

TWENTY YEARS AGO

I've wandered to the village, Tom;
I've sat beneath the tree
Upon the schoolhouse playground
That sheltered you and me;
But none was left to greet me, Tom,
And few were left to know,
Who played with us upon that green
Some twenty years ago.

The grass is just as green, Tom,
Barefooted boys at play
Were sporting just as we did then,
With spirits just as gay;
But the master sleeps upon the hill
Which, coated o'er with snow,
Afforded us a sliding place
Just twenty years ago.

The old schoolhouse is altered now;
The benches are replaced
By new ones, very like the same
Our penknives once defaced;
But the same old bricks are in the wall,
The bell swings to and fro,
It's music just the same, dear Tom,
'Twas twenty years ago.

The boys were playing some old game
Beneath that same old tree;
I have forgot the name just now—
You've played the same with me—
On that same spot; 'twas played with knives
By throwing so and so;
The loser had a task to do
There twenty years ago.

The river's running just as still;
The willows on its side
Are larger than they were, Tom;
The stream appears less wide;
But the grapevine swing is ruined now,
Where once we played the beau,
And swung our sweethearts—pretty girls—
Just twenty years ago.

The spring that bubbled 'neath the hill,
Close by the spreading beech,
Is very low, 'twas once so high
That we could almost reach;
And kneeling down to get a drink,
Dear Tom, I started so
To think how sadly I am changed
Since twenty years ago.

Near by the spring, upon an elm,
You know, I cut your name;
Your sweetheart's just beneath it, Tom,
And you did mine the same,
Some heartless wretch has peeled the bark;
'Twas dying sure, but slow,
Just as that one whose name you cut
Died twenty years ago.

My lids have long been dry, Tom,
But tears came in my eyes;
I thought of her I love so well,
Those early broken ties.
I visited the old churchyard
And took some flowers to strow
Upon the graves of those we loved
Some twenty years ago.

Some are in the churchyard laid,
Some sleep beneath the sea;
But few are left of our old class
Excepting you and me.
And when our time shall come, Tom,
And we are called to go,
I hope they'll lay us where we played
Just twenty years ago.

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Red Hen
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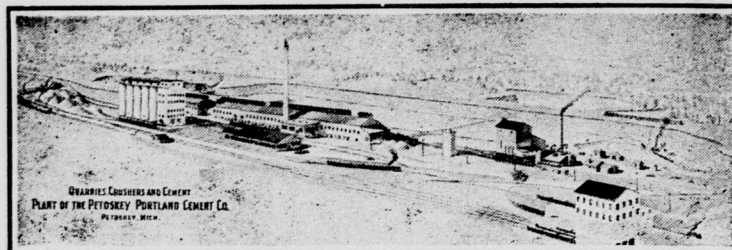


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Fleischmann's Yeast

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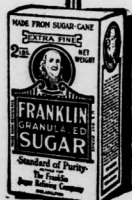
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Granulated, Dainty Lumps, Powdered,
Confectioners, Brown, Golden Syrup



MICHIGAN TRADESMAN

Thirty-Ninth Year

GRAND RAPIDS, WEDNESDAY, JUNE 7, 1922

Number 2020

MICHIGAN TRADESMAN

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

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OF BUSINESS MEN.

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GETTING BACK TO NORMAL.

The disposition still remains to go ahead somewhat slowly and conservatively. Rises of raw material costs in different lines are not yet reflected by proportionate increases in the prices of finished products, and there is no eagerness on the part of any factor to take up the slack. This is in great measure due to the uncertainty as to what the ultimate levels are to be. These will be profoundly influenced by what action Congress will take with regard to tariff and taxation and by the outcome of the economic negotiations in Europe. The deflation of wages, now in process of being worked out, is another factor of consequence to be reckoned with, especially in so far as it will affect the costs of production, and the buying power of large numbers of the people. Unless prices of commodities shrink in proportion, there can be no readjustment which will have the aspect of permanency. The purchasing power of the dollar must increase as wages go down if buying is to be anything like normal. Yet the very recent tendency toward increasing prices is a factor in the opposite direction and simply makes for more uncertainty. It is evident that more experiences are necessary before conditions will improve materially.

It must not be inferred from this that things are at a standstill or are going backward. The reverse is the case. There has been a marked improvement since business was at its ebb or else the price increases would not have been attempted. But there are plenty of evidences of reluctance on the part of retail buyers to make purchases when attempts are made to charge more than they think to be reasonable, while a good response is had where real values are offered. As the retail buying is the foundation on which mercantile business is based, the indication is significant. In general, better buying in the stores is reported, except in the regions

where union coal miners and textile workers are idle because of the activities of the walking delegates and strike managers, fomented by the Gompers gang of anarchists and cut-throats. The brighter outlook in the agricultural sections of the country is inspiring more confidence, and the increase of employment among handicraftsmen is another good element. The great basic industries are also reporting more orders, with the assurance of several months of great activity ahead. Even the labor disturbances, existing or prospective, are not so discouraging a factor as they would be under less promising circumstances, the general impression being that they will soon be settled. All the conditions still point to a continued, although gradual, improvement, always provided that no effort is made to force things to move faster than is warranted. Speculators and "hot air artists" are out of place just now.

FROM SURPLUS TO SCARCITY.

A year and more ago there seemed to be more cotton and wool on hand than the world could possibly use for a long time. The wool surplus was represented as nearly two years' consumption, and the carryover of cotton was so large that the price between January and June, 1921, dropped from 16 to 11 cents per pound. Wool prices in the same period dropped about 20 per cent. Low prices of these and other farm products and the supposed menace of large foreign stocks led to the enactment of the emergency tariff law. Now the situation is greatly changed. There is talk of a shortage of both cotton and wool, and prices are rising sharply. Reduced acreage, the ravages of the boll weevil, and bad weather caused a short cotton crop last year and reduced the big carryover to a normal amount. This spring excessive rains and low temperatures have delayed planting and increased the weevil menace and may cause the abandonment of some acreage. Signs point, therefore, to another short crop, and prices have started another upward march. The high duties on wool in the Emergency Tariff Act have not as yet stimulated domestic production, although they have forced an advance in wool prices. The wool clip in the Northwest this year is short, and the small crop of lambs this spring points to no immediate increase in the wool output in that section.

Higher prices for cotton and wool must mean eventually higher prices for nearly all kinds of wearing apparel. Manufacturers of cloth and of clothing have been making strenuous efforts to reduce their costs of production. Labor has become more

efficient, wages have been readjusted, and selling costs have been brought down wherever possible. Such economies may make it possible to pass goods to consumers for the next season without raising prices, but eventually retail prices must go up if present conditions remain unchanged. The American Woolen company last week announced an advance in all prices for suitings and overcoatings in one of its departments, and other manufacturers had already taken the lead in doing this. An advance of 50c per yard on wool cloth, with an average of three and a half yards for each suit of clothes, will mean an increase of \$1.75 in the cost of making a suit, but since this additional cost may carry two "mark-ups" before it reaches the consumer the retail price of clothing may rise somewhat higher than the amount indicated by this figure.

THE CLAIMS OF A LOCALITY.

A nice question has been put up for decision to the Federal Trade Commission by Rochester clothing manufacturers. The latter show that, by extensive and expensive advertising for many years, the general public has been informed of the excellence of the tailoring put into the apparel made in the Flower City, distinguished as the Flour City in the days when Genesee flour was the standard. In this way, a favorable impression has been created for all clothing made in Rochester or so labeled. Advantage has been taken of this reputation, it is claimed, by makers of clothing in New York and elsewhere who are labeling their garments as "Rochester made," or are otherwise tending to lead the public to believe the goods are manufactured in that city. This conduct is declared to be a form of unfair competition which the Federal Trade Commission is asked to stop. As against the complaint, it was shown that more than one class of clothing is turned out in Rochester and that there are sixteen or eighteen places in the United States bearing the name of Rochester. And the query is raised as to whether there can be any protection accorded the name of a city or locality to distinguish wares. From the Atlantic to the Pacific and from the Great Lakes to the Gulf the country is dotted with "Troy" laundries, "Boston" and "New York" stores, against which no complaint is made by the cities mentioned. Yet there are times when the claims of localities to the use of their names receive attention. Perhaps the most notable in the world's history was the writing into the Versailles Treaty among its economic provisions the one under which the Germans are forbidden to use the word "champagne" to designate their own effervescent wines.

Stocks of Flour Very Light Everywhere.

Written for the Tradesman.

During the past week the price of wheat has declined about 5c per bushel, but mill feed, on the other hand, has also materially declined, so that much of the decline in wheat has been offset insofar as the price of flour is concerned, as for every dollar per ton feed declines flour advances 3.7c per bbl. on an even wheat market.

Crop prospects have continued good—in fact, as a general proposition have improved—and the nearer we get to the time when new crop wheat is available for milling purposes the greater will be the effect of good prospects on prices.

Some sections have suffered slightly for lack of moisture, while in other localities the reverse has been the case, but in general and on the average conditions are very favorable.

Harvesting in Texas and Southern Oklahoma will be under way in a very few days; in Kansas the cutting of wheat will begin not later than the twentieth of the month. In Southern Illinois, Indiana and Ohio the work will start about the first of July, and in Michigan the Fourth of July will see harvesting under way.

A certain number of farmers thresh and market from the field, so new Kansas wheat will probably be offered in fair volume the fore part of July, and in the Central States about the middle to the twentieth of July. New wheat flour from the Southwest will be available, in all probability, the last half of July, and from the Central States about the first of August. Between now and then mills will have to depend upon stocks of old wheat, and, in fact the trade can well afford to carry a little old wheat flour in stock, as it is preferable to the entirely new wheat product.

In the Northwest or Spring wheat section the critical period is June and July, as a general thing. Hot winds and Black Rust are the big bugbears of the crop. The wheat up there is looking fine now and, generally speaking, there has been plenty of moisture. It is too early, of course, to make anything like an accurate estimate of the probable outturn of this crop. Harvesting will start about the last week in August or first week in September, and new Spring wheat flour will be available about the first of October.

There is no reason, in our opinion, for changing the buying policy the trade has been pursuing during the past six months, although if flour starts on a low basis for the new crop goods, undoubtedly sixty to ninety day purchases will prove profitable at that time, as stocks of flour are very light everywhere.

Lloyd E. Smith.

Gossip Regarding Michigan Hotels and Hotel Men.

Glen Lake, June 6—C. W. Bosworth, late proprietor of the Park Hotel at Mt. Pleasant, and now promoting a new resort at Elk Rapids, to be known as Keewadin Beach, tells me that the war started in Europe just two days after he embarked in the hotel business. Far reaching that.

Some time ago I spoke of the meal service at the Chippewa Hotel, Manistee, suggesting that the prices might be pruned to advantage. I paid Mr. Field a flying visit the other day and find that he is now serving delightful luncheons and dinners at 75 cents each; also that he is doing a much better business in his dining room.

J. C. Mosher, a veteran traveling man, recently acquired the Beulah Inn, at Beulah, and has been making extensive improvements, including the addition of a new dining room and a unique front of cobble stone masonry. Mr. Mosher is making quite a success of his enterprise and I hear his place is highly recommended by traveling men.

The Redstone Hotel, at Elk Rapids has changed hands and Calvin Race, its former proprietor, has returned to his old position as clerk at the Hotel Mertens, Grand Rapids. Bella M. Heidt, formerly connected with Detroit hotels, has leased the Redstone and changed the name to Elk Tavern. Mrs. Heidt has thoroughly renovated the hotel and is serving a wonderful table—as good as I have found in any country hotel in Michigan. The only criticism I have heard concerning it is that the prices seem just a little bit high. The boys admit that the meals are undoubtedly worth the price charged, but they cannot afford such luxury. The tourists, however, will probably appreciate the meals and service at their true worth.

The writer entertained Mr. and Mrs. Ernest McLean, of the Park Hotel, Kalamazoo, on last Sunday, and was also favored with visits from Mr. and Mrs. Frank Orcutt, Northway Inn, Beulah; Mr. and Mrs. J. P. Oberlin, Whiting Hotel, Traverse City; Mr. and Mrs. David H. Dav, of Glen Haven, and C. W. Bosworth, of Keewadin Beach, Elk Rapids. Cedar Springs Lodge had not been officially opened for the season, but the visitors were served with a fish and chicken dinner, and the guests of honor, Mr. and Mrs. McLean, were given an opportunity of viewing the wonderful scenery of the Glen Lake district.

Much of the criticism of poor hotel service, especially in the delivery of mail and telegrams, is chargeable to illegible signatures on hotel registers. It has been suggested to the writer that he use a rubber stamp in appending his signature to the register. There may be more or less reason for this, especially as the editor of the Tradesman has suggested the use of the typewriter in the preparation of my "copy."

It is somewhat refreshing to know that not all of Michigan's representatives in Congress are, as it were, "asleep at the switch" though the dear people of the Wolverine State were, and still are, chafing because of legislative inactivity.

Congressman Roy O. Woodruff, of Bay City, who was sent to Congress several years ago for a single term as a Bull Moose, and who broke in again two years ago, strictly on his merits and without any visible political backing, as a progressive Republican, is "hewing to the line" and is not a bit particular as to where his chips fall.

Mr. Woodruff is making a strong fight on war grafters, and notwithstanding the fact that he is being opposed at every turn and handicapped by delays of every character, bids fair to face the issue. If he succeeds only to the extent of "smoking out" some of the drones in the Congressional hive, his constituents may well be proud of his record.

I am inclined to the opinion that Congressman Woodruff would make good Senatorial timber. He made a

good record during his previous term in his fight against iniquitous combinations of capital and interlocking trust directorates, but he was defeated in the political maelstrom of 1914, although his public activities as a private in the high ranks between his two terms was a matter of public approval and, undoubtedly, won him his recent election.

The "cat's cradle" of Senatorial candidacy has developed many queer angles, but from my personal observation I should say that Mr. Woodruff possesses all the capabilities accredited to the various other candidates, backed by his own record of effort and accomplishment, and is amply qualified to fill the office. If his friends will make a survey of the field, I believe they would find his candidacy feasible.

While I am opposed to the hifalutin executive actions and the low pressure results of the administration of the United States Shipping Board, I am in favor of ship subsidies to a reasonable extent and the recent endorsement of this project by President Harding meets with my hearty approval.

Almost every other industry under the sun is subsidized to a more or less extent, either through grants, the tariff or bonuses of various natures, but marine transportation, of much more vital importance to the country than any other similar enterprise, suffers from various handicaps and is continually losing out.

James J. Hill, the famous railroad magnate, who did more toward the development of the great Northwest than any other single individual attempted some years ago to establish a first-class line of steamships between his Western terminals and the Orient. As a matter of fact, he did conduct such a traffic for several years at a considerable financial loss to his enterprises, and finally gave up the project, but if the Government at the crucial period in the course of his enterprises had offered him reasonable encouragement, we would now be enjoying the benefit of a wonderful trade with that portion of the world, carried by American bottoms.

I am inclined to think if it had not been for the unfortunate Congressional enactment known as the LaFollette labor act, that the Great Northern interests would have become prosperous even without a subsidy, and there is a prevailing opinion among business organizations which supply the traffic—but who do not control the voters—that even the repeal of the said obnoxious legislation would accomplish much toward establishing American supremacy in the high seas, which, with reasonable subsidies, would place us where we rightly belong—at the head of the class.

