sahlin Manufacturing Co.**  
31 OTTAWA AVE., N. W. GRAND RAPIDS, MICHIGAN

#### MAIL THIS COUPON TODAY!

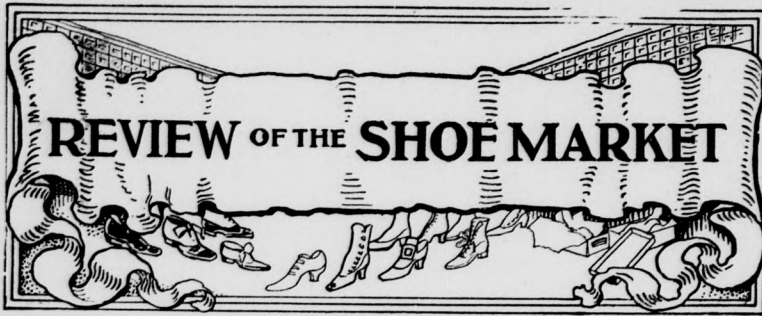
Sahlin Mfg. Co., 31 Ottawa Ave., N. W.  
Grand Rapids, Mich.

Gentlemen:—Send me, without any obligation whatsoever, full information regarding the Sahlin Manufacturing Company, the market for Radio Telephone Apparatus, probable profits from the enterprise, etc.

Name .....

Address .....

.....



### Dealers Have Style Problem in Their Own Hands.

Almost everywhere merchants are bemoaning the style situation. They almost all use the same words in complaining that they order a new style, and before it is in stock something else comes out, and they lose faith in the first number bought.

A well-known shoeman who has just finished an extended trip of observation has the following to say on the question of style complicity.

"Most of this style agitation is all in the heads of merchants and shoe clerks themselves. As a point of proof consider the question of straps. It has been one fool decision after another. A year ago many retailers thought straps were done. Six months ago many were sure of it. Then if straps were any good it must be a three strap. One and two straps were no good. Then this season crowd psychology decided the one strap would be the only good bet, so the merchants crowded the one strap to a saturation point."

"Now, as a matter of fact, I have noted more calls and lost sales on two straps in the stores which I have visited than any other one thing. These two straps were cussed out and closed out a few months ago by shoe dealers who decided in advance of the crowd that they were done. Another case in point. Everywhere I am told tan oxfords have slowed up. Well, why wouldn't they with shoe merchants everywhere giving all their window space to practically two style notes—one strap and sandal effects in patent, patent and gray, and to various styles of sport shoes in oxfords.

"There are three things that can be said against the merchandising of shoes by retailers this spring. First, the general styles that predominate in the showings are distinctly designed for flappers and young trade. The young matron, the middle aged woman, and the elderly woman are neglected as far as the showing goes. Far too many such women are being fitted to types of styles and heel heights entirely unsuited to their needs, and it might be said their 'wants.'

"Then again, dealers have overplayed their stock. Many bought tan oxfords on the basis of last year's sales, and on top of that they bought heavily on sport oxfords. It does not seem possible that dealers could forget that every pair of sport shoes would take a pair off some other type, but many of them, big and little, made this mistake. Sport shoe sales drew largely from tan oxford sales, which accounts for the slowing up of tans. But tan oxfords, in point of style, are as good

as ever, and will come back after the sport and sandal spasm is over."

"Last, I do not think dealers display the best judgment in duplicating styles at various prices. I have asked many men about the question of price, and they all say that if you show customers what they want they usually want it badly enough so that a dollar or two does not matter. But I notice a tendency everywhere to buy a number of too similar styles at different prices or even the same price.

"This does not seem to be consistent with the statement that price doesn't matter if the style is wanted badly enough. I have seen ten similar styles in patent turn sole sandals in several stores, at prices of \$6, \$7, \$8, \$9 and \$10. These could be cut down to half the number and cleaned up much more profitably to the dealer. Then I have seen similar styles in sport oxfords all the way from \$5 to \$10 in the same store. Is it any wonder that profits go up in smoke in cleaning up the ends of these duplicated styles, only slightly dissimilar, or at different prices?

"I also find a woeful lack of stock records even in good stores. Any dealer can install a simple method of stock layout on paper that will show him the utter foolishness of buying too many similar styles, and it would be a revelation to him on the possibilities of speeding up turnover.

"The real trouble this season is a multitude of similar styles all intended for the younger element. This puts a stock in a position of size beyond the power of absorption by the younger trade, and forces unsuitable shoes on the feet of more mature women.

"As for next season, dealers can profit from this season's mistakes. There is a strong demand for gun metal strap pumps with few to be had. Next fall tan sporty blucher oxfords will be good in stag cut tabs, raglan effects and snub nosed styles. But dealers should decide just what price will best suit their trade, buy few styles on such a type, and clean up. It is senseless to have similar pattern styles at \$6, \$7, \$8, \$9 and \$10. Cleaning up a long line of leftover sizes takes the profits.

"I am certain that the dealers have the solution of the style problem in their own hands. Namely, to buy fewer styles that are similar, and fewer styles at price duplication. Then believe in what they have bought, and push the sales to a clean up before putting in another style killer, which robs them of their profit on the first line."—Shoe Retailer.

Is there any limit on the time you give slow pay customers, or do you let them have it all their own way?

### Men Wanted the Straw Hats Too.

Customers are supposed to buy the merchandise and not the window trimmings, but sometimes they do both. Such was the experience of the manager of a shoe store on Monroe avenue. He thought to stimulate business on the opening of the straw hat season by trimming his windows with oxfords and straw hats. The idea worked like a charm, but business had scarcely progressed to a maximum point when a customer came along and bought one of the straw hats. He was quickly followed by another who secured a pair of oxfords, and then asked the price of a straw hat that appeared in the window. This hat was also sold and soon the manager found his display melting. With every pair of low shoes that he sold the manager declares he was asked the price of the several straw hats in the windows. The result was that he was soon scouring the market for the means of keeping up his suggestive selling. The customers seemed to think that the two were offered in

conjunction, and whenever they could be fitted with both, men killed two birds with one stone. This manager does not attempt to suggest that all shoe stores should sell hats but he has learned something about men and their peculiarities that he will utilize in the future.

### Curse of the Closed Shop.

If the union man working with a 4½-inch brush can put on 148 yards of paint in eight hours on a union job, and the same working with a six inch brush can put on 265 yards in the same time working open shop, how much is the public paying in rents and in paint bills in support of the closed shop?

Wait until the farmers adopt a three foot sickle on two horse mowers and this practice is reflected in the price of milk for union babies! Then somebody will begin to wake up.

Rockefeller is taking up skating, but won't cut much ice.

## Men's Oxfords in Stock



### SAXON LAST

- 550—Men's chocolate kip bal welt Oxford Saxon last tip 8½ iron sole rubber heel 6/11 B C D ----- \$4.00
- 574—Men's mahogany calf Oxford welt apron quarter Saxon last tip 8½ iron sole rubber heel C & D -- 4.50
- 514—Men's chocolate side bal Oxford punched tip square toe leather quarter line rubber heel welt 6/11 D ----- 3.50

### STRAND LAST

Not quite so broad as Saxon Last.

- 583—Men's chocolate calf welt oxford strand last tip rubber heel 6/11 B C D ----- 4.50

"More Mileage Shoes" First, Last and All the Time.

## Hirth-Krause Co.

GRAND RAPIDS, MICH.

**Proceedings in Grand Rapids Bankruptcy Court.**

Grand Rapids, May 23—On this day was held the first meeting of creditors in the matter of Herbert D. Jones Bankrupt No. 2092. The bankrupt was present in person. Harold J. Cogger, of White Cloud, was present for creditors. One claim was allowed against the estate of the bankrupt. Roy W. Gannon was elected trustee and the amount of his bond was fixed by the referee at \$200. The bankrupt was then sworn and examined by Mr. Cogger. The first meeting of creditors was then adjourned no date.

On this day also was held the first meeting of creditors in the matter of Michigan Box Board Company, Bankrupt No. 2036. R. J. Cleland appeared for creditors. No creditors were present in person. The bankrupt was not present or represented. Claims were proved and allowed against the estate. William Van Sluyter was elected trustee and the amount of his bond fixed by the referee in the sum of \$200. There being no officers of the bankrupt corporation to examine, the meeting was adjourned no date.

May 27. On this day was held the hearing to show cause on the title to a certain ford car in the matter of Abraham Morrison, Bankrupt No. 2076. The hearing arose on a petition of the trustee for the claimant of such car to show cause why the car should not be sold clear of any alleged lien of the claimant by virtue of a verbal title reserving contract between such claimant and the bankrupt. It appeared upon the examination that the title to the car was in the claimant and that he had registered title to such in his name, therefore the petition to reclaim was allowed and the order to show cause dismissed.

May 27. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Willis L. Nash, Bankrupt No. 2100. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of the city of Grand Rapids and is a dentist of that city. The schedules of the bankrupt list assets in the sum of \$2,707.04, of which the sum of \$790 is claimed as exempt to the bankrupt, and liabilities in the sum of \$4,396.06. From the fact that all the assets of this estate are either encumbered or of doubtful value the court has written for funds for the conduct of the first meeting of creditors. When such funds have been furnished the first meeting of creditors will be called and note of the same made here. A list of the creditors of the bankrupt is as follows: County Treasurer, Grand Rapids \$ 27.50 City Treasurer, Grand Rapids 129.16 Edna Green, Grand Rapids 101.23 Peter Blouw, Grand Rapids 7.00 Clara Frosh, Grand Rapids 41.25 William Birse, Grand Rapids 1.25 Chattel Loan Co., Grand Rapids 230.00 Grand Rapids Loan Co., Grand Rap. 95.00 Spoelman-Boer Electric Co., Grand Rapids 15.50

Cleveland Dental Mfg. Co., Cleveland	18.02
Heyman Co., Grand Rapids	920.93
Edna Green, Grand Rapids	11.35
William Mulich, Grand Rapids	20.00
Newaygo Portland Cement Co., Newaygo	3.66
C. V. Mosby Co., St. Louis	15.00
Peterson Drug Co., Grand Rapids	2.00
Klingman Furniture Co., Grand Rapids	7.69
Gearhart Dental Co., Boston	9.50
G. R. Paper Box Co., Grand Rapids	32.22
Bennet Fuel Co., Grand Rapids	33.00
Fuleton Heights Grocery, Grand Rapids	11.07
Dr. Steven O'Brien, Grand Rapids	96.00
Schank Fireproof Storage Co., Grand Rapids	21.97
Knee Heating Co., Grand Rapids	2.70
Dr. C. E. Rankin, Grand Rapids	96.50
Dr. J. W. Riegerink, Grand Rapids	10.00
Newspaper Engraving Co., Grand Rapids	3.50
Harris Sample Furniture Co., Grand Rapids	30.00
L. C. Harris, Grand Rapids	9.00
Dr. F. J. Larned, Grand Rapids	35.00
Dr. C. E. Beman, Grand Rapids	2.50
Houseman & Jones, Grand Rapids	8.04
William Ruben, Detroit	7.35
T. F. Barnes, Grand Rapids	3.50
Paul Stekete & Sons, Grand Rapids	39.50
Dr. W. L. Dickson, Grand Rapids	10.00
West's Drug Store, Grand Rapids	57.15
Page Hdwe. Co., Grand Rapids	1.55
Field & Stream New York City	79.80
Consumers Lighting Co., Grand Rapids	1.10
Consumers Ice Co., Grand Rapids	11.62
Citizens Telephone Co., Grand Rapids	6.25
Press, Grand Rapids	2.35
Herald, Grand Rapids	12.00
S. A. Morman Co., Grand Rapids	6.04
Bixby Office Supply Co., Grand Rapids	11.45
Remington Typewriter Co., Detroit	1.00
Valley City Plating Co., Grand Rapids	9.70
B. D. Coates Co., Grand Rapids	15.64
Chawn & Caukin, Grand Rapids	89.44
W. Walter Smith, Grand Rapids	17.20
Progress Print Shop, Grand Rapids	4.00
John Leff, Grand Rapids	7.46
R. W. Starr, Grand Rapids	15.00
Otis Freeman, Grand Rapids	2.20
S. S. Kresge Co., Grand Rapids	97.50
Newaygo Telephone Co., Newaygo	2.15

Proudfit Loose Leaf Co., Grand Rapids	2.92
Fred M. Raymond, Grand Rapids	15.00
R. A. Wetzel, Cleveland	19.43
Dr. R. L. Hobart, Grand Rapids	27.00
Dr. L. Holcomb, Grand Rapids	15.00
Dr. G. L. Bond, Grand Rapids	1.50
Dr. L. D. Marvin, Grand Rapids	26.50
Breen & Halladay, Grand Rapids	41.00
Dobblaar Grocery, Grand Rapids	7.72
Fulton St. Market, Grand Rapids	10.01
Pope & Heyboer, Grand Rapids	4.25
Bob Rushman, Grand Rapids	24.50
Vinkemulder Co., Grand Rapids	5.50
Outers Recreation, Chicago	99.00
United Weeklies, Grand Rapids	16.00
Hoke S. & R. Co., Grand Rapids	53.01
T. M. Shaw, Grand Rapids	8.93
Boston Store, Grand Rapids	.50
Mrs. Samuel Wersma, Grand Rapids	4.50
West Mich. Printing Co., Grand Rapids	27.80
Leon Hikor, Grand Rapids	5.00
Chas. F. Hext, Grand Rapids	14.00
Foster, Stevens Co., Grand Rapids	30.00
Heth Bros., Grand Rapids	9.50
White Printing Co., Grand Rapids	17.50
F. H. Milliken, St. Joseph	2.25
Swar & Snyder, Grand Rapids	4.50
Y. M. C. A., Grand Rapids	20.00
Y. W. C. A., Grand Rapids	25.00
Salvation Army, Grand Rapids	5.00
Welfare Union, Grand Rapids	25.00
First M. E. Church, Grand Rapids	40.00
Association of Commerce, Grand Rapids	20.00
Subway Tailors, Grand Rapids	31.50
Harper Bros., New York	17.00
McFadyen Grocery, Grand Rapids	4.50
Interstate Business Men's Association, Des Moines, Ia.	8.00
Reno Offeringa, Grand Rapids	13.50
Commercial Credit Co., Grand Rapids	29.87
Leslie-Judge Co., New York	19.30
Hepolshaimers, Grand Rapids	24.00
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American Laundry, Grand Rapids	3.50
Old National Bank, Grand Rapids	3.00
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Eli Cross, Grand Rapids	7.00
Frank Smith, Caledonia	8.70
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Miller, The Tailor, Grand Rapids	.50
Masonic Country Club, Grand Rapids	100.00
Malta Lodge, Grand Rapids	15.00
Columbian Chapter, Grand Rapids	10.00
Tyre Council, Grand Rapids	2.00
Lalakaum Grotto, Grand Rapids	5.00
Eastern Star, Grand Rapids	8.00
Chas. D. Sharrow, Grand Rapids	700.00
Sanitary Milk Co., Grand Rapids	54.21
Harry J. Bosworth Co., Chicago	103.50
Yarrington & Wells, Grand Rapids	14.00
Helmus Bros., Grand Rapids	15.00
Geo. Welch, Grand Rapids	1.50
Western Union, Grand Rapids	.35
G. R. Savings Bank, Grand Rapids	350.00
Kinsey & Buys, Grand Rapids	311.99
Morris Bank, Grand Rapids	235.00

**Treat Salesmen as You Do Your Customers.**

If you do not treat salesmen with as much courtesy as you do your customers, you will sooner or later get into the habit of treating your customers with less courtesy—and, then, your business will suffer.

This thought is well expressed in the following dialogue.

"Is the office boy on duty to keep people away from me?"

"Yes, sir."

"Is there a bench in the hall on which busy men may sit while waiting to see me?"

"Yes, sir."

"Is there a hidden lock on the gate that leads into the outer office?"

"Yes, sir."

"Has the telephone girl been instructed to ask all who call for me their name and business, the nature of their business and the length of time they expect to remain."

"Oh, yes, our telephone girl knows all about that."

"And to consult me before permitting anyone to talk to her?"

"Yes, sir."

"Is everything arranged here to make it possible for people to transact business with this firm?"

"It is."

"Good. Then I'll go into my office and make plans for our salesmen to sell other people."

An optimist is a young man who makes \$25 a week and proposes to a girl who loves children.

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Service Shoes

Service built in

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- 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

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### Principles on Which International Prosperity Is Based.

Bearing directly on the destiny of every civilized nation, and controlling the future course of international finance, is the manner in which the world's leading governments are now to go about determining the problems of national budgets, debts, currency issues, and exchange. The Genoa Conference adjourned without being able to put into joint effect any definite formula of financial reconstruction, and now, pending the other conferences which are to come, it is left to the nations singly to take up the problems of bridging the chasms between their income and expenses, of adjusting their loans, of controlling their depreciated currencies, and of stabilizing their fluctuating exchanges.

Every formula that is given for restoring financial stability among the nations includes the precept that governments must henceforth rigidly reduce their expenses. The United States has thus far succeeded very well in following this precept, for according to a recent statement made by the President to Congress, Government expenditures for the year ending June 30 will be approximately \$1,600,000,000 less than the actual outlay for last year. Other nations have not succeeded so well as the United States in the matter of national economy, although some them, with Great Britain in the lead, have made an effort, and have succeeded according to the degree of the earnestness which they have applied, and according to the degree in which they have found themselves at the mercy of post-war conditions. Supported by vast resources, and not having suffered so great a war strain as many of the other countries, our National finances have been adjusted so far since the close of the war that the Treasury Department at Washington has found it possible not only to curtail its expenses materially, but in face of smaller tax collections it has actually reduced the National debt by an amount equal to the total of the Civil War debt. Great Britain has been able to lower the gross amount of its public debt, and so have a few other countries. Generally speaking, however, the United States is the world's outstanding figure in the matter of expense curtailment and debt reduction, and its example of effective readjustment has thrown into sharp relief the feeble success elsewhere.

#### Drastic Reductions Necessary.

Neither jealous nor fearful of any other nation, the United States has no enormous standing army to act as a drag on its finances, as is the case

with many other countries. Maintenance of greatly inflated armies and bureaucracies is responsible for the chief item of government expense on the continent of Europe; this item, with debt interest, accounts for the national deficits which it seems impossible to overcome either by taxes or loans. It is acknowledged by every European statesman that the strengthening of government finances abroad, leading to a restoration of national solvency, rests upon a drastic and proportionate reduction of armies, yet we hear it repeated daily that national fears will not permit the economy of demobilizing. We also hear it repeated daily that, in the interest of the people's welfare, the taxes must be reduced which are levied to support armies and meet other charges against government coffers. While their governments insist upon large armies, taxpayers are anxious to be relieved from paying for them.

American taxpayers, in view of the economies effected in Government operations, have made their arguments for lower levies sufficiently pronounced to bring downward changes in the income tax schedules. But even in this country, which has no large standing army and whose financial position is stronger, both absolutely and relatively, than that of any other country in the world, it is significant that the most careful handling of National finances is imperative. Through the reductions which have thus far been made in income tax rates, through shrinkage in the business profits out of which tax levies are met, and through increased expenditures in a number of directions, a National deficit is expected in the next fiscal year. Secretary of the Treasury Mellon has already announced that the Government's deficit for the fiscal year 1923—without any provision for possible bonus or ship subsidy appropriations—may reach a total of \$484,000,000.

With the National debt still twenty-five times the total of 1917, and with Treasury deficits still in view, it can be seen that this country is far from being out of the financial bog into which the war drove it. But if this is true of the United States, it is doubly true of other countries. They face obligations left them by the war in the shape of huge interest-bearing debts and indemnities; in addition, they support greatly inflated military and government organizations. Plainly, their dilemma is one which has to be met in only one way—economy. For if they were to carry out the formula of balancing budgets



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## 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.

## GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.

OTTAWA AT FOUNTAIN

BOTH PHONES 4391

solely by a levy of taxes, a duty would be imposed on their people which they would not be able to bear.

**Post-War Patriotism Vital.**

The question was often asked during the war, what will be the attitude of the tax-ridden people toward the institutions of the day, when the fervor of war-time patriotism is gone? The question is now one of vital significance, for we recognize that whereas the war itself broke out at a time when people in Europe were protesting against political and social institutions which had become oppressively expensive, these institutions are now far more expensive than before. In the case of practically all the continental nations we know them to be confronted with the necessity of raising so much for government purposes, without any writing off of old indebtedness, that their people are called upon to give up an extraordinary part of their earnings to the State. There is of course a maximum of taxation beyond which any nation cannot go; to make a tax too extreme kills initiative and incentive, and thus diminishes industrial and commercial prosperity. If tax bills in any country, in order to maintain unwarranted government establishments, were hereafter to exceed the annual excess of people's production over consumption, the progress of that nation would stop. People cannot create new wealth if they do not save, and it is not possible for them to save if their surplus income is taxed away from them.

**Writing Off Indebtedness.**

Economy in current expenses, and a steady revenue from taxes, will supply the only means by which, in the future, any government will write off old indebtedness. Outside of the United States those means have not yet been effectively tried; post-war problems in Europe have been too severe to permit the strongest nations to liquidate their war indebtedness—or, in the case of their indebtedness to the United States, even to meet interest requirements. Great Britain is the strongest nation, financially, of Europe, yet Great Britain, seemingly has determined for the present upon the expediency of lightening tax burdens rather than carrying further any policy of reducing its public debt. This makes a concession to the present at the expense of the future; in other words, it checks the reduction of war debts through redemption, and by making war debts permanent for at least this generation, it makes enduring a future levy of taxation in proportion to the amount necessary to pay interest obligations.

The war is not yet so far in the past that any of us have forgotten the manner in which, during its

course, it was explained that bonds must be issued in order that future generations might help to bear part of the terrific financial burden. Taxes were burdensome during the war; they are burdensome now and will continue, by very reason of the war-time bond issues, to be burdensome for a long time to come. To a very large extent, unless an unforeseen development occurs, and unless subject to cancellation, the world's existing debts must be regarded in their very nature as permanent, being left for future generations to bear. Great Britain still carries, as a debt, obligations which were incurred in its war against Napoleon; part of our Civil War debt still stands.

**Economic History a Guide.**

It is said by the optimistically inclined that future generations will be able to bear the debts which are left to them as readily as other generations have borne their legacy of past wars. The fulfilling of such a prophecy will depend entirely on the manner in which wealth increases in years to come. It is a matter of economic history that no matter how much nations have borrowed in the past, to carry on warfare or establish peace, or how high their debt might have been piled, if their wealth and income increased proportionately, they remained solvent. If wealth and income increased more rapidly than debt, they became more prosperous than before.

History lends encouragement to any study of the longer outlook, but for the immediate outlook there are no precedents, on an adequate scale, to go by.

**Our Interest in Reconstruction.**

However, the whole question of government economy, taxation and debt liquidation has an important bearing on the capacity of nations immediately to carry forward their plans of post-war reconstruction. How it will all work out is a matter of more than passing moment to the United States, especially in view of the statements, repeatedly made, that this country is being counted upon to play an early and a leading part in Europe's reconstruction. Physically distant although we are from the adversity of Europe, we cannot escape our relationship to the causes and the probable results of that adversity. As a Nation we have set ourselves definitely against meddling political interference in the affairs of the outside world. But as a people we have a business stake in the outside world which makes it imperative for us to take a position, economically, that will protect ourselves and our interests as the days run on. Our economic stake in world affairs is represented at present by \$18,000,-

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The convenient bank for out of town people. Located at the very center of the city. Handy to the street cars—the interurbans—the hotels—the shopping district.

On account of our location—our large transit facilities—our safe deposit vaults and our complete service covering the entire field of banking, our institution must be the ultimate choice of out of town bankers and individuals.

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GRAND RAPIDS, MICH.

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It has been shown that 30 per cent of the Employes of Business organizations leave *no estate*, and the family support ceases at the death of the father. The next 30 per cent averages \$500; the remainder 40 per cent averages about \$1,000.

Why so poor a showing? A good deal of it is the result of unwise investment of savings. With the same amount of effort, a better plan will improve results.

We are already acting as Trustee for many funds.

Let us help you arrive at the safest of plans for your family's benefit.

Placing property under our care for safe investment will take the load off your shoulders. We are ready to do our part.

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000,000 of funded and unfunded debts owed to us from overseas; it is represented in an American productive capacity which has been built to such proportions that it depends upon a large volume of export trade for its full employment; it is represented by international credit and trade policies which we cannot abandon.