As suggested in a recent issue of the Outlook, there is never any complaint when Congress votes "subsidies" to help fight the cotton boll weevil, or the West to fight the cattle tick, or some other sections the moun and hoof disease. All these bounties escape condemnation because the people realize that the immediate advantage to some special interest or class is swallowed in the "far greater ultimate and vital benefit to the Nation as a whole."

The American people have had a full and satisfying measure of so-called "Government ownership," as exemplified by railroad experiences under the McAdoo regime, when the balance sheet showed billions of deficit, but prestige upon the seas is a good asset in times of peace and especially desirable under international complications, and Congress could easily, without increasing public burdens, assist worthy enterprises financially, as well as by legislative action.

While American seamen demand higher standards from American ships which correspondingly increases the cost of American operation, experience has demonstrated that all such tomfoolery has resulted in a dismal failure.

Frank S. Verbeck.

Proceedings in Grand Rapids Bankruptcy Court.

Grand Rapids, May 29—On this day was held the first meeting of creditors in the matter of Fred B. Fleming, Bankrupt No. 2093. The bankrupt was present in person and by attorney, Calvin L. Bancroft, of Hastings. The bankrupt was sworn and examined without a reporter. No claims were proved against the estate of the bankrupt. It appearing that there were no assets in the estate, other than those claimed as exempt to the bankrupt, an order was made confirming the bankrupt's exemptions and closing the estate. This case will now be returned to the District Court and the files closed on the same. The first meeting was adjourned no date.

On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Thos. G. McGurrian, Bankrupt No. 2101. 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 salesman by occupation. The schedules of the bankrupt list assets in the sum of \$150, all of which is claimed as exempt, and liabilities in the sum of \$583.76. From the fact that there are no assets in the estate, other than those claimed as exempt to the bankrupt, the court has written for funds for the conduct of the first meeting, upon arrival of which the first meeting will be called and note of the same made here. A list of the creditors of the bankrupt is as follows, all from Grand Rapids:

Stekete Dry Goods Co.	\$116.70
Herpolsheimer Co.	95.00
Friedman-Spring Co.	25.13
Wurzburg's Linen Store	19.09
Fletcher Drug Store	19.61
Pantlind Style Shop	31.35
Sanitary Milk Co.	50.06
Heffner Art Shop	14.50
Litcher Electric Co.	51.37
Consumers Ice Co.	15.67
Dunn Electric Co.	8.80
Jos. Watsslowik	30.00
Wurzburg Dry Goods Co.	26.71
Dr. Stephen O'Brien	5.00
Speelman-Boer Co.	9.00
City Coal & Coke Co.	25.00
Lewis Electric Co.	6.38
Feldpausch Bros.	2.59
Ponce De Leon Water Co.	13.50
Barron Millinery Co.	13.50

June 1. On this day was held the adjourned first meeting of creditors and hearing on objected claims in the matter of Regle Brass Co., Bankrupt No. 2081. The bankrupt was present by J. B. Couture, president, and by H. P. Belknap, vice-president. The trustee was present in person. Creditors were represented by attorneys N. O. Groszold and John B. Lewis, of Greenville, and George S. Norcross, of Grand Rapids. Claims were allowed against the estate of the bankrupt. Objections were made to the claims of Chas. D. Reeves, J. B. Couture and G. H. Currie and testimony was taken in regard to these claims. The referee ordered the testimony transcribed and briefs filed. The adjourned first meeting and special hearing on claims was then adjourned no date.

June 2. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Wilfred R. Johns, Bankrupt No. 2102. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of the city of Grand Rapids. The schedules do not indicate what the occupation of the bankrupt is. The schedules of the bankrupt list assets in the sum of \$4,550, all of which is claimed to be exempt, and liabilities in the sum of \$2,535.86. From the fact that there are no assets which are not claimed as exempt to the bankrupt, the court has written for funds for the conduct of the first meeting of creditors and when these have been furnished the first meeting of creditors will be called. A list of the creditors of the bankrupt is as follows, all from Grand Rapids:

Lloyd M. Conrad	\$1,750.70
Heyman Co.	125.87
Prange Co.	27.50
White Sewing Machine Co.	59.00
Slight Furniture Co.	166.00
Ray Watkins	104.71
Dr. H. C. Wolfe	92.57
Dr. A. C. Butterfield	45.00
Dr. R. M. Freyling	16.50
Dr. C. C. Selmens	46.50
Dr. E. L. Byers	8.00
Dr. Geo. Bond	5.00
St. Mary's Hospital	20.28
Century Fuel Co.	42.00
H. J. Hull	9.50
Herpolsheimer Co.	9.14
Charles Hext	5.00
A. F. May	2.50

June 5. On this day was held the first meeting of creditors in the matter of Joseph Savitsky, Bankrupt No. 2091. The bankrupt was present in person and by attorneys, Bunker & Rogoski, Lovelace & Broek and Willard J. Turner, were both present for various creditors. Several claims were allowed against the estate of the bankrupt. Frank D. Kleinschmidt was elected trustee and the amount of his bond fixed by the referee in the sum of \$500. The bankrupt was then sworn and examined without a reporter. The first meeting of creditors was then adjourned no date.

On this day also was held the first meeting of creditors in the matter of Cutler Brothers and William and Frank Cutler, individually, Bankrupts No. 2091.

The bankrupts were present in person and by attorneys Taggart & Kingston. Several claims were allowed against the estate of the bankrupts. The bankrupts were then sworn and examined without a reporter. The creditors failed to make choice of a trustee and the referee appointed Lyle D. Holcomb as such and placed the amount of his bond in the sum of \$500. An order for the payment of a first dividend to creditors of 5 per cent. was made and first dividend sheets filed in the matter. The first meeting of creditors was then adjourned no date.

In the matter of Fred Gunther, Sr., Bankrupt No. 1960, the trustee has filed his final report and account and a final meeting of creditors will be held at the office of the referee on June 16 at which time the final account will be passed upon and a final dividend declared.

In the matter of Benjamin H. Bush, Bankrupt No. 2048, the trustee has filed his final account and a final meeting will be held at the office of the referee on June 16 for the purpose of passing on the report of the trustee, paying administration expenses and declaring a final dividend in the matter. The question of the discharge of the bankrupt is also passed upon.

In the matter of Edgar De La Mater, Bankrupt No. 1898, the trustee's final account has been filed and a final meeting will be held at the referee's office June 16, to pass upon such report, pay administration expenses and declare the final dividend in the estate.

In the matter of I. Gadziemski, Bankrupt No. 1966, the trustee's final report and account has been received and the final meeting of creditors will be held at the referee's office June 12.

In the matter of Chas. A. Arntz, Bankrupt No. 2058, the trustee's final report and account is filed and a final meeting of creditors will be held at the referee's office June 12.

Employment Conditions Better.

Reports from various sources indicate that unemployment throughout the country is diminishing. The United States Bureau of Labor Statistics has compiled figures showing an increase of 7.3 per cent. in the payrolls of automobile factories and of 6.3 per cent. each in the iron and steel and the cigar manufacturing industries as early as last March. There has been some seasonal decrease in certain kinds of factory labor in industrial centers, but this has been more than offset by the striking gains in outdoor employment, especially in the building trades and in agricultural work. The Federal Reserve Board in its latest Bulletin reports that the resumption of mining operations in the Western States has given employment to large numbers of idle miners. Four large copper-mining companies in Arizona, for example, had 44 per cent. more workers on their payroll on May 1 than on April 1. Judge Gary recently expressed the view that if the present rate of expansion of industrial activity continues the country might soon experience a shortage of common labor. In some sections such a shortage is already reported.

Punctilious.

An old colored man in Georgia was asked to attend the funeral of a neighbor's wife, and as he had gone to the funerals of both of her predecessors, his own wife was rather surprised when he informed her that he had declined the invitation.

For some time the old fellow would give no reason for the refusal, but he could not put the old woman off indefinitely. Finally, with some hesitation, he said:

"Well, you see, Mirandy, I don't like to be acceptin' other folks' politeness when I never have nothin' of the kind to offer dem in return."

The fiddlers spend their time in tuning up, while the real fellows are playing the game of life.

Mules' Ears and Lemons

When we were boys, there used to be an old gag about the difference between mules' ears and lemons and the boy who couldn't tell the difference could not be entrusted to buy lemons.

There are some consumers to-day who do not appear to know the difference between mules' ears and lemons. They buy on price rather than quality, and there are others who buy all their goods from some stores thinking they are the most reasonable because some certain articles of well-known value are sold at a cut price.

Then there are those who buy spices because the price is a little less or the package a little more attractive than some others; and yet they never ask the question as to the strength of the spices and how much actual seasoning power they are getting for the money they are expending.

Then there are those people who buy canned goods by the label. They don't know whether the can of tomatoes contains solid meat or is largely water. In other words, they buy by price or prejudice, rather than because of their knowledge of values.

In plain English, they don't know the difference between mules' ears and lemons.

The same line of reasoning applies to the merchant, if he fails to employ the same intelligence in selecting goods as he expects his customers to exercise when they buy goods of him.

The conscientious and usually the successful retail merchant knows values and he buys values which he can recommend and his business is good because he sells values. He makes more money than the other fellow because GOOD GOODS and known values guarantee confidence and the amount of business done on confidence is increasing daily.

He knows the value of the goods inside of the can and is not misled by the label or the trimmings.

He tests the different spices in his own home and he knows which spices have the most strength and which spices give his customers the greatest value for their money.

He thus becomes a student of conditions and soon discovers that his local jobber can take better care of him and supply his needs to better advantage than the jobber in the far-away metropolis whose overhead is several times as much as that of the near-by jobber.

He knows that his cigar case is profitable because his cigars are well-known brands which are familiar to every smoker, rather than long shots and unknown brands which are slow sellers.

He knows that a few brands of well known coffee of real value build his coffee business, rather than a great number of brands which, perhaps, offer long profit and in reality give the customers small value for their money.

He knows the difference between mules' ears and lemons and that is why his money buys good value for him and he is able to give his customers good value for their money.

This is along the line of our preachments for a long time and is, we believe, the explanation of the steady and large growth of our business.

This is what we have to offer: We know values and give good value for the money and GOOD SERVICE to those dealers who know the difference between mules' ears and lemons—dealers who are building their business on the basis of known values and constructive service.

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers

MOVEMENT OF MERCHANTS.

Ypsilanti—Alexander Nulan has opened a modern hardware store on Washington street.

Shepardsville—Miss Marjorie Elliott has opened a confectionery store and ice cream parlor.

Hamtramck—The Hamtramck State Bank has increased its capital stock from \$25,000 to \$100,000.

Blaney—The Blaney Land & Cattle Co. has increased its capital stock from \$200,000 to \$1,100,000.

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

Lincoln Park—Labodic Bros., who conduct a lumber yard at Ford City, have opened a lumber yard at this place.

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

Gallen—M. Q. Smith, who has conducted a drug store here for the past thirty years, died at his home June 1, following a brief illness.

Grand Rapids—Daniel T. Patton & Co., 59-63 Market street, wholesale dealer in men's furnishings, has increased its capital stock from \$50,000 to \$100,000.

Cadillac—Ray W. Jaques, grocer and former President of the Retail Merchants' Association, died last Wednesday at the University hospital at Ann Arbor.

Coldwater—Fire destroyed the store building and general stock of J. D. Hayes, at Kinderhook, 12 miles south of here, June 2. The loss is partially covered by insurance.

Otsego—The Otsego Department Store has been incorporated with an authorized capital stock of \$40,000, \$30,000 of which has been subscribed and paid in in property.

Detroit—The John H. Thompson Auto Co. has been incorporated with an authorized capital stock of \$100,000, all of which has been subscribed and \$25,000 paid in in cash.

Grass Lake—The Grass Lake Mutual Oil Co. has been incorporated with an authorized capital stock of \$10,000, \$7,000 of which has been subscribed and \$1,000 paid in in cash.

Escanaba—L. E. Heinly has sold his lease of the Delta Hotel to Clyde J. Burns and Lawrence J. Cleary, local business men, who will secure a landlord who will work under their direction.

Vicksburg—Ralph Chapman has purchased the McElvaine Hotel, taking immediate possession. Mr. Chapman will make a specialty of Sunday dinners in order to attract the automobile trade.

Albion—B. F. Kinmont, who has conducted a drug store here for the past 30 years, 27 of which has been in the same building, has sold his store building and stock to Floyd Parks, who has taken possession.

Detroit—Gar Wood, Inc., 4196 Bellview, has been incorporated to deal in engines, boilers, machinery supplies, etc., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Detroit—The Detroit Steel Supply Co., with business offices at 711 De-

troit Savings Bank building, has been incorporated to deal in steel and steel products, with an authorized capital stock of \$25,000, \$7,500 of which has been subscribed and paid in in cash.

Jonesville—J. M. Arnold, landlord and owner of hotel Gilmer, is recovering from the effects of the automobile accident which occurred May 27, when the car he was driving was hit by a train, his six year old son killed and both he and his wife seriously injured.

Highland Park—The De Luxe Candy Shop, 16534 Woodward avenue, has merged its business into a stock company under the style of the De Luxe Candy Shop, Inc., with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in property.

Detroit—The Oakway Sand & Gravel Co., with business offices at 53 Buhl building, has been incorporated to manufacture and sell artificial stone and cement products, with an authorized capital stock of \$50,000, all of which has been subscribed, \$2,200 paid in in cash and \$30,000 in property.

Hudson—R. A. Beach, who has conducted a shoe store here since 1868, has sold his store building and shoe stock to Harry Burdick and Ray Darby, of Toledo, Ohio, who will continue the business under the style of Burdick & Darby, under the management of Mr. Burdick.

Saginaw—The Lord & Parris Co., 821 Genesee avenue, has been incorporated to deal in automobile supplies, accessories, etc., and to conduct a general garage business, with an authorized capital stock of \$25,000 common and \$50,000 preferred, \$55,000 of which has been subscribed and paid in in cash.

Bay City—The Bay City Freezer Co., a new corporation, having a cold storage and ice plant in Detroit, announces that it has let contracts for \$120,000 in buildings here to the Weber Co., of this city. The work is to be finished by August 1. Fish freezing will be a specialty of the new concern.

Greenville—W. E. Zank, who purchased the Corner drug store from W. W. Slawson about a year ago, has sold the stock to Allen G. Highfield, of Alma, who has taken possession. Mr. Highfield has conducted a drug store in Alma for the past seven years and comes here highly recommended. The location will be known as the Highfield Pharmacy. Mr. Highfield is a member of both the Masons and the Elks.

Greenville—W. E. Zank has formed a copartnership with J. H. Ritzema and Claude C. Cole and engaged in the fox business under the style of the Greenville Silver Black Fox Farm. The firm has purchased the Bryant E. Avery farm, 2½ miles West of the city, and will start with forty pairs. They are erecting a 50 pen ranch on the most approved plans. Mr. Cole has had previous experience in the business at Muskegon.

Owosso—Samuel Levy, Chicago salesman is in custody here on complaint of merchants in Michigan and other nearby states, who assert he defrauded them out of hundreds of dol-

lars. Levy is held on a charge of obtaining money under false pretenses. Levy is alleged to have sold work shirts and overalls at very low prices, obtained a down payment of as much as he could get, and then failed to deliver the goods. The warrant on which he was arrested charged him with having defrauded L. G. Heyer, of Owosso, out of \$398 on bad checks.

Manufacturing Matters.

Royal Oak—The Mellen-Wright Lumber Co. has increased its capital stock from \$70,000 to \$100,000.

Detroit—The Murphy Iron Works, Ft. Walker street, has increased its capital stock from \$350,000 to \$400,000.

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

Detroit—The Hartwick Lumber Co., 1661 Clay avenue, has increased its capital stock from \$225,000 to \$750,000.

Port Huron—The E. B. Muller Co., manufacturer of chicory, has increased its capital stock from \$350,000 to \$620,000.

Detroit—The Bigelow Clay Products Co., 53 Buhl building, has increased its capital stock from \$200,000 to \$350,000.

Saginaw—The Willcox Engineering Co., 900 South Warren avenue, has decreased its capital stock from \$50,000 to \$12,000.

Sault Ste. Marie—The Cadillac Lumber & Chemical Co. will erect a sawmill 93 x 275 feet in one section and 100 x 116 in the other.

Detroit—The General Tool & Engineering Co., 2496 East Grand boulevard, has decreased its capital stock from \$100,000 to \$29,570.

Grand Rapids—John Melis has sold his store fixtures and bakery at 1117 Wealthy street to Gerrit Van Oostveen. The consideration was \$1,500.

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

Cadillac—The Cadillac Malleable Iron Co. has been incorporated with an authorized capital stock of \$350,000, of which amount \$300,000 has been subscribed and \$30,000 paid in in cash.

Dearborn—The Dearborn Tractor Appliance Co., 11 Monroe boulevard, has been incorporated with an authorized capital stock of \$25,000, \$5,000 of which has been subscribed and paid in in cash.

Port Huron—The John W. Langley Tailoring Co. has been incorporated to manufacture and deal in clothing, with an authorized capital stock of \$1,500, all of which has been subscribed and paid in in cash.

Detroit—The Detroit Radio Development Co., 1815 Dime Bank building, has been incorporated with an authorized capital stock of \$15,000 preferred and 5,000 shares of \$1 per share, all of which has been subscribed and paid in, \$10,000 in cash and \$10,000 in property.

Bay City—The plant of the Colley

Castings Co., recently purchased at bankrupt auction sale by the Weber Realty Co., has been sold to Samuel Fair, of Saginaw, Edward Mills, of Midland and Edward Smith, of this city. The plant will resume operations here.

Muskegon—The Walker Candy Corporation has completed a large addition and will largely increase its output. The new building is 50x100 feet, four stories, and half of the new space will be devoted to hard candy manufacturing and the other half to cooling rooms.

Bangor—The Bangor Manufacturing Co. has been incorporated to manufacture and sell at wholesale and retail, automatic pumping machines, etc., with an authorized capital stock of \$35,000, all of which has been subscribed, \$1,625 paid in in cash and \$28,500 in property.

Grand Rapids—The Craftsmen Furniture Shop, 1331 Carmen street, N. E., has been incorporated with an authorized capital stock of \$10,000 preferred and 3,000 shares at \$2 per share, of which amount \$3,000 and 3,000 shares has been subscribed and \$3,000 paid in in cash.

Saginaw—The Bell Lock Corporation, to be incorporated for \$300,000, has been organized. The company will manufacture locks for the Pressed Steel Equipment Co., of Chicago, and at present it has a contract for 100,000 locks for ford automobiles and 50,000 cylinder locks for general use.

Escanaba—The Magnesite Products Co. has been organized among Escanaba business men and will start operations in the old Escanaba Manufacturing Co. plant, with P. L. Sullivan as manager. The company will manufacture magnesite products, stucco and boor composition material. Interested in the company with Mr. Sullivan are Ewald Beck, Max Kurz and W. J. Clark.

The Reserve Board's report on department stores shows that stocks of merchandise in April were somewhat greater than for the same month a year ago. This may be due to some extent to the later season this year and the slower movement of stocks in consequence but it is also significant that in nine of the twelve districts stocks of goods were larger last April than they were in March. The change in most cases, however, is too slight to indicate any pronounced tendency one way or the other. For the country as a whole stocks were 2 per cent. greater in value in April than in the same month a year ago and were 1.1 per cent. greater in April than in March. The greatest change in this respect was in the Minneapolis district, where there was an increase of 22.1 per cent. over a year ago and of 18 per cent. over March. The conclusion to be drawn from these facts is that shelves are not quite so bare as they were a year ago and that dealers are slightly more inclined towards forward buying, but not enough so to justify the conclusion that they have definitely abandoned their hand-to-mouth policy.

From sun to sun is the length of the night,

Essential Features of the Grocery Staples.

Sugar—The market is firm and excited. New York refiners advanced their quotations Tuesday from 5.70c to 5.80c. Local jobbers automatically advanced their price from 6.30c to 6.40c. It still looks like a 6c price in New York by July 1.

Tea—The holiday during the past week interfered to some extent with the demand for tea. Business has been quite dull during the week, but nevertheless there is something doing all the time. Prices have shown no change during the week and are generally considered to be on a rather low level, remembering the conditions in the primary market. There has been no change in any variety of tea during the week.

Coffee—The demand for coffee is reported to have been a little better during the past week, although first hands demand was interfered with by the holiday. All grades of Rio are about where they were a week ago. The same can be said of Santos coffees. Mild coffees are practically unchanged. The above refers to the market on green coffees in a large way. No change has occurred in roasted coffee in the jobbing way unless some jobber has found it necessary to adjust his values with the markets.

Canned Fruits—California fruits are firm, with an upward tendency. Everything is scarce, even apricots and peaches, which are less scarce than many other lines.

Canned Vegetables—Peas are now being packed in the South. The situation in peas is fairly active and strong. Corn is still very weak and dull. Tomatoes are steady to firm, but in light demand. Spinach is reported unusually dull and because of this some holders are cutting prices.

Canned Fish—Salmon has put in a rather dull week and the situation is complicated because Eastern prices are relatively much under coast. In fact, you can buy red Alaska salmon in the East at about f. o. b. price coast, which means a difference of about the freight rate. Pinks are also rather weak, with quiet demand. Sardines are dull, but are selling in small lots all the time. Prices are unchanged. Tuna is strong and fairly active.

Dried Fruits—Prunes are about unchanged without development, except that the new price of Oregon 1922 prunes was announced. The new price list contained no surprises and has aroused little or no interest. Apricots are quiet in spite of the prospect of a light pack. Raisins and currants are weak, with the trade very slow. Peaches are quiet at unchanged prices.

Beans and Peas—The market on dried beans has been somewhat firmer during the week and a number of holders have advanced their prices. This applies to marrows, pea beans and California limas. Demand has not been very heavy. Green and Scotch peas unchanged and quiet.

Syrup and Molasses—Compound syrup has been in fair demand during the week and prices throughout

the line show no change. Sugar syrup is in moderate demand at unchanged prices. Molasses dull at ruling quotations.

Cheese—The market is slightly firmer, the asking price about $\frac{1}{2}$ c per pound more than a week ago, due to a stiffening of the country markets. The quality is showing considerable improvement and will be full grass in the course of a week or so.

Provisions—The market on lard is $\frac{1}{4}$ c higher than last week's quotations, there being a better demand, with a fairly good supply. The market on lard substitutes remains steady and unchanged, with a good supply and a light demand. The market on smoked meats is somewhat firmer, the different styles having advanced about $\frac{1}{2}$ @1c per pound since previous quotations. There is a fairly active demand for smoked meats at this time and a good supply. The market on dried beef remains firm and unchanged, with a light supply and a fairly active demand. The market on barreled pork and canned meats is steady at unchanged quotations.

Salt Fish—Mackerel continues short and prices continue steady to firm. Mackerel are on a comparatively high basis, which has not been relieved by the receipts which have so far arrived.

Paris Green—Potato bug season is at hand and retailers will not go far wrong if they keep a watchful eye on their stock of paris green. It is needless to do anything savoring of the speculative but it is highly desirable to maintain stocks on a working basis.

Fruit Jars—Manufacturers have withdrawn their prices on fruit jars and have advised wholesalers that they will be unable to accept any further orders for delivery during June. Moreover all orders for later delivery are accepted only on the basis of price confirmation by the manufacturer. Retailers will do well to bear this fact in mind and if their floor stocks are not sufficiently large to carry them for a reasonable period, to place additional orders to cover their requirements while wholesalers stocks are in such shape as to permit of prompt shipment. The prospects for a big fruit and berry crop this year would seem to warrant merchants in expecting an unusually large sale of jars and other canning accessories.

Review of the Produce Market.

Asparagus—Home grown \$1.50 per doz. bunches.

Bananas— $7\frac{1}{2}$ c per lb.

Beets—\$2.50 per hamper for new Texas.

Butter—The quality is showing considerable improvement, as cows are now out in full pasture. There is a firm demand for all grades of creamery butter at this writing, but the receipts have been somewhat heavier than the present consumption can use. Local jobbers have advanced their selling price 2c. They now hold extra creamery at 35c in 63 lb. tubs for fresh, and 32c for cold storage; 36c for fresh in 40 lb. tubs. Prints,

35c per lb. Jobbers pay 15c for packing stock.

Cabbage—\$3.25@3.50 per 100 lbs. from Mississippi; Tenn., \$2 per 50 lb. crate.

Cantaloupes—\$10 per crate for Calif.

Carrots—\$2.50 per hamper for new Texas.

Cauliflower—Florida, \$3 per case of one dozen heads.

Celery—Florida, \$8 per crate of 4 to 6 doz. stalks.

Cucumbers—Illinois and Indiana hot house command \$1 per doz. for fancy and \$1.25 for extra fancy; home grown, \$1.60 per doz.

Eggs—The price slumped off $2\frac{1}{2}$ c to-day and local jobbers are now paying 20c for candled stock, including cases. The slump is due to the knowledge that storage stocks are more than a million cases in excess of what they were a year ago. The warm weather of the past few days is also affecting the quality of receipts.

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—Leaf, 10c per lb.; Iceberg from California, \$4.50@4.75 per crate.

Onions—Texas Bermudas, \$2 per crate (about 45 lbs.) for yellow and \$2.25 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	-----	8.15
252	-----	8.50
288	-----	7.50
324	-----	7.00

Sunkist, \$1 more than Fancy.

Parsley—60c per doz. bunches.

Peppers—Florida, 65c per basket.

Pieplant—\$1.25 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—South Carolinas now have the call, having advanced to \$8 per bbl. because of scarcity. Within another week Virginias will begin to come in, when the price will probably drop.

Poultry—Local buyers pay as follows for live:

Light fowls	-----	16c
Heavy fowls	-----	20@22c
Light Chickens	-----	16c
Heavy Chickens, no stags	-----	20@22c
Radishes	-----	40c per doz. bunches for home grown.

Spinach—90c per bu. for home grown.

Strawberries—The market is glutted, due to the unprecedentedly large crop. Good berries are netting the grower less than \$1 per crate which is below the cost of production. Good shipping stock commands \$1.25@1.50 per 16 qt. crate.

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

Tomatoes—\$1.75 per 6 lb. basket from Florida and Texas; home grown, \$2 per 7 lb. basket.

fine stock from Florida.

Watermelons—40@50c apiece for fine stock from Florida.

Wax Beans—\$2.25 per basket.

Hides and Pelts Strong and Higher.

Country Hides—Strong. Best quality steers over 60 pounds are held at 12c; heavy cows alone, also buff weights of choice quality held at 10c, other stock running 20 to 25 per cent. grubby offered at 9c. Extreme weights are held at 13c, with some recent business at this figure for best sections. Bulls quoted at $6\frac{1}{2}$ @ $7\frac{1}{2}$ asked. Branded Western hides listed $7\frac{1}{2}$ @ $8\frac{1}{2}$ c asked, Chicago freight.

Calfskins—Active. On small lot, less than carload, from an outside slaughter point moved at 16c, equal to $16\frac{1}{2}$ c, Chicago, freight. Regular lots of packer calf are held at 17c, as are also Chicago and other high-grade first salt city lots. Some fresh city skins are held at $15@15\frac{1}{2}$ c, and resalt stock ranging from $10@14$ c, as to quality.

Horse Hides—Firm on good quality. Renderer horse range from \$4@4.50, as to quality, with mixed city skins and countrys listed from \$3@4, depending on average weight and percentage of renderers.

Sheep Pelts—Strong, with offerings of wool pelts scarce. Packer shearlings of best quality are now reported as having moved at 90c, with some lambs held at \$1.25. Dry Western pelts are firm and held up to 30c in some instances, though pullers are a little backward about following the market any further.

Testimonial.

"Gentlemen—I had often read your advertisement stating that corns could be lifted out after a few drops of your liquid were poured on them. I regarded this as piffle and spoof, however, not to say the bunk. But one day recently a corn of mine began misbehaving, and I used a few drops of your medicine. As soon as the first drop hit the toe, the corn bounced right up and hit me in the eye. I can never recommend your corn remedy too highly after this. Have you anything to relieve irritation in a sore eye?"

G. Ullible.

If competition lets up a little, then is a good time for you to throw your advertising into "high" and step on the gas.

DAVENPORT, IOWA

CHICAGO, ILLINOIS

GRAND RAPIDS, MICHIGAN

Notice to Stockholders

—of—

United Light and Railways Company

The Board of Directors of United Light and Railways Company today approved plans to increase the Capital Stock of the Company from the total present authorized amount of \$30,000,000 to a total authorized amount of \$50,000,000, to be composed of 500,000 shares of \$100 each.

The entire authorized increase of \$20,000,000 par value will be classified and known as **PARTICIPATING PREFERRED STOCK**. Of this authorized amount, approximately \$3,500,000, par value, will be issued on or about July 1st, 1922, being sufficient for the conversion of one-half of the present outstanding Common Stock, share for share. This stock will draw dividends at the rate of 7% annually and be payable in quarterly instalments. The 7% dividend will be cumulative.

A further dividend to the extent of 1% additional shall be declared on the Participating Preferred Stock whenever in any year the Common Stock of the Company shall pay or have declared thereon dividends of 7% or more.

The Participating Preferred Stock will be subordinate to the First Preferred Stock, now outstanding, in its claim on assets and earnings of the Company.

The Participating Preferred Stock can be called for redemption, in whole or in part, on any dividend date, at the option of the Company at 120% of the par amount and all accrued and unpaid dividends thereon.

A special meeting of the Stockholders of the Company is called to be held at Portland, Maine, on June 30, 1922, to ratify the acts of the Board of Directors and to approve the increase in the authorized Capital Stock and the classification of it into Participating Preferred Stock. Proper notices and proxies will be sent to all stockholders on or before June 10, 1922, entitling them to vote at this special meeting of the stockholders.

As soon as the stockholders have ratified the acts of the Board of Directors and authorized the increase of the Capital Stock, the Common stockholders will be entitled to exchange one-half of their present holdings of Common Stock for a like amount of 7% Cumulative Participating Stock, share for share.

Warrants entitling the holder to exchange Common Stock for Participating Preferred Stock, as noted above, will be issued on July 1, 1922, to Common stockholders of record at the close of business June 10, 1922. These warrants will be transferable and can be bought or sold.

The dividends on the Participating Preferred Stock will be cumulative from July 1, 1922. Proper notices and blanks for deposit of stock for exchange will be sent to stockholders at an early date. All Common Stock exchanged for Participating Preferred Stock will be returned to the treasury of the Company.

Application will be made to list the Participating Preferred Stock on the Chicago Stock Exchange.

A MORE DETAILED STATEMENT WILL BE FORWARDED TO ALL STOCKHOLDERS AT AN EARLY DATE. COMMON STOCKHOLDERS SHOULD TRANSFER THEIR COMMON STOCK INTO THEIR OWN NAMES ON OR BEFORE JUNE 10, 1922.