#### Importance of Credit.

The part which we are to play in the future of Europe will be determined by business considerations and not by charity or the expectation of political advantage. And discussion of the part we are to play, like the discussion of every other problem coming out of post-war conditions, comes back to the subject of credit. Every problem, however thorny, rests itself there. But credit by itself cannot solve every problem; before the help of credit can properly be utilized it will have to be determined how far financial reconstruction is to make good the foundations of credit. At the moment, what too many nations abroad are seeking to accomplish is a three-fold task: they are striving to carry a crushing load of expense, reduce taxes, and borrow extensively. The hopelessness of accomplishing all three tasks together is plain.

A sane adjustment of expenses to income, and a clear cut accounting of the assets and liabilities of every nation which was engaged in the war, are to-day more vitally necessary than at any time previously. Adjustments of international debts by agreement may be necessary, and, if necessary, should speedily be made. But first of all it must be seen what can be done to lighten the load of expense to a point within the income and savings of the people responsible for that expense. The first step must be taken by the introduction of rigid governmental economy and by the abandonment of militarism. The second step will naturally follow in a careful study of debt problems, with the purpose of making old obligations bearable and new obligations safe. Certainly upon these two steps rests the determination of the further credits which, we are told, must be advanced. From a practical standpoint the assistance required by Europe must be large enough in amount to meet the need for which it is intended, and it must be made in the assurance that the financial condition of the borrower is sufficiently straightened out to permit borrowing.

#### World's Credit System Strained.

Commerce, in our modern system of economy, is principally carried on by credit; the whole fabric of trade, national and international, is knit together by the obligations given by debtors to creditors, and by the be-

lief of the creditors in the goodness of those obligations. The war and the subsequent conditions of peace strained the world's credit system to the utmost, yet commerce still counts for its existence upon credit, and stakes its future upon the continuing acceptance of the principle that men will honor their notes at maturity. Success in the future, we may take it then, will be tested by the readiness, on the part of those who have what others need, to go on accepting notes and bonds payable in the future in the assurance that those notes and bonds will be paid at maturity.

Looking at the picture coldly and dispassionately, it will be seen that in every case, whatever the financial strength or weakness of separate nations, constructive steps to set the national house in order must be taken now, for it is clear that only in the concurrent use of all possible plans for economy and reconstruction will the problems immediately before Europe be solved in a fashion to make life tolerable for the masses. Credit eventually will extend its life-giving help, but in the last analysis it will have to be the people's income and savings that will govern. For while in every case new public securities will be a mortgage on the wealth of the nation responsible for their sale, the security really will be the right to share in the earning power of that nation, and be redeemed out of that earning power.

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**Dishonest Stock Fire Insurance Agents.**

The special committee appointed by the Western Union and the Western Insurance Bureau to improve the loss situation in Cook county is meeting with difficulty in attempting to deal with the public adjuster.

What makes it worse, so the report runs, is that the local agents and the brokers allied with these men are mulcting fees from the assured for adjusting services. The assured are entitled to these services without additional charges.

It is not necessary to go into detail as to the practices beyond a single illuminating example. One public adjuster customarily calls up the assured after a loss and representing himself to be calling from the Fire Marshal's office advises the claimant to accept the services of the man the adjuster will send around. The policyholder is told that in this way he can avoid trouble. The assured, believing that the State is tied up with the affair in some way, signs the paper authorizing the adjustment services and pays the adjuster a fee for his work.

As to the agent, it is said to be a common practice for him to recommend a public adjuster to his assured when the loss has occurred. The adjuster reciprocates by splitting his fee with the agent.

There are many things which can be said with regard to this practice. To begin with, it is unethical, if not dishonest. It is his service to the assured which is the agent's best excuse for continuing to do business. Seeing to it that the client gets all that is coming to him and the company gets a fair deal is a part of this service. If he is party to a plan which takes money from the pocket of a client outside of the legitimate compensation due him for his services he is no better than the irresponsible adjuster who makes possible the plan, and he is not rendering service. Further, he is laying foundations for future grief for himself.

On the company side of the problem its interests are not served by this alliance between its agents and some public adjuster. In many cases the adjuster gets as much as the assured believes himself entitled to receive and pockets the remainder. The agent gets half of the over-plus. What is more natural in a case of this kind than for the adjuster, with the connivance of the agent, to agree upon a higher amount than a true adjustment would justify?

An agent should stick to the business of selling insurance and not indulge in side lines.

**A Little Talk on Insurance.**

Occasionally we meet a man who says he doesn't believe in insurance. That is just his way of saying he doesn't know what he is talking about. We all believe in insurance, whether we think so or not. Moreover, we put the belief into effect every day of our lives.

Fear of what may happen to us in the future—either near or distant—drives all of us to insurance. A man buys an overcoat in the fall because he fears the cold he will encounter

during the winter if he doesn't have one.

That's insurance. Meat put on the fire at 10 o'clock is insurance against the hunger we know will come at noon.

Why do we learn a trade, profession, or business when we are young? Isn't it to insure ourselves against our natural inability to make a living without it?

Why are we good and honorable and true? Isn't it because we want to insure ourselves against the consequences of being bad?

It may take a little courage to admit this, even to ourselves; but isn't it true?

You have learned this, perhaps unconsciously, as you have come through life. Little boys fib because they have not yet learned the importance of not fibbing. The liar and the thief are merely boys grown to manhood without having learned the insurance value of being honest.

Religion, morality, decency, thrift and education are all forms of insurance against punishment, want and suffering. We buy these forms of insurance and pay for them with annual premiums of self-restraint and hard work.

Insurance of our lives and our property we buy with money—to protect the family, the farm, the crops, our health and the equipment that we have gathered together, against death, disability, accident or the destruction which is apt to come upon us at any time in spite of all we can do to prevent.

Insurance is one of the oldest things in the world. It is fundamental. It is the ages-old human habit of preparing to-day against the uncertainties of to-morrow.

Then why is it that those that can afford it do not insure their lives, health and homes against the time that they themselves, or their families may be in need of the protection that insurance can provide? And who cannot afford at least a little insurance, when it is every man's duty to himself and to his family to protect his own and their welfare.

Insurance is worth considering before we get too old or some calamity comes upon us, before we are thrown on the public or have to depend on some charitable institution or on our friends to support us—and our families after us. Ernest R. Eaton.

**"Insuror."**

And now it is a new word in insurance nomenclature. We note a discussion in insurance exchanges advocating the adoption of the word "Insuror," to designate the writers or issuers of the insurance policies, generally designated as agents. In other words an "Insuror" will be the agent of the "Insurer." We anticipate that the "insured" will next demand the use of the word "insuree" to designate the agent for the "insured." Thus will the insurance dictionary be enriched and enlarged to the further confusion of an already confounded public.

If you keep overlasting on the job, you need not carry a rabbit's foot for luck.

**Michigan Shoe Dealers Mutual Fire Ins. Co**

LANSING, MICHIGAN

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

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## REALM OF THE RETAILER.

### Things Seen and Heard on 100 Mile Circle.

Feeling ran high in Sparta last Saturday over the decision of the State Good Roads Commission to build a cement roadway around by Ballard Corners, instead of direct from Englishville to Sparta. A public meeting the same evening seemed to clear the atmosphere and crystalize the situation to such an extent that it is now very acute.

The Roach cannery, at Kent City, expects now to begin canning strawberries next Monday.

Casnovia looks forward fondly to the completion of the cement roadway from that town to Muskegon. It will put Casnovia on the map more than ever before and will afford the genial landlord of the hotel an opportunity to make a big killing, serving chicken and beefsteak dinners (at night) if he has any ambition to enter the field as a special caterer.

Bailey merchants report crop conditions as excellent and look forward to a fairly active summer trade, increasing in volume as fall crops are marketed.

Grant is one of the towns where I feel perfectly at home. There are men there who have read the Tradesman so long that they know about as much about the paper as I do. Grant people are so proud over their community building and community preacher—that they are almost bursting with joy and happiness.

A leading grocer of Newaygo said to me last Saturday: "Before the war we were able to get sugar by rail from Grand Rapids for 35 cents per barrel. Now the cost of transportation is \$1.35 per barrel. It requires a week to get a shipment in by freight. By utilizing the truck system we can order by mail one day and have the sugar delivered at our door the next day. Whenever we had claim for loss or shortage, it was next to impossible to obtain any information from the agent at the depot, who spent most of his time asleep in his chair or on a bench and was mad as a hornet if we woke him up. Even if we succeeded in getting from him the data we had to have to satisfy the men higher up in the claim office, it was months and months—and sometimes years—before we received a check for our just dues. Is it any wonder we do not patronize the railroad any more than we can help in view of the treatment accorded us by both minor employes and the officials of the claim department?"

Another grocer in a nearby town, in discussing the same situation, remarked: "I never was so disgusted in my life as I was with the attitude of the average station agent during the war. Whenever I had a claim for shortage, damage or loss, I had to go over to the depot to secure certain information and the O. K. of the agent. I was invariably met with the stony gaze of the agent or his assistant, neither of whom went out of their way one iota to assist me. In most cases they blew cigarette smoke in my face—which is the greatest insult I can receive at the hands of a boor—

and stared at me without replying to my enquiries. Whenever in my exasperation I protested against such treatment by men who were supposed to be working for the public, they sneeringly replied that they owed the public nothing, that they were working for the Government and if I did not like their style, I could write Mr. McAdoo and he would very soon tell me where I got off. The situation is bad enough now under peace conditions and corporate ownership and operation, but when I recall the rebuffs and insults I received during the time the railroads were under Government control, I utter a prayer that such a gigantic mistake may never again be made by the American Government, notwithstanding the effort Gompers and his gangs of malcontents and anarchists are making to bring about an era of Government ownership in railroads, express companies and telegraph companies."

The above quotations are from the lips of reputable merchants who are not in the habit of indulging in either innuendo or exaggeration. They are men who stand high in their respective communities and whose word is rated at par by their banking and jobbing connections. I reproduce both statements verbatim and present them as valid reasons why merchants as a class are so prejudiced against the railroad companies that they favor the competing truck lines as a deliverance from some of the evils which were permitted to find permanent lodgement by the railroads. Of course, the freight trucks are illegitimate competition, to some extent, because they impair the good roads built for the use and convenience of farmers, travelers and tourists and will not be regarded as legitimate until they contribute their just share to the upkeep and maintenance of the roads they are now using without proper compensation.

In approaching Newaygo the tourist notes a warning sign which is certainly very diplomatically worded: "Drive slowly, so as to enjoy the beauties of our village." The sentiment could not be more emphatically or forcefully expressed.

Thompson Bros. have made a great change in the appearance of their grocery store by the use of white paint, new counters and showcases. I told the elder son I would give \$10 to see the expression on George Thompson's face if he could visit the store in person under existing conditions. When the senior Thompson died, some years ago, he had the biggest funeral ever held in Newaygo, because he had spent his entire adult life behind the counter of his grocery store, waiting on customers and fighting over the battles of the civil war, in which he was an active participant. One thing the Thompson boys have probably not noticed is that the changes in the store have changed them also. Their faces now beam with smiles and they look a dozen years younger than they did a year ago.

The hotel at Newaygo has a very suggestive sign hung up in a conspicuous place in the toilet room: "Water is cheaper than laundry bills.

Leave the dirt in the water, instead of on the towels."

The view of the dam from the bridge and the hill leading West toward Fremont is very attractive nowadays, while so large a volume of water is running over the dam. Those of us who appreciate the value of water power realize that such a condition of water wasting is like throwing gold dollars to the birds.

Fremont people are walking in air nowadays over the prospect of a new hotel and other improvements of a civic character.

Holton merchants are naturally disturbed over the existence of itinerant merchants who come in from other counties and absorb orders which belong to established dealers.

The senior partner of Geo. H. Buzzell & Son, grocers at Twin Lakes, is 85 years old, but he is as bright in conversation and as keen in observation as a man of 40. It is a genuine pleasure to find a man who is thus able to overcome the usual drawbacks of old age and enjoy life with as much zest at 85 as most of us do at half that age.

Located at the "parting of the ways" between Muskegon, North Muskegon, Whitehall and Fremont, DeLong Bros. ought to enjoy a lucrative and rapidly growing business.

No visit to North Muskegon is complete nowadays unless the tourist navigates the new cement road along the North shore of Muskegon Lake nearly to the mouth of Bear Lake. The scenery on this route is superb, many of the buildings are attractive and the exhilarating air blowing in from the Lake acts like a tonic. The only drawback is the miserable place the driver has to turn around at the end of the cement. It is a great disappointment to drive five miles or so under such remarkably attractive conditions and then find yourself in a bog or forced to turn around on sixteen or eighteen feet of cement.

The outbound trip last Saturday ended at the Occidental Hotel, Muskegon, where the celebrated \$1 beefsteak dinner was a genuine attraction. Here a fresh disappointment awaited the hungry tourists. Since the last visit to the Occidental the steak has diminished in size about 60 per cent. and the ample portion of French fried potatoes has decreased to a few scattering pieces which barely covered the bottom of the plate. When I was at the Occidental a month ago I congratulated Landlord Swett on the very satisfying evening meal he was giving his guests for \$1. He told me he was making money on the beefsteak dinners at the price he charged, but he must have found he was mistaken, owing to the manner in which he has curtailed the size of his portions. I shall not venture to order a beefsteak dinner again, because when I have not eaten since breakfast—I gave up eating luncheon eight years ago—and

have driven 87 miles since noon, I want a satisfying meal at night. I am mighty sorry to see this novel feature of the Occidental Hotel—which I commended so heartily, both personally and editorially, a month ago—permitted to lapse. Instead of cutting down the portions, as Landlord Swett has evidently done, my suggestion would be that he increase the portions to the original size and also serve hot biscuits, instead of cold rolls which are several hours removed from the oven. I would also serve strong iced tea which has been thoroughly iced, instead of weak tea which is lukewarm and which barely shows any color with the addition of ice. There are not many landlords whose menu I would criticize in this manner. I feel no hesitation in saying what I have in this connection, because Mr. Swett wants things right at his tavern and welcomes the opinions of any guest whose suggestions are of a constructive character.

E. A. Stowe.

### The Cause of His Illness.

"What's the matter with your father?"

"Oh, a variety of things. He is rather economical, if you get what I mean. Ever since they put a water meter in the house he had been drinking entirely too little of it, and then last week when the druggists were having that sale of some patent medicine for women's diseases and distributed samples all over town, father took all they left at our house because it was free. but the doctor thought for awhile he wasn't going to make the grade."

Do you get along the best you can with certain shelves in your store too narrow or too deep for the goods they hold, or do you get busy and correct that when you discover the error.

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GRAND RAPIDS, MICHIGAN

THE KING OF FOODS.

Estimate of Potato By Noted Health Expert.

Soon after the potato was introduced into Europe in the sixteenth century the ridiculous notion somehow got afloat that the use of the potato was the cause of leprosy, which at that time was quite prevalent in most European countries. The prejudice which was thus created against this most valuable of all garden vegetables has never been quite overcome. Various malicious libels against the good name of this most innocent and wholesome of foodstuffs are still afloat. Multitudes believe the potato to be difficult of digestion. Even physicians often prohibit its use on the supposition that it is likely to ferment in the stomach—a mistaken notion, as the writer will show. The belief is quite general that the potato especially promotes fat-making, and hence that its use must be avoided by persons who have a tendency to obesity. This is also an error. All foods tend to produce obesity when taken in excessive quantity; that is, more than the individual needs to maintain his nutrition on equilibrium. No foods produce excess of fat when limited in quantity to actual daily bodily needs.

The potato is truly a most remarkable product. It contains within its aseptic covering a rich store of one of the easily digestible of all forms of starch. The observations of Mosse, Van Noorden and others have shown most conclusively that the starch of the potato is more easily digested and appropriated by the body than the starches of wheat, corn and most other cereals. In laboratory tests made by the writer it was found that potato starch digested in less than one-sixth of the time of cereal starches. The experience of hundreds of physicians in the treatment of diabetes has shown that in many cases the starch of the potato is more easily assimilated or better utilized than other forms of starch.

Potato gruel made from specially prepared potato meal or the pulp of baked potatoes has been found in Germany of very great service in the feeding of infants and invalids. Potato starch is far better for this purpose than cornstarch, arrowroot and similar substances, which are pure starch and cannot be properly considered as foods. The long continued use of these starches in the feeding of young infants often results more or less disastrously.

The potato is not only an easily digested foodstuff but possesses much higher nutritive value than is generally supposed. According to Gautier, about one-fourth of the weight of the potato is food substance, consisting chiefly (nine-elevenths) of starch. Of the remainder, three-fifths are protein, the tissue-building element, and two-fifths alkaline salts in combination with citric and malic acids, the acids of the lemon and the apple.

From a dietetic standpoint, the potato is perhaps slightly deficient in protein, though this statement would be disputed by some physiologists

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whose experiments appear to demonstrate that the amount of protein contained in the potato is quite sufficient for ordinary bodily needs.

The potato is certainly deficient in fats, of which it contains almost none, because of the fact that it is not, like so many of our vegetable foods, a seed, but a curiously modified and enormously fleshy tuber. This deficiency in fat must always be remembered in the use of the potato, and the lack must be made up by the addition of cream, butter, or some other foodstuff rich in fat.

What the potato lacks in fat and protein, however, it makes up in salts, which constitute nearly 5 per cent. of its dry substance and are perhaps its most characteristic quality from a dietetic standpoint and one of its chief excellences. These salts consist chiefly of potash, and in the ordinary form in which they are supplied do a most important service in maintaining the alkaline condition of the blood, which is essential to good health and resistance to disease. Meats contain very great excess of acid-forming elements and tend to acidify the blood. Cereals have some tendency in the same direction. The lowering of the alkalinity of the blood by acid-forming foods, especially by the free use of meats, is unquestionably one of the chief causes of the rapid increase in chronic diseases, the mortality from which has doubled within thirty years, causing a loss annually of 350,000 more lives than would occur if the average citizen was as healthy as he was thirty years ago. This is probably also one of the chief cause of arteriosclerosis, or hardening of the arteries, gout, rheumatism, Bright's disease, apoplexy and other degenerative maladies. The alkaline salts of vegetables are needed to balance the dietary. If the consumption of potatoes in this country could be quadrupled, the result would undoubtedly be the saving of many thousands of lives annually and an incalculable amount of suffering from disease.

The great nutritive value of the potato, notwithstanding the fact that it is three-fourths water, may be best shown by comparing it with other foods. A study of the nutritive value of various common foodstuffs shows that one pound of baked potato is equivalent in total nutritive value to the quantities of various food shown in the following table:

Food equivalent in total food value to one pound of baked potato:

- 1  $\frac{5}{8}$  pounds of boiled potato.
- 5  $\frac{7}{8}$  ounces boiled beef.
- 1 pound of chicken.
- 1  $\frac{1}{2}$  pounds of codfish.
- 2  $\frac{1}{4}$  pints of oysters (solids.)
- 4 pints of clams (in shell).
- 4  $\frac{1}{2}$  pints of beef juice.
- 10 pints bouillon or beef tea.
- 1  $\frac{1}{8}$  pints whole milk.
- 3 pints skimmed milk.
- 8 eggs.
- 9 ounces baked beans.
- 7 ounces bread.
- 1  $\frac{3}{4}$  pints oatmeal or cornmeal mush.
- 1  $\frac{1}{3}$  pints hominy (cooked.)
- 1 pint boiled rice.

1 pound of bananas.

2 pounds parsnips (cooked.)

1 pound green peas (cooked.)

From the above table it will readily appear that the potato is one of the most nourishing of our common foods. Its value is still further emphasized by the fact that steamed or mashed potato digests in two or three hours, whereas roast beef requires four or five hours, or double the time (Gautier.)

As already noted, the potato is not rich in protein, although the amount of this element in the baked potato reached the Chittenden standard, 10 per cent. of the total nutritive values a proportion which in feeding many thousands of persons, those in health, as well as invalids, at the Battle Creek Sanitarium, we have found amply sufficient. The writer adopted personally a very low protein standard in early life and has adhered to it for more than forty-six years, and with great benefit. Nevertheless, if a larger amount of protein is required, it may easily be obtained by the addition of milk or eggs, substances which while increasing the proportion of protein also add the fat necessary to render the potato a complete food. Half a pint of rich milk will thus balance a pound of baked potato; or an equally good balance may be made by adding to a pound of potato two ounces of white bread (two ordinary slices) and an ounce of butter.

Bunge, the world's greatest authority on the chemistry of foods, has called special attention to the importance of the alkaline salts that are found in vegetables, and in a much larger proportion in the potato than in any other vegetable used as food, the potato containing nearly forty times as much of this useful element as some cereal foods. No farmer would think of feeding his horses or cattle on grain alone. Cereals of all sorts contain a considerable excess of acid-forming elements. Grass and herbage of all sorts, as well as fresh vegetables, contain an abundance of alkaline salts, and hence are a necessary part of the diet of animals. Human beings, as Bunge has clearly shown, require such vegetables for the same reason, and the potato is the most valuable of all known foods as a source of these essential elements. This is perhaps the reason why the potato is an almost invariable accompaniment of meat dishes. Meat contains an enormous excess of acid-forming substances, which are to some extent neutralized and antidoted by the basic salts of the potato.

Graham bread with butter, or beans with butter, however, are much better combinations with potato than meat, for the reason that both meat and potato are lacking in lime. The body requires about thirteen grains of lime a day. Meat contains but half a grain of lime to the pound. The potato contains only a grain and a half to the pound. Wheat flakes and other whole wheat preparations contain four grains of lime to the pound. Cow's milk contains 14 grains of lime to the pint. The American people are losing their teeth, the bone diseases are increasing, as a result of this de-

ciency of lime. Professor Sherman of Columbia University declares that half the people of the United States are suffering from lime starvation. This is in part because of the meat diet and free use of cane sugar. Less meat, a larger proportion of potatoes, combined with wheat preparations and other cereals, beans, peas, and cow's milk would help to check this degenerative tendency.

The potato is of immense service as a food remedy in the treatment of a large number of diseases. It is especially valuable in cases of chronic intestinal auto-intoxication of 'biliousness.' It affords bulk for the intestines to act upon, and so antagonizes constipation. The large proportion of starch and other carbohydrates encourages the growth of friendly bacteria in the intestines, thus preventing putrefaction. For the same reason the free use of potatoes combats rheumatism and gout, which are results of chronic intestinal poisoning.

The potato is valuable in the treatment of anemia, because it combats the growth in the intestine of the germs which produce blood-destroying poisons. The death rate from diabetes, according to the mortality statistics of the United States census bureau, has increased nearly 50 per cent. in ten years. The free use of potatoes as an article of diet and the lessened consumption of meat would perhaps do more than any other thing to suppress the alarming increase of this fatal malady.

Arteriosclerosis, or hardening of the arteries, a disease which causes apoplexy and is associated with Bright's disease and various forms of heart disease besides being the cause of premature old age is often directly the result of chronic poisoning, the cause of which is the putrefaction of undigested remnants of animal substances which have been eaten, which undergo decay with the absorption of poisonous products. The free use of the potato as an article of diet in place of the excessive consumption of meat and fish, a practice widely prevalent, would unquestionably check the alarming rapid development of this disease, which, according to the United States mortality report has increased 400 per cent. in the last ten years.

The potato, buttermilk, and oatmeal diet of the Irish has developed one of the most sturdy and enduring races of men to be found anywhere. The proportion of centenarians in Ireland is more than ten times as great as in England. There can be no doubt that the free use of potatoes by the Irish is in large measure responsible for the remarkable longevity of this nation.

The idea that the potato is difficult of digestion and thus gives rise to fermentation in the stomach is entirely erroneous. The fault is not with the potato but with the manner of eating. When acted upon by the saliva, the starch of the potato is converted into maltose and dextrin, which Palow of St. Petersburg has shown to be powerful stimulants of the glands of the stomach. Properly cooked and well chewed, the potato

is thus not only a good food but an aid to the digestion of other foods. In persons whose stomachs have a tendency to produce excessive acids the stimulating effect of the potato may be so great as to produce the symptoms characteristic of hyperacidity, heartburn, tenderness of the stomach, regurgitation of gas and acid liquid, and other well known symptoms. This difficulty is not at all due to fermentation but to an excessive amount of acid and the resulting spasmodic contraction of the pylorus, so the stomach is stimulated to violent contraction. The gas contained in the stomach cannot be forced downward in the proper direction, and so escapes upward. This difficulty is not likely to occur, however, except when chewing is neglected. The gastric juice has little action upon the potato. Coarse particles of potato may remain in the stomach many hours, causing excessive acid fermentation, irritation and eructations. In eating potato every morsel must be chewed until reduced to a smooth paste in which no coarse particles can be detected by the tongue.