Chicago, June 1, 1922.

L. H. HEINKE,
Secretary and Treasurer.

"Wonder of Wonders"

RADIO!

Another Industry That Will Make Millionaires

NOW IS YOUR OPPORTUNITY

Nothing Like It in the History of the World

The unparalleled demand for Radio-Telephone Receiving Sets and accessory equipment surpasses anything of its kind. During the past 12 months 750,000 Radio Receiving Sets have been installed in American homes. Today there is a demand for 5,000,000 Radio Telephone Receiving Sets. Orders have been in the hands of manufacturers for months. Promise of delivery dates is out of the question. Even the old established electrical companies cannot expand fast enough to take care of this remarkable market. Additional sources of supply will feed this rapidly growing market and the manufacturers now able to produce wireless equipment will make enormous profits for themselves and their stockholders at the very beginning, and at the same time will become firmly established in a permanent field of wonderful opportunity.

THE MICHIGAN RADIO CORPORATION has recently engaged in the manufacture of Radio-Telephone Outfits, parts and batteries. The Company owns its own battery plant and therefore cannot be delayed in the production of outfits through inability to procure batteries or any necessary parts. In this way, the Michigan Radio Corporation will be able to reach the widest possible market.

Managed by Successful Business Men

The facilities of the plant are complete and admirably suited for the manufacture of Radio Telephones. The corps of Radio Engineers and technical experts in charge of production are authorities on the subject of radio transmission. The officers and directors of the Company are some of Grand Rapids' most successful business executives.

Officers and Directors of the Michigan Radio Corporation

GUY W. ROUSE, Pres.
Pres. Worden Grocer Co.
G. W. EUKER Vice Pres.
Pres. International Battery Co.
W. G. FARNSWORTH, Sec. Treas.
H. K. BREARLEY,
Sec. and Treas. Brearley-Hamilton Co.
C. H. STALKER,
The Michigan Radio Corporation.

H. C. CORNELIUS,
Sec. and Treas. Wolverine Brass-Works.
CHAS. J. KINDEL,
Manufacturer.
DOUGLAS RAY,
Sec'y & Treas. John Widdicomb Co.
FRANK G. ROW,
Sec'y & Treas. Grinnell-Row, Insurance.

Unusual Opportunities for Investors

Radio has wonderful possibilities. Where it will end no one knows. It is known that the demand is so great, however, that those manufacturers now in the field won't even name delivery dates on various parts. If you have any sum available you should investigate our proposition at once with a view to placing your investment where it has the possibility of earning the biggest income.

SEND THIS COUPON TODAY FOR FULL DETAILS

Write, phone, call, wire or send this coupon without delay and let us give you full and complete details of this great opportunity. Such a request for information does not obligate you in any way but it does place in your hands the chance you have been waiting for, the chance to own stock in a company which offers limitless opportunities for great profit.

MICHIGAN RADIO CORPORATION

—Formerly—
SAHLIN MANUFACTURING CO.
GRAND RAPIDS, MICHIGAN

MAIL THIS COUPON TODAY!

MICHIGAN RADIO CORPORATION,
31 Ottawa Ave., N. W., Grand Rapids, Mich.
Gentlemen:—Send me without any obligation whatsoever, full information regarding The Michigan Radio Corporation, the market for Radio Telephone Apparatus, probable profits from the enterprise, etc.

Name _____

Address _____

RAILROADS BREAKING DOWN.

What will eventually become of the railroads?

They are certainly in a bad way at the present time, with the managers tied hand and foot by the infamous Adamson law, with the employees fighting a reduction of pay, and a public demand for reduced freight and passenger rates.

Even now a strike among railway employees looms, and no man dare prophesy what the outcome will be. Who or what is to blame for the unsettled condition of railroad properties? Primarily, of course, the existence of the Adamson law and the political activity of McAdoo when he rattled around in the chair of railway autocrat. We hear no longer of big railway building projects. That is one industry that is going down instead of up.

One need only to sit by the wayside on a trunk line road and count the heavily loaded trucks, and semi-freight auto cars and the lines of passenger busses to understand where the pinch comes.

Bus lines, freight lines, carryalls along the highways tell the story, and the echoes of the railway death knell sounds all down the line.

It is a sad and unwholesome story to read, yet we must read it all the same, and make up our minds to see the complete disruption of steam railway traffic in the United States.

The railways have, in a measure, outlived their usefulness and are passing rapidly on the down grade. Many short lines are either being taken up or requests to that effect are in evidence.

Watch the trains as they pass your door. How do they to-day compare with those same trains even one short year ago? Comparisons are odious, one cannot help noting the falling off in passenger traffic. As for the freighting business, the stores in every country village along the railway right of way receive daily their quota of goods by auto truck from the city's wholesale stores. This, in itself, tells that part of what the railway is up against.

This is not a temporary embarrassment either, but one that is being enlarged upon every day.

The railroads, even the trunk lines, are on the down grade. It is not true charity to shut our eyes to the truth. One had better face the facts and make the best of them.

Slowly yet surely are the traffickers on trunk line country roads cutting into the railway traffic with a big knife, and as the days advance this cutting continues to grow until the railroad management knows not which way to turn to escape from the doom awaiting them.

The railroads have been Government coddled to death, and it is this Government interference which has worked havoc with all the railroad lines in this country.

Better for all concerned had the Government kept hands off. In many instances the interference of Government with business has worked hardships to the business and created no end of confusion and trouble.

One might think that four years

after the conclusion of the war there ought to be an end to war-time management of railroads by the Washington Government. Such is not the case, however, and the prospect looms of a railroad strike that will pale anything of the kind heretofore attempted.

It is plain enough that freights and fares are too high. No normal conditions can come about while such a condition exists, and yet has not an attempt been made to lock the door after the horse has been stolen?

People have suffered too much from highway robbery to care much how the railways extricate themselves from the mess they have got into, aided, no doubt, in large measure by the ill-considered interference of Government.

Facts are stubborn things.

The auto busses and freight trucks have multiplied very rapidly within the last few months. A reform of this sort seldom goes backward. We may conclude that these methods of traffic have come to stay, and it is this belief that leads one to ask what will become of the railroads?

There can be no escape from the fact that it was a mistake when the railroads nearly doubled their passenger rates, ditto freight. Limitless tons of the latter now go across country without paying tribute to big railway corporations. People are becoming familiar with the busses and freight trucks and are fast forgetting the one time indispensable rail trains.

It is hard to believe that the steam rail lines may be entirely wiped off the map, yet the tremendous drop in business seems to point to no other conclusion.

From many stations three-quarters of the passenger business is handled by auto busses. What are the railroads doing to counteract this? Nothing that has become visible to the naked eye. Instead of striving to serve the public they seem to take a keen delight in laying on MacDuff until the public has about ceased to care what becomes of the railroad lines. The outlook for renewed railway prosperity is certainly in the gloaming at present.

STEEL FOR BUILDING.

The building boom was reflected in April in orders for fabricated structural steel, which were about equal to the capacity of the plants, according to figures just published by the Department of Commerce. Sales during April by seventy-five firms were at the rate of 99 per cent. of their capacity. Although available figures for March are not exactly comparable, the gain in April over that month was approximately a third. Apparently this was not held during May, however, as preliminary figures indicate a volume of business more nearly equal to that of March. The big demand for structural materials that came with the end of winter and the launching of the building boom has eased off somewhat but this does not foreshadow any immediate slackening of actual building operations. The large orders for structural steel of April rather point to a busy period of building for a good part of the summer.

THE WOOLEN SITUATION.

Not much change is observable in the wool situation from week to week. There has been a persistent effort from many sources to create the impression that there is a scarcity of the raw material. But the fact remains that about a two years' world supply is available and that the only thing which keeps up prices outside this country is the fact that huge stocks extant are held in trust and are doled out in limited quantities to prevent a break in the market. At times it would look as though the break would come in spite of the precautions against it. Last week, for instance, there was a softening of prices at the Australian auction sales and the withdrawals were quite marked. A notable circumstance with regard to recent wool imports into this country is the large quantity of combing wool brought in. This amounted in April to nearly 22,800,000 pounds, which exceeds the total of any complete year excepting 1917. Road business by the salesmen for clothing manufacturers is still a little spotty, but the season may yet be retrieved. Retail sales by clothiers are picking up and, if the improvement continues, it will be a great help to fall purchasing. The labor situation is becoming a little acute and will have to be settled soon. Walking delegates are bending every energy to incite the men to undertake another strike. The same holds true as to the cloak and suit manufacturers, who have begun to show their fall lines.

GROVELING TO GOMPERS.

In failing to immediately repeal the infamous Adamson law, which is the blackest page in American history, the Republican party has written itself down as the PARTY OF COWARDICE, thus placing itself on the same level of groveling to Gompers as the Democratic party did when it enacted, under the coercion of the union autocrats, the most unjust, unfair and utterly iniquitous law ever conceived by the demons of destruction and unrest.

Fred W. Upham, Treasurer of the Republican National Committee, is now soliciting contributions for the forthcoming congressional campaign. How any business man can fall for such an appeal is incomprehensible, in view of the opportunity the party in power has had to restore business conditions to normal—by the repeal of the Adamson law—and utterly ignored its duty to the people. It has betrayed the trust reposed in the party by failing to do its duty at a time when such a betrayal ties the hands of all who could work together for the salvation of the country and the restoration of good business conditions.

It would, of course, be a calamity for the country for the party of Wilson & Gompers to return to power, because the Democratic party admits that it gave free rein to marplots of the Gompers ilk, but it would be no worse than to pretend to be decent, as the Republican party does, and then betray the people by retaining on the statute books the law which makes

liberty a hissing and a by-word and American freedom a joke.

MURDER AND THUGGERY.

The typographical union has always stood for murder and thuggery and employed them as its favorite weapons whenever it sought to injure employers who refuse to recognize the sacredness of the union card or honest workmen who refuse to bow their heads to the yoke of union tyranny.

In sentencing John F. Simmonds, after being convicted of defying an injunction of the Wayne Circuit Court, Judge Carr said:

No organization that sanctions unlawful methods, that sanctions force, can succeed. An organization like yours which stands for lawlessness is simply building its house on a foundation of sand.

How did the typographical union accept this sentence and judicial rebuke? Did it strike the name of its official from its membership list because he had been convicted of a criminal act and sentenced to pay the penalty? Not much. It immediately re-elected him secretary-treasurer of the murderous organization in whose behalf he was acting when he committed the crime above named.

John J. Quinlan, another agent of the same union, who, under orders from the union, employed two slug-gers to maim and murder non-union printers, is still out of the reach of the officers of the law. The Detroit police cannot locate him, although it is five weeks since he absconded. He is probably living on the fat of the land somewhere in Canada on funds sent him regularly by the Detroit typographical union.

CREASEY AS A BANKER.

A Louisville newspaper announces that Creasey is about to establish a bank in that city—that he proposes to loan money at 3 per cent. and pay his depositors 6 per cent. on their daily balances. Such an arrangement would be no more ridiculous than the promise of Creasey and his piratical gang to sell groceries at wholesale at 3 per cent. profit.

Just now Creasey collectors—who claim to be lawyers, but apparently know nothing about law—are very busy threatening to sue grocers who have not paid the fraudulent notes they signed for stock in the Creasey graveyard. Dozens of victims have appealed to the Tradesman for advice. In every case they have been told to challenge suit, because no jury will ever hand down a verdict against a grocer who was inveigled into signing the notes by fraudulent representations. In no case will any of the swindlers who secured the signatures under the circumstances dare to show his face in court, so there will be no one present to contradict the testimony of the merchants and that of their clerks or associates who happened to be within hearing when the signatures were obtained. All it requires on the part of the merchant is a bold front and a steadfast determination to refuse to listen to the siren voices of the cheap lawyers who are now undertaking to make good on the nefarious designs of the greatest crook who ever infected the grocery trade.

NEW ISSUE

\$550,000

VICTORIA BUILDING

(Toronto, Ontario)

7% Sinking Fund First Mortgage Gold Bonds

(Closed Mortgage on Fee Simple)

Dated May 1, 1922

Due May 1, 1937

Coupon bonds in denominations of \$1,000, \$500 and \$100. Registerable as to principal amount only, at the office of the Otis Safe Deposit Co., Cleveland, Ohio. Principal and semi-annual interest, May 1st and November 1st, payable in United States Gold at the offices of the Otis Safe Deposit Co., Cleveland, Ohio, and the National Trust Company, Ltd., Toronto, Ontario. The United States Normal Federal Income Tax not in excess of 2% per annum, will be refunded.

Callable as a whole or in part by lot on any interest paying date up to and including May 1, 1927, at 105 and accrued interest, and thereafter at one-half point less each year until maturity.

National Trust Company, Ltd., Toronto, Ontario, Canada, Trustee
Otis Safe Deposit Co., Cleveland, O., Fiscal Agent

Summary of letter received from Senator William Proudfoot, Ontario, Canada, President of Building Company:

SECURITY: The bonds will, in the opinion of counsel, be secured by a closed first mortgage upon the fee simple title to land having 165 feet frontage on Richmond Street and 104 feet frontage on Sheppard Street, Toronto, with a similar depth throughout, and upon a ten story and basement, reinforced concrete, fire-proof office building now under construction containing approximately 150,000 square feet of floor space.

Appraised Value of Land	\$240,000.00
Cost of Building	709,000.00
Total Value of Security	\$949,000.00

EARNINGS: The average rental prevailing in Toronto for space of the character offered by this building is from \$2.50 to \$3.50 a foot. Based upon an average rental of only \$1.50 per square foot and upon liberal allowances for expenses of maintenance and other contingencies, it is estimated that net earnings of the Victoria Building applicable to interest and sinking fund requirements of this issue will be in excess of two and one-half times the average yearly requirements.

SINKING FUND: Beginning May 1, 1925, provision is made for a sinking fund which will retire, in approximately equal annual amounts, more than 50% of this issue of bonds before maturity.

LOCATION AND BUILDING: The property is located on the corner of Richmond and Sheppard Streets in the business center of Toronto, immediately accessible to the financial and shopping districts and Government buildings. It is particularly well located for the use of barristers, solicitors and actuaries.

Construction of the building will be first class throughout, particular attention being given to durability, lighting and modern conveniences. In addition, this will be the first office building in Canada with garage facilities in the basement, a particularly attractive feature in view of the traffic congestion now prevailing in Toronto.

Since 1914, construction of office buildings has not kept pace with the extension needs of the city, and as a result many businesses are temporarily housed in unsuitable quarters, and there is demand for space of the character offered by the Victoria Building.

GENERAL: The indenture requires monthly payments to the Fiscal Agent of one-twelfth of the annual interest and sinking fund requirements; maintenance of a fund sufficient for the completion of the building from which payments shall be made by the Fiscal Agent only upon certification by the Engineers and Architects; surety bond for completion of the building, free and clear of all liens and encumbrances; insurance for the full insurable value of the building, and representation for the bondholders, through the bankers, upon the directorate of the Building Company.

The management of the building will be in the hands of experienced building managers of Toronto, approved by the bankers.

APPRAISALS & ESTIMATES: The appraisal of the land value has been made, and the estimates of earnings approved by three members of the Toronto Realty Board who are recognized authority on Toronto Business property. Plans for the building have been made and estimates of cost approved by C. Howard Crane of Detroit, Michigan, and Windsor, Ontario, Architect of the building.

LEGALITY: All matters of legality pertaining to this issue are under the supervision of Messrs. Bulkley, Hauxhurst, Jamison & Sharpe, Cleveland, Ohio, and Messrs. Proudfoot, Duncan, Gilday & Tisdall of Toronto.

We offer these bonds when, as and if issued and delivered to us and subject to legal approval, at 99½ and accrued interest, to yield over 7%.

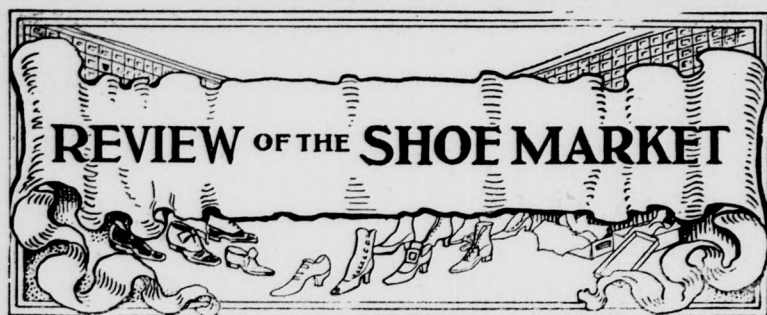
Howe, Snow, Corrigan & Bertles

Grand Rapids Savings Bank Bldg., Grand Rapids, Mich.

310 Ford Bldg., Detroit, Mich.

OTIS & CO., Cleveland, Ohio

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



Letting Mail Order Competition Defeat Itself.

In every community there are people who think that they are cutting down their shoe bills by sending away for shoes. There must be, or the shoe departments of the large mail order houses would not be doing the volume they do. In many cases these people are the dyed-in-the wool mail order house buyers who buy what they need, from silk to grape nuts from the catalogue.

A merchant whose town was surrounded by these habitual catalogue house buyers solved the problem by letting the buyers convince themselves that as far as shoes are concerned there are more things to consider than the mere prices at the end of the description. And where he used to lose a lot of sleep because of the shoe money-orders that went away, to-day he is not concerned at all about the local buyers who send away for shoes. They are the dregs that are almost impossible of conversion to buying at home.

Nine years ago he quit pleading and arguing—that is, in verbal talk-fests—to get business from such people. He did send out a circular that put a chip on his shoulder. He offered to show these people that they could buy of him to better advantage than of the mail order houses. He felt he had to do something. Business was going away, farmers were talking about wonderful savings, the merchants' hold-up prices and "ragging" him by comparisons.

Before he sent out his defy he visited a few manufacturers and wrote others. He told them that he needed their help to meet the mail order competition. They agreed to work with him—to at least give the plan he proposed a trial.

He didn't censure the buyers from the mail order houses.

"If you've been patronizing the mail order houses," he told them in his literature and over the counter, "you have done it because you believe you saved money by so doing. If everything were equal, we know you'd rather give the business to the local merchant. We're going to make them equal. We're going to eliminate the necessity of your ever sending away for another dollar's worth of merchandise. We're going to install a special mail order service department.

"In this department we're going to handle the business just as the catalogue man handles it. We're going to act as messenger between you and the factory. That is the mission of the catalogue man. The difference between what you pay him and what

he pays the factory is his profit. That will be ours.

"We, of course, have goods ready to serve here. If there is no difference between the catalogue house price and our ready-to-serve price—and you will be surprised how they do match up in many cases when you come in—you'll make the selection here and have us wrap up the goods for you to take right along home with you.

"When you're ready to talk merchandise, we're ready to prove our position. From our ready-to-serve stock you handle, compare, try on and wear out. From our mail order service department you buy sight unseen for future delivery. In either department you save money when you trade with us."

That circular, containing in all as much matter as would crowd a newspaper page, soon began to bring in challengers. People had heard mail order talk before. They took it for a bluff. Partly to call the bluff, partly to tantalize the merchant and then just to find out they delayed mailing their orders. It was always a pleasure to the merchant to see one of these satisfied mail order buyers walk in and smilingly draw from an inside pocket the order, all sized up and enclosed in an unsealed envelope for the catalogue house man.

These people were not entertained at the front. Experience has taught this man that mail order "challengers" and kickers are best handled when they are escorted to his private office in the rear. With no audience of the store people and customers much of their anger and self-assurance loses itself. The "stage" was all set in the rear office: It was part of the program. On a shelf at one side was a row of the fine catalogues of shoe manufacturers with whom the merchant dealt. Mail order catalogues were also there. Sometimes an order filled out would be for shoes for the entire family and for rubbers and overshoes to fit them, to say nothing of hosiery. When he caught a mail order he usually got a netful.

"What is this Tom, about your matching mail order house prices?" the buyer would say.

"That is what we do."

"I never found your prices as low as mail order prices."

"You will in our mail order service department," the merchant would come back, seeing that the modus operandi was not exactly clear to the customer.

"Well, take a look at that—you haven't any shoe like that at \$8.95. If you have you changed your prices lately."

The merchant would read the catalogue number and pull out the catalogue of the house quoting it, then carefully go over the description as given in the mail order book. Recognizing the class of shoe, he drew from his file of manufacturers' catalogues a catalogue showing such a shoe. Soon by referring to the stock list he found a shoe in stock on the manufacturer's floor that matched the mail order shoe.

"That the same shoe? Looks a lot better than this one in the mail order book." The merchant realized that this was due to the fact that while the mail order illustration was small and on comparatively cheap paper that of the shoe manufacturer was large and on fine paper. It made a better impression, but he made no comment as to the reason.

"Practically the same shoe. A good one, too."

"What is the price?"

"Eight-seventy laid down here. I know it is a good shoe, for we have sold them for years. It will be mailed direct to you from the factory."

"I guess I'll take it. That is fair enough. Reckon you want the money in advance? Say—didn't you say that shoe was one you been carrying?"

"Yes."

"Well, then, suppose we walk over and let one of the boys try a pair on me? I am not always easy to fit."

"Can't do that. Don't ask for fitting service at this price. You see, you came in to buy of our mail order service department. No fitting goes. Just pick out your shoe, lay down

your money and in a couple of weeks the shoes come to you by mail—you try them on at home. That is mail order service—"

"Yes, but you got the shoe right over there, and the boys ain't particularly busy, are they? Seems funny to me."

"I'm afraid you don't understand. If you buy by mail you don't get fitting service. If you wish to be properly fitted it costs more and is worth it. We have to employ men to fit shoes—the mail order man doesn't. We cannot meet mail order prices when we have to fit the shoes and they don't; but if you pass up the fitting and buy of us on their plan, we have shown you that we can beat them. It is all in the way you wish to 'travel'—pullman or day coach. You

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.

FOOT COMFORT

WIDE
AND
ROOMY

IN STOCK
FOR
PROMPT
SHIPMENT



No. 988—Men's H. B. Kangaroo, half Double Sole, Rubber Heel, Good-year Welt, Bekvam last\$3.85
No. 989—Men's Genuine Kangaroo, half Double Sole, Rubber Heel, Good-year Welt, Bekvam last\$4.25

The Bekvam last over which these shoes are built has a high plain toe, short shank, extra broad ball. It is designed to fit short, extremely thick, large jointed feet. We have stocked a few of these shoes in Genuine Kangaroo to meet the requirements of the customers of the Rindge, Kalmbach, Logie Co. who are looking to us to fill this need.

HEROLD-BERTSCH SHOE CO.

Manufacturers of Serviceable Footwear

Grand Rapids, Mich.

get a pair of shoes either way. Is it worth the difference to you to get a pair that will fit correctly and that you can have right away?"

"I see it. You're right. Tear up that order and come on. I never thought of you fellows in that way before."

A very small percentage of these people would let the order go and the manufacturers had to be bothered but little. Once in awhile a crank would turn his back on the logic and walk out of the store; but they were few.

Where much missionary work came in was in calling attention to the misfits of the mail order shoes, not the fault of the seller, but of the buyers in that they in most cases fitted the shoes too small. Tactfully he would point out what this meant. The customer without being criticized got the moral. It convinced people that shoe salesmen are worth something after all. It ran down to the few incurables the number of people in the community who sent away for shoes.

Making Walking a Pleasure, Not an Effort.

We can safely say that 90 per cent. of the civilized men and women find walking an effort, and still they realize how essential this exercise is to health.

They give innumerable excuses rather than acknowledge the real cause, which is—uncomfortable shoes!

This discomfort is deliberate, as it is entirely unnecessary, and is attributed to the desire to make the feet appear as small as possible. Too short or too narrow shoes can be the means of excruciating pain accompanying each of our countless steps, as the toes and ball of the foot are held in an unnaturally crowded position. The pain of the cramped part of the foot, as it comes in contact with the pavement is plainly expressed in the lack of freedom and grace.

It seems incredible that people will voluntarily endure this unbearable pain rather than wear a shoe built on comfort principles.

The correct construction of shoes requires extremely careful consideration. To insure the springiness of the arch with which we are originally provided, the leather shank of the shoe should be flexible, with sufficient elasticity to yield with the weight of the body, and spring back in place when the weight is removed.

It has been proven that a flexible, hand-tempered steel shank built between the inner and outer soles of the shoe relieves the strained muscles of the arch very effectively.

There is a correct and incorrect way of walking, and to do it properly, the toe should touch the floor before the heel. To observe pedestrians, one would be convinced that the weight of the body should be brought to bear on the heels first, but no athlete would walk on his heels, and no physical training instructor would permit his students to walk in this manner. The toes and ball of the foot should touch the floor first. This means less jarring and more spring.

The springiness can be maintained only when the shank of the shoe conforms to the shape of the arch. The shank must be of a pliable material

that will yield with the expansion or contraction of the muscles, and give buoyancy in cases of muscular weakness.

The mere fact that when stepping from the curb to the road, the toe touches the road first, proves that the foot suffers less shock when the toes are placed on the ground first, when walking. The shock at each step may be very slight, but the countless repetition of it is enough to jar the nerves of the spine and even the brain. Headaches and backaches result, and in many cases the vision is affected.

Toe walking, although correct, is unusual, but it certainly adds grace to the step.

Too high heels have made the ball of the foot too sensitive to constantly bear the weight of the body, and this is probably the reason for bringing the heel down first.

A sturdy but flexible sole is far superior to the paper like soles so frequently worn, for protecting the soles of the feet from the many uneven surfaces over which we walk.

People must learn to stand properly if they wish to walk properly. As we follow the action of walking from the correct standing position, it can be observed that the toes should be placed on the ground slightly ahead of the heel. As the transverse angle of the body passes over the feet the anterior muscles of the leg in action are flexing and contracting constantly.

The toes are held to the ground by flexor muscles, in addition to the weight of the body. The action of the gastrocnemius and the soleus at the proper time, raises the heel; the muscles lying back of the inner malleolus contract, and the smaller toes grasp the surface of the sole, assisted by the plantar muscles. As the posterior muscles begin to contract, the anterior muscles relax.

When the foot is fully extended the line of the heads of the first and second metatarsals should be at a right angle to an imaginary line of progression of the body.

How many can comfortably stand in their stockinged feet for any length of time? Not very many, as in 99 cases out of 100 the muscles of the arch are not strong enough to hold the weight of the body without assistance. This is due to our not being accustomed to walk or stand without the assistance of the shoe.

This demonstrates that we must have assistance, but it must be the right kind, and similar to nature's construction of our feet. The amount of pressure and flexibility depends on the individual's requirements which should be determined by a careful diagnosis.

If in selecting footwear, consideration is given the toe room, weight of sole, proper construction of the heel, and the shank, walking will be a pleasure as well as a necessity.

Dr. Peter Kahler.

The Greatest Things.

The greatest sin—fear.

The best day—to-day.

The biggest fool—the girl or boy who will not go to school.

The greatest deceiver—one who deceives himself.

The most beautiful woman—the one you love.

The greatest mistake—giving up.

The most expensive indulgence—hate.

The cheapest, stupidest and easiest thing to do—finding fault.

The greatest trouble maker—talking too much.

The worst bankrupt—the soul that has lost its enthusiasm.

The cleverest man—one who always does what he thinks is right.

The best teacher—one who makes you want to learn.

The best part of anyone's religion—gentleness and cheerfulness.

The meanest feeling—jealousy.

The most important training—training in democracy.

The greatest need—common sense.

The best gift—forgiveness.

GOODRICH BOATS

TO CHICAGO

Sunday, Monday, Wednesday and Friday Nights

7:35 P. M. Grand Rapids Time

FROM CHICAGO

Tuesday, Thursday and Saturday Nights

7:45 P. M. Chicago Time
Monday Morning 8 A. M.

FARE \$3.95

Boat Car Leaves Grand Haven Electric Station 7:35 P. M.

Daily Service Effective June 15th
Route Your Freight Shipments

THE GOODRICH WAY

"Operating Steamships Every Day in the Year," and

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With Consolidated Railroad Ticket Offices

Citz. Phone 64509, Bell Phone M. 554.
W. S. NIXON,
City Passenger Agent.

Electric Railway Station
156 Ottawa Ave., N. W.
One Block East of Hotel Pantlind
L. A. GOODRICH,
Traffic Mgr.

Home Ease

STRAP SANDAL
IN STOCK

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



BRANDA SHOE CO., Detroit, Mich.

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

We consider our Service
organization second to none in
Michigan.

Consider this when you buy your
NEXT CAR.

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WE SELL

**Pierce-Arrow
Franklin
Oldsmobile**

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

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

Two Snappy New 5c Rolls—



SOFT CREAMY
LOZENGES,
VERY PEPPY

CHOCOLATE
FLAVORED
MALTED MILK
LOZENGES



THE NEW FOOD CONFECTION

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

Putnam Factory, Manfrs. Grand Rapids,
Michigan



Crooked Devices Employed To Bunco the Banker.

Banks are supposed to be canny institutions. To their clients they frequently offer shrewd and serviceable warnings against wildcat, blue-sky and other crooked devices, thus, undoubtedly, saving millions of dollars yearly to the public. Meantime they are themselves the prey of a class of swindlers who specialize in the bilking of financial institutions.

Age does not wither nor custom stale the infinite variety of the old, old theme which the hypnotic bunco man successfully works upon the trustful bank official behind the little wired window supposed to guard the cash. One experienced and beguiling operator did a business of several hundred dollars monthly all over the country and practically without variation of his sweet and simple method for around eleven years before the William J. Burns Detective Agency, which acts for the American Bankers' Association, in desperation over the failure of bank officials to heed former warnings, got out a blazing red circular which finally did the business and landed the man of several score profitable aliases in jail.

It is from the Burns Agency records that I have made up the career of the imaginary bank specialist whose activities are set forth below. Although the personality is fictional or, rather, composite, every detail of the schemes described is actual, is fully recorded in the Burns archives or in Government documents, and the total represents hundreds of thousands of dollars cost to the financial institutions of the country and will doubtless run into hundreds of thousands more before they attain to a condition of self-protective caution.

"It never could happen in this bank," confidently asserts the average official. Maybe not. But to err is human. And even in business hours the most careful teller or cashier retains some of the amiable weaknesses of the genus homo.

Suppose we start our crook, whom we will call Cyrus Slickley, without capital other than a native shrewdness, a smooth address and a flair for extra-professional banking operations. He begins his career by "hall-boxing." This is a small-caliber pursuit, practicable only in a large city and involving rather more risk than the higher phases of the art.