The remedy is simple. Palow has shown that fats lessen the activity of the stomach in the secretion of gastric juice. Hence, it is only necessary to increase the amount of fat eaten with the potato. In extreme cases the potato should be eaten in the form of a puree with the addition of butter or rich cream. This difficulty is especially noticeable in persons who have habitually eaten large quantities of meat when they undertake to change their eating habits, taking less meat and more cereals and potatoes. With a change in eating habit, the unpleasant symptoms usually disappear in a short time.

Some persons find it necessary to avoid the use of tomatoes and acid fruits and potatoes. The apparent disagreement of the potato with acid fruits is chiefly due to neglect to thoroughly masticate the food. If the potato is eaten in the form of puree or well mashed, and if the fruit is also in the form of puree or if pains are taken to masticate it very thoroughly inconvenience from the combination will be rarely, if ever, experienced.

The potato should always be cooked with the jacket on. The mineral salts of the potato so valuable to health are just under the skin and if the potato is peeled before cooking the salts are thrown away."

Dr. J. H. Kellogg,  
Superintendent Battle Creek Sanitarium.

#### Comparative Earning Power.

Three boys were boasting about the earning capacity of their fathers. The first said, "My father can write a few lines and call it poetry and sell it for \$10." The second said, "My father can draw a few lines and put a few dots on them and call it music and sell it for \$25." The third said, "That is nothing. My father is a preacher and he can write a few lines and get up in church and say them and it takes six men to carry the money down the aisle."



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## On Flappers And the Other Kind of Girls.

Written for the Tradesman.

Walking across a college campus not long ago, happening to pass a mother and son, I heard the boy say: "For heaven's sake, mother, when Molly comes up to the Prom don't let her look like a Broadway flapper."

"What do you mean, Tom?" the mother answered.

"Why the last time I saw Molly, when I was home, she just made me sick. She—"

Then they passed out of hearing. I would have liked to hear the young man's definition of a "flapper."

But I got a definition a little later, from one of my nieces, riding with me in a bus on Fifth avenue:

"Do look, Auntie, at those ridiculous little flappers—hair bobbed, hats cocked over one eye—they can scarcely see out under them—skirts at their knees—aren't they a sight?"

I thought they were myself; but then, I supposed I was rather old-fashioned. After that I kept my eye out for "flappers." Not that there was any difficulty about finding them! There are plenty of them in the great city and in all the towns I have visited lately.

Sometimes I have come near thinking that all girls of that age have taken on the "flapper" styles; but it isn't so. The quiet, well-poised, rationally dressed girl is still among us. Always my fears were allayed by meeting a girl reasonably and tastefully clad, giving evidence that all the modesty and good sense have not gone out of fashion. But what makes the difference?

A desire to appear well, to be noticed with approval by people whose opinion really counts, to make the most of what beauty, what good points, one has is a perfectly legitimate desire. Indeed, I think it is a duty. The important thing is the standard—what sort of fashions to observe. But why expect good taste and discretion when there has been no training in good taste and no cultivation of discretion?

Girls are often headstrong and wilful about their clothes when they are old enough to pick and choose for themselves; but where taste has been cultivated in the direction of self-restraint and the use of quiet colors and inconspicuous appearance and behavior, the problem isn't a serious one. As you read these words you can think of most attractive girls whom no one, friend or stranger, would think of calling "flappers."

It is not necessarily a contemptuous word. In its dictionary meaning, it stands for a young bird beginning to

try to fly; beginning to be grown up, past the stage of fledging. The question so far as girls are concerned is whether one exhibits something like sense in these first attempts.

Looked at with this in mind one finds two kinds of girls. One is the quietly dressed, quietly behaved, well brought up kind of girl; the other is the "flapper."

I have seen some of the first type, the quietly dressed, among the poor; but not many; partly because the flashy, showy, extreme styles of hats and gowns are mostly bought the cheapest. Quiet clothing is more expensive, not only because it usually is made in better and more enduring materials but because there is less demand for it, and it is made in smaller quantities. And partly because of a mistaken idea about what they are dressing for.

"Men like these stylish things," a girl said to me.

No doubt some men do. Some kinds of men. But the kind of man that is really worth while doesn't like to see his sister or his sweetheart or wife dressed foolishly or conspicuously. The man who likes that sort of thing rarely makes a good husband.

The flashily dressed girl is sometimes found among girls who ought to know better. It is a matter of training and temperament and a question of the amount of good sense and good taste prevailing in the girl's home.

One thing that has puzzled me for a long time is the question why when a nice, sensible, well-bred country girl comes to the city she so often apes the least admirable kind of girl, the "shop girl type," the ridiculous "flapper" style. Pretty soon you find her with her hair done up in preposterous style, her skirts above her knees, hat and shoes of some extreme fashion, and all of a sort that she cannot honestly afford—the more extravagant because those styles are short-lived, and an extreme of style does look so terribly out of fashion long before the articles are really well worn. I wonder if it is simply the reaction from the monotony and dullness of the country humdrum.

A woman, young or old, ought to express her real self in her clothing, and not blindly copy somebody else—especially somebody who has neither taste nor judgment. One can observe the fashions, even rather absurd ones, without making a "guy" of herself.

A pretty safe rule in a large city is that day in and day out on the street a dark colored suit is in the best taste.

Believe me, my dears, if you are dressing for men—the worth while kind of men do not really approve of

the "flapper." The other kind—surely you are not dressing for them!

Prudence Bradish.  
(Copyrighted, 1922.)

## Wars and Their Sequence.

Bay City, May 23—It is undoubtedly a fact that there are a lot of persons who believe there is always to be war. They believe that a great portion of the National wealth should be annually spent in preparing for the next war, in building battleships and armies. They believe that the period between wars should be given over to plans for the next conflict. Their theory seems to be that existence on this earth is merely a succession of battles and preparations for battles.

Unhappily, we have always had war. It has been the blight of civilization, but it has always been present. And has there been an absence of big armies or navies at any time since the birth of the Nazarene? Every big nation has maintained big fighting forces, and every one of them has fought big wars. And most of them have become impotent as a result of the wars and the conditions that followed.

Rome was built with an army. Spain was great when her navy and her army were great. So was France; so was Germany. Rome collapsed to an impotency. So did Spain, after Philip; so did France, after Napoleon; so did Germany, after Wilhelm. The history of nations is a story of big armies, big conflicts, defeats, decadence and impotency. The armies and navies have never stopped the conflicts. They have never prevented them. They have invited them.

America is powerful now, commercially and in man power and resources. She can follow other big nations if she desires. She can go on rattling the saber and building her armaments, but when she does she will be looked upon as a menace to the balance of power; she will be described as ambitious and she will have most of the remainder of the world as a common enemy.

Then the spark will flame up; the conflict will start and more history, like the history of the past, will be written; another big nation will be humbled by the world and another nation will engage where she left off.

Rather than have this Nation tap up the cudgel where Germany dropped it, why not greater effort for peace, a new kind of peace?—not a peace accompanied by tremendous armament building and army strength, not a peace held by the swing of the sword—that kind of peace never lasted—but a peace by agreement among nations.

William Pennington.

## Cold Light and Its Use.

Detroit, May 23—What is that ancient saying about there being stranger things in the sea than ever were taken out of it? It is probably true there are, but who would have thought until recently that fishermen would be seriously engaged in fishing in the ocean for light? The astonishing fact was printed not long ago that at the present hour there are not a few Japanese who daily go down to the sea in sampans or sieves or something and catch light, which they subsequently pack and ship to America.

Whether there is any other market for the product was not indicated in the news dispatch, but America's is an assured if not as yet a very broad one. This new business is due to the peculiar coldness of the ocean light, chilled, one might imagine, by its previous life beneath the waves.

Existence of the new trade might not have been generally known in this country had not a controversy arisen over the existence or non-existence of "cold light."

"No, it doesn't" says Prof. Newton Harvey, of Princeton University, who is the purchaser of the aforementioned subaqueous illumination. "It is very cool because of its color and wave length, that is all."

Dr. Harvey, it is reported, has commissioned the Japanese fishermen to capture for him innumerable specimens of minute marine organisms, each one of which bears a blue torch with the illuminating power of one one-thousandth of a candle. One thousand are equivalent to a full candle power; one million of them to a thousand candle power searchlight. But the doctor does not merely bottle these little illuminators; he does better. He extracts from them the illuminating principle, and to it has given the name luciferin, deriving the word like that of Lucifer himself from its light-bearing qualities.

What is hoped for from this introductory discovery is a future development that will make this cool light of general utility. No less an authority on high potentiality illumination than Charles P. Steinmetz, of the General Electric Co., is enthusiastic over luciferin's possibilities.

J. V. Laverne.

## President Harding's Creed as Editor.

Remember there are two sides to every question. Get them both.

Be truthful. Get the facts.

Mistakes are inevitable, but strive for accuracy. I would rather have one story exactly right than a hundred half wrong.

Be decent, be fair, be generous.

Boost—don't knock.

There is good in everybody. Bring out the good in everybody and never needlessly hurt the feelings of anybody.

In reporting a political gathering give the facts, tell the story as it is, not as you would like to have it. Treat all parties alike.

If there is any politics to be played we will play it in our editorial columns.

Treat all religious matter reverently.

If it can possibly be avoided never bring ignominy to an innocent man or child in telling of the misdeeds or misfortunes of a relative.

Don't wait to be asked, but do it without asking, and, above all, be clean and never let a dirty word or suggestive story get into type.

I want this paper so conducted that it can go into any home without destroying the innocence of any child.

Warren G. Harding.

## How To Dry Fruit.

Experiments in the "dehydration" of pears has been engaging the attention of the Oregon Agricultural Experiment Station. Development of a satisfactory process has been attended with some difficulties, chief among them being that of preserving the natural color of the fruit, but it is believed that the problem has been solved.

Best for the purpose seem to be Bartlett pears. When peeled, cut in halves and deprived of their cores, what remains is about 96 per cent. water. Thus, as a result of drying, the product is greatly concentrated. In this form it can be utilized as a basis for very delicious confections, various flavors being added to the material.

There are merchants from whom even those who want their bills early and often cannot get them without a struggle. Encourage prompt settlements whether people want them or not.



## He sold 10,500 bars of Star Soap in one afternoon!

**T**HIS grocer—operating in a town of only three thousand population—sold 105 boxes of Star Soap in one afternoon recently!

He knows the value of Procter & Gamble Products. He is energetic. He goes after business. He gets business.

He is a good example of what any grocer can do by handling Procter & Gamble Products correctly.

*The Procter & Gamble Distributing Co.*  
Cincinnati, Ohio

### Branches

Atlanta	Dallas	Minneapolis	San Francisco
Baltimore	Detroit	New Orleans	Seattle
Boston	Kansas City	New York	St. Louis
Chicago	Los Angeles	Philadelphia	Syracuse
Cleveland	Memphis	Pittsburgh	

Send mail orders to nearest address

1422 Washington Boulevard, Detroit, Mich.





**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 For the Hardware Dealer in June.

Written for the Tradesman.

It is now time for the hardware dealer to prepare for the summer trade. Harvest is approaching. Camping-out vacations, canoeing and yachting trips and fishing excursions, are rapidly maturing in the minds of enthusiasts. Hot weather is coming on. The dealer must be well in advance with his preparations to take full advantage of the demand that is almost upon him.

It is remarkable how the hardware dealer can stimulate the purchasing tendency of his community. By appropriate window displays he can not only encourage but engender a desire to buy. A camping out scene—a happy suggestion of the delights to be attained by setting up a tent in some out of the way spot on a picturesque river or lake and fending for oneself—may solve the perplexity of the man who wants to go somewhere but is at a loss where to go or what to do. This is only one instance whereby a merchant, by happy suggestive window display, can force a sale for certain goods and give his month's average a welcome uplift. In many other directions can the progressive hardware dealer secure similar results.

It is wise, therefore, to give the windows a seasonable aspect. Displays of athletic goods, baseball and lacrosse outfits and football supplies are all appropriate. Yachting and boating accessories should not be neglected, in communities where there are facilities for such pastimes. The athletic tendency of the country is showing remarkable symptoms of activity this year; and there is one point in this connection not to be overlooked—the sale of goods in this department seems to be less affected by adverse business conditions than others. Whether times be good or bad, sport is pursued with vigor and enthusiasm. In this connection fishing tackle should not be overlooked. Rods, reels, lines, bait and hooks and other accessories help to make effective window displays; and what is more important still, they stimulate good sales.

It is a little early for guns and ammunition, but still, no harm is done by showing the community that these

lines are carried in your store, and that is just as well for the sportsman to buy a weapon now as to wait till the fall. He may have the money now and may not have it later. In any case, guns, powder tins and accessories add to the effectiveness of any out-of-doors display. Then, motor car accessories should be prominently displayed now.

The June weddings should, too, have a prominent place in the programme of the hardware dealer. Cutlery, plated and silver ware and cut glass, represent, as a rule, the more ornamental gift lines carried in the hardware store. But the trend in the direction of sheer usefulness in wedding gifts enables the hardware dealer nowadays to feature many of his regular lines for gift purposes. A wide range of articles can be offered, at prices well within the reach of any member of the family, from paterfamilias down to the younger brother of the bride or groom.

As a result of the fact that hardware dealers are realizing the possibilities of the gift trade as an all the year round line in the hardware store, it is much simpler now to make an effective display than it used to be. But while the gift trade is a regular thing, June is the traditional month of weddings; and it is in June that the hardware dealer should make his strongest appeal to this class of trade. Numerous effective displays can be contrived along this line.

Early in June a tin shower window is exceedingly appropriate. Another suggested display is a model kitchen for the young housekeeper, showing the latest and best cooking and cleaning utensils available. A striking display could be obtained by dividing a fairly large window into two parts, and fitting up one part to represent the "Modern Kitchen of To-day" and the other to represent the "Old Fashioned Kitchen of Yesterday." In this way a good idea could be given of the advance made in recent years in the way of providing labor saving devices for the housewife.

By comparing the old cooking range with a 1922 model, the young bride could see how she starts off much better equipped than did her mother; and by noticing the various labor-saving devices in the modern kitchen, she can understand how her work generally has been lightened in proportion. This idea of comparison could be made effective even in a simple way; but carried out elaborately and in much detail, it would result in a tremendously attractive window display. It would be an education, not merely to the June bride of 1922,

## Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

Exclusive Jobbers of Shelf Hardware,  
 Sporting Goods and  
**FISHING TACKLE**

## Foster, Stevens & Co.

### Wholesale Hardware



157-159 Monroe Ave. :: 151 to 161 Louis N. W.  
 Grand Rapids, Mich.

## W. M. Ackerman Electric Co.

### Electrical Contractors

All Kinds of Electrical Work.  
 Complete Line of Fixtures.  
 Will show evenings by appointment.

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

Citizens 4294

Bell Main 288



## VIKING TIRES

### do make good

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

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

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

BROWN & SEHLER CO.

State Distributors

Grand Rapids, Mich.



but to the entire community, by aptly illustrating the great advances made in household equipment.

Incidentally, the hardware dealer should not forget that while the June gift trade, properly handled, represents a considerable item, it is merely the beginning of his possibilities. Every newly-married couple in the community are prospective new customers; and the tendency is strong in most newly married couples to break away from the buying affiliations of their parents and to try dealing with other merchants. The opportunity is propitious for the hardware dealer to make an especial appeal to the new households with a view to securing permanent customers.

To this end a careful list should be kept all the year round of new homes in the community; and systematic plans should be worked out for appealing to them, by personal canvas, and by a direct-by-mail campaign. If you have not followed this business-getting practice in the past, now is as good a time as any to launch such a scheme.

Although a considerable amount of painting has been done this season, the hardware dealer has merely to drive through the country or take a walk through his own town to find out that he has merely scratched the surface of his opportunities. The newly painted houses represent but a small proportion of the houses that should be painted.

The paint department is one that demands a great deal of pushful effort, but that pays well for this effort. Despite the educative work of recent years, there are still a few dealers who seem to entertain the idea that paint sells itself. Whereas, to get the biggest results in the paint department, the dealer must contribute his share.

It is astonishing how much a dealer with a little ingenuity and enterprise can contribute to creating a demand for paint. There are so many opportunities for selling paint that it is hard to enumerate them. A good plan to push sales is to go out and make note of properties that need paint; and then write the owner tactfully suggesting paint, inviting him to call and look over your stock, or offering to call on him yourself and suggest color combinations and give estimates. Besides exterior painting proper, there are incidental lines along which paint sales may be pushed. Thus, one dealer made a big hit by a window display suggesting the painting of porch furniture and lawn seats and swings. These are items usually neglected, yet which would look all the better and wear all the longer for regular painting.

A good paint display right now is not amiss. Be sure the window is not crowded and that the color combination of the labels is carefully selected. Use color cards, etc. to help out your display.

In pushing paint sales, other lines are likewise helped.

During the month, refrigerators, ice cream freezers, hammocks, screen doors and window screens and other hot weather lines can be shown to

good advantage. Always try to feature your seasonable or timely displays a little ahead of the anticipated demand. Remember that the great art of window display is suggestion. It is not the article themselves, but the suggestion of comfort and convenience they produce, that gives effectiveness to the design.

Thus, a display of hammocks, lawn seats, etc. will be helped out with a stretch of turf on the floor of the window and a dummy figure, if one is available. Any little colorful accessories that can be worked into such a display will add to its effectiveness. A refrigerator by itself is, of course, good; but a refrigerator in action, loaded with ice, and showing butter, cooked meats, fresh fruits, etc. is more effective and arresting. The same principle holds good throughout all window display. It is well to show the goods themselves, but it is better to show the passer-by what they will do for him. Victor Lauriston.

**The Store's Birthday Party.**

Take advantage of every opportunity which offers itself toward the development of a more friendly acquaintance between your store and its customers. The store anniversary should always be celebrated.

Invite all your customers to visit your store on that day. Have special displays and values. Give souvenirs to all whose birthday comes on the day of your store anniversary, and also to those of same age as your store. In connection hold a baby contest—the only condition being that baby's birthday must come in same month as that of your store anniversary. Give prizes for the heaviest baby, under one year of age, the longest baby, the baby that smiles the most, etc. Have a counter of values, priced in cents or dollars equaling the age of your store.

Also contribute news items to your newspaper about the success of your store's birthday party, the attendance, amount of sales, and other news information.

**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.**

Bell M 797 Citizens 4261

**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



**A Valuable Impression**



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

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

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

### Coal Strike May Prove To Be a Blessing.

Detroit, May 30—In quite a striking contrast with the miners who are doing everything in their power to terrorize, embarrass and prejudice the public against their cause, is the position of the operators who have had an amicable conference with Secretary Hoover, who called them together for the purpose of "getting the coal industry by volunteer action to put a stop point on increase of coal prices."

The plan which was approved by the large delegation who attended this conference calls for the creation of a committee of operators, with Government and consumer representatives serving upon it in each district where coal is being produced, through which all orders for coal will be cleared.

A similar general committee will be organized in Washington with the assurance of Mr. Hoover that he had the Attorney General's opinion to the effect that any such action on their part would be strictly legal.

There is no law giving the Government any sort of power to regulate these prices and the natural tendency would be under similar conditions to regulate prices according to supply and demand, but the operators are showing a disposition to cultivate public approbation in their treatment of the problems and they will surely find a discriminating public will stand by them in their difficulties.

There could be no possible objection to the allowance of an adjustment of prices governed by mining conditions and, inasmuch as the operators have defined their position with evident clearness, consumers have very little to fear in the event that the senseless strike continues indefinitely.

Mr. Hoover suggested, also, that he considered that certain advances in some districts were unjustifiable and readily discovered a willingness to submit to reasonable suggestions on his part.

Now that the operators are seeing the light and if the effect is lasting in their contact with the public, the great strike after all may prove itself not to have been altogether in vain, and the large suffering public may, as a result, come into its own.

Now comes forward a Southwestern congressman, evidently from a hook worm or a fever and ague infested district, who wants the "common people" to be provided with medicine and medical treatment at public expense, advancing the theory that the poor man who earns from \$3 to \$6 per day, cannot afford to meet these expenses and also support the family dependent upon him.

Fallacious as the idea may be, it is no worse than many other vote catching features which Congress is utilizing its existence in hatching out, but why confine it to the "common people?" Why not allow an investigation by the tax payer who would be called upon for an additional levy to foot the bills?

Just at present one of the most bitterly debated issues among medical men of the Nation is the so-called "socialization of medicine"; and there is absolutely nothing original in the promulgation of the said representation, but its adoption would be one more step into the mire of Governmental bureaucracy.

"State medicine," in simple terms, means an extension of the plan whereby community nurses are supplied at public expense, but a subject much more complex than that feature of charitable service.

The medical and health problems of the "common people" are most pressing and perplexing and there is no doubt but what the usefulness of citizenry would be greatly developed if the standard of general health could be improved, but it hardly seems like a practical solution of these conditions to incorporate political features into the matter and it would mean just that and nothing more.

It would mean Government positions for practitioners of mediocre

ability, discouragement for the ambitious young man who has a desire to shine in one of the most important of professions and a tendency to cultivate slothfulness and shiftlessness on the part of that element which it is intended to benefit through a demand on public service for the treatment of fancied ailments. The present system of free treatment at our State University only accentuates this statement and its abuse is already a subject for public criticism and, in some instances, scandal as well.

Some of its difficulties may be judged by the fact that if free medicine and medical treatment are to be made possible by Government legislation, not only the actual services of doctors, but much of their preliminary training must be paid out of the public funds, since it is only the prospect of the present competitive fees which leads the medical student to spend years in intensive study at very great cost.

There is, however, a solution of this great problem by adopting the methods of vogue in Switzerland, Germany and other European countries, where health insurance is made obligatory and the expense in a large degree met by a small assessment made upon the individual or heads of families, such service contemplating the supplying of medical treatment, hospital treatment where necessary, and in the finality provision for burial expense. The assessment or dues are so nominal that they are scarcely burdensome for those above actual indigency. The sums raised enable the government to provide this service at the hands of competent professional men and the finer sense of obligation eliminated by a service to which its beneficiaries are justly entitled by having contributed their just share toward the cost thereof.

It has always seemed surprising to me that America, usually in the lead in questions of development and advancement of utilitarianism should not have taken up and solved this question years ago. It would be an evidence of profound wisdom on the part of Congress if they would for a brief season depart from their frivolous program and set a world pace by taking up this great social problem.

Reasonably the project of "free medicine" is bound to meet the opposition of the rank and file of the medical profession, but it is doubtful if they would be able to continue their attitude of opposition to the public features of such service if the Swiss plan were to be adopted and the Government establish a schedule of fees reasonable and at the same time compensatory.

It will be a good thing to agitate this proposition even if the only immediate effect will be to keep Congress from daily dallying with matters of more importance which they are really unfitted to solve.

Vox Populi has again sounded a warning to Washington politicians. This time it shapes itself into the nomination of Gifford Pinchot for the Governorship of Pennsylvania, in spite of the combined Republican political opposition.

It is said the women did it and, in fact, the returns seem to indicate it without much doubt. The women voters of the great Keystone State have nobly deported themselves and are evidencing the inauguration of a new era in Governmental economics. Let the good work continue.

Hence Washington politicians are up in the air and wondering when and where the next cyclone will strike. If they will listen to such influential men as Governor Sproul, they will find a warning to which they will do well to pay heed.

The Governor said: "Mr. Pinchot's victory is a great personal achievement for himself and his engaging personality and energy contributed much to his canvas, but underlying all this is the stubborn fact that voters of all classes throughout the State are out of sorts with Congress, the administration at Washington and Har-

risburg and with unsatisfactory political conditions generally."

The capabilities of Mr. Pinchot are well known; his administrative ability has been well established and we do not purpose throwing any bouquets in his direction. While his present success may in a measure be considered as a local achievement, its effects following so soon after the unhorsing of Senator New by Mr. Beveridge, ought to prove salutary.

Frank S. Verbeck.

### Promotion of Boyne City Man.

Boyne City, May 30—M. F. Miller, who has been head accountant for the Michigan Tanning & Extract Co., at this place for seven years, has gone to the Continental Leather Co., with offices at Philadelphia and plants at Augusta Springs and Elkton, Virginia. Mr. Miller came here from Pennsylvania, where he began work in training in his father's little old fashioned tannery so many years ago that he rather hesitates to specify the exact time. Since coming here Mr. Miller has made himself an enviable place in the social and church life of the town. He is a very good musician and a valuable member of the Catholic congregation. That he will be a success in his new position goes without saying. He is succeeded with the Tanning Co. by Toby Bissell, one of Boyne City's bright young men, to whom no one in Boyne City needs an introduction.

The Rotary Clubs of the district came almost in a body last Monday evening to officially welcome the recently-organized local club into the fraternity. The Petoskey club was not represented by any one. They all came. Traverse City sent two big motors, loaded to the guards with Rotary boosters, and a big time was had by all. It was the largest gathering of its kind ever held in Northern Michigan, forty-two classifications being represented.