Cyrus goes into the wholesale district just after the first rounds of the postman and before the arrival of the business men. Keeping a wary eye out for interruptions, he rifles the letter boxes in the hallway, scurries into seclusion with his epistolary booty, sorts it out, destroys such disappoint-

ing communications as contain no financial possibilities, segregates all checks and drafts, and then enters upon the technical part of his work. With chemicals and knife he delicately erases from the checks all but the amount and the signature (he may even raise the amount if the check be not protected by a perforation stamp) and fills them in to suit his taste either by handwriting or preferably with a typewriter. Now comes the matter of cashing them.

This he cannot do himself, for he hasn't the "front" for it, being probably too shabby of appearance. So he goes to some small shopkeeper who is on the fringe of the criminal world and gets him to act as go-between for a consideration which may run as high as an even split on the loot. The store man's financial responsibility may be practically nil—in fact it usually is—yet his business gives an effect of permanency; he is known to the neighborhood banks; generally one can be found to oblige him once—and once only. For when the checks are put through they come back with unpleasant news attached.

The over obliging bank gets after the storekeeper, who promptly and injuredly washes his hands of all responsibility. He thought the checks were all right. Bank people are supposed to be expert in such matters; if there was anything wrong, why didn't they spot the swindle? So the bank is stuck, and Mr. Slickley, not percisely bulging fat with rewards, indeed, for this game is workable only in small amounts, but with enough to furnish him for his second step upward in his profession, leaves for a smaller city and his next job. This requires careful dressing, but less nerve than the first venture.

Let me now present Mr. Cyrus Slickley in the well-known and unpopular role of his own brother-in-law, one appearance only in the city of, say, Toledo. Immediately upon arrival he has made some quiet enquiries and learned that the Dalton Manufacturing Company runs a checking account at the Howcumsit Trust Company, whose assistant cashier is named Delavan. Armed with this information he calls up the trust company on the phone and hands out his line:

"Mr. Delavan, please. This Mr. Delavan? Good morning, Mr. Delavan. This is Thomas Q. Dalton. Yes, of the Dalton Manufacturing Company. My brother-in-law, John Whittemore, has just come to town to live and I'm sending him down to you. I'd bring him myself, but I've got a lot of things on this morning. He may want to start an account. Anyway, do what you can for him, won't you? You'll find him a very nice fel-

Fenton Davis & Boyle

BONDS EXCLUSIVELY
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BONDS

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

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



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GRAND RAPIDS
SAVINGS BANK
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Satisfied Customers

know that we
specialize in

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and service.

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Grandville Avenue and Cordelia Street
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West Leonard and Turner Avenue
Bridge Street and Mt. Vernon Avenue
Division Avenue and Franklin Street

CADILLAC STATE BANK

CADILLAC, MICH.

Capital \$ 100,000.00
Surplus 100,000.00
Deposits (over) .. 2,000,000.00

We pay **4%** on savings

The directors who control the affairs of this bank represent much of the strong and successful business of Northern Michigan.

RESERVE FOR STATE BANKS

low. Thank you very much. Good-bye."

Presently a stranger presents himself at the Howcumsit Trust Company cashier's window and proffers a check for \$360. He is well dressed has a mildly assured manner, and seems quite shocked when the cashier, looking him over dubiously, says "But we don't know you, Mr. Whittemore."

"Didn't Tom phone your Mr. Delavan?" exclaims the visitor; "Thomas Q. Dalton, I mean, my brother-in-law."

Hearing his name, the assistant cashier comes forward. "Why, of course. Glad to see you, Mr. Whittemore, and to be of any assistance."

The check is forthwith obligingly cashed. In case the official for whom the trap is set is believed to be a hard proposition an accomplice may be sent to cash the check while Slickley waits at the end of a telephone (which he previously gave as the Dalton Company number) to identify his brother-in-law.

Moral for banks: telephone endorsements are written in air.

Having some working capital, which is as necessary to real operations in the crook's line as in legitimate business, our Cyrus branches out a bit. He runs up to Chicago and begins to haunt brokers' offices, business places and the like, trying to get near men of some importance on one plausible pretext or another with a view to picking up a personal checkbook. This might seem to be a rather hopeless quest; but the records indicate that many men of wealth are surprisingly careless about leaving their checkbooks lying around where casual visitors can lay hands upon them. Cyrus doesn't want to steal the book; all that he needs is a check or two torn from the back. Having acquired these with the owners name engraved conspicuously across them, the rest is easy. He fills in the check with such an amount as he has reason to believe will be easily covered by the balance at the bank, say \$1,200, perpetrates a more or less skillful forgery of the signature and takes the result to the bank. Now, if he attempted to cash the check, suspicions would probably be aroused. His work is not so coarse. To the teller he says suavely:

"Are you Mr. Calkins? I think you are the gentleman Mr. Morse told me to see about certifying this check."

So assured is the official by the sight of the familiar engraved name across the face of the paper that he does not scrutinize the signature carefully. His only concern is to ascertain that the Morse balance exceeds \$1,200. Yes, that is all right, nearly three thousand in the account. The check is duly certified and the politely grateful Mr. Slickley takes it to another bank where he deposits it in any name which he may choose for the occasion, fortifying it with four or

five hundred dollars cash to give an air of solidity to the transaction. A day or two later—it won't do to wait too long, for obvious reasons—he draws out all or nearly all his account and departs happily, leaving the two banks to apportion the blame between themselves according to their lights and prejudices.

Having thus accumulated, on the approved business college principle of "selling oneself" successfully, a nice little nest-egg, Mr. Slickley may conceivably wish to enlarge his mind by travel. Nothing easier. The banks will pay all expenses and a comfortable weekly stipend besides. All that he need do is to follow the example of the eminent Charles Stanley Walker, now deceased, whose eleven years of profitable activity I mentioned above. Mr. Walker had one curious weakness which, one might suppose, would have served to betray him: he invariably operated under a single first initial and a second name, "C. Howe," W. Carson, "A. Warren," and almost always one of the two initials corresponded to his rightful name.

His method, simplicity itself, depended chiefly upon personality and natural histrionic knack. To introduce an atmosphere of reliability he dressed plainly, in good materials of neutral design, and with a generous display of Masonic emblems to which he had no right. Landing in a small city he would quietly absorb personal information about the local bank cashiers and, in the course of a few days, would drop in upon one of them with a friendly air.

"Howdy, Mr. Johns. Just met up with Judge Davis outside and he tells me you had a little christening party at your house last night. That is your third, ain't it? Other two girls, eh? Improving as you go on." And so on, ending with the request "Would you mind cashing this check for me?"

Usually the check was a cashier's check. Of course to cash it without knowledge or identification of the man presenting it would be a violation of a fundamental rule of banking, but Mr. Walker's pleasing manner and hypnotic tongue inspired a strange negligence in the official heart, and he seldom scored a failure, not even after the American Bank Association detectives had flooded the financial world with descriptions and warnings. But when the Burns Agency's red-typed warning was issued, the subject of it walked into a Shreveport, La., bank and encountered a teller who had just been studying his record. From that to Atlanta was a short step.

It was estimated that Walker averaged upwards of \$500 a month, in checks ranging from \$75 to \$250—never above that—for the long term of his activities. So Mr. Cyrus Slickley might do worse than pattern by him. Also he might do better. His

"The slings and arrows of outrageous Fortune"

Will never assail those dependent on you, if you have simply thought about this in time.

Through a Trust fund, in our care, you can assure your daughter an income for a period of years, or for her life, that will always be a protection against financial want.

Whether great or small, the amount thus set apart is bound to be useful. It can be kept as a surprise and will be sure to be appreciated in the years to come.

Let us talk with you about it.

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

"Oldest Trust Company in Michigan"

**THE
MICHIGAN TRUST
COMPANY**

Grand Rapids, Michigan

INSURANCE IN FORCE \$85,000,000.00

WILLIAM A. WATTS
President



RANSOM E. OLDS
Chairman of Board

MERCHANTS LIFE INSURANCE COMPANY

Offices: 4th floor Michigan Trust Bldg.—Grand Rapids, Michigan
GREEN & MORRISON—Michigan State Agents

Grand Rapids National Bank

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

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

Combined Capital, Surplus and Undivided Profits over

\$1,450,000

GRAND RAPIDS NATIONAL BANK
GRAND RAPIDS, MICH.

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We have at all times a list of high grade investment bonds from which to choose.



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Investment Bankers and Brokers

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Ground Floor Michigan Trust Bldg.
Grand Rapids, Michigan

Bell
M-4900

"A Strong, Conservative Investment Banking Organization."

capital will now warrant expansion, and in his next venture we will find the bank acting as his unwitting partner.

Behold our dubious hero, then introducing himself at the cashier's window of a Syracuse institution, as Samuel J. Monkton, a minor capitalist with a wide acquaintance in banking circles of other cities (if his glib talk is to be believed) and a project for buying a local plant wherein to manufacture a new type of carburetor. Naturally he doesn't want anything known of this lest the price go up on him. Meantime he would like to be put in touch with a high class conservative lawyer, one accustomed to handle moneyed interests. Can the cashier suggest one? Why, yes, the bank's own attorney, Judge Clarke. "Be glad to give you a letter to him."

A Little Matter of a Note.

Fortified with this valuable document, he calls upon the lawyer, tells him about the factory scheme. "But my immediate business with you, Judge, is in connection with a note owed me by Ralph Tillinghast of Rochester. You know him, of course. It is only for \$2,500 and he is good for the amount fifty times over, but he is just naturally slow about these things and although the note has run more than two years I don't feel like dunning him because he is a personal friend. It happens that I need the money as I am starting South in a couple of days. So I thought I'd do this—write him that I'd turned over the note on a deal and he must be prepared to meet it. Then I'll give you the note and you do the rest. Here is his address. Can you handle it right away?"

Certainly Judge Clarke will write at once. Thereupon our Mr. Slickley, alias Mr. Monkton, alias also Mr. Ralph Tillinghast whom he has invented for the occasion, takes train for Rochester, goes to the address which he has given the lawyer, and on the following morning gets the letter and writes a reply in the name of the lax Mr. Tillinghast—a quite apologetic reply. That night he spends in Rochester, returns to Syracuse in the morning and calls at the Clarke office.

"I suppose I'll have to leave without that money," he says disappointedly. "My train goes at noon. If you hear from Tillinghast—"

"It's all right," interrupts the lawyer. "This came in on the morning's mail."

He displays the letter which Mr. Slickley, as Tillinghast, wrote from Rochester, accepting the draft and stating that he has instructed his bank to forward cash at once to cover it. Trustingly and obligingly Judge Clarke offers to draw the amount on his own check so that his client may catch the noon train. He holds out \$100 for his fee, and turns over \$2,400 to the grateful "Monkton," who departs rejoicing inwardly. Later there will be a spirited debate between the bank and the judge as to who is to blame, the judge's main argument (not too easy to refute) being: "You made yourselves responsible morally when you gave a letter of introduction to a man of whom you knew nothing."

Getting On in the World.

By this time the Slickley operating fund ought to be at least \$4,000 or \$5,000, quite enough to enable its owner to work the "lunch-hour racket" in some Middle-western city, perhaps Cincinnati. Selecting his institution with care he deposits \$4,000 to his own account. For a fortnight he checks in and out of this, studying the habits of the bank personnel until he has a good working knowledge. Financial people are usually methodical in their habits; they come and go and eat with regularity. The new depositor finds that he can rely on the cashier leaving for luncheon at 12:45 and returning not before 1:30. One day, when his getaway is arranged, Mr. Slickley arrives at just 12:44.

"What is my balance, Mr. Handler?" The cashier has it looked up. It is \$1,564.30.

"That all?" says the depositor, disappointed. "I thought it was more. Got a deal on, calling for two thousand. Well, I'll have to give my note for part of it." He loses himself in mental calculation while the cashier glances restlessly at the clock. "Oh, sorry to keep you waiting. Just let me have \$1,500, will you?" And he fills in the check.

The official delivers the cash and bolts, three whole minutes late.

Back comes Mr. Slickley, quarter of an hour later, to greet the substitute cashier, and puts to him the same question as to his balance. As the delayed luncher has not aken the trouble to report the withdrawal before going out, the books show the full \$1,564.30. Again the depositor draws out \$1,500, this time not his own but the bank's, leaving the odd \$64.30 as a testimonial to carelessness.

Cases are on record where two banks in a city have been mulcted by this scheme on the same day.

It may well be by this time the

BONDS FOR INVESTMENT

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

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

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

BOSTON

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Grand Rapids Merchants Mutual Fire Insurance Company

Economical Management

Careful Underwriting

Selected Risks

Conservative but enjoying a healthy growth.

Dividend to Policy Holders 30%.

Affiliated with the

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GRAND RAPIDS, MICH.

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ESTABLISHED 1853

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

Buy Safe Bonds from

The Old National

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Grand Rapids, Mich.

United States Depository



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually

3½

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus \$600,000

WM. H. ANDERSON, President

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HARRY C. LUNDBERG, Ass't Cashier

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GRAND RAPIDS SAFE CO.

Agent for the Celebrated YORK MANGANESE BANK SAFE
Taking an insurance rate of 50c per \$1,000 per year. What is your rate?
Particulars mailed. Safe experts.

TRADESMAN BUILDING

GRAND RAPIDS, MICHIGAN

bank game is becoming monotonous or even dangerous to our Mr. Slickley. Or perhaps he feels that his increasing means and experience fit him for more ambitious enterprises in more highly specialized fields. Hence we find him organizing, with three or four confederates, one of those ingenious stock guaranteeing schemes of the kind which U. S. Post Office Inspector C. H. Claraham has been successfully hunting down for the Government for several years past. While this calls for considerable time, skill and capital, it pays large returns and the margin of safety is greater than in the bank ventures.

Mr. Slickley learns that Orson McCann of Springfield, Mass., owner of a quarry, has been organizing a stock company to finance some extensions by the sale of \$100,000 of stock. He calls upon Mr. McCann, presents an impressive card, and is welcomed as representing the Guaranty Redemption Company, whose specialty is guaranteeing to investors the par value, at the end of any stated period, of well-secured issues.

"We will guarantee to your subscribers," says the bland Mr. Slickley, "a return of par on your stock for a period of forty years and charge you only \$24 a share for it. Naturally we don't expect the whole \$24,000 in immediate payment. Our terms are 10 per cent. down and the balance when the stock is disposed of."

Reasonable though it sounds, Mr. McCann is dubious. The idea is wholly new to him. He wants to think it over. Certainly, agrees the urbane representative, no hurry at all. But he fears that in the present state of the market there will be great difficulty in placing a wholly unknown stock. Almost immediately enquiries and offers begin to flow in upon Mr. McCann from stock salesmen and brokers who have heard (unaccountably to the quarry-owner, since he does not suspect that the enquirers are merely Mr. Slickley's partners) about the project, and invite correspondence. But it proves that all the enquirers lose interest immediately and totally upon learning that the stock is not guaranteed. Nothing but guaranteed issues will do; the public won't look at anything else; a redemption clause backed by some responsible concern, or nothing doing.

The Sad Awakening.

By the time it has sunk into Mr. McCann's perceptions that the Guaranty Redemption Company's representative was right is saying that modern stock promotion must be on a guaranteed basis, that gentleman appears again. The victim is convinced; he takes the bait to the extent of the first 10 per cent. payment. Abruptly and mysteriously the brokers and stock salesmen who were so eager to handle his proposition now become indifferent. Letters to them elicit no replies, or if any, evasive answers. There is no way of holding them to legal accountability. The project starts with a net loss of \$2,400.