Ben Halstead, Chalmers Curtis,

Harry Albert and Homer Sly, of Petoskey, Henry Hobbs, Dennis Cochem and James Millikin, of Traverse City, and J. M. Harris, Boyne City, contributed to the feast of reason, but the Big Bertha of the occasion was Hugh Van-de-Walker, International chairman of the boys work for Rotary.

In presenting the charter to the local club, Hugh gave the assembled guests an address which will stay with his audience for many years to come and cannot help but have a profound influence on any community represented at the meeting. Even a synopsis of the address would take more space than the writer has at command and could not do justice to this wonderful talk.

The company was prepared for and sustained by one of Marie's peerless luncheons at the Wolverine Hotel. The guests departed at a reasonable hour, full of good things and loud in appreciation of the entertainment that Orrie had provided for them.

Maxy.



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

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

**Hotel Menu Served Fifty-One Years Ago.**

Glen Lake, May 30—I am obliged to Mrs. C. W. Bosworth, former hostess of the Park Hotel, Mt. Pleasant, for a bill of fare of the Bancroft Hotel, at Saginaw, issued over fifty-one years ago, and for which meal a charge of 75 cents was made.

The Bancroft was then under the management of Parks & Huntress. It was the same old veneered brick structure some of us older travelers were so familiar with; in fact, the same building torn down a few years ago to make room for the New Bancroft.

While the words "choice of" do not appear anywhere in this menu, one cannot help but think that from a scientific and dietetic standpoint, it might have been materially improved through the process of elimination of many items of equal food value, but as a souvenir of the old hostelry it must prove interesting:

Dinner.  
Sunday, January 1, 1871.

- Soup Flanders
- Oyster Fish
- Baked Pickered, Anchovy sauce
- Boiled Fresh Haddock, Star Sauce
- Cold Dishes
- Head Cheese, Domestic Style
- Cleveland Sugar Cured Ham
- Shoulder of Mutton Pressed Corn Beef
- Beef Tongue
- Boiled Turkey, Oyster Sauce, Corned Beef and Cabbage
- Leg-of Mutton, Caper Sauce
- Beef Tongue, Cleveland Sugar Cured Ham
- Game Saddle of Venison, larded, Game Sauce
- Roast Turkey, Cranberry Sauce
- Leg of Veal, Brown Sauce
- Loin of Beef, Ribs of Beef
- Spare Ribs of Pork, Apple Sauce
- Lamb, Sirloin of Beef, Brown Sauce
- Loin of Mutton
- Entrees
- Escalloped Oysters Clam Salad
- Buffalo Tongue, Breaded.
- Turkey Wings, Fricassed on Toast
- Breast of Lamb, Garnished with green peas
- Brioche of Chicken loins, with salt pork
- Macaroni Cream, a la Francaise
- Queen Beignets, Rum Sauce
- Vegetables.
- Plain Potatoes, Mashed Potatoes, Browned Tomatoes, Lima Beans, Succotash, String Beans Stewed Carrots, Beets, Hot Slaw, Boiled Rice, Boiled Hominy, Sweet Corn, Hubbard Squash
- Relishes
- Indian Club Sauce, Cold Slaw, Oyster Sauce
- Leicestershire Sauce, London Chow Chow
- Pickled Beets, Worcestershire Sauce
- London Club Sauce, Walnut Catsup, Cheese
- French Mustard, Tomato and Mushroom Catsup
- Pickled Cucumbers
- Pastry
- English Plum Pudding, Brandy Sauce
- Cranberry Pie, Mince Pie, Pumpkin Pie
- Green Apple Pie, Citron Cake, Maderia Cake, Fruit Cake
- Swiss Roll, Lady Fingers, Maple Biscuit
- Cocoanut Merengues, Ginger Wafers
- Dessert
- Lemon Ice Cream, Charlotte Russe, Strawberry Jelly, Champagne Jelly
- Peppermint Tablets, Confected Almonds
- Plum Jelly Tarts, Currant Jelly Tarts
- Almonds, Filberts, Apples
- Layer Raisins, Pecan Nuts, English Walnuts, Brazil Nuts
- Coffee Tea

The famous Bancroft Hotel corned beef hash either had not been perfected at that time, or was omitted through error, as I am informed it has been found on every bill of fare printed by the hotel for a half-century.

There seems to be somewhat of a teapot tempest over the fact that a report recently sent out by the hotel committee of the Grand Council, U. C. T., appointed for the purpose of talking over matters with hotel men relative to rate reductions is not borne out in truth. In other words, what was claimed to be a 25 per cent. reduction, generally speaking, was purely mythical.

This matter was discussed one evening last week at Cedar Springs Lodge by a party of traveling men sojourning at my tavern and, while instances of rate reductions were specifically mentioned, the law of average did not seem to result satisfactorily.

Alfred Bond, of the Barrett Company, of Chicago, a good natured veteran of the grip, took the position

that it was not so much a question of charges as it was quality of service. He said: "The average traveling man feels that he has been discriminated against—crowded out for the accommodation of the tourist, who is not a regular patron. In my Western travels, particularly on many an occasion where I have gone up to the hotel and registered, I had a cold reception. My idea is when a man conducts a hotel and gives proper consideration to the traveling man that traveling man is perfectly willing to pay for what he gets. I never thought hotels raised rates in proportion to other lines. I am a member of the U. C. T. and have been cognizant of figures submitted by our committees, but on the showing made I do not see how rates can be materially reduced. The traveling man has a real grievance on the tip question, but I don't see how it can be eliminated for the reason that traveling men are themselves responsible for the practice. The principal protest against high rates is mostly from places where the rate is charged and the accommodation and service are not delivered."

Some time ago when Congress proposed levying a tax of 10 per cent. on the higher priced hotel rooms, there was a general protest from hotel men against such legislation. I find, however, after some considerable investigation, that there is an implied willingness to accept a reasonable sale tax and I believe such an assessment would result in much greater revenues, than the one originally proposed, which would only effect a very few of the larger hotels and then only on a smaller portion of their earnings.

The sales tax calculators figure that a tax of one per cent. on all sales of every kind would bring four or five billions of revenue, without complicated machinery for its collection; that it would be the simplest method of taxation; the one tax that could be most easily borne by the public at large, rich and poor alike, and that would be spread evenly, so that business would be taxed in proportion to volume; it would be no burden to anyone, to speak of, to shoulder the 1 per cent. I see no reason why it cannot be applied, provided Congress builds around it safeguards to prevent unprincipled dealers from collecting a profit on the tax itself.

As it is, the Government, confessedly, is not receiving more than a very small percentage of its just dues, legitimate business coming forward and paying its share, but profiteers evading it and making the collection expense so great that the cost is prohibitive.

The claim that a tax on hotel accommodations rented up and above \$5 per room would be an incentive to keep their hotel charges below that amount, is not sound reasoning. Hotel charges to-day while primarily based on investments, are made possible by the demands of the public for unusual service and so long as this demand continues they will remain at the high water mark, but, as before stated, such a tax would only hit the larger ones and the tax raised would be limited. Frank S. Verbeck.

**All Mixed Up.**

"Funny!"

"What's funny?"

"Mabel's father is in the butcher business and is always looking for fat calves—"

"Lots of men are doing the same, who aren't in that business—"

"Shut up, and don't try to be cute. What I was going to say is that with her father wanting fat calves, Mabel is trying to cultivate lean ankles, and here comes a man trying to sell her an orthopedic device to stop her ankles from leaning."

# Who Establishes The Price?

We, the manufacturers of K C Baking Powder establish the price by showing it on the label and in the advertising.

Selling such merchandise **protects your profits.**

It is not necessary for you to sell K C for less and take a loss.

Where the price is not shown on the package or in the advertising the consumer does not know the right price and you are burdened with establishing it.

Save your time and insure your profits in offering your customers

# K C Baking Powder

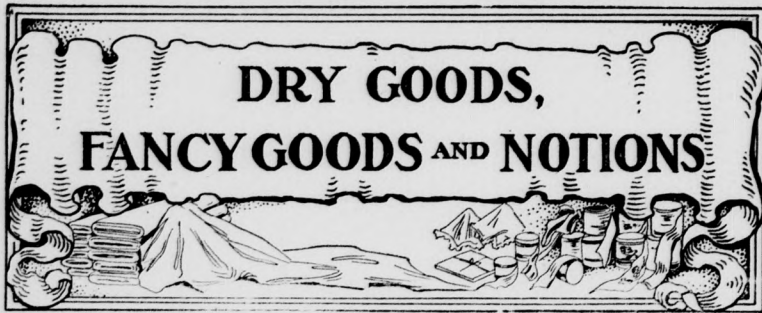
Same price for over 30 years

# 25 ounces for 25¢

The government bought millions of pounds

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

Jaques Manufacturing Co. Chicago



### Summer Closing Hours in the Dry Goods Trade.

Lansing, May 30—We have had several letters and enquiries on the subject of the closing of the stores during the summer months. The letters sent to our directors and a paragraph in one of our recent bulletins has brought quite a generous response from our members. We give below the essential parts of the replies we have received from different towns. In some cases the merchant who makes the reply is speaking from the standpoint of his own store and in other cases he describes the plan in vogue for the entire town. I have avoided quoting anything of a personal nature in these replies. The information given will, I think, be read with considerable interest by our members.

Albion: Some of the stores in Albion close at 9:30 and others at 10 on Saturdays. On other days of the week all close at 6. No half holidays are taken during the week.

Alma: We close every night in the week at 6, except Saturday, and close Saturday night at 10. We do not close for the half holiday during summer months and are not in sympathy with that idea. We expect to have our hands full to keep the town from staying open Wednesday nights, as there seems to be a strong feeling among local merchants to do so during the coming season. This feeling is augmented by the fact that all nearby towns keep open on that night and a local chain store also keeps open.

Battle Creek: For the past few years we have closed on Saturday evenings at 6 o'clock and will follow the same plan this year.

Bay City: We regret to advise that we keep open Saturday afternoon and evening throughout the summer. Our store is very much opposed to this plan, but we have been unable to bring the other stores around to our way of thinking.

Bellevue: We do not have any Saturday afternoon closing or any other afternoon during the week. We did our best to get the stores to close Thursday at noon for the remainder of the day, but were unable to put it over. We certainly would like a half holiday.

Cadillac: All Cadillac stores will be closed Thursday afternoons during July and August. Open Saturday evenings only.

Cass City: We do not close on Saturday until late in the evening, for this is a country town and farmers would think, if we locked up earlier than 10 or 11 o'clock, that we were getting too independent.

Flint: Up until last year for some years past it has been our custom to close our stores on Wednesday afternoon during July and August. Last year, however, we discontinued the Wednesday afternoon closing and instead closed our stores at 6 p. m. Saturday evening during the months of July and August. This experiment from our standpoint was quite a success and we are emphatically against the practice of closing stores for a half day during the middle of the week. It takes a whole day's business out of our week. We are just as emphatically in favor of Saturday night closings.

Harbor Beach: There are no stores, so far as I know, in the Thumb of Michigan which are closing on Saturday nights, that is, this side of Saginaw or Bay City.

Holland—We do not close any afternoon during the summer and are also open every Saturday evening until 9 o'clock.

Ionia: Ionia never has and probably never will close Saturday nights—too large a rural constituency to consider it. Even the banks find it pleases and accommodates hundreds to be open Saturday evenings. Regarding Thursday afternoon closing, the groceries, meat market, bakeries and banks have closed for several years, from May to October inclusive, but the dealers in other lines are almost unanimous in feeling that the movement hurts the town and keeps people away—especially after they have driven a long distance once or twice only to find a store closed. For the lines we carry, our patrons often come twenty to thirty miles and we believe good service does not warrant our closing afternoons of a regular business day for months. We consider the effect on business and the town as unfavorable.

Jackson: For years we have endeavored in every way possible, (and then some) to get the stores here to close Saturday nights, but without avail. At the present time we are closing at 9 p. m. Saturday the year round. Other stores stay open until 9:30 and some still later. Heretofore we have (against our best judgment) gone in with the other stores and closed Thursday afternoons during July and August, but it is a foolish idea and one that we will not countenance this year.

Kalamazoo: The arrangement given below has been followed for several years and is in effect now among the leading merchants. Open at 8:30 a. m. and close at 5:30 p. m. each day, except Saturday. On Saturday open at 8:30 a. m. and close at 6 p. m. the year round. There are a few stores among them the shoes, men's clothing, men's furnishing, furniture, hardware houses, 5 & 10c stores, all groceries, meat markets, etc., which remain open Saturday evenings until 9 o'clock. Included in this list are the cheaper department stores, ready-to-wear shops, installment houses, etc. We observe six full holidays, at which time we are closed during the entire day. These are New Years, Memorial day (May 30), July 4, labor day, Thanksgiving and Christmas. We have no half holidays in Kalamazoo except the grocers who close Thursday afternoon during the summer months. Speaking for my firm would say that short hours and Saturday night closing have come to stay for all time.

Lansing: Close every week day at 5:30 o'clock, except Saturday night, 9 o'clock.

Mt. Pleasant: The stores here close Saturday at 9:30 p. m. the year round and 6 p. m. the remainder of the week. We have no afternoon closing during the summer months.

Muskegon: Week days we open 8:30 a. m., close 5:30 p. m. One and quarter hour nooning. Saturday 8:30 a. m. close 9 p. m. Dry goods and ready-to-wear stores close Wednesday afternoons in July and August. Hard-

### DRESS PANTS.

- 306A—Men's brown body with black pencil stripe. Straight bottoms. Sizes 32-33-34-36-38-40-42. Asst. leg lengths. Open stock — \$33.00  
 306B—Young men's brown body with black pencil stripe. Cuff bottoms. Sizes 29-30-31-32-33-34-36 Asst. leg lengths. Open stock 33.00  
 307A—Men's dark grey, mostly all wool. Straight bottoms. Nicely finished. Sizes 32-33-34-36-38-40-42. Asst. leg lengths. Open S. 42.00  
 307B—Young Men's dark grey, good weight mostly all wool. Cuff bottoms. Belt loops, nicely finished. Sizes 29-30-31-32-33-34-36 Asst. leg lengths 42.00  
 308A—Men's all worsted Blue Serge, straight bottoms, good weight. Open stock. Sizes 32-33-34-36-38-40-42. Asst. leg lengths 42.00  
 308B—Young men's all wool Blue Serge trousers, Cuff bottoms, belt loops heavy twill pockets. Sizes 29-30-31-32-33-34. Asst. leg lengths 42.00  
 312—Men's manipulated serge, cuff bottoms, flap pockets, nicely finished. Sizes 32-33-34-36-38-40-42. Asst. leg lengths 27.00  
 317—Men's all wool, dark brown body with grey pencil hairline stripe, flap pockets. Nicely finished. Sizes 32-33-34-36-38-40-42. Asst. leg lengths 45.00

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 discount.

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.

## Kooloff

Invisible suspenders in two and four point styles Each pair nicely packed in individual box.

Quality Merchandise — Right Prices — Prompt Service

## PAUL STEKETEE & SONS

WHOLESALE DRY GOODS GRAND RAPIDS, MICH.



No value on the market compares with it.

Think of it. Pajama checks 88 square. Fancy Crepes. Figured Madras. Large full measurements. Real pearl buttons. Fine stitching; all for \$8.12½ per dozen.

NATIONALLY ADVERTISED

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

PRICES CURRENT ON STAPLE DRY GOODS.

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

<b>Bleached Muslins.</b> Auto ----- 15 Fruit of the Loom --- 17 1/2 Bravo ----- 13 1/2 Cabot ----- 14 1/2 44 in. Indian Hd. S.F. 25 Big Injun ----- 11 1/2 Lonsdale ----- 16 Hope ----- 13 1/2 36 in. Indian Head --- 20 33 in. Indian Head --- 18 1/2 54 in. Ind. Head L. F. 32 1/2	<b>Outings and Cantons.</b> Cashmere Twill --- 14 1/2 27 in. Unble. Canton 14 100 Flannelette --- 12 1/2 1931 Outing Lights - 13 1/2 1921 Light Outings - 13 1/2 Scotchdown Shaker - 15 Appledown Shaker --- 15 Appledown Shaker --- 11 1/2 24 in. White Shaker - 12 1/2 26 in. White Shaker - 12 1/2 Daisy Cloth ----- 14 1/2 1931 Dark Outings --- 14 1/2	<b>Wool Goods.</b> 36 in. Hamilton, All Wool Storm Serge 57 1/2 No. 75, 44 in. Storm Serge ----- 32 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 Serge ----- 37 1/2 2215, 50 in. Storm Serge ----- 1 22 1/2 56 in. All Wool Coating ----- 2 00 D R N Tricotone --- 1 65	<b>Ubleached Muslins.</b> 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	<b>Draperies and Cretonnes.</b> Hamilton Twill --- 14 1/2 Dresden Fy. Drapery 17 1/2 Tudor F'cy 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	<b>Carpet Warp.</b> Peerless, White ----- 42 Peerless, Colors ----- 48	<b>Diaper Cloth.</b> 18 in. Seconds ----- 75 20 in. ----- 1 25 22 in. ----- 1 35 24 in. ----- 1 45 27 in. ----- 1 60 30 in. ----- 1 75	<b>Notions.</b> 1225-F Boston Garters 2 25 Rubber Fly Swatters 90 Roberts Needles --- 2 50 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 Coats Thread ----- 59 Clarks Mile-End Td. 59 J. J. Clarks Thread. 56 Gainsborough Hairnets D. Mesh ----- 1 00 Gainsborough Hairnets S. Mesh ----- 80 R. M. C. Crochet Cot. 75 B-4 Clarks Crochet C. 90 Silkine Crochet Cotton 90 Sansilk Crochet Cot. 55 Dexters' Knitting Cotton, White ----- 1 50 Dexters' Knitting Cotton, Blk., col'd. 1 75 Alles' Yarn, bundle 6 50 Fleishers Knitted Worsted, skeins --- 2 30 Fleishers Spanish Worsted, balls --- 2 60 Fleishers Germantown Zephyr, balls --- 3 70 Fleishers Saxony, ba. 3 70 Fleishers Knitted Worsted, balls --- 2 60 Fleishers Scotch & Heather, balls --- 2 90 Ironweave Handkfs. --- 90 Rit Dye Soap ----- 80 Wolverine Dmesh Cap Net ----- 80	<b>Denims, Drills and Ticks.</b> 220 Blue Denim ----- 18 1/2 240 Blue Denim ----- 17 260 Blue Denim ----- 16 Steifels Drill ----- 16 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	<b>Meritas Oil Cloth.</b> 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.	<b>Flags.</b> Doz. 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 No. 7 Muslin Flags - 7 20	<b>Ginghams.</b> Seminol Dress Ging- hams, solid colors 15 A. F. C. ----- 17 Toile du Nord ----- 18 1/2 Red Rose ----- 17 1/2 Dan River ----- 17 1/2 Everett Classics --- 12 1/2 Amoskeag Staples --- 12 1/2 Haynes Staples --- 12 1/2 Lowe Chevots, 32 in. 15 Bates, 32 in. ----- 22 1/2 Trefan, 32 in. ----- 25 E. M. C. Seersucker 18 1/2 Kalburnie, 32 in. --- 19 Jaquelin, 32 in. --- 35 Gibbrae, 32 in. --- 37 32 in. Tissue ----- 42 1/2 Manchester 60x80 Lt. 18 1/2 Manchester 60x80 Dk. 19 1/2 Scout, 64x60, Lights 12 1/2 Scout, 64x60, Darks. 14 1/2 Shirtings ----- 08 Reds ----- 11	<b>Prints and Percales.</b> Columbia, Lights --- 13 1/2 Columbia, Darks --- 15 Am. Prints, Greys --- 10 1/2 Am. Prints, Indigo. --- 10 Manchester 60x80 Lt. 18 1/2 Manchester 60x80 Dk. 19 1/2 Scout, 64x60, Lights 12 1/2 Scout, 64x60, Darks. 14 1/2 Shirtings ----- 08 Reds ----- 11	<b>Sheets and Pillow Cases.</b> 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%	<b>Children's Hosiery.</b> "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 hose ----- 1 85 Men's 200 needle full combed yarn hose ----- 2 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	<b>Infants Hosiery.</b> 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 on 8 (R10F5) ----- 2 25 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 ----- 05 Misses 300 needle combed hose, bxd. 1 doz. \$2.25 on 7 rise 10 fall 05 Ladies' 220 needle combed yarn hose, seamed back ----- 2 50 Ladies' 220 needle merc. hose with 440 needle rib. top fashion seam in back ----- 5 25 Ladies' fleeced hose, hem top --- 2 25 Ladies' fleeced hose, rib. top --- 3 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	<b>Athletic Underwear For Spring.</b> B.V.D.'s, No.01, Men's union suits 12 62 1/2 Seal Pax, No. 10, union suits --- 10 50 Men's 72x80 Nainsooks, may be had at ----- 7 25 to 9 00 Men's Solsettes, highly mercerized at ----- 13 50 Men's No. 150 "Hallmark" 72x80 Nainsook ----- \$ 9 75 Men's 64x60 Nainsooks ----- 6 50 Men's 84 Square Nainsooks ----- 9 00 Men's Fancy Nainsooks ----- 9 00 Wide and Medium Stripes. B. V. D. Shirts and Drawers, Shirts ----- 6 87 1/2 Drawers ----- 7 25 B. V. D. Athletic Style No. U-101 12 62 1/2 U-D Youth's B. V. D. ----- 8 50 Boys' "Hanes" No. 756, 72x80, Nainsook Union Suits ----- 7 25 Boys' "Hanes" No. 856, 72x80, Union Suits ----- 6 25 Boys' 64x60 Union Suits ----- 6 25 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	<b>Men's and Boys' Cotton Underwear for Spring.</b> 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. Slidwell 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 "Lining" Collars, per box 34 1/2 Men's "Challenge" cleanable, doz. 2 75 Men's Wash Ties ----- \$1 35, \$2 00 2 75 Men's Muslin Night Shirt, doz. --- 9 00 Men's Muslin Pajamas, per doz. --- 16 50 Men's Work Furnishings. No. 220 overalls or jackets ----- 12 00 No. 240 overalls or jackets ----- 10 50 No. 260 overalls or jackets ----- 9 00 Stiefel rope stripe, Wabash stripe Club or Spade overall or jacket, 2 seam, triple overall ----- 13 50 Coverall khaki, heavy drill ----- 27 00 Cottonade pants ----- 13 10 to 21 00 Black sateen work shirts ----- 9 00 Nugget blue chambray work shirts 8 00 Golden Rule work shirts ----- 7 50 Piece dyed work shirts ----- 6 50 Best Quality work shirts --- 9 00 to 16 50 Work suspenders ----- 2 25 to 7 50 Shirley Police or X Back work Sus. 4 50 Boys' Furnishings. Knickerbockers ----- 6 00 to 15 00 Mackinaws ----- 4 25 to 8 50 Overalls, Brownies, etc. --- 6 50 to 9 00 Youths' Wabash stripe overall --- 10 25 Coverall ----- 12 00 to 16 50 68x72 dress shirts ----- 8 50 "Honor Bright" Stiefs Wabash Stripe Romper, Red Trim ----- 7 50 "Honor Bright" Khaki Romper, Red Trim ----- 8 00 "Honor Bright" Plain Blue Romper, Red Trim ----- 7 50 Play and Wash Suits --- \$11 00 to 24 00 Boys' Suspenders, Fish Back, Flat Ends ----- 1 42 1/2 Youths' Suspenders, 28 in. Cross- backs, Lea. Ends ----- 2 25 Caps and Umbrellas. Black sateen shop cap, doz. --- 1 00 Dress caps, men's, doz. --- 7 50 to 19 50 Dress caps, boys', doz. --- 7 25 to 10 25 Men's & Ladies' Umbrellas 10 50 to 48 00 Men's "Scotch Tweed" Caps, Silk Lined, Plated Backs, One Piece Tops, Extra Quality ----- 13 00 Men's, Boys' and Ladies' Straw Hats, "Peanuts" ----- 2 00 Ladies' Furnishings. Middy Blouses, red, green, or navy wool flannel, each ----- 4 00 Serge middy blouses, each ----- 3 50 Volve waists, doz. ----- 9 00 to 15 00 Georgette waists, each ----- 4 00 Crepe De Chine waists, each ----- 3 25 Tricollette waists, each ----- 3 25 Bungalow percale aprons, dz. 7 50 to 9 50 Bungalow Gingham aprons, doz. 13 50 Gingham house dresses, dz. 24 00 to 48 00 Best sateen petticoats, doz. 9 00 to 13 50 Petitbockers, doz. ----- 8 50 Bandeaux, doz. ----- 2 25 to 12 00 Brassiers, doz. ----- 3 25 to 13 50 Silk and cot. Env. Chem, dz. 6 00 to 19 50 "Pricilla" Sunbonnets, doz. --- 4 00 Muslin Petticoats ----- \$12 00 to 19 50 Wash or Tub Over Shirts \$15 00 to 36 00 Children's Dresses. Children's Gingham Dresses \$9 00 to 23 50
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ware, groceries, meat markets and men's stores close Wednesday afternoons from May to September, inclusive, but have longer daily hours.

Nashville: The stores here close at 6:30 p. m. every night, excepting Wednesday and Saturday nights.

Owosso: During July and August, Owosso stores close one afternoon a week, with the exception of the first week in July. We do not close this week on account of being closed on the Fourth. As to Saturday nights, stores are all open and there seems to be no sentiment or desire on the part of the merchants to close.

Port Huron: We are making an attempt to get concerted action on Saturday night closing for the dry goods and ready-to-wear stores. As yet, we are not sure how the matter will be decided.

Sparta: Sparta is principally a farmer town. We close each Thursday at noon during the months from May 1 to Nov. 1. Open each Saturday night the year round.

Sturgis: We are operating on the daylight saving schedule in Sturgis, while the surrounding towns for over twenty-five miles, both in Indiana and Michigan, have not followed. This has been a distinctive handicap to trade from the outlying districts and we cannot see the advisability at present of any further change. We keep open two nights in the week to accommodate the trade at home, as the banks have been in the habit of cashing payroll checks one hour in the evening, so you see it would be a poor plan to make any change under the present condition.

Tecumseh: We are not in favor of closing our place of business one afternoon a week and, being a Saturday night town and all other towns around keeping open, it would be poor policy on our part to close.

Forgery.  
We are advised by the L. H. Field Co., of Jackson, that a man representing himself as J. M. Strong, employed by the Kemper-Thomas Co., an advertising concern of Cincinnati and Norwood, Ohio, recently cashed at their store a forged check for \$16. The check which he cashed is regular in every way, having the Kemper-Thomas Co. name with the words "Advertising Specialties" underneath printed in the upper left-hand corner of the check, with the Kemper-Thomas Company name in the lower right hand corner of the check with a blank line for the name of the Treasurer, the name signed on this line being J. A. Simmons. The check is marked on the left end, "Commission Check," and is countersigned C. B. Allen. A letter from the Kemper-Thomas Co. says, "Should you hear of him again, kindly wire us in detail at our expense as we will spare no expense to put this man where he belongs."  
Virginia Wainwright.

Our accomplished bad check artist, who was sent to the Detroit House of Correction one year ago for passing bad checks throughout Michigan and elsewhere, was returned to the Ingham county jail from the Detroit House of Correction May 16. She appeared before the Ingham county circuit judge and was returned by his order to the jail. At this writing we do not know just when she will be brought up for sentence and we are in considerable doubt as to whether or not she will receive a sentence from Judge Collingwood, who sentenced her previously. We have notified people in various parts of the country where she is wanted and Sheriff Silsbee has been requested to hold her after the case in the Ingham county court is disposed of, in case she is released without sentence.

Jason E. Hammond,  
Mgr. Mich. Retail Dry Goods Ass'n.

All that is necessary for success is effort, and if a man cannot make the effort he is not entitled to anything.



#### 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.

#### Use of Canned Food Cut By Fresh Fruit.

A shrewd and observant broker said to me: "There is a cause for the reduced consumption of canned foods in two years past which but few have observed or noted, and that is Greek immigration. Haven't you seen that in the cities especially there have been established in nearly every good residence locality, and in most other localities where people pass to and from transportation, vegetable and fruit stores under the management of Greeks, and that they carry good stocks and assortments and display the goods in an attractive and tempting way? They have become so numerous that they have about driven the wagon vegetable and fruit peddlers out of business.

"It used to be that women were averse to going to the store or market and carrying their purchases home, but the thrift and economy lessons learned by housewives during the World War taught them the advantage of doing their own buying and selecting of foods, and now they take pride in carrying their purchases home in a basket or driving past the vegetable and fruit store, selecting just what they want and loading it into the back seat for home consumption.

"Another point of interest is that this is now such a large country that supplies of fresh fruits and vegetables can be had from some part of it nearly all the year around and refrigerator transportation helps to conserve the supply as does cold storage and winter storage in cold weather.

"One of those Greek vegetable and fruit dealers starts in business with a hundred dollars worth of stock and in a few years he will have a big fine store and be driving a six-cylinder sedan. They are wizards in handling such goods. They learned the business before they came to this country.

"The big cities and manufacturing localities are where the volume of canned foods are sold, and the canners' citadels of consumption; and the Greeks have started out to capture the strongholds of the canners' distribution. Farmers buy but few canned foods, as is shown by the small distribution in that line of the mail order houses. That is why the chain stores sell canned foods freely. They do not usually carry green groceries but the family grocery stores do, and

are therefore losing much of their canned foods trade to the chain stores, sacrificing it to their sales of green fruits and vegetables."

The foregoing views are published for the benefit of the canners as a solution to their problem of reduced distribution. John A. Lee.

#### A New Raisin Confection.

The Sun-Maid Raisin Growers has authorized the California Fruit News to make the announcement that it has put on the market, experimentally, a new product, which is a chocolate coated raisin and nut confection. This is put out in a carton similar to the "Little Sun-Maids," each package containing eight candies, and retailing for 10c. In announcing this new product of the Sun-Maid Raisin Growers, C. A. Murdoch, assistant general manager, advises that it is still in the experimental stage, and that it is not possible to forecast how well it will be received by the public or how many raisins they will be able to dispose of in that way. Anent the 5c raisin package, while it is admitted by the Sun-Maid Raisin Growers that the original announcements concerning the probable volume of this business and its importance were unfortunately much exaggerated, on the other hand, the management of the association authorizes us to say that the pessimistic trade paper reports in the East concerning the nickel package are also exaggerations. The facts are in between, and it is felt by the raisin association that, all things considered, the nickel package has done well and is going to continue to go, with the expectation that about 15,000 tons annually will go into this package. It has been advertised rather extensively in English newspapers recently during the visit there of the sales manager of the Sun-Maid Raisin Growers, and the association expresses much confidence in the importance of this package for the future.

#### Pimientos Due in August.

Georgia Pimientos are expected on the market in August, and will precede the Spanish product by about two months. The domestic vegetable is grown from selected seed obtained from Calaborra, Spain. A similarity of soil and climate at Griffin, Ga., where the pimientos are packed, makes it possible to produce large, firm and thick fleshed packs of a deep red color, possessing all of the typical pimiento flavor. The seeds are extracted by suction, where in Spain they are cored out. The domestic product is packed in a slightly larger can, as the sizes run larger than in the foreign product.

### 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

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

**Frequently the Man and Not the Soil.**

Grant, May 30—It is noted that much is being said in the newspapers about the worthless lands of Michigan and that many poor men have been swindled out of what little they possessed by outside sharks engaged in the real estate game.

No doubt a great deal of this is true. There are lands in our State which cannot be profitably worked, more especially by men of small means, because it would require the expenditure of a small fortune to bring up these soils to the producing of profitable crops.

It may well be admitted that there are some unprincipled scoundrels outside the State who do bunco land buyers.

Nevertheless much of this fling about worthless soils is pure bunk. It is not always the poorness of the soil that drives the homeseeker away after a squat of a few months or years on land bought of land speculators.

The heavy soils of Michigan were an invitation to the farmer to go in and win. He did make a home, he did succeed in small measure because of the almost inexhaustible richness of the virgin soil. Not far away, on similar soil, another man gifted with the grit and intelligence to do the work as it should be done, and with the mind clear as to what he wished to accomplish, builded a splendid home; became independent in fact, with all the comforts of a modern residence.

The other man, while he existed, and did not leave his land, was yet a plodder in the old furrows of his fathers and got nowhere in the world.

It was the man and not the soil. On the clay soil the man of sloth clung to the place. He did garner crops enough to live, therefore he was provided with shelter and a humble home.

The first man, had he squatted on some one of the now deserted sand farms of Michigan, would have worked his way through, built up the soil and in the end builded himself a fine and prosperous estate.

This has been done; is being done, in fact, every year. Too many scratch farmers have taken up with the cheap sandy soils of the State and failed to make good. It is not the fault of the soil, but of the man. The openings soils along the lake shore are mostly too thin and worthless to be worked to advantage, but the cut-over pine lands farther inland are very much better, and it may be set down as a truth that wherever large pines grew there you will find a soil worthy the task of the husbandman.

As for fruit growing the sandy soils are the best. By sandy soil I do not, of course refer to the drifting sand of the lake shore, but rather of that sand which grew immense forests of the finest white pine in the Nation, a soil with a clay subsoil (and there is much of it in the State lying idle, considered unprofitable to work), all because the right man has not taken hold of it.

On this despised sand of Western Michigan the writer has raised the finest Worden grapes which ever grew. Many who tried the clay soils for this fruit told me their success was limited, not to be compared with mine. Since these farmers bought heavily of me, I am convinced they told the truth.

As for peaches, nowhere does this fruit grow to such perfection as on the cut-over lands of Michigan. The finest Elber's flourish in an amazing manner. Both in size, color and flavor, they beat the heavier soils hands down.

Perseverance in the right direction will accomplish wonders. One man had forty acres that was clay soil save an elevated spot of some three acres which had failed to produce paying crops for a number of years, the spot being light sand.

Being a practical farmer the owner experimented with this supposed

worthless plot. He planted corn. Got stalks a foot high with no ears.

"You'll never raise a cent's worth of stuff on that measley sand," declared his neighbor, "John quit trying long before he sold to you."

This was true, but the new farmer disliked to have this barren spot disfiguring the center of his farm; therefore he bought commercial fertilizer and tried that. All to no purpose. The farmer decided that it was green manuring that was necessary. He next tried clover. This refused to grow except in isolated patches.

His only show was to try field rye, which he did. The rye grew; he turned it under, dragging thoroughly, sowing oats. These came up stragglingly, but our farmer was not discouraged. Since the main part of the land was good, he could afford to waste a little time on what his neighbor called worthless sand. After two years of rye, the humus in the soil was sufficient to get a catch of clover.

After two crops of red clover were turned under, he planted corn again and won out. He told me afterward that that sandy knoll was now the best land on the farm. So much for despised sands of Michigan.

Oft times it is the man and not the soil. Old Timer.

**California Lemon Crop One-third of Normal.**

El Cajon, Calif., May 24—I note what you say in the Tradesman about the effect the temperature in the East has had on the price of lemons. It was just about this time last year that a hot spell started. The sudden demand uncovered a shortage in the warehouse supply of domestic lemons and, as the importers had not anticipated the conditions, they were without any reserves. The price shot out of sight. California growers who had warehoused any of their crop realized a fair profit, but few of them held on after the price reached about \$9. Many had not even cleaned their trees of the tree ripe and tree cured fruit. This was bought up by speculators at fair prices to the grower, but the consumer paid enormous prices until the importations began to come in.

From all I can learn, the California crop seems to be about one-third of normal. Half of it has already been absorbed. So it looks as if there would be a real shortage of domestic lemons. But importers were warned by the freeze and, no doubt, are prepared with a supply which will be ample if the price gets much above \$9 or \$10.

The frost cleaned this valley of its lemons to a finish. All this district has been regarded as "frostless" and no orchard heaters are ever used. In Orange, Los Angeles and Riverside counties a large number of the ranches are equipped with heaters, and some of them saved their crops. Others, with good heating equipment, saved practically nothing. South of this valley but few orchards were injured. Lemon Grove's crop escaped; so did Chula Vista's, but the plantings in those districts are not very large as yet. J. Elmer Pratt.

**Shrimp Market Unsettled.**

New pack shrimp, which is canned along the Gulf of Mexico, and to some extent on the lower Atlantic Coast, has been curtailed, especially in Mississippi and Louisiana, by high water, which has inundated the factories. Many canners are not able to operate. Those in Alabama and along the gulf coast of Florida and on the Atlantic Coast, have been crowded with offerings, while others are accepting business only subject to packing. Spot stocks were cleaned up at the time there was more or less of a panic to sell, leaving the situation very much unsettled.

**PIOWATY METHODS**

INSURES

**PLEASURE AND PROFIT**

TO YOUR

**FRUIT AND VEGETABLE DEPT.**



M. PIOWATY & SONS, of Michigan

**\$ 5 0 0 !**

One of our Michigan sole agents who has increased his tea and coffee business over 500 per cent. since handling our line says that a competing grocer stated he would give \$500.00 to secure our agency.

If you will agree to push the sale of our famous brands in preference to all others we will give you the exclusive agency for our line in your town, providing no arrangement is now in effect.

Write for particulars.

**Chase & Sanborn  
CHICAGO**

**"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**

### Incidents of Pioneer Days on Grand River.

Redford, May 30—Sir John Dunham, of the English nobility, was born of Irish ancestry and, after acquiring the distinction of being a poet and an "Oxford man," he died about 300 years ago and was buried in Westminster Abbey.

Unfortunately, he evolved the appended lugubrious metaphor.

"Actions of the last age are like the almanacs of last year."

I do not accept the sentiment thus expressed and I plead for pardon for rescuing it from the obscurity of a large volume of "quotations."

Moreover I am fully convinced that the general reading public will not applaud a declaration so bigoted as an affirmation.

For example, ask any of the few who have treasured the recollections as to the dearly serene, upright, industrious old gentleman who, fifty-five and sixty-five years ago, was their village shoemaker; the man to whom they carried their skate straps and their copper toed shoes when they were in need of repairs; the man who, refined, exceptionally intelligent and keenly alive to the interests of the village and of our country in general, was a delightful friend and neighbor; a man who was the good genius of all the children at "Steele's Landing," as it was called originally.

He was also one of the dependable and devout workers and supporters of the Lamont M. E. church and his home was away at the West end of Broadway, in close proximity to his beloved church, where I met him for the first time because his shop was there.

Very soon thereafter, because the village was in one of its early growing impulses, he had moved his shop to a frame building on the flats about 200 feet from George Luther's store and fronting on the lower road and just under the hill, where Miner and "Leet" Hedger had their homes.

Fully realizing that it is about time I should give the name of the dear old patriarch, I confess that though fondly do I treasure his memory, I am—and always was—quite in doubt as to the spelling of that name. We children—and everybody else, it seemed—invariably referred to him as Uncle Tommy Castle and were continuous in our dissent as to whether he spelled it "Castle" or "Cassel" or otherwise, even.

The dominant facts were that we were always welcome at the shop where we were royally entertained. There we were taught how to grease our boots and also that it was "best, in winter time, to grease 'em every day." We were allowed to scrutinize very closely the process—with cheery explanations—as to the making of "waxed ends;" there we were cautioned against holding our foot-gear "too closely to the fireplace" in drying the grease into the leather. And incidentally and earnestly, we were urged to give all our attention while at school to what "the teacher says and if you don't understand, ask about it." But, to Uncle Tommy withal, we have to thank for his warnings as to the river and the bayou.

The bayou developed largely through the needs of the sawmill built and operated by Mr. Steele. It extended along the South side of the river, from the mill and landing, South to a point just beyond the school-house and back of Grandpa Hedges' farm and home, covering, perhaps twenty or thirty acres, and braced by booms on its river side, it was used in summer time for harboring sawlogs. In winter time it served the girls and boys as a skating park. Although covered with thick ice, the frozen water had not harvested the cat-tails.

There the tall stalks stood, quite above the shoulders of the youngsters so that it became necessary that we should do a considerable amount of pioneering with axes, hatchets and jack-knives, clearing away, in the paths, of the weedy stubble. Fortunately there were, at intervals, quite

large areas wholly free from the cat-tails so that by clearing open passages from one to the other of such "islands," we thus obtained a very considerable available mileage; a mileage interlocking and exciting, so that, as a skating rink, it possessed a multitude of exceptional sport resources.

Excepting the occasional tumbles through carelessness or through sending our steel runners across upstanding stumps of the harvested weeds, the most exciting incident I can recall was dubbed "Our Cub Bear-Chase."

Through a day of much moderated temperature resulting in a pronounced thaw of the surface-ice and followed by twenty-four hours of bitter cold and freezing weather, our skating park was in fine order, with fully fifteen or twenty boys skating joyously when, one of the older boys came upon a cub bear feeling his way along one of our open paths. Within half a minute the entire group, without consultation or plan, was in chase. The poor little cub was not only scared but he could not, if his pursuers came too close and he wished to make a turn or stop—negotiate the change. His claws would not "catch" securely on the ice. He had to slide a few feet. And so, after ten or fifteen minutes of loud hurraing and unsuccessful grabbing, the poor little chap was captured. He was securely housed in a well built and secure sheep pen on the Hedges acres, with a sufficient force of watchers to prevent his escape.

Presently, the news having been widely circulated fathers, mothers and elderly brothers and sisters began to appear and anxious enquiries as to the Mother Bruin were made.

The thought of a mother bear being in the vicinity had never occurred to the captors. But the weird and thrilling possibilities, in case she was near at hand, were, with seeming malignity and genuine pictures of horror drawn, with reflections of careless stupidity added to the general excitement.

Suffice it to say that the baby bear passed the next three or four days in quiet security and an abundance of food and drink, to say nothing of the multitudinous attention paid by scores of visitors and the day following the event several citizens armed with rifles and accompanied by dogs made a careful search of all the surrounding country, embodying several sections of land, but without success.

And I believe that the cub fell to the ownership of James, the youngest son of Grandpa Hedges. It was estimated by men who knew the wilds and their frequenters that the cub was from four to eight weeks old, and I think the estimate was very moderate.

Chas. S. Hathaway.

### Lobster Prices Set Bad Precedent.

Opening prices on lobster, substantially higher than last year, show the drift of the market on the favored packs of canned foods. First, asparagus started off above the 1921 level. Then Hawaiian pineapple followed with even a greater relative advance, and now comes lobster. In all three lines, although there has been grumbling at prices, contracts for stocks bought subject to approval of prices have been confirmed. Lobster values are called dangerously high by some buyers, but packers say that they will be able to sell all of their product to the domestic and to the export trade. What bothers buyers next to the prices they have paid for lobster and pineapple is the effect of these values on canners of other commodities.

Develop the agreeable habit and make yourself cheerful with people, and they will like to buy from you.

# 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. REG. U.S. PAT. OFF.

# WHITE HOUSE

## COFFEE AND TEA




**NONE BETTER AT ANY PRICE**  
**SECURELY PACKED IN CANS ONLY**  
**SOLD BY GROCERS EVERYWHERE**  
**DWINELL - WRIGHT CO.**  
**BOSTON CHICAGO**

Make a well-matched pair  
any grocer can drive  
without blinders  
AND "GET THERE"

Distributed at Wholesale by  
**JUDSON GROCER CO.**  
**GRAND RAPIDS, MICH.**

## 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.  
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**GRAND RAPIDS MICHIGAN**

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### Merchant Millers

Owned by Merchants  
Products sold by Merchants  
Brand Recommended by Merchants



## New Perfection Flour

Packed in **SAXOLIN** Paper-lined Cotton, Sanitary Sacks



**Who Makes the Dirty Pool of Politics.**

Grant, May 30—Once upon a time a political candidate came to a small Western village to speak for his party and at the same time add a good word for himself. He had been a spoils politician all the days of his manhood, therefore seemed to think he had a right to interpret the thoughts and intents of others.

The week before a Baptist minister had addressed a large body of citizens on the political issues of the day and had flayed the opposition most unmercifully.

Some, he said, objected, holding up their hands in holy horror at sight of a minister of the gospel taking part in a political campaign. Yet he declared there could be nothing plainer than that it was the duty as well as the privilege of every American citizen, be he preacher or car driver, to take part in the politics of the day.

It the best citizenship refused to take a share of the burdens of government, what would the end be? Plainly the preacher was right, and yet the aforementioned political pleader sneered very cuttingly at a Baptist minister taking part in the "dirty pool of politics."

Someone might have pertinently asked the gentleman who made the pool dirty? Surely not the man of God, but rather such unprincipled rascals as himself, who went about the State preaching love for "the poor man," taking unto himself all the virtues of the occasion, leaving only filth and vileness for the other fellow.

There are politicians and politicians. The reason so much has been said about the villainies of politics is not because politics in itself is vile, but for the reason that scheming tricksters have made it a point to enter into the shuffle, confining their speech to vilification of their betters, folding the cloak of lordly impeccability about themselves, smiling benignly on the assembled voters as much as to say, "If you seek all that is good and holy in the land take me!"

The holier than thou people are the ones you need to watch. We have them in every walk of life, not only among politicians, but entering into the business and professional activities down even to the ones who work in our shops and factories.

The position a man holds by no means recommends him to the good graces of the community; it is solely the man himself that counts.

The political palaverer seems to hold the boards most conspicuously just now. It is, indeed, a marvelous opportunity for the political mountebank. The world war made opportunities for such of the population as seeks to ride into public place by deceiving the multitude.

We have such here in Michigan as well as in every state in the Union. Political quacks are out just now making the welkin ring with the holy anthems of their own goodness. Those who seek office in their own good right. Those who have shown by good and faithful service to the public that they are entitled as good and faithful servants to a renewal of trust are, let these spindle-minded reformers tell it, unfit for the further suffrages of the people.

Look at me. I am the man you want. I never spent an unholy dollar in my life. I scorn the lucre of the briber. I believe that all money spent in an election contest is tainted and the spenders little less criminal than occupants of penitentiary cells!

Isn't that grand? How convenient for the voter to have this good man go around telling them how good and undefiled he is compared with that other man who seeks the same office he is after.

The pool of politics may be dirty, but it is the men of unprincipled minds who make it so. The holier than thou charlatan who beslobbers himself with praise and denounces his opponent.

One of these goody, goody politicians, who has been an office-holder all his days, is now seeking a higher niche, not being able to conduct his campaign decently, he climbs all over the man higher up, seeking to beslime the latter with sneaking flattery and basic falsehood unworthy the brain of a moron.

The quack reformer is the man who blackens the waters of politics. He seeks to enter into political success through the downfall of better men than himself.

Mud-slinging these days is seldom successful in convincing the American voter. What he wants is honesty in public servants, an enduring desire to enact legislation which will inhere to the public good and make for better government in every part.

It may be admitted that such a legislator is indeed rare, yet there are some and of these we should seek to hold them where they are and add to their number as far as possible. It is not safe to throw out a tried and true servant and put a political mountebank and dead-beat in his place. When this is done the public service suffers in consequence.

When you hear a business man ridiculing or defaming a rival by word of mouth you may set it down that he is the man who needs watching. In political life it is the same. Watch the fellow who defames his competitor and give him the black ball when chance offers. Old Timer.

**Gold Moving To the Orient.**

In April the imports of gold into this country amounted to only \$12,000,000, compared with \$33,000,000 in March and \$80,000,000 in April a year ago. The check of imports will not be regretted, for it is no secret that the enormous holdings of the yellow metal in this country, when it is badly needed overseas to assist in repairing the ravages of war, is giving financial leaders a difficult problem to solve. The importation of gold was not only less in April, but there was a considerable increase in our exports to British India. For March and April the total movement of gold from this country to British India was about \$1,000,000, three-fourths of which was shipped last month. There is an even heavier movement of gold from England to India, and this accounts in part for the check to imports into the United States. The steamship Egypt, which sank some days ago off the island of Ushant, was carrying about \$4,000,000 in gold to India. This is not the period for the seasonal movement of gold to the Orient, but it is presumed that India is now replacing the gold which was drawn from the country during the industrial depression of 1920-21. The inhabitants of India, like all backward peoples, are hoarders of specie, and the stocks which are now going there will probably be employed in the customary way. Of the total gold shipments from London last week about 92 per cent. went to India.

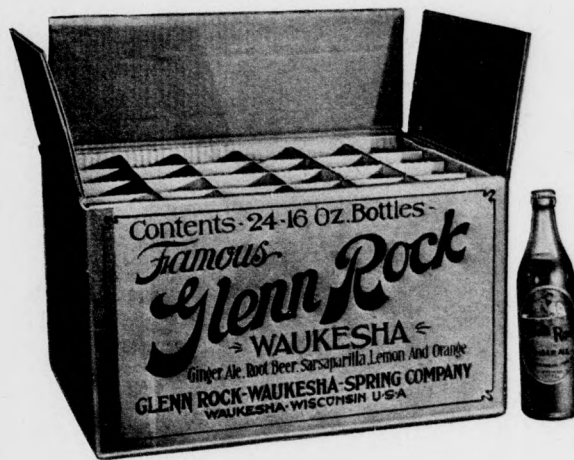
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"Quality," says O. S. Marden, "is the best salesman in the world, because it makes a satisfied customer and only a satisfied customer will come back again."