In the case of a heavier capitalization, for the purpose of building a branch railroad, for example, it may even pay Mr. Slickley to "plant" a representative abroad. Then the supposed brokers accept the redemption

agreement of the Guaranty concern and notify the railroad people that they have a satisfactory bid for the entire issue from the International Bankers' Alliance of London, controlling an association of banks on the Continent. As a final condition, however, the Alliance insists upon a report from their own engineer, who will sail immediately upon receipt of \$5,000 to cover expenses. Under the inspiration of this prospect the money is forthcoming. So is the "engineer." Also disappointment. For invariably the expert will return an unfavorable report. The London concern withdraws its bid, and Slickley & Co. are the richer by \$12,000 or \$15,000 of the railroad's money to divided between them.

Eventually Mr. Slickley will get caught. They all do. But not before they have taken a rich toll from the very class of financial experts who are supposed to be immune to fraud, however ingenious.

Samuel Hopkins Adams.

Why Capital Stock Is Not Necessary.

People who are loud in their condemnation of mutual insurance because the profits of the business are returned to policyholders as unused or unabsorbed premiums, instead of being passed along to a body of stockholders, do not seem to realize how illogical they are in their reasoning.

They profess to see a close analogy between the insurance business and the business of manufacturing and merchandising which does not, in fact, exist.

Edson Lott and his followers are insistently demanding to know of the merchant and manufacturer how they would like to have their business mutualized and thereby lose their profits.

The capital of stock fire insurance companies is not invested in the business, but entirely outside of it—yet it feeds off the business and its earnings for the stockholders from these outside investments, aided by the profits from the business itself, accounts for the very high quotation for the stock of the big stock fire insurance companies.

The capital of corporations, firms and individuals engaged in agricultural, manufacturing and mercantile operations is invested and in daily active use in the conduct of the business. The business is dependent on the capital stock and could not exist without it. In other words the capital supports the business.

These fellows apparently do not stop to think that the merchant and manufacturer have their capital invested and tied up in the business, while stock companies have their capital invested in stocks and bonds, real estate, and other property entirely foreign to their business and having no connection therewith.

A large number of successful mutual insurance companies with greater proportionate assets, based on average experience, than are possessed by a corresponding number of stock companies, including the biggest and strongest, have conclusively proven that so-called capital stock is not necessary in conducting the insurance business.

FINNISH MUTUAL FIRE INSURANCE CO. ORGANIZED IN 1889.

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

FACTS TO BE CONSIDERED.

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

DIVIDENDS 50%

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

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

SAFETY SAVING SERVICE

CLASS MUTUAL AGENCY

"The Agency of Personal Service"

COMPANIES REPRESENTED AND DIVIDENDS ALLOWED.

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

SAVINGS TO POLICY HOLDERS.

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

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

OUR FIRE INS. POLICIES ARE CONCURRENT

with any standard stock policies
that you are buying.

The Net Cost is **30% Less**

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

WM. N. SENF, Secretary-Treas.

Michigan Shoe Dealers Mutual Fire Ins. Co.

LANSING, MICHIGAN

PLAN OF BUSINESS

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

OUR SERVICE

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

OUR SLOGAN

BETTER CARE

FEWER FIRES

LOWER COST

Where a Pound Is Not a Pound.

"If a dealer were to weigh out an exact ton of coal and ship it by wagon to the top of a mountain 10,000 feet high, the buyer on the mountain top weighing it on its arrival, would find it a bit short—even though none of it were spilled out on the way up." So said Major William Bowle, of the United States Coast and Geodetic Survey, and added:

Suppose that the man on the mountain-top paid for the coal with an exact ounce of gold, weighed out on the spot. The recipient, on getting back to the foot of the mountain, would find, if his scales were delicately correct, that his gold weighed a trifle more than an ounce.

"Things lose weight as they go up. They lose at the rate of a millionth part of their weight for every ten feet of ascent. The reason why is easily understood; it is because the force of gravity lessens with altitude.

"But it should be made clear that the coal and the gold likewise, would have to be weighed by a spring balance in order to show the decrease or increase in weight. A pan balance shows only relative weight; the spring balance gives the absolute weight.

"A chunk of iron that weighs a pound in Philadelphia will weigh more than a pound at the North Pole. The weight of anything is greater by one two-hundredth at the North Pole—or at the South Pole—than at the Equator. This is because it is thirteen miles nearer to the center of the earth, and also for the reason that at the Equator, where the revolution of the globe carries its crust around at a speed of a thousand miles an hour, centrifugal force tends to throw things off, thereby rendering them in effect lighter.

"To prove this proposition in actual practice one would have to use a spring balance, for the reason I have already given. And it is obvious that a maker of such balances, if he would have them exact, should construct them with reference to the latitudes in which they are to be employed.

"If an enterprising citizen of Rio de Janeiro were to make a trip to Arctic Alaska and buy gold dust, weighing it with a spring balance brought with him from his home city, he would find when he got back that he had less of the yellow stuff than he paid for."

New Wave of Liquidation Improbable

There is a division of opinion in business circles with regard to the movement of commodity prices after the present seasonal improvement has run its course. On the one hand, there is the view that the present tendency of prices to advance will continue throughout the year and run well on into 1923. Some of the more optimistic observers expect to see a greater volume of trade and higher price levels in July than at present, even though the summer months normally bring a slackening in business activity. Not all of these who look for a certain amount of recession regard this as necessarily an interruption to the general business improvement now well under way. They rather expect the improvement to continue, but be-

lieve that it will be less pronounced during the summer than at present. At any rate, there seems no justification for the view of a few pessimistic observers that a wave of liquidation may follow the spring quickening. Such breaks are generally preceded by warning signs that are not now discernible. A sharp advance in prices, with high money rates and rapidly expanding bank loans, is the familiar danger signal. To-day, however, money is becoming cheaper; prices are rising slightly in some commodity groups, but the price level as a whole is fairly stable; and bank loans are not rapidly expanding.

Surplus Stocks Are Disappearing.

A single issue of a metropolitan newspaper last week carried news that a world shortage of cotton was among this year's possibilities, that less wheat was being planted in Europe, and that a subsidiary of the United States Steel Corporation had voluntarily advanced wages of coal miners in Alabama 10 per cent. and wages of iron miners 15 per cent. There is no close connection between these different items of news, but they have one thing in common, and that is that they all tell a story that is different from what has been running in the press for so many months. The situation is changing. The news that the surplus stocks which have proved such an impediment to the general industrial revival have been worked off in the case of some commodities and that in a few instances wages are being slightly raised—the latter development being a good indication that unemployment is being reduced—may be interpreted as meaning that business is making further progress in getting "out of the woods." News items like the foregoing, however, are not yet to be regarded as typical. There are still large stocks of some raw materials, and wages in certain lines are yet to be deflated, just as has occurred this week in the case of the railway trackmen. In other words, the business situation continues to be marked by the irregularity that always characterizes a period of readjustment.

Open the Door For Them.

An element which largely contributes to a store's success is store service—the attention to the little things which make trading there a pleasure. A decided improvement in store service is an electric door opener which is operated through push buttons from different parts of the store by the clerk who waits on the customer, thus eliminating the inconvenience and embarrassment encountered by the customer loaded with bundles in trying to open the door. Such an opener is not expensive and can be purchased from and installed by any electrician or if there is no electrician in your town you can purchase the materials from any electrical supply house and do the wiring yourself. The approximate cost of the outfit is \$8.

Nobody is going to drag you out of your present job, and force you into something higher. You must do your own climbing, so get about it as soon as you can.

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

THE TOLEDO PLATE & WINDOW GLASS COMPANY

Mirrors—Art Glass—Dresser Tops—Automobile and Show Case Glass

All kinds of Glass for Building Purposes

501-511 IONIA AVE., S. W.

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



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



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?

LEGEND OF SLEEPING BEAR.

Origin of Remarkable Sand Dune at Glen Arbor.

Benzonia, June 5—A number of years ago I saw in some paper or magazine a brief story of the origin of the Manitou Islands and of the remarkable formation of sand so resembling an enormous bear lying down with her face pointing out over the lake. It made quite an impression on me at the time and I have very often thought of it since, but have never been able to find the article again and in its details it was very indefinite.

By referring to any map of Michigan one will note the Sleeping Bear Point just off Leland in Leelanau county and the two Manitou islands some distance out in the lake to the North.

This is on the direct line of lake traffic North and South between Chicago and Detroit and always an object of great interest to lake travelers.

Presume it may be that on account of its being so near my home and because it is in my home district that I have undertaken to work out an imaginative account of these prehistoric happenings. Since writing it out it has occurred to me that possibly it might have some literary merit. Any way, I quite enjoyed writing it, taking some time to indulge my imagination as the story progressed.

William L. Case.

It was when time was very young. The period when the earth was without form, and void, had passed, the waters had been divided from the dry land and the evening and the morning of the third, the fourth and the fifth day had passed into an accomplished fact.

Mount Shasta and Mount Rainer had already reared their mighty summits far above the craggy peaks that surrounded them. Newly formed moraines were distinctly fixed by irresistible geological power. Between the eastern and the western shores of the great salt water were the snow covered mountains, the hills, the unlimited fertile plains and the long continental divides.

But the continents that the Great Intelligence had planned for the living man were not yet ready for his advent and nature was still at work.

These shores formed the boundary lines between which for long ages roamed hordes of untamed and unafraid denizens of the forest, the plain and the grassy slopes. The whole earth teemed with vegetable and animal life in unbounded measure and abundance.

The work of the sixth day, with all of its tremendous possibilities, was as yet only a divine prophesy, for the foot of man had never yet trod the yielding ground or his eyes looked upon the primeval glory of the virgin earth.

These wide regions pastured great troops of herbivores that fed on the productions of forest and the glade. They wandered over a land that was to be a Dakota and a Wisconsin, they slaked their thirst at the streams or at the border of the wide lake. They were joyous and contented creatures that walked the green earth, inhaled the vital air and basked in the life giving sunlight.

So it was that generations of them came and went and came again with the returning seasons.

Finally there came a season that was to challenge the endurance and the very existence of the animal life that had so long been favored by nature.

From the time of the vernal equinox there had been no rain. The days of lengthening sunshine had melted the thin snow and the moisture was soon absorbed by the porous earth. Vegetation pushed bravely from the fertile ground, but the fol-

iage clothed the forest tree and bush in scanty measure.

As the days grew longer and the clouds failed to give forth their accustomed rain, the heat of the sun served to dry the blade of grain and the root also, till all growth seemed choked and the shrunken foliage of the forest began to wither and all vegetation became but a faded substance of its native living green.

And what of the animal life whose dependence was upon the gifts that nature had always so bountifully provided?

The former fields of verdant pasture became parched plains, dusty with the eager tread of the hungry herds seeking an ever decreasing food supply.

The cattle of the plains sought new fields and unaccustomed forests for food. The wild beasts of the forest came forth to the open plain seeking to satisfy the craving for the life sustaining food.

As the days passed on the midsummer sky became dull as parchment and at night the sun sank dimmed in the hazy glow of a cheerless horizon, only to rise again on a scene of all but herbless waste.

Death was now taking a heavy toll of the one time contented and unafraid animal life, starvation was

counting its victims by the score and by the thousands. Gaunt beasts of the forest came forth and preyed upon the defenceless kine. It was a time of the matching of strength and endurance, a time when only the fittest could survive. The withering heat of the summer increased, the hot air was motionless and the un pitying sky looked upon a scene of desolation.

The shrunken streams became only dry ravines and from long distance came the herds, the beasts and even the birds to the shore of the great inland lake to quench their thirst in the life giving water.

From a deep glen in the forest there came forth one morning an enormous mother bear with two half grown offsprings by her side. A stately pair they were, the brother a good measure larger than the sturdy sister.

By virtue of her immense size and ferocity the old mother had held undisputed possession of the glen that had up to this time amply provided for their wants, besides many were the unfortunate victims of her ravenous strength.

But now her old haunts ceased to yield a supply for herself and for her loved young, and they too came down to the lake each day quenching their

thirst with great drafts of the cooling water.

Suffering with hunger herself and yearning in anguish for her progeny, the great bear would give vent to hoarse roars that made tremble with an added fear all animal life, and each night some new victim was made an added toll to her cunning and as yet unimpaired strength.

After making one of these nightly raids the mother bear when going down to the lake again for water went out a little distance from the shore and stood for a time half covered by the limpid green water. The next day she did the same, going out a little farther from the shore and her face pointed outward with a wistful look as though scenting an unseen fragrance from across the boundless expanse of water.

At length as though impelled by some prescient instinct the great creature strode down to the lake one morning, followed by her inseparable progeny, all three still fit and strong. Going out to her usual limit she turned, with a long defiant gaze toward her old home, then with her nose pointed toward the newly risen sun she plunged into the wide stretching and waveless waters and in an unwavering course they swam fearlessly out into the fathomless depths,

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Don't spoil the pleasures of your tour or of your fishing or week-end trip with a single worry about the welfare of the folks at home or about your business.

Just keep in mind that every Bell telephone is a connecting link between you and home. Call home every evening—let the folks know you are thinking of them in the midst of your pleasures.

There are special evening and night conversational rates that make your calls very economical.

Let them hear your voice



MICHIGAN STATE TELEPHONE COMPANY

leaving behind them an ever widening wake on the placid surface of the lake.

Farther and farther the trio left the barren shore behind them, the old mother a little in advance and her sturdy offspring, one at either side following with a loyal devotion. Finally the long shore line was lost in the distance and the grey water had in its keeping the care of its first navigators.

Steadily and easily the great beast kept on true to her course until a night and a day and another night had passed. Sustained by the renewed strength given them by a successful raid during their last night in the forest they continued with almost unabated endurance.

On the afternoon of the third day the very air seemed to quiver with the rapid heat and there was a distinct slowing down of the ceaseless tread of the swimmers. For the first time their native endurance was being severely tested. Their immense bodies sank a little lower in the water about them and the young bears began to lag behind the mother, who in turn was glad to suit her pace to the failing strength of her young.

Now while the afternoon sun was still high, the sky began to be screened with little flecks of cloudy vapor, the torrid air began to stir with almost forgotten motion and little ripples already dotted the glazen surface of the water. A flock of grey winged water birds passed over them, flying low and uttering shrill little calls of expectation. As if warned of some impending danger the old mother turned and waited for her young that were now dropping behind, then with renewed energy all three pressed forward, the younger ones following now in single file close behind. Great jagged clouds were now coming up from the horizon behind them, the ominous stir in the air increased and short puffs of wind struck hard upon the face of the water.

All at once the afternoon sun hanging midway in the heavens was covered with a shroud of steel blue clouds that mounted rapidly to the zenith. A ghostly twilight gathered in the air and was reflected in the murky waters about them.

Then a great flash of light rifted the canopy above and was instantly followed by the sharp crash of responding thunder, drops of rain began to fall and the storm overtook them with furious swiftness. So sudden and so tremendous was the force of the approaching wind that it drove a high wall of inky water before it outlined sharply along the level stretch of water. On the top of this moving wall was a white crest, leaping, curling and surging like a thing instinct with life.

Through the purple light came continuous flashes followed by sharp detonations that seemed to rend the universe. The heavens opened till the driving waters from above came down to meet and mingle in unlimited volume with the raging waters below till the great lake bottom seemed to bend beneath its load.

It was another step in the progress of the physical forces of the world.