**VAN DUZER'S**  
Certified Flavoring  
Extracts

are generally acknowledged to be the leaders in their lines. In purity, strength and richness of flavor they are unexcelled.

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



**JUDSON GROCER CO.**  
GRAND RAPIDS, MICHIGAN

**To Those Who Have Money to Invest**

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

Write us for our offerings.

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

We are making a special offer on  
**Agricultural Hydrated Lime**  
in less than car lots.  
**A. B. KNOWLSON CO.**  
Grand Rapids Michigan

**RED EDGE AND VENTIPLEX SWEAT PADS**  
Will take good care of your orders.  
**HORACE D. SHIELDS**  
Jobber of Saddlery Goods and Auto Trimmers' Supplies  
6-8 Commerce St. S.W. Grand Rapids, Michigan

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**REFRIGERATORS**  
for ALL PURPOSES

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- No. 64 for Meat Markets
- No. 75 for Florist Shops

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



**Gabby Gleanings From Grand Rapids.**

Grand Rapids, May 30—The writer has recently come in contact with many of the members of the United Commercial Travelers who are not wearing the button of our order. In most cases the excuse given is that they just changed their clothes and forgot to transfer the button to the coat they were wearing. While these same members are to be congratulated that they have two suits of clothes, yet when they make the change from one suit to the other it is just as important that the U. C. T. button be transferred along with their pocket book and other utensils necessary in the daily routine of their business life on the road. Remember, brother counselors, by wearing the button you are advertising the fact that you are a member of the only exclusive traveling salesman's organization in this good old United States of ours.

Roy B. Parmenter, one of the oldest members of Grand Rapids Council, is back with the Grand Rapids Brush Co. and expects to cover his old territory as soon as manufacturing is resumed.

All of the steam laundries of Grand Rapids and in other cities of the State are continually overlooking the fact that the war is over and have not yet reduced their prices in proportion to meet reductions in prices by every other line of business.

Two more of our popular young members of Grand Rapids Council—Joe Stevens and Ray Bentley—are planning on attending the big convention at Muskegon.

A Grand Rapids traveling man hired a laborer to spade his garden. The man went to work Wednesday and by Friday night had spaded less than half the area of the garden. He drew \$3 per day for the three days he put in on the job. The employer was so disgusted with the progress of the work that he put on his old clothes Saturday morning and completed the job in three hours. In other words, he did more in three hours than the union man who was accustomed to the work did in three days. Yet we wonder why everything costs so much nowadays. The answer is found in the union card and the union button. Destroy these emblems of anarchy and slackerism, and efficiency will gradually take the place of botch workmanship and loafing methods.

Thomas B. Ford, who has been sundry salesman for the Hazeltine & Perkins Drug Co. for the past two and one-half years, has returned to his former employer, the National Manufacturing and Production Co., which acts as distributor for thirty different lines. His territory includes the entire State.

There would be a big difference in sales records if salesmen worked as diligently on hard prospects as they do in hunting easy ones. The harder the nut the sweeter the meat.

If we would all stop sopping up vinegar things would be better. Sobbing never got anybody anything.

Isn't it tiresome to hear some folks talk knowingly about things they know nothing about?

The things your boy tries to slip over on you to-day are the same old tricks you tried to pull on his grandpa. In these days, however, we have traffic cops and speed limits.

A nation, like a horse may be led to water. You can't make the horse

drink, nor can you stop the nation's drink.

"Wisdom is knowing what to do next; skill is the knowing how to do it, and virtue is the doing of it."

"It is a mighty good plan to hold on after the point is reached where the other fellow lets go."

A salesman walked into a grocery store and without saying a single word, took a can of bulk biscuits from the shelf. While the grocer's eyes began to bulge, the salesman silently arranged the goods on the counter, filled some glassine bags with biscuits from the can, and placed over them a display card reading: "Twelve for Five Cents." When the grocer's curiosity exploded, the salesman explained: "I fixed up one of these displays last Saturday for one of my Hamilton customers and he sold three cans of biscuits and nearly 100 biscuits." The merchant was interested and placed a good sized order in anticipation of what the display would do.

One of the most important members of the sales staff of the National Biscuit Company is the special salesman. He is under the control of the district sales manager and is a man who has been chosen for his particular ability. He represents the highest type of National Biscuit Company salesmanship. He works with the district salesman in the capacity of teacher and guide. On Monday morning he starts out with a salesman and stays with him an entire week. He studies his methods, gets a line on his standing with the trade, and looks over his territory thoroughly. If he finds that a salesman is getting careless with a certain department, he calls attention to his mistakes and shows him how to correct them. All during the week the special salesman studies the territory and does everything possible to familiarize himself not only with the salesman, but with his whole territory. At the end of the week, the special salesman, who by this time has a good line on both salesman and territory, holds a conference with the sales agent and the salesman. The sales difficulties are gone over, attention is called to the things in which he excels and any knotty problems of the territory discussed. The information obtained is embodied in a report which is sent to the home office, a copy being kept by the sales agent. This work would be wasted, were it not followed up by the sales agent. Two or three weeks after the special salesman has departed, the sales agent goes out over the territory and discovers how well the salesman has applied the lessons he has learned. Six months later the special salesman returns and spends another week with the salesman. In this way he gets an accurate check on the abilities of the man—and can make recommendations for promotion and improvement.

Every individual is under as much obligation to keep his place of occupancy free from fire hazard as he is to keep his body free from disease. Fire prevention is simply good house-keeping upon a larger scale.

Modern business could not exist if every man thought and worked and lived alone. Are you reaching out for your business or are you sitting in your shell waiting for the sheriff to padlock the front door?

Just because the farmer is down in the mouth is no reason why the Nation should lie down and cry with him.

**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

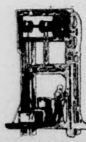
**ST. JOSEPH AND BENTON HARBOR**

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.

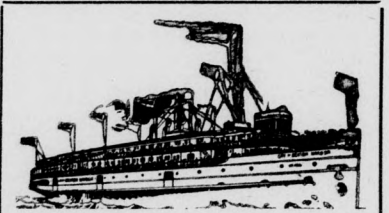
J. T. TOWNSEND, Manager.



**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



**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., Citz. 4322, Bell M 4470

GRAHAM & MORTON  
Pantlind Hotel Lobby  
Citz. 61111 Bell M 1429

**HOTEL RICKMAN**  
KALAMAZOO

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

**PARK-AMERICAN**  
**HOTEL**

Near G. R. & I. Depot

Kalamazoo

European Plan \$1.50 and Up

**ERNEST McLEAN, Manager**

**OCCIDENTAL HOTEL**

FIRE PROOF  
CENTRALLY LOCATED  
Rates \$1.50 and up  
EDWARD R. SWETT, Mgr.  
Muskegon Mich.

**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.

**CODY HOTEL**  
GRAND RAPIDS

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

CAFETERIA IN CONNECTION

Be a big brother and lend a helping hand over the tight places. Maybe you could offer him suggestions that would help matters considerably, provided you studied his side of the story. Many grain farmers have made ready cash out of dairy produce. Are you plugging for dairy farming in your community?

Americans are the best feeders in the world. Our tables groan from the weight of good things to eat. Consequently a lot of us eat more than is good for us and we get to be chronic dyspeptics. Dyspepsia and grouch are never separated. The last few years have been a big feast for most dealers and now comes the aftermath. The doctor gives pepsin to start action and the merchant gives pep. Grouches and overstocks can't last long in the neighborhood of peppy people. Swallow the bitter pill of last year's losses and inject some pep and activity in your business and advertising. Oil up the old cash register and go out and get your trade. Believe us, it will have to be brought in. Sitting around waiting for business won't put a penny in the bank or a sale on the books.

Mark Twain used to edit a country newspaper. One day he received a letter from one of his subscribers saying that a spider had been found in the paper when it was received, and he asked if that was good or bad luck. Mark Twain wrote back to his subscriber: "Finding a spider in your paper was neither good nor bad luck for you. The spider was merely looking over our paper to see which merchant was not advertising, so that he can go to that store, spin his web across the door and live a life of undisturbed peace ever afterward."

Too many men to-day are like the brakeman who applied for a new position. "If you work for this road," the superintendent told him, "you will have to keep very early hours." Oh that's all right," was the reply. "You can't quit any too early for me."

Pity the man who does not advertise because his business is so well established that he does not need any more. In 1907 the manufacturers of one of the best-known washing powders issued a statement that they had become so well known, and their product led the field to such an extent and was so thoroughly established that they did not need to advertise. Seven years later they went into bankruptcy and were sold out for a song, in spite of the fact that they had had the best-known product on the market.

There is a wide-open opportunity in America to-day for a young man to succeed in business who is willing to work hard—chiefly, perhaps, because there are so few who really are willing to work hard. In the last five years, to my knowledge, I haven't met a young man who is willing to work as hard as I had to. I have met a lot of union slackers who were looking for ten hours' pay for seven hours' work—and very indifferent work at that. I have met hundreds of young men who could not be at their desks at 8 o'clock in the morning, because they were chasing with pleasures and smoking cigarettes until midnight the day before; I have met a great many advocates of the minimum wage; I have met many who are willing to believe there is some Svengali method by which a man can make a fortune. But it has been a long time since I set my eyes on a young man who wanted to work evenings. It was working evenings that put me in business; the days were not long enough.

That in man which does not perish is his personal influence. Since we are creatures of environment and heredity, if you wisely shape the environment of those about you and transmit that which is good to your—and their—posterity, you will live. And the waves of time shall dash impotently against your life, next year

and next century. You will be living ten generations hence, in ten thousand or ten times ten thousand descendants of yourself and of those whose lives your life beneficently influenced. And you cannot buy life with gold nor with great works that pay dividends in dollars, but with service and self, coined into deeds of unselfishness.

A man goes into a hat store to buy. He is shown a half-dozen different shapes and styles. Which hat will he finally decide on? "A man will usually pick out the first hat shown him," explained a veteran salesman in a Monroe avenue hat store. "At least, that's true of the middle-aged man. He may apparently hesitate between two or three varieties, but in eight cases out of ten, he will choose the first hat he tried on. Here's the explanation. The clerk sizes him up the moment he enters the door. He shows the customer a hat like the one he is wearing. The shapes tried later look funny to the man because he is not used to them. So he buys the first one shown."

Walter K. Plumb, Manager of the National Co-operative Oil Co., leaves the city June 4, accompanied by his wife, for New York, where his son, Kenneth W., will graduate from Columbia College on the advertising course June 6. The son has already been engaged by the Eastman Kodak Co. to take an important position with that organization. June 14 the second son, Robert L., will graduate from the University of Pennsylvania on the business efficiency course. He will go with the Bell Telephone Co., at Philadelphia. The family will then proceed to Northampton, Mass., where the daughter, Eugenia, will complete her junior year at Smith College.

About two months ago a lot of the fellows began to think they would be following a slow procession from John D. Martin's home, but we are very glad to see John regaining his good health again. John is going to the Grand Council meeting at Muskegon this week and will take his place in any debates or discussions on the floor of the convention which has any bearing on the Grand Council. He will also render the report from the Grand Council Committee on Hotel, Bus and Baggage.

G. B. Tokens succeeds Charles Nuttall as traveling representative for the Grand Rapids Dry Goods Co. in the territory from Grand Rapids to Sturgis. Mr. Tokens has worked for the house in varying capacities for several years. Mr. Nuttall retires on account of impaired health.

M. D. Estel succeeds Eli Halbertsma in the Ludington territory of the Grand Rapids Dry Goods Co. Mr. Estel has been employed in the house for the past six months. He will continue to reside in Grand Rapids.

Floyd Osborn has put in a stock of shoes and rubbers at Freeland. The Hirth-Krause Co. furnished the stock.

Lee M. Hutchins is down for a talk to the members of the Grand Council, U. C. T., at Muskegon Thursday evening.

Local jobbers were shocked Wednesday morning to learn of the death of Raymond H. Merrill, 45 years old, a prominent merchant of Grant for the past ten years, who died suddenly Wednesday morning while on his way to his store. Mr. Merrill, who has been in ill health for some time, was taken violently sick while in another store and died within an hour. He was at one time President of the village. Besides the widow he is survived by a daughter, Isabelle, 12, and his father, the Old Timer of the Tradesman.

Grand Rapids Council has added John B. Olney to the hotel committee, which will give him a chance to work with John D. Martin in actually securing for the U. C. T. boys some of the concessions the hotel committee of the Grand Council imagines it secured. John B. Olney.

**Review of the Produce Market.**

Apples—Box apples from the Coast command \$5@5.50 for Jonathans and Spitzenbergs.

Asparagus—Home grown \$1.40 per doz. bunches.

Bananas—7@7½c per lb.

Beets—\$2.25 per hamper for new Texas.

Butter—The market has dropped down 2c per lb. during the past week and is quite likely to go lower, now that the period of greatest production is nearing. Local jobbers hold extra creamery at 33c in 63 lb. tubs for fresh, and 30c for cold storage; 34c for fresh in 40 lb. tubs. Prints, 33c per lb. Jobbers pay 15c for packing stock.

Cabbage—\$4@4.25 per 100 lbs. from Mississippi; Tenn., \$2 per 50 lb. crate.

Carrots—\$2.25 per hamper for new Texas.

Cauliflower—Florida, \$3.25 per case of one dozen heads.

Celery—Florida, \$7.50 per crate of 4 to 6 doz. stalks.

Cucumbers—Illinois and Indiana hot house command \$1.25 per doz. for fancy and \$1.50 for extra fancy.

Eggs—The market is steady at prices ranging the same as a week ago. The consumptive demand is about normal for the season and the supply is considerably in excess. The speculative demand is keeping the market much higher than it was generally anticipated. There are at present more eggs in storage than there ever was in the history of the country. We look for prices to remain about as they are for the coming week. Local dealers pay 22½c, cases included.

Grape Fruit—Present quotations on Florida are as follows:

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

Green Onions—Silverskins, 25c per doz. bunches.

Lemons—The market is firm, with an upward tendency. Sunkist are still being 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, \$2.50 per crate (about 45 lbs.) for yellow and \$3 for white; California, \$6 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 are still selling on 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 75@80c per bu. Florida command \$2.75 per bu.

Poultry—The market is very much lower, owing to heavy receipts during the past week. Local buyers pay as follows for live:

Light fowls	16c
Heavy fowls	22c
Light Chickens	16c
Heavy Chickens, no stags	22c

Radishes—40c per doz. bunches for home grown hot house.

Spinach—\$1.25 per bu. for home grown.

Strawberries—Home grown \$2@2.50 per 16 qt. crate. The crop is reported large in volume and fine in quality.

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

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

Watermelons—50@60c a piece for fine stock from Florida.

**Banana Crop Infected.**

The outbreak of Panama disease in banana producing districts of Jamaica has taken a serious turn, according to an official statement by the Director of Agriculture. New areas are becoming infected, and planters are apprehensive that unless the disease is eradicated Jamaica will cease to produce bananas in large quantities within a decade. The colony supplies about one-third of the bananas consumed in Europe and North America, and the ten to fourteen million bunches of fruit sent away in a good year bring about £2,000,000 to the island. The Government has decided to appoint an advisory committee to assist the Department of Agriculture in coping with the ravages of the disease. The technical staff of the Department is to be augmented to scour districts, destroy infected plants and treat the soil.

**WE OFFER FOR SALE**  
**United States and Foreign Government Bonds**  
 Present market conditions make possible exceptionally high yields in all Government Bonds.  
 Write us for recommendations.  
**HOWE, SNOW, CORRIGAN & BERTLES**  
 401-6 Grand Rapids Savings Bank Bldg., Grand Rapids, Mich.

# 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

Cheese
Fruit Jars
Roll'd Oats
Twine
Hides
Wool
Beef

### DECLINED

Whole Cod
Peanuts
Rice
Wheat
Corn
Mutton

### AMMONIA

Arctic Brand
16 oz., 2 doz. in carton, per doz.
I X L, 3 doz., 12 oz.
Parsons, 2 doz., small
Parsons, 2 doz., lge.

### AXLE GREASE



48, 1 lb.
24, 3 lb.
10 lb. pails, per doz.
15 lb. pails, per doz.
25 lb. pails, per doz.

### BAKING POWDERS

Calumet, 4 oz., doz.
Calumet, 8 oz., doz.
Calumet, 16 oz., doz.
Calumet, 5 lb., doz.
Calumet, 10 lb., doz.
K. C., 10c, doz.
K. C., 20c, doz.
K. C., 25c, doz.
K. C., 5 lb., doz.
Queen Flake, 6 oz.
Queen Flake, 50s, kegs
Royal, 10c, doz.
Royal, 6 oz., doz.
Royal, 12 oz., doz.
Royal, 5 lb.
Rumford, 10c, doz.
Rumford, 8 oz., doz.
Rumford, 12 oz., doz.
Rumford, 5 lb., doz.
Ryzon, 4 oz., doz.
Ryzon, 8 oz., doz.
Ryzon, 16 oz., doz.
Ryzon, 5 lb.
Rocket, 16 oz., doz.

### BLUING

Jennings Condensed Pearl C-P-B "Seal Cap" 3 doz. Case (15c)
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### BREAKFAST FOODS

Cracked Wheat, 24-2
Cream of Wheat
Pillsbury's Best Cer'l
Quaker Puffed Rice
Quaker Puffed Wheat
Quaker Bfst Biscuit
Ralston Purina
Ralston Branzen
Ralston Food, large
Ralston Food, small
Saxon Wheat Food
Shred. Wheat Biscuit
Post's Brands
Grape-Nuts, 24s
Grape-Nuts, 100s
Postum Cereal, 12s
Post Toasties, 36s
Post Toasties, 24s

### BROOMS

No. 4, 4 String
Standard Parlor, 23 lb.
Fancy Parlor, 23 lb.
Ex. Fcy. Parlor, 25 lb.
Ex. Fcy. Parlor, 26 lb.
Toy
Whisk, No. 3
Whisk, No. 1

### BRUSHES

Solid Back, 8 in.
Solid Back, 1 1/2 in.
Pointed Ends
No. 1
No. 2
No. 1
No. 2

### BUTTER COLOR

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

### CANDLES

Electric Light, 40 lbs.
Plumber, 40 lbs.
Paraffine, 6s
Paraffine, 12s
Wicking

### CANNED FRUIT

Apples, 3 lb. Standard
Apples, No. 10
Apple Sauce, No. 2
Apricots, No. 1
Apricots, No. 2
Apricots, No. 2 1/2
Apricots, No. 10
Blueberries, No. 2
Blueberries, No. 10
Cherries, No. 2
Cherries, No. 2 1/2
Cherries, No. 10
Loganberries, No. 2
Peaches, No. 1
Peaches, No. 2
Peaches, No. 1, Sliced
Peaches, No. 2
Peaches, No. 2 1/2
Peaches, 2 1/2 Cal.
Peaches, No. 10
Peaches, No. 10, Mich
Peaches, No. 10, Cal.
Pineapple, 1, slic.
Pineapple, No. 2, slic.
Pineapple, 2, Brk slic.
Pineapple, 2 1/2, slic.
Pineapple, No. 2, cru.
Pineapple, No. 2, cru.
Pears, No. 2
Pears, No. 2 1/2
Plums, No. 2
Plums, No. 2 1/2
Raspberries No. 2, blk.
Rhubarb, No. 10

### CANNED FISH

Clam Ch'der, 10 1/2 oz.
Clam Ch., No. 3
Clams, Steamed, No. 1
Clams, Minc'd, No. 1
Finnan Haddie, 10 oz.
Cod Bouillon, 7 oz.
Chicken Haddie, No. 2
Cod Fish Cakes, small
Cod Fish Cakes, 10 oz.
Core Oysters, 5 oz.
Loobsters, No. 1/2
Loobster, No. 1/4
Shrimp, No. 1, wet
Shrimp, No. 1, dry
Sard's, 1/4 Oil, k'less
Sardines, 1/4 Oil, k'less
Sardines, 1/4 Smoked
Sardines, 3/4 Mus.
Salmon, Warrens, 1 lb
Salmon, Red Alaska
Salmon, Med. Alaska
Salmon, Pink Alaska
Sardines, Im., 1/2, ea.
Sardines, Im., 1/2, ea.
Sardines, Cal., 1 1/2
Tuna, 1/2, Albocore
Tuna, 1/2, Nekco
Tuna, 1/2, Regent

### CANNED MEAT

Bacon, Med. Beechnut
Bacon, Lge. Beechnut
Bacon, Large, Erie
Beef, No. 1, Corned
Beef, No. 1, Roast
Beef, No. 1, Rose Sli.
Beef, No. 1, Qua. sli.
Beef, No. 1, Qua. sli.
Beef, No. 1, B'nut, sli.
Beef, No. 1, B'nut, sli.
Beef, No. 1, B'nut, sli.
Beefsteak & Onions, 1s
Chili Con Ca., 1s
Deviled Ham, 1/4s
Deviled Ham, 1/4s
Hamburg Steak & Onions, No. 1
Potted Beef, 4 oz.
Potted Meat, 1/4 Libby
Potted Meat, 1/4 Libby
Potted Meat, 1/4 Rose
Potted Ham, Gen. 1/4
Vienna Saus., No. 1/2
Veal Loaf, Medium

### Derby Brands in Glass

Ox Tongue, 2 lb.
Sliced Ox Tongue, 1/2
Calf Tongue, No. 1
Lamb Tongue, Wh. Is
Lamb Tongue, sm. sli.
Lunch Tongue, No. 1
Lunch Tongue, No. 1/2
Deviled Ham, 1/4
Vienna Sausage, sm.
Vienna Sausage, Lge.
Sliced Beef, small
Boneless Pigs Feet, pt.
Boneless Pigs Feet, qt.
Sandwich Spread, 1/2

### Baked Beans

Beechnut, 16 oz.
Campbells
Climatic Gem, 18 oz.
Fremont, No. 2
Snider, No. 1
Snider, No. 2
Van Camp, Small
Van Camp, Med.

### CANNED VEGETABLES

Asparagus, No. 1
No. 1, Green tips
No. 2 1/2, Lge. Gr.
Wax Beans, No. 1
Green Beans, No. 1
Green Beans, No. 10
Lima Beans, No. 2
Lima Beans, No. 2, Soaked
Red Kid., No. 2
Beets, No. 2, wh.
Beets, No. 2, cut
Beets, No. 3, cut
Corn, No. 2, St.
Corn, No. 2, Fan
Corn, No. 2, Fy. glass
Corn, No. 10
Hominy, No. 3
Okra, No. 2, whole
Okra, No. 2, cut
Dehydrated Veg Soup
Dehydrated Potatoes, lb
Mushrooms, Hotels
Mushrooms, Choice
Mushrooms, Sur Extra
Peas, No. 2, E.J.
Peas, No. 2, Sift.
June
Peas, No. 2, Ex. Sift.
E. J.
Peas, Ex. Fine, French
Pumpkin, No. 3
Pumpkin, No. 10
Pimentos, 1/2, each
Pimentos, 1/4, each
Sw't Potatoes, No. 2 1/2
Sauerkraut, No. 3
Succotash, No. 2
Succotash, No. 2, glass
Spinach, No. 1
Spinach, No. 2
Spinach, No. 3
Spinach, No. 10
Tomatoes, No. 2
Tomatoes, No. 3
Tomatoes, No. 2, glass
Tomatoes, No. 10

### CATSUP

B-nut, Large
B-nut, Small
Fraziers, 14 oz.
Libby, 8 oz.
Libby, 8 oz.
Van Camp, 8 oz.
Van Camp, 16 oz.
Lilly Valley, pint
Lilly Valley, 1/2 Pint

### CHILI SAUCE

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

### OYSTER COCKTAIL

Sniders, 16 oz.
Sniders, 8 oz.

### CHEESE

Roquefort
Kraft small tins
Kraft American
Chili, small tins
Pimento, small tins
Roquefort, small tins
Camembert, small tins
Brick
Wisconsin Flats
Wisconsin Daisy
Longhorn
Michigan Full Cream
Sap Sago

### CHEWING GUM

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

### CHOCOLATE

Baker, Caracas, 1/8s
Baker, Caracas, 1/4s
Baker, Premium, 1/8s
Baker, Premium, 1/4s
Baker, Premium, 1/2s
Hersheys, Premium, 1/8s
Hersheys, Premium, 1/4s
Runkle, Premium, 1/4s
Runkle, Premium, 1/2s
Vienna Sweet, 24s

### COCOA

Baker's 1/8s
Baker's 1/4s
Bunte, 1/8s
Bunte, 1/4 lb.
Bunte, lb.
Droste's Dutch, 1 lb.
Droste's Dutch, 1/2 lb.
Droste's Dutch, 1/4 lb.
Hersheys, 1/8s
Hersheys, 1/4s
Huyler
Lowney, 1/8s
Lowney, 1/4s
Lowney, 1/2s
Lowney, 5 lb. cans
Van Houten, 1/4s
Van Houten, 1/2s

### COCOANUT

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

### CLOTHES LINE

Hemp, 50 ft.
Twisted Cotton, 50 ft.
Braided, 50 ft.
Sash Cord

### COFFEE ROASTED

Bulk
Rio
Santos
Maracaibo
Guatemala
Java and Mocha
Bogota
Peaberry
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
Frank's 50 pkgs.
Hummel's 50 1 lb.

### CONDENSED MILK

Eagle, 4 doz.
Leader, 4 doz.

### MILK COMPOUND

Hebe, Tall, 4 doz.
Hebe, Baby, 8 doz.
Carolene, Tall, 4 doz.
Carolene, Baby

### EVAPORATED MILK

Carnation, Tall, 4 doz.
Carnation, Baby, 8 doz.
Every Day, Tall
Every Day, Baby
Goshen, Tall
Goshen, Gallon



### Oatman's Evaporated Milk

Oatman's Dundee, tall, 48s
Oatman's Dundee, baby, 96s
Pet, Tall
Pet, Baby, 8 oz.
Silver Cow, Tall
Silver Cow, Baby
Van Camp, Tall
Van Camp, Baby
White House, Tall
White House, Baby

### CIGARS

Worden Grocer Co. Brands
Harvester Line
Kiddies, 100s
Record Breakers, 50s
Delmonico, 50s
Epicure Panetela, 50
Perfecto, 50s

### The La Azora Line

Agreements, 50s
Washington, 50s
Biltmore, 50s, wood

### Sanchez & Haya Line

Clear Havana Cigars made in Tampa, Fla.
Specials, 50s
Diplomatics, 50s
Bishops, 50s
Rosa, 50s
Orig Favorita, 50
Original Queens, 50s
Worden Special, 25s

### A. S. Valentine Brands

Victory, 50, Wood
DeLux Inv., 50, Wd.
Royal, 25, Wood
Abram Clark, 50 wd
Webster Cigar Co.
Plaza, 50s, Wood
Coronado, 50s, Tin
Belmont, 50s, Wood
St. Reges, 50s, Wood
Vanderbilt, 25s, Wd

### Ignacia Haya

Extra Fancy Clear Havana
Made in Tampa, Fla.
Delicades, 50s
Manhattan Club, 50
Bonita, 50
Queens, 25s
Perfecto, 25s

### Starlight Bros.

La Rose De Paris Line
Coquettes, 50s
Caalleros, 50s
Rouse, 50s
Peninsular Club, 25s
Chicos, 25s
Palmas, 25s
Perfectos, 25s

### Rosenthals Bros.

R. B. Londres, 50s,
Tissue Wrapped
R. B. Invincible, 50s,
Foil Wrapped

### Union Made Brands

El Overture, 50s, foil
Ology, 50s

### Our Nickel Brands

New Currency, 100s
Lioba, 100s
Eventual, 50s
New Pantella, 100

### Cheroots

Old Virginia, 100s
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### Stogies

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

### CIGARETTES

One Eleven, 15 in pkg
Beechnut, 20, Plain
Home Run, 20, Plain
Yankee Girl, 20, Plain
Sunshine, 20, Plain
Red Band, 20, Plain
Stroller, 15 in pkg
Nabo, 20, Plain
Camel, 20, Plain
Relu, 20, Plain
Lucky Strike, 20s
Sweet Caporal, 20, pl
Windsor Castle, 20
Chesterfield, 10 & 20
Piedmont, 10 & 20, Pl
Spur, 20, Plain
Sweet Tips, 20, Plain
Idle Hour, 20, Plain
Omar, 20, Plain
Falks Havana, 20, Pl
Rich'm'd S Cut, 20, pl
Rich'm'd 1 Cut, 20 ck
Fatima, 20, Plain
Helmar, 20, Plain
English Ovals, 20 Pl
London Life, 10, cork
Helmar, 10, Plain
Herbert Tarryton, 10
Egyptian Str., 10 ck
Murad, 8 oz, Plain
Murad, 10, Plain
Murad, 10, cork or pl
Murad, 20, cork or pl
Luxury 10, cork
Melachrino, No. 9, 10,
cork or plain
Melachrino, No. 9, 20,
cork or plain
Melach'o, No. 9, 10, St
Melach'o, No. 9, 20, St
Natural, 10 and 20
Karoloff, No. 15, 10
Pet, Tall
Pet, Baby, 8 oz.
Silver Cow, Tall
Silver Cow, Baby
Van Camp, Tall
Van Camp, Baby
White House, Tall
White House, Baby

### J. J. Bagley & Co. Brands

Mayflower, 16 oz., dr.
P. Lorrillard Brands
Pioneer, 10c, doz.
Tiger, 10c, doz.
Tiger, 50c, doz.

### Weyman Bruton Co. Brand

Right Cut, 10c, doz.
W-B Cut, 10c, doz.

### PLUG TOBACCO

Summertime, 65c Pails 6 60  
 Sweet Tip Top, 10c, dz 96  
 Velvet, Cut Plug, 10c 96  
 Velvet, Cut Plug, tins 1 53  
 Velvet, Cut Plug, 8 oz. 6 72  
 Velvet, C. Pl., 16 oz. 15 84  
 Yum Yum, 10c, doz. 96  
 Yum Yum, 70c pails 6 80

**P. Lorillard's Brands.**  
 Beechnut Scrap, doz. 96  
 Buzz, L. C., 10c, doz. 96  
 Buzz, L. C., 35c, doz. 3 30  
 Buzz, L. C., 80c, doz. 7 90  
 Chips, P. C., 10c, doz. 96  
 Honest Scrap, doz. 96  
 Open Book Scrap, dz. 96  
 Stag, Cut P., 10c, doz. 96  
 Union Leader, 10c tin 96  
 Union Leader, 60c tin 4 80  
 Union Leader, \$1 tin 9 60  
 Union Leader, 15c, dz. 1 44  
 War Path, 35c, doz. 3 35

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

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

**J. J. Bagley & Co. Brands.**  
 Broadleaf, 10c 96  
 Buckingham, 10c, doz. 96  
 Buckingham, 15c tins 1 44  
 Gold Shore, 15c, doz. 1 44  
 Hazel Nut, 10c, doz. 96  
 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, dz. 96  
 Prince Albert, 17c, dz. 1 53  
 Prince Albert, 8 oz. tins, without pipes 6 72  
 Prince Albert, 8 oz. and Pipes, doz. 8 88  
 Prince Albert, 16 oz. 12 96  
 Stud. Gran. 5c, doz. 48  
 Whale, 16 oz., doz. 4 80

**Block Bros. Tobacco Co.**  
 Mail Pouch, 10c, doz. 96

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

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

**Larus & Bro. Co.'s Brands.**  
 Edgeworth Ready Rubbed, 17c Tins 1 62  
 Edgeworth Ready Rubbed, 8 oz. tins, doz. 7 00  
 Edgeworth Ready Rubbed, 16 oz. tins, doz. 14 50  
 Edgeworth Sliced Plug, 17c tins, doz. 1 62  
 Edgeworth Sliced Plug, 35c tins, doz. 3 88

**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 Branding, 10c 64  
 Seal Göteborg, 10c, roll 64  
 Seal SWE. Rapee, 10c 64  
 Seal Norkopping, 10c 64  
 Seal Norkopping, 1 lb. 85

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

**Mixed Candy Pails**  
 Kindergarten 17  
 Leader 14  
 X. L. O. 14  
 French Creams 13  
 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 Boxes**  
 Putnam's 1 30  
 Smith Bros. 1 50

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

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

**CRISCO**  
 36s, 24s and 12s.  
 Less than 5 case 20  
 Five cases 19 1/4  
 Ten cases 19  
 Twenty-five cases 18 3/4  
 6s and 4s.  
 Less than 5 cases 19 1/4  
 Five cases 18 1/2  
 Ten cases 18 1/4  
 25 cases 18

**COUPON BOOKS**  
 50 Economic grade 2 50  
 100 Economic grade 4 50  
 500 Economic grade 20 00  
 1,000 Economic grade 37 50

**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

**FARINACEOUS GOODS**  
**Beans**  
 Med. Hand Picked 09 1/4  
 Cal. Limas 10 1/2  
 Brown, Swedish 08 1/2  
 Red Kidney 08 3/4

**Farina**  
 25 1 lb. packages 2 80  
 Bulk, per 100 lbs. 06 3/4

**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

**Tapoca**  
 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 1/4, 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 20  
 Size 2-0, per 1,000 1 45  
 Size 3-0, per 1,000 1 65  
 Size 4-0, per 1,000 2 10  
 Size 5-0, per 1,000 2 45

**Sinkers**  
 No. 1, per gross 65  
 No. 2, per gross 80  
 No. 3, per gross 90  
 No. 4, per gross 1 20  
 No. 5, per gross 1 60  
 No. 6, per gross 2 00  
 No. 7, per gross 2 80  
 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  
 2 3/4 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 3 90  
 Harvest Queen, 24 1/2 3 90  
 Light Leaf Spring Wheat, 24 1/2 9 40  
 Roller Champion 24 1/2 3 30  
 Snow Flake, 24 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 1/4s. 8 00

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

**Wheat**  
 No. 1 Red 1 05  
 No. 1 White 1 03

**Oats**  
 Carlots 44  
 Less than Carlots 50

**Corn**  
 Carlots 68  
 Less than Carlots 74

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

**GELATINE**  
 Cox's 1 doz., large 1 90  
 Cox's 1 doz., small 1 25  
 Jello-O, 3 doz. 3 45  
 Knox's Sparkling, doz. 2 25  
 Knox's Acid'd, doz. 2 25  
 Minute, 3 doz. 4 05  
 Nelson's 1 50  
 Oxford 75  
 Plymouth, White 1 55  
 Waukesha 1 35

**GRANULATED LYE.**  
**Wanders.**  
 Single cases 5 15  
 2 1/2 cases 5 04  
 5 1/2 cases 4 95  
 10 cases 4 87  
 1/2 cases, 24 to case 2 60

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

**HIDES AND PELTS**  
**Hides**  
 Green, No. 1 07  
 Green, No. 2 06  
 Cured, No. 1 08 1/2  
 Cured, No. 2 07 1/2  
 Calfskin, green, No. 1 10  
 Calfskin, green, No. 2 08 1/2  
 Calfskin, cured, No. 1 12  
 Calfskin, cured, No. 2 10 1/2  
 Horse, No. 1 3 00  
 Horse, No. 2 2 00

**Pelts**  
 Old Wool 50@1 00  
 Lambs 10@2 15  
 Shearlings 05@2 50

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

**Wool**  
 Unwashed, medium @35  
 Unwashed, rejects @25  
 Fine @35

**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 1c bxs 5 50  
 Red Stick, 144 bxs 5 25

**Safety Matches.**  
 Red Top, 5 gro. case 5 25  
 Toyo, per gro. 95

**MOLASSES.**  
**New Orleans**  
 Fancy Open Kettle 60  
 Choice 48  
 Good 36  
 Fair 30  
 Stock 25

**Half barrels 5c extra**  
 Molasses in Cans.  
 Red Hen, 24, 2 lb. 2 60  
 Red Hen, 24, 2 1/2 lb. 3 25  
 Red Hen, 12, 5 lb. 3 00  
 Red Hen, 6, 10 lb. 2 90  
 Ginger Cake, 24, 2 lb. 3 00  
 Ginger Cake, 24, 2 1/2 lb. 3 75  
 Ginger Cake, 12, 5 lb. 3 75  
 Ginger Cake, 6, 10 lb. 3 50  
 O. & L. Spec., 24, 2 1/2 lb. 5 20  
 O. & L. Spec., 12, 5 lb. 5 50  
 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

**NUITS.**  
**Whole**  
 Almonds, Terregona 22  
 Brazil, Large 14  
 Fancy mixed 21  
 Filberts, Sicily 16  
 Peanuts, Virginia, raw 08  
 Peanuts, Vir. roasted 09  
 Peanuts, Jumbo raw 09  
 Peanuts, Jumbo, rst'd 12  
 Pecans, 3 star 22  
 Pecans, Jumbo 30  
 Walnuts, Grenoble 34  
 Walnuts, Sorrento 35

**Salted Peanuts**  
 Fancy, No. 1 10  
 Jumbo 21

**Shelled**  
 Almonds 50  
 Peanuts, Spanish, 125 lb. bags 08 3/4  
 Filberts 50  
 Pecans 80  
 Walnuts 75

**OLIVES.**  
 Bulk, 2 gal. keg 3 50  
 Bulk, 3 gal. keg 2 25  
 Bulk, 5 gal. keg 8 00  
 Quart. jars, dozen 5 25  
 4 1/2 oz. Jar, plain, dz. 1 35  
 5 1/2 oz. Jar, pl. doz. 1 60  
 10 oz. Jar, plain, doz. 2 35  
 16 1/2 oz. Jar, Pl. doz. 3 50  
 3 1/2 oz. Jar, stuffed, 1 45  
 8 oz. Jar, Stu., doz. 2 40  
 9 oz. Jar, Stuffed, doz. 3 50  
 12 oz. Jar, Stuffed, dz 4 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 3/4

**PETROLEUM PRODUCTS**  
**Iron Barrels**  
 Perfection Kerosine 12.4  
 Red Crown Gasoline, Tank Wagon 23.3  
 Gas Machine Gasoline 47.2  
 V. M. & P. Naptha 27.5  
 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

**Polarine**  
**Iron Barrels.**  
 Medium Light 57.2  
 Medium heavy 59.2  
 Heavy 62.2  
 Extra heavy 67.2  
 Transmission Oil 57.2  
 Finol, 4 oz. cans, doz. 1.40  
 Finol, 8 oz. cans, doz. 1.90  
 Parowax, 100, 1 lb. 7.2  
 Parowax, 40, 1 lb. 7.4  
 Parowax, 20, 1 lb. 7.6

**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 1c bxs 5 50  
 Red Stick, 144 bxs 5 25

**Safety Matches.**  
 Red Top, 5 gro. case 5 25  
 Toyo, per gro. 95

**MOLASSES.**  
**New Orleans**  
 Fancy Open Kettle 60  
 Choice 48  
 Good 36  
 Fair 30  
 Stock 25

**Half barrels 5c extra**  
 Molasses in Cans.  
 Red Hen, 24, 2 lb. 2 60  
 Red Hen, 24, 2 1/2 lb. 3 25  
 Red Hen, 12, 5 lb. 3 00  
 Red Hen, 6, 10 lb. 2 90  
 Ginger Cake, 24, 2 lb. 3 00  
 Ginger Cake, 24, 2 1/2 lb. 3 75  
 Ginger Cake, 12, 5 lb. 3 75  
 Ginger Cake, 6, 10 lb. 3 50  
 O. & L. Spec., 24, 2 1/2 lb. 5 20  
 O. & L. Spec., 12, 5 lb. 5 50  
 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

**SEMDAC**  
 Semdac, 12 pt. cans 2 85  
 Semdac, 12 qt. cans 4 35

**PICKLES**  
**Medium Sour**  
 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

**PLAYING CARDS**  
 Broadway, per doz. 2 40  
 No. 90 Steamboat 2 75  
 Blue Ribbon 4 25  
 Cricket 3 50  
 Congress 6 00

**POTASH**  
 Babbitt's 2 doz. 2 75

**FRESH MEATS.**  
**Beef.**  
 Top Steers & Heifers 15  
 Good Steers & Heifers 14  
 Med. Steers & Heifers 13  
 Com. Steers & Heifers 10

**Veal.**  
 Top 13 1/2  
 Good 12 1/2  
 Medium 11

**Lamb.**  
 Good 31  
 Medium 29  
 Poor 25

**Mutton.**  
 Good 14  
 Medium 12  
 Poor 10

**Heavy hogs** 11  
**Medium hogs** 11  
**Light hogs** 14  
**Sows and stags** 10  
**Loins** 23  
**Butts** 18  
**Shoulders** 16  
**Hams**

SALT	
Colonial 2 1/2 lb. ----	90
Med. No. 1, Bbls. ----	2 70
Med. No. 1, 100 lb. bg	90
Farmer Spec., 70 lb. ----	92
Packers, 56 lb. ----	58
Blocks, 50 lb. ----	52
Butter Salt, 280 lb bbl.	4 50
Baker Salt, 280 lb. bbl	4 25
100, 3 lb. Table ----	6 30
60, 5 lb. Table ----	5 80
30, 10 lb. Table ----	5 55
28 lb. bags, butter ----	50



Per case, 24 2 lbs. ----	2 40
Five case lots ----	2 30
SHOE BLACKENING.	
2 in 1, Paste, doz. ----	1 35
E. Z. Combination, dz. 1 35	
Tri-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. 95	
Vulcanol, No. 10, doz. 1 35	
Stovall, 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
Grdma White Na, 100s	4 85
Rub No More White	
Napha, 100 box ----	5 50
Swift Classic, 100 box	4 90
20 Mule Borax, 100 bx	7 55
Wool, 100 box ----	6 50
Fairy, 100 box ----	5 50
Jap Rose, 100 box ----	7 85
Palm Olive, 144 box	11 00
Lava, 100 box ----	4 75
Pummo, 100 box ----	4 85
Sweetheart, 100 box	5 70
Grandpa Tar, 50 sm. 2 00	
Grandpa Tar, 50 Lge 3 35	
Fairbank Tar, 100 bx	4 00
Trihly, 100, 12c ----	8 50
Williams Barber Bar, 9s	50
Williams Mug, per doz.	4 8
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 Napha	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 CRD CRNRS \$4.50 DET CASE

## WASHING POWDERS.

Bon Ami Pd, 3 dz. bx	3 75
Bon Ami Cake, 3 dz. 3 25	
Climaline, 4 doz. ----	4 20
Grandma, 100, 5c ----	3 90
Grandma, 24 Large ----	3 80
Gold Dust, 100s ----	4 00
Gold Dust, 20 Large ----	4 30
Golden Rod, 24 ----	4 25
Jinx, 3 doz. ----	4 50

La France Laun, 4 dz.	3 70
Luster Box, 54 ----	3 75
Miracle Cm, 4 oz. 3 dz.	4 00
Miracle C., 16 oz., 1 dz.	4 00
Old Dutch Clean, 4 dz	4 00
Queen Ann, 60 oz. ----	2 40
Rub No More, 100, 10 oz.	6 40
Rub No More, 60, 4 oz.	4 00
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, Cochin ----	@22
Mace, Penang ----	@70
Mixed, No. 1 ----	@22
Mixed, 5c pkgs., doz.	@45
Nutmegs, 70-80 ----	@30
Nutmegs, 105-110 ----	@25
Pepper, Black ----	@15
Pure Ground In Bulk	
Allspice, Jamaica ----	@15
Cloves, Zanzibar ----	@55
Cassia, Canton ----	@25
Ginger, African ----	@22
Mustard ----	@31
Mace, Penang ----	@75
Nutmegs ----	@32
Pepper, Black ----	@20
Pepper, White ----	@29
Pepper, Cayenne ----	@32
Paprika, Spanish ----	@42
Seasoning	
Chili Powder, 15c ----	1 35
Celery Salt, 3 oz. ----	95
Sage, 2 oz. ----	90
Onion Salt ----	1 35
Garlic ----	1 35
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

Corn	
Kingsford, 40 lbs. ----	11 1/4
Powdered, bags ----	03
Argo, 48 1 lb. pkgs. --	3 75
Cream, 48-1 ----	4 80
Quaker, 40 1 ----	6
Gloss	
Argo, 48 1 lb. pkgs. --	3 75
Argo, 12 3 lb. pkgs. --	2 74
Argo, 8 5 lb. pkgs. --	3 10
Silver Gloss, 48 1s --	11 1/4
Elastic, 64 pkgs. ----	5 35
Tiger, 48-1 ----	2 85
Tiger, 50 lbs. ----	05 1/2
SYRUPS	
Corn	
Blue Karo, No. 1 1/2, 2 doz.	2 02
Blue Karo, No. 5, 1 dz.	2 60
Blue Karo, No. 10, 1/2 doz.	2 40
Red Karo, No. 1 1/2, 2 doz.	2 18
Red Karo, No. 5, 1 dz.	3 00
Red Karo, No. 10, 1/2 doz.	2 80
Maple Flavor.	
Karo, 1 1/2 lb., 2 doz. --	3 95
Karo, 5 lb., 1 doz. ----	6 15
Maple and Cane	
Kanuck, per gal. ----	1 50
Sugar Bird, 2 1/2 lb., 2 doz.	9 00
Sugar Bird, 8 oz., 4 doz.	12 00
Maple.	
Johnson Purity, Gal. 2 50	
Johnson Purity, 4 doz., 18 oz. ----	18 50
Sugar Syrup.	
Domino, 6 5 lb. cans	2 50
Bbls., bulk, per gal.	30
Old Manse.	
6, 10 lb. cans ----	9 40
12, 5 lb. cans ----	9 40
24, 2 1/2 lb. cans ----	1 40
24, 1 1/4 lb. cans ----	7 00
5 gal. jacket cans, ea.	7 15
36, 8 oz. bottles ----	5 25
24, pint bottles ----	6 75
24, 18 oz. bottles ----	7 25
12, quart bottles ----	5 75
Silver Kettle.	
6, 10 lb. cans ----	7 40
12, 5 lb. cans ----	8 15
24, 2 1/2 lb. cans ----	9 15
48, 1 1/4 lb. cans ----	11 00
5 gal. jacket cans, ea.	5 90
36, 8 oz. bottles ----	4 40
24, pint bottles ----	5 50
24, 18 oz. bottles ----	5 75
12, quart bottles ----	4 75

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
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 60
Royal Mint ----	2 40
Tobasco ----	2 75
Sho You, 9 oz., doz. --	2 70
A-1, large ----	5 75
A-1, small ----	3 60
Capers ----	1 90

## TEA.

Japan.	
Medium ----	32@38
Choice ----	40@43
Fancy ----	54@57
No. 1 Nibbs ----	58
1 lb. pkg. Siftings --	15
Gunpowder	
Choice ----	28
Fancy ----	38@40
Ceylon	
Pekoe, medium ----	33
Melrose, fancy ----	56
English Breakfast	
Congou, Medium ----	23
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 Packages no charge.	

## WICKING

No. 0, per gross ----	60
No. 1, per gross ----	85
No. 2, per gross ----	1 10
No. 3, per gross ----	1 85
Peerless Rolls, per doz.	45
Rochester, No. 2, doz.	50
Rochester, No. 3, doz.	2 00
Rayo, per doz. ----	90

## WOODENWARE

Baskets	
Bushels, narrow band, wire handles	1 75
Bushels, narrow band, wood handles	1 85
Bushels, wide band	1 90
Marked, drop handle	75
Market, single handle	90
Market, extra	1 40
Splint, large	8 50
Splint, medium	7 50
Splint, small	7 00
Churns	
Barrel, 5 gal., each	2 40
Barrel, 10 gal., each	2 55
3 to 6 gal., per gal.	16
Egg Cases	
No. 1, Star Carrier	5 00
No. 2, Star Carrier	10 00
No. 1, Star Egg Trays	4 50
No. 2, Star Egg Tray	9 00
Mop Sticks	
Trojan spring	2 00
Eclipse patent spring	2 00
No. 2, pat. brush hold	2 00
Ideal, No. 7	1 35
9 lb. Cot. Mop Heads	1 40
12 lb. Cot. Mop Heads	1 80
Pails	
10 qt. Galvanized ----	2 00
12 qt. Galvanized d. ----	2 20
14 qt. Galvanized ----	2 40
12 qt. Flaring Gal. Ir.	6 75
10 qt. Tin Dairy ----	4 50
12 qt. Tin Dairy ----	5 00
Traps	
Mouse, wood, 4 holes --	60
Mouse, wood, 6 holes --	75
Mouse, tin, 5 holes ----	70
Rat, wood ----	1 00
Rat, spring ----	1 00
Mouse, spring ----	30
Tubs	
Large Galvanized ----	7 50
Medium Galvanized ----	6 50
Small Galvanized ----	5 75

Banner Globe ----	5 75
Brass, Single ----	7 00
Glass, Single ----	8 25
Double Peerless ----	7 50
Single Peerless ----	6 25
Northern Queen ----	6 25
Universal ----	7 50
Window Cleaners	
12 in. ----	1 65
14 in. ----	1 85
16 in. ----	2 30
Wood Bowls	
13 in. Butter ----	5 00
15 in. Butter ----	9 00
17 in. Butter ----	13 00
19 in. Butter ----	25 00
WRAPPING PAPER	
Fibre, Manila, white	05 1/2
No. 1 Fibre ----	07 1/2
Butchers Manila ----	08
Kraft ----	09

## YEAST CAKE

Magic, 3 doz. ----	2 70
Sunlight, 3 doz. ----	2 70
Sunlight, 1 1/2 doz. --	1 35
Yeast Foam, 3 doz. --	2 70
Yeast Foam, 1 1/2 doz.	1 35
YEAST-COMPRESSED	
Fleischman, per doz. --	28

## Why the Dullness in Ribbon Sales?

With business dull in the ribbon market at the present time, there is wide variety of opinions expressed as to the actual cause. The buying which is taking place is largely confined to the staple grades of narrow width, with the manufacturers eager to make price concessions on the broader widths and fancy items. The leading manufacturers claim there is no especial reason to account for the dullness, except that the current styles are very unfavorable for the wide-spread use of ribbons, which ordinarily makes for a healthy market.

On the other hand, retailers attribute the lack of sales to the current high prices which they say are unjustified. Typical of their attitude is the following statement of a retailer who says his turnover of ribbons used to be large, but now has fallen to low levels. "The reason ribbons are not popular," says he, "is because of the extremely high prices at which they are held. According to our figures, staple narrow ribbons are now only 10 per cent. less than the very peak of war prices. For instance, No. 5 in the standard satin taffeta ribbon, which is carried in practically every store, sells at 9 1/2 cents wholesale today, whereas before the war this width was 3 1/4 to 3 1/2 cents per yard."

Questioned as to this, one of the leading manufacturers admitted that the prices as given above were correct. "However," said he, "there is a vast distinction between 1913-1914 conditions and those which exist today. The real reasons why staple ribbons, which are the keystone of this trade, continue high are two, namely, the present silk market and labor. Weavers in Paterson to-day are practically getting very high wages. We have based our present wholesale prices on a price of \$6.50 a pound for Sinshiu No. 1 silk, whereas the current market is about \$7.35 per pound."

"As far as prices are concerned, our entire line is down about 40 per cent. from the peak prices. However, this percentage does not amount to as much on the narrow staple lines. As concerns buying, we find a good demand for the narrow widths and plain satins, which seems general throughout the trade. There appears to be somewhat of an increase in the call for hairbow ribbons, especially moire taffetas."

Another prominent manufacturer said: "Present prices of fancy and staple ribbons compare with the 1914 level almost exactly as silk and labor costs do. Here you virtually have the answer to the question. Manufacturers do not want to hold the prices up, in fact, would lower them in order to reawaken business, but this cannot be done with present costs where they are. As for staples, these are very high, we admit, in comparison with the 1914 level, but the prices are justified on the above grounds."

Asked to verify the retailer's figures given above, another manufacturer refused to do so, stating that this information could not be given by him. He admitted a good business in narrow widths, but declared that, while

the yardage volume of this was large, it was small in dollars and cents. "There seems a growing feeling toward broad ribbons," he added, "largely because of the fact that any one may decorate fairly skillfully a dress or hat with the narrow ribbons, but it takes real talent to use the broader widths in trimming a hat or a dress. The artistic note will be most important in future dress decorations and millinery."

The ribbon buyer for one of the large department stores said that manufacturers were disposed to offer the fancy ribbons at concessions. But, when it came to a lowering of the staples, it seemed there was little to be done, and that all of the manufacturers were unanimous in keeping up the present price levels. "In my opinion, the price of staple narrow ribbons is too high," declared this buyer. "I have expected more of a decline. There has been no reduction in the narrow widths for the last nine months. Staple lines only show a drop of about 20 per cent. from the peak, whereas fancy items run as high as 40 per cent."

## Rugs at Constantinople.

War and famine have had a marked effect on Constantinople as a rug and carpet market, according to Consul General G. Bie Ravndal and Vice Consul George Wadsworth, who are stationed in that city. Although it still retains its supremacy as the world market for Caucasian rugs—those made in Northern Persia, Caucasasia and the surrounding regions—the value of the goods handled there has been very sharply cut.

Before the war it was estimated that annual receipts of carpets and rugs at Constantinople amounted to about \$2,000,000. About 80 per cent. of the rugs were sold in transit for reshipment to the United States and European countries. The remainder was taken by local houses, but of this amount the greater part was re-exported. Annual shipments to the United States averaged about 50 per cent. of the receipts. Great Britain and Germany each took about 15 per cent., with the former buying better qualities than the latter. France and Austria formerly took about 10 per cent. each.

The war unsettled conditions in the producing regions, and the deaths of weavers from famine since the armistice caused a great falling off in receipts last year, they having been estimated at about 10 per cent. of the prewar total. Before the war stocks were carried in Constantinople to the value of \$3,500,000, but now there is only about \$1,000,000 worth of goods on hand there. With the exception of fine antique rugs, which are very scarce, prices of the better goods are now only a little higher than in the prewar days. The cheaper ones, however, are held about 50 per cent. above prewar levels.

The great men of all times have been and are students of their work and interests. Your success is closely allied with your study of the literature of your business, especially such as trade journals.

**Smaller Output of Cotton Goods.**

Statistics of activity in the cotton spinning industry for April, compiled by the Census Bureau show a decline in the number of spindles in operation. Each month of the current year has brought a decline from the month preceding. The number of operating spindles in January was 35,751,000 and by April it had dropped to 30,921,000, a decrease of about 15 per cent. These figures are consistent with those of cotton consumption previously published, which also show a decline for April, and a smaller average consumption per working day in March than in February. The decline thus recorded registers the effect on output of the textile strikes in New England. Nevertheless, the jobbers of cotton piece goods are able to find some consolation in the slackened production, and it has not had any adverse effect as yet on the holders of raw cotton, as the price of this commodity has been sharply advancing. Jobbers report that without the New England strike they would have been compelled to take another heavy inventory loss, as the weather conditions this spring have not been favorable to a large movement of cotton goods. The strike caused them to carry minimum stocks and thus to escape a heavy carryover.

Whether this flareback of price inflation in England and France is merely a transient affair like that of last year in Japan cannot be ascertained at a point so near the beginning of the movement. It is worthy of note, however, that a movement of the same sort is under way in this country. In nearly every direction there are signs that producers are seeking to force prices to higher levels. In some as in clothing and dry goods lines, such efforts are causing no little uneasiness on the part of merchants who know the prevalent attitude of the buying public towards prices. Retail business is still in the midst of a buyers' market. On the other hand, the rise of prices of certain basic commodities like steel appears to have stimulated demand and increased output, so that the effect may be regarded as constructive. The latest data with regard to living costs, compiled by the National Industrial Conference Board indicate that the decline in living costs in the United States has been checked. The index for April 15 showed an increase of 0.1 per cent. over May, or virtually no change, and the only item in the selected budget that is likely to register any perceptible change in the next few months is fuel. Its price depends on the outcome of the coal strike.

**What Is Business Wisdom?**

What is Business Wisdom and how do you get it? That is a question that means more to you than any of the newspaper excitements.

Here is a definition—Business Wisdom is an accumulation of personal experience and the experience of others. Mainly it consists of the ideas, methods and principles used by successful men in the development of their businesses.

How do you get it? Partly by learning from your own successes

and failures, but mainly by the study of other successful men.

Study the men at the top—that is the one best way to reach the top yourself.

In fact, the one best test of any man's wisdom is his attitude towards successful men.

The fools and the featherheads sneer at the successful. They rant and jibe and denounce. Their only wish is to pull down the successful man and rob him of his money.

But the wise man studies the success of others. He respects it and he tries to imitate it as nearly as he can.

**Think Tomatoes a Good Buy.**

Thos. J. Meehan & Co. of Baltimore have the knack of saying things in a neat way, as, for instance, in discussing tomatoes they say with equal force regarding other future canned foods: "To produce goods in large quantities this year the canners must be encouraged to put their best foot foremost, but, no matter what their intentions their efforts will be largely restricted unless they are in position to go to their bankers and show signed-up contracts with reputable jobbers as a basis for financial assistance." Continuing, with special reference to tomatoes: "The bulk of the buying of futures to date has been done by the jobbers located in the smaller markets, who have the courage of their convictions, and they must be given credit for doing their share toward creating confidence in the goods and strengthening the outlook for business generally. When the big buyers do come into the market they may find a higher range of prices confronting them. We repeat our recommendation to buy futures tomatoes at to-day's attractive prices, and, also, to stick to those canners who have always treated you fairly, men whose contracts are worth par under any and all circumstances, even though you may have to pay them a few cents more than others, they have earned your confidence."

**Tires Take Much of Car's Engine Energy.**

When an automobile runs along a street under its ordinary load, its tires alone, even when in good condition, use energy equal to about four horsepower, or a large proportion of the power of the car. These startling figures have been announced by experts of the United States Bureau of Standards who have been testing tires in a special dynamometer.

The average four-inch tire will absorb approximately nine-tenths of a horsepower when properly inflated and running under ordinary load at twenty-five miles per hour. It is advantageous to use cord tires, the experts have found, as a cord tire of the same size uses only six-tenths of a horsepower. It has been demonstrated that 80 to 85 per cent. of the power loss is in the carcass or main part of the tire, that the tread contributes 10 to 15 per cent. and the tube is responsible for less than 5 per cent.

If tires are not properly inflated, the tire power loss is much greater.

**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 — EXPERIENCED SALESMAN FOR LINENS AND DOMESTICS. GIVE AGE, EXPERIENCE AND REFERENCES IN FIRST LETTER.**

**PAUL STEKETEE AND SONS  
GRAND RAPIDS, MICH.**

Want to hear from a party owning a good general merchandise business or other business for sale. State cash price and particulars. John J. Black, 130 St., Chippewa Falls, Wisconsin. 721

**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**

For Sale—Because of duplication, new Standard computing scale weighing up to twenty-four pounds. W. H. Smith Co., Homer, Mich. 782

**FOR SALE—A stock of merchandise in a small town with good rural population to draw from. Business can be increased. Stock and fixtures will invoice approximately \$5,800. Established more than forty years. Prefer to sell building, but will lease to responsible parties. Reason, sickness in family. F. H. McGregor, Atlas, Mich. 783**

For Sale or Exchange—Millinery business in resort city for farm or residence property. Address No. 784, care Tradesman. 784

For Sale—General stock. Includes groceries, dry goods, shoes. All in best condition. Good, established business in town of fine farming community. Reason for selling, going to retire. Rent low. Address No. 785, care Michigan Tradesman. 785

Bel 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**

For Sale—Laundry in town 2000, center 10,000 people. Electric current. Write No. 786, care Michigan Tradesman. 786

For Sale or Trade—Beautiful suburban home Grand Rapids. Modern except gas. Good investment. Would consider stock of merchandise in live town, or smaller modern home. Address Glenn McLeavy, Hastings, Mich. 787

**MERCHANDISE AUCTIONEER — I close out merchandise stocks and find buyers for all kinds of mercantile business. A. W. Hall, Merchandise Auctioneer, 128½ North Santa Fe, Salina, Kansas. 788**

For Sale—Wholesale and retail hardware business. Doing an approximate business of \$300,000 to \$400,000 per annum. Consisting of general line of hardware. Business established eighteen years. Handling all the well known line of hardware. Can lease building for number of years if so desired. Stock averaging \$80,000 to \$100,000. Can be reduced. Address Hooker Hardware Co., Muskogee, Oklahoma. 789

For Sale—Restaurant doing good business; dandy grocery; good elevator in bean and grain section. Henry & Pinch, Eaton Rapids, Mich. 790

For Sale—An established manufacturing business. Only one of its kind in Western Michigan. Has shown a profit each year since established. A good chance for a salesman to get into business. Owner wishes to retire, ill health. Address No. 791, care Michigan Tradesman. 791

A Real Opening—For a sales manager in the automobile truck line. Only a high grade man wanted. Act quick. Address No. 792, with full references, care Michigan Tradesman. 792

380-acre dairy farm; 160 plow land, 160 pasture. 150-ton silo, good buildings, twenty-four registered cows, three horses. All tools with farm. Located in Thumb district Michigan. Will exchange for merchandise. Pay cash difference. Address Box 218, Oxford, Mich. 793

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.

**ATTENTION MERCHANTS—When in need of duplicating books, coupon books, or counter pads, drop us a card. We can supply either blank or printed. Prices on application. Tradesman Company, Grand Rapids.**

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

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. VanHarten, Zeeland, Mich. 766

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

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

**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

If you are thinking of going into business, selling out, or making an exchange, place an advertisement in our business chances columns, as it will bring you in touch with the man for whom you are looking—**THE BUSINESS MAN.**

**Yearly Invoice Record**

The contract you enter into when you purchase fire insurance requires you to retain all invoices or keep a record of all purchases during the current year. Merchants who have small safes sometimes find it inconvenient to preserve all invoices intact. To meet this requirement, we have devised an Invoice Record which enables the merchant to record his purchases, as set forth in his invoices, so as to have a complete record in compact form for use in effecting a settlement in the event of a loss by fire. This Record is invaluable to the merchant, because it enables him to ascertain in a moment what he paid for and where he purchased any article in stock. Price \$2.

**Tradesman Company**  
Grand Rapids

### THE IMMOBILITY OF LABOR.

Judge Gary was recently quoted as saying that the improvement in steel production was steadily eliminating unemployment in that industry, and that the country would soon need more immigrants in order to maintain its normal industrial growth. At about the same time the House Committee on Labor submitted a report on the coal industry in which it expressed the opinion that there were approximately "one-third too many coal mines and one-third too many miners for the proper economical operation and development of the industry." Shortly thereafter came the conference of steel operators at the White House, at which proposals for an eight-hour day in the steel mills were discussed. If the working day in these plants should be shortened, more steel laborers would probably be required. This might result in the steel industry being undermanned, while the coal industry at the same time was overmanned. Such a lack of equilibrium in the labor supply is not uncommon.

If it were capital rather than labor that were involved in this situation the remedy would soon come of itself, for capital can gradually be diverted from the unprofitable or over-supplied lines to those that are more profitable or undersupplied. With labor, however, the situation is different. As compared with capital, labor is immobile; it has its local attachments, its prejudices, and its preferences. It would take much stronger inducements, apparently, than are at present offered to draw the surplus coal miners away from the coal fields to the steel mills. Experience has shown that the immigrant labor that takes to farming, particularly Scandinavian labor, has been attracted to the semi-arid region of the West rather than to the South, where lands are cheaper and living conditions in every way easier. The immigrant balks at competition with low-standard negro labor in the South. Again, in spite of the greater social and economic attractions for them in the Northern States, negro laborers migrated northward in very limited numbers until the war boom and the check to European immigration created a temporary vacuum in the Northern labor market. Even then the shifting from agricultural districts of the South to the industrial centers of the North was accomplished only after much advertising and personal solicitation by labor agents.

### PROHIBITION HERE TO STAY.

Was prohibition imposed upon the Nation by a sudden wave of war-time idealism? Has the practical test of prohibition disillusioned many supporters so that they would now vote to repeal it? The Manufacturer's Record presents an answer in the form of a poll of 1,000 influential men who five years ago signed a petition for Federal prohibition. It finds that of the replies 98.5 per cent. are for prohibition in some form, and 1.5 per cent. against it, while those who want the Volstead act repealed or

modified are but 1.75 per cent. of the total. The quoted letters will enlighten many who, insulated by circumstances from general American feeling, cannot understand why Congress remains so indifferent to the "demand" for repeal.

It is a total fallacy, of course, to suppose that prohibition came suddenly or was in any sense a product of the war. The prohibition movement became influential in the Middle West soon after 1880, quickly invaded the South, and had made thirty-two states "dry" when the Eighteenth Amendment was ratified. Counting local option territory, by 1919 no less than nine-tenths the area and two-thirds the people of the United States were "dry." Nor was the movement against the saloon a mere "moral-uplift" movement. On the contrary, the political motive—dislike of liquor influences—was decided, and the economic motive stronger yet.

It is this economic element that the letters to the "Manufacturer's Record" emphasize. "Unmistakable advantages and relief," writes a Milwaukee farm implement maker; "drunkenness has lessened 100 per cent," says a Tacoma steel manufacturer; "the effect on labor and the saving of money have been wonderful," testifies a Denver banker; "trouble among employes from liquor has almost disappeared," declares a Pittsburgh oil man; "there is nothing which has so helped cotton mills," says a Birmingham mill owner; and so runs the verdict from a hundred cities.

How many of those who argue against prohibition would actually vote to bring the liquor trade back? Not one in five. Of people who have changed their minds about prohibition, there are many who have changed from hostility to friendliness.

### LADY ASTOR'S VISIT.

Lady Astor's visit to her native land was looked forward to as an agreeable episode. It has turned out an event. Her humor, her poise, her forcefulness, her common sense, her ideality, above all, her keen insight into the purposes and ways of politics, have combined to give her tour extraordinary appeal and importance. If there was any doubt in this country of her qualifications for membership in the House of Commons, it was dispelled by her first speech here. The only criticism to be made of her is that as the pioneer woman M. P. she has set a pace that it will be hard to follow.

A collection of the epigrams that have dropped from Lady Astor's lips during her rapid transit of America would be found to contain more political wisdom than most books. Her humorous answer to the question, "Why is a woman's party impractical?" is a noteworthy illustration of her gift for cogent and sparkling phrase. "Because," she replied, "there is too much man in a woman and too much woman in a man to make such an artificial division possible." Volumes could not say more, or say it half so well. Last night she depicted a cardinal but little recognized

fault of our politics in a sentence: "If we are content only to have our Presidents fine, and to have less fine local politicians, we are making it awfully hard for a President to do fine things."

Lady Astor's great distinction, however, is neither her personal qualities nor her personal success. It is the participation of a Virginia-born woman in the proceedings of the British House of Commons without loss of loyalty to either the country of her birth or the country of her adoption. In that historic fact lies a lesson upon what Charles Sumner termed the true grandeur of nations, which will remain long after the echoes of Lady Astor's delightful visit have ceased to ring.

### EDUCATION IN FINANCE.

The war and its aftermath have been the means for starting a great campaign of financial education in this country. Enormous bond issues, sweeping fluctuations in prices, all sorts of new taxes, and the vagaries of foreign exchange have set people to thinking along new lines and to informing themselves more accurately on these matters than was once their custom. Security houses have noted this gain in economic information on the part of their clients. There are now nearly a dozen agencies supplying special financial information to investors and speculators. In addition, banks and brokerage houses are publishing a large volume of literature dealing with basic economic conditions, not to mention the scores of magazines and newspapers that supply their readers with financial news. All this, in the opinion of a prominent New York brokerage house, is creating more intelligent trading in securities by the public and is destined to modify somewhat the tactics of professional operators. There is still a large buying public to whom the bucket shops have been able to appeal, and if the old proverb about the birth rate of suckers holds true, there will always be such a group, but there is another and growing group, it states, that refuses to trade with its eyes shut and that is making its influence felt on the stock exchanges.

### RETAILING IN QUANTITIES.

An interesting experiment in retail distribution is reported by the Domestic Distribution Department of the Chamber of Commerce of the United States as having been undertaken by an owner of a chain of food stores in California. He has estimated that the selling cost in each individual transaction is about the same, regardless of the amount sold, and he therefore makes the same mark-up for this item on each lot, whether it be a single article or a dozen. Lower prices for quantities is a common practice in merchandising, but the adoption of this plan on a consistent basis for everything in a store is said to be unique. The plan seems to have its limitations when it is applied to commodities upon which there is a fixed price, but in other respects it may prove a means of increasing turnover.

The dead-beat is alive to all kinds of tricks.

### Shift the Decimal Point.

Detroit, May 30—Whatever happens in Europe, one point is agreed upon. There must be a general devaluation of paper currency before health is restored to commerce and industry where it now is languishing. It was brought out before the recent meeting of the National Chamber of Commerce at Washington that American capital to the extent of almost a billion dollars has gone to Europe within a little more than twelve months, in the form of loans to governments and private enterprise.

Nothing in this indicates an intention or desire to abandon the people over there in their time of need. J. P. Morgan has gone to Europe for consultation with European financiers, looking to the conditions on which a great American loan can be floated. Lloyd George, leaving Genoa, notified the Russians that the gap they left in the European family of nations is slowly being filled, the economic void is closing, and that recovery can be made secure without them. While this is admitted it is equally obvious that until the money situation is cleared up, and a more reasonable relation between the gold standard and the paper issues is brought about, the effort at recovery will be seriously delayed. The decimal point must be moved to the right as extensively as it has been to the left.

Doubtless such a process will be a painful one, yet it will bring benefit to all. In Germany it will be of particular benefit, for, no matter how energetic and frugal the people there may be, they are feeling the effect of the disproportionate status of their money. Purchase of raw materials and of food supplies is difficult, because of fluctuations in value of the mark.

When the Germans, the Poles, the Austrians and other peoples who have inordinately inflated their money resolutely accept the deflation, and let themselves down to a solid foundation, the further processes of restoration will follow in natural sequence.

### Barnwell Pecan Groves Sold.

The famous Barnwell pecan groves in Mitchell, county near Albany, Ga., which have been in litigation in the United States courts for several years, have been sold at auction. They were valued at a half-million dollars and carried an indebtedness of \$400,000. The property was bid in by Joseph R. Nettles, a Columbia, S. C., attorney, for \$200,000. J. P. Mathews, of Columbia, began proceedings in 1920 to foreclose a \$400,000 mortgage on the property. He was resisted by the Barnwell interests, owners of the grove, on a number of technical grounds. Finally a second decree of foreclosure was secured before Judge Evans in 1921. It was appealed later to the United States Circuit Court of Appeals in Atlanta, and the Court of Appeals confirmed Judge Evans' decision in January, 1922. The sale was held under this decree. The property consists of 658 acres of bearing trees ranging from eleven to twenty years old, and is considered one of the most valuable pieces of agricultural property in the United States.

### Cars In Bermuda.

Would-be tourists to a pleasant place, that is Bermuda, will be interested to know that the automobile is no longer to be completely excluded from the island. It is true private motor cars must still stay out but there is to be permitted a system of motor busses for passengers and freight.

We can ignore many things without being ignorant.



# Van Dam



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STREET CAR  
SERVICE

Co-operative  
Courtesy and Mu-  
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Improve the Service  
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Your street car company expects of all its employes the utmost courtesy in their contact with the public. Naturally, it expects the same in return. It does not, however, ask for courtesy as due the institution. A public service corporation is in itself a great body of animate and inanimate objects in which the human element is somewhat submerged. We cannot visualize it as a personality.

But the employes, particularly the men operating and conducting the cars, are human beings. They must meet and deal with all kinds of people in all kinds of moods. Their patience is tested hundreds of times a day. You will find that the longer they have served, the more freely they exhibit a natural ability to deal with the public. To learn how to serve the public is like learning to play upon a complicated musical instrument. The more keys and stops, inflections and tones the instrument contains, the more the player has to deal with.

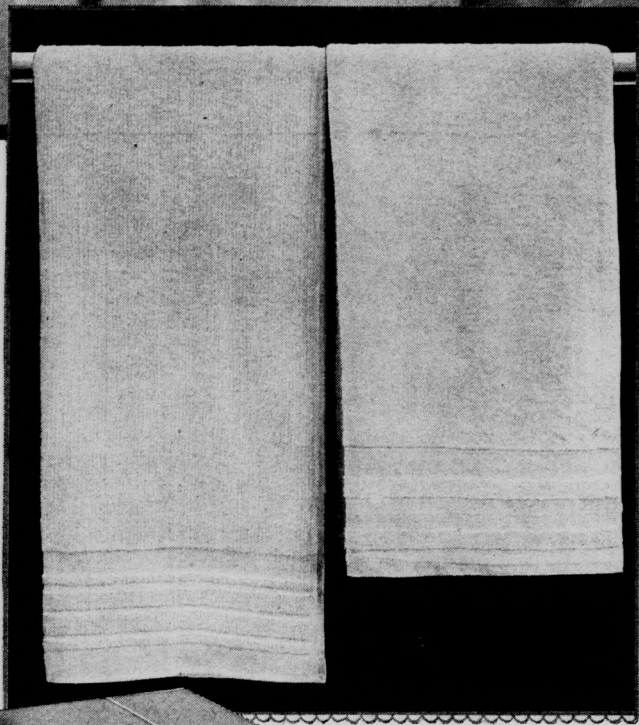
Hence, when you have occasion to become impatient, give the street car operator an even break. If he is the least discourteous, ungentlemanly or unkind, you can do no greater service than to report him to the management. The cheapest part of our product is the courtesy which is due all who ride upon our cars.

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Vice President and General Manager.

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