Warned by the roar of the approaching tidal flood the old mother bear turned to face her new enemy and to defend her young. With all her former fierceness she braced herself to meet the onset. But it was an unequal contest. Before she could turn again the wall of rushing water overtook them and instantly all three were hurled forward and submerged under fathoms of seething, boiling mass of turbid water. Coming to the surface again the high wall of water had passed on and an irresistible current carried them forward under the pressure of pitiless tempest.

Soon the first force of the storm seemed to have spent itself. With endurance tested almost to the limit and driven from their course but still

unseparated, the great mother again took her place in the lead followed very closely by the smaller of her offspring, the brother tugging wearily in his effort to keep up with the others.

With bodies struggling to keep above the water and with the un pitying waves constantly breaking over them their gigantic strength was all but exhausted. Days of ceaseless treading of the water overtaken out of their native element the end of the tragedy seemed at hand.

But the love of life is strong and as if bound by some inseparable compact the trio pressed unsteadily forward. Often the waves washed entirely over them and it seemed as if each such event must be the last.

Night was now coming on and the darkness settled about them. Another high tumultuous rushing of the water swept over them and recovering from it, the wearied mother instinctly turned to her failing progeny and found but one of them. The stalwart brother overcome by the last onslaught gave up the struggle and sank beneath the dark waters.

The wind ceased from the fury of its raging and the waters settled down to the long heavy rolling of the waves.

A little farther the two made their way together. Then with no strength to keep her head above the water and no strength to struggle against a fate that seemed inevitable, the young companion also sank and her place was covered by the night waters. With a despairing moan the brave mother circled around again and again hoping for some sign of her loved young. Then with a hoarse bark of desolation and defiance she plunged forward as though impelled by some mysterious and supreme force.

Time and again the tyrant waters swept over the great body of the bear as she struggled on. At last with all her strength gone she was no longer able to keep above the still raging surface of the water. Again the waves swept over her for the last time and she too gave up the long struggle.

But now her broad feet struck the solid bottom and the next wave, greater than any preceding one threw the resistless body far up on the open beach. With a final effort she attempted to stand up and almost succeeded in doing so when a still mightier torrent of incoming water hurled her over and over and then receded leaving her high and safe on the main land.

The long brave struggle was over

at last, with her physical power altogether gone, the great creature laid down in the darkness with her head facing the outrushing waters and sank into the wholly unconscious slumber and exhaustion.

Time goes on: There is nothing here to disturb the lone sleeper. Even the seasons change and still she lies without motion, but ever with the faint throbbing of vital life yet within her once powerful frame.

One morning the sun was already risen and the fresh life of another season was in its full warm glory. As the gentle breeze came over the sand dunes a tremor moved through the body of the silent sleeper. Slowly

she awoke from her long life restoring slumber. With an almost supernatural vision she looked about her.

Soon the memories of the fearful struggle in the water came over her and then the loss of her loved offspring.

Slowly she raised her body with a great effort and stood once more firmly upon her feet, looking out as if hoping to catch some token that they too had been saved from the final grasp of the merciless waters.

Now what is it catches the gaze of the old mother as she looks out over the glistening blue water and the radiantly clear sky on this beautiful morning? Away out on the bosom

THE PRICE OF Shredded Wheat has been REDUCED

The Shredded Wheat Company
NIAGARA FALLS, N. Y.



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 s-reading 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.

of the sparkling water, clothed in living green, she saw with distinct visions the embodied spirits of her two lost children. Separated forever from her and from each other, but still there, transformed from the sentient animal life to rare gems made up of living fields and hills clothed with the verdure of delight.

This vision so potent with life seemed the fulfilment of her long, restless dreaming. Wholly satisfied now and unable again to take up alone the burden of life, the noble mother with a delirium of joy lay down again with face pointing toward her transformed progeny. With loving look, content and satisfied with the vision of the newly embodied Manitous, the great heart of the Sleeping Bear falls into the silent repose that may have its waking in the time yet to come.

Mail Order Houses Chief Beneficiaries of Parcel Post.

At last the Postoffice Department has been obliged to tell the truth—or a part of the truth—about the postage rates on the parcel post. Camouflaging the issue a bit by loud pedaling the increase in the cost of doing business that has occurred since the United States entered the European war, the Department now frankly admits that the parcel post rates are too low. This is another way of saying that the chief beneficiaries of this service, the big mail order houses, are operating their delivery systems to a substantial degree at the expense of the general taxpayers of the country.

The Department intends to give very serious consideration to the question of raising parcel post rates to a point where the service will be self-sustaining. It is a difficult problem and one that will require very skillful handling.

Several alternative plans are under discussion. The most favored seems to be the addition of a flat increase to every zone rate. The advantage of this plan is to be found in the fact that the Department can estimate with reasonable accuracy the number of parcels annually carried, and can thus figure closely the rate of increase necessary to provide a certain amount of additional revenue. Of course, it will be necessary to take into account the fact that any increase—especially of the basic rate—would operate to reduce the number of parcels handled by the service.

With the express companies and local delivery services eagerly seeking more business, Uncle Sam would undoubtedly lose heavily if the basic rate should be substantially increased. The feeling that private enterprise can carry on almost any business much more cheaply than the Government is worrying the postal officials not a little in this connection and they will be disposed to limit the proposed increase to the strict necessities of the service.

Another proposition receiving consideration is the readjustment of zones so as to provide higher rates for great distances without disturbing the schedule of the first two or three zones. It is feared, however, that the effect of such a change would be to give the Government all the short haul business where the expense of collection and delivery must come out of the minimum fee and to turn over

the long hauls at more remunerative rates to the express companies.

There is no doubt that while the big mail order houses have been the chief beneficiaries of the parcel post, the service has grown to be of great importance to merchants in all lines; hence the final disposition of the problem now before the department will be awaited with very general interest.

Opposition To Tax-Exempt Securities

Much pressure is being brought to bear upon the House leaders to secure consideration for the joint resolution recently reported by the House Ways and Means Committee proposing a constitutional amendment that will prohibit the issuance of tax free bonds by Federal, State and municipal governments. Under the Constitution the Federal Government is prohibited from levying taxes on state and municipal securities, and as a result more than \$18,000,000,000 have been invested in these issues, income from which wholly escapes taxation.

From one aspect the issuance of tax exempt municipal bonds is decidedly deplorable. The demand for such securities on the part of men of large wealth who desire them as permanent investments has induced many cities and towns to borrow larger sums for public improvements than the necessities of the case warrant, and in some instances larger sums have been borrowed than can be taken care of on the basis of current taxation.

The discussion of the proposed amendment to the Constitution will probably have the effect of accentuating this uncertain feature of the case for whatever prohibition may be secured through the adoption of a constitutional amendment, lawyers all agree that it will apply only to future issues and not to securities already floated. Under these circumstances every municipality in the country is facing the temptation to put out a bond issue before Congress acts.

The assent of thirty-six states will be necessary for the adoption of the proposed constitutional amendment. It is therefore an interesting question as to whether so large a number of the states will ratify a constitutional provision under which they will surrender to the Federal Government the right to tax their own securities.

Some slight inducement is offered the states to ratify the proposed amendment by a reciprocal provision which would permit states and municipalities to tax Federal securities. Theoretically this is all very well, but men who have invested their life savings in Federal or state securities must contemplate with "mixed feelings" the day when both Federal and state governments can tax each other's securities without any limitation whatever.

Just a Chip Too Large.

Customer—What is the price of this vase?

Clerk—That is a \$50 vase, imported from France, but as there is a chip broken off, I will let you have it for \$40.

Customer—Can't you break off another chip and let me have it for \$30?

To Protect Your Profits

We advertise

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Same price for over 30 years

25 ounces for 25¢

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

Your customers know that the price is right.

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

In Selling K C Baking Powder

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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**

THE INGERSOLL WATCH.

Mistake Which Swept Concern Into Bankruptcy Court.

Robert H. Ingersoll didn't start out with a big idea. He started out with ten dollars, feeling that there was a place in the sun where a young man who was willing to work had a better chance to do something in life than on the mortgaged farm. The big idea came much later, and spread even to the uncivilized quarters of the globe; so that Theodore Roosevelt once told how, when he was exploring Lost River (since named for him), a native African chieftan greeted him through an interpreter with the words: "You come from the Land of the Dollar Watch."

More than seventy-five millions of watches had been sold by Mr. Ingersoll before a little idea wrecked the business, at least for the time being. It was a little idea about financing a great manufacturing and merchandising concern; and it plunged the man whose watch had "made the dollar famous" into bankruptcy courts.

If you are to have a picture of this man, of his extraordinary success and his extraordinary failure, it is necessary to race through certain preliminary details. The kindness of a stock-raising kinsman enabled him to get free passage on a cattle train when he left his father's farm at Delta, Michigan, back in the late 70's; and his destination was the farm of another kinsman in Connecticut. But in a short while nearby New York beckoned him, and there, at the age of twenty he set to work at his job and that, saving his pennies and nickels at a great rate against the time when he could go into business for himself. And then, when he had the huge capital accumulation of \$175, went to making and selling rubber stamps. Later on he sent for his brother Charles.

Presently the Ingersolls were making and selling dollar typewriters and dollar sewing machines and dollar cameras, patented pencils and keyrings and other novelties. They were pioneers in developing a mail-order business, and their catalogs ran into editions of millions. They were early in the chain store field, and at one time had seven retail shops in New York City, devoted largely to bicycles and bicycle supplies. Robert Ingersoll who traveled constantly about the country in the selling end of the business, gained a great fund of information about the public and what the public wanted. And the greater this fund grew, the greater was his dissatisfaction. He felt that toys and novelties were not enough. To endure, the Ingersoll concern must sell something necessary, something of universal appeal, something of actual service. That was the keynote—service! What was it to be?

In those days Robert Ingersoll lived in a Brooklyn boarding house, and on the dresser in his room rested a little "Bee" clock. It was this that ticked the big idea into his brain. Why not compress that cheap mechanism into a size for the pocket? Why not make a cheap watch? A dollar watch?

Although the factory system was even then in vogue, although the rail-

road and the sewing machine and the steam engine and the threshing machine were commonplaces, and even the phonograph was in use, watches were still regarded as a luxury, owned chiefly by the well-to-do. And yet, when Mr. Ingersoll, bursting with the big idea, came to investigate it, he found that the Waterbury watch was already cheap—a \$3.50 watch, that is to say. It was, despite its simplicity, a fearful and wonderful mechanism. It boasted a nine-foot mainspring, and the whole works turned round inside the case, thus moving the hour hand. People spoke of the contraption with a smile, and minstrels jested about Waterbury, Conn., "the land of eternal spring." After a large sale as a novelty, the Waterbury venture was doomed to failure, despite refinancings and changes of management; but before that happened the Ingersolls, buying by the gross and then by the thousand, put the price at a dollar to test the mail-order market for such a commodity. This was not the watch with the eternal spring, which wound almost forever, but was a sturdy little pocket clock, wound and set from the back in accordance with the big idea Robert Ingersoll had got from his "Bee."

During the World's Fair in Chicago Ingersoll watches were sold with Mayflower and Columbus pictures on the back, and a National advertising campaign was begun. But the public was skeptical. It didn't believe that a reliable timekeeper could be made for a dollar. And to overcome that resistance the Ingersolls set up their famous guarantee and lived up to it even though some of the watches sent back to them had been immersed in beer or soaked in oil. And so it came to pass that millions of farm boys and millions of working men, clerks and school children came to carry Ingersolls.

Many said the market would soon be saturated. Others had said this when Eli Terry, the first American clockmaker, began turning out his wooden timepieces by the hundred early in the last century. "You are ruining your business," his friends told him; "the country will soon be so full of clocks there will be no market for them." It was so in 1850, when an employe of the Howard factory in Roxbury boasted that he was working for a company which made seven complete watches in a single day. "Where on earth could you sell seven watches a day?" his derisive neighbors asked. And four years later, when Aaron L. Dennison of Boston forecast that he would eventually make as many as fifty watches a day, he was listed as insane by his acquaintances.

The time came when the Ingersolls, in factories which they owned at Waterbury and at Trenton, N. J., were making 20,000 watches a day, and still the demand was not appeased. Thousands of automatic machines reduced costs to a minimum, turning out the 150 parts or the complete watch with incredible rapidity. It has been said that Henry Ford got his idea of quantity production from this source, and it is a certainty that he took to watchmaking and repairing before he took to automobile build-

ing. Robert Ingersoll, at any rate, preceded him in quantity production and at a selling price so low as to cause a sensation in its day. He established a branch in London, and sold his product throughout the world.

"But the miracle market," he told me not long since, "is right here in the United States. It is like an enormous sponge that never gets enough. If the price is right and the commodity is needed, it seems to me that too great a quantity can hardly be produced for consumption right here at home."

The Ingersolls did not confine themselves rigidly to dollar watches. At the Trenton factory they made a seven-jeweled watch, called the Reliance, which sold at \$7.50. Six years ago, when they bought the Waterbury factory, they continued making the watch under the same name and sold it at prices ranging from \$3 to \$5.50. Theirs was typically an American enterprise. Among the trade names the Ingersoll watches have borne are Jumbo, Triumph, Columbus, Eclipse, Liberty, Climax, Champion, Radiolite, and Yankee; but more have been put out under the name Yankee than under any other. By actual test at a New York department store, it was found that 93 per cent. of the enquirers for cheap watches asked for an Ingersoll. They might buy another watch but in their minds the kind of watch they wanted was inseparably connected with a certain firm's name. Probably no other industry in the world has ever built for itself a more secure foundation in public thought. Mr. Ingersoll believes that the association of Eastman with the word Kodak is the nearest approach.

When the United States entered the World War, the firm of Robert H. Ingersoll and Brother was at the flood tide of its prosperity. Even newsboys wore Ingersoll wrist watches. In this country and throughout the world there was an enormous demand for the commodity. Then clouds began to gather. In the emergency of conflict the War Industries Board declared the product non-essential. It was imperative that the Ingersoll continue to produce their widely advertised watches. To do this they must compete with such high-priced concerns as the Waltham and Elgin for labor in a disorganized war market.

This meant inevitably an increase in the cost of their watch but they were extremely reluctant to take the step. In time the Yankee dollar watch sold at \$1.30, then \$2.50, and while their costs of production were still at the peak, there came in the latter part of 1919 the period of deflation and the "buyer's strike." The public demanded lower prices. The Ingersolls, with costs of production still abnormal, put forth every effort to meet this new selling resistance, not without some success.

For thirty years this remarkable business has been conducted practically upon a cash basis. Mr. Ingersoll says, "We paid every Saturday night in full. This necessitated a large working capital to carry the watch from its production to its selling; and during the last decade it had been our custom to finance the business

chiefly with short time notes put out through brokers.

"The credit of the company was so good that our notes were in demand by banks. We had experienced a consistent growth and we had never experienced any financial trouble, we had never defaulted on a note or an account. We had no merchandising debts—all we owed was in bank credits; and our assets stood at the figure of two to one against our liabilities.

"But in the period of extreme distress, which accompanied the post-war deflation, we went in deeper than ever before in our history. We had outstanding \$2,500,000 in notes, which we had to meet with cash periodically. It was not a question of renewing this paper, as would have been the case had we obtained accommodation through large banking houses. Every time our paper fell due, it was necessary for us to meet it with cash. Meanwhile the raw and manufactured material offsetting our notes began to decline in price. The assets back of our paper shrank. The repeated payments and reissues of notes involved an enormous strain, and finally we reached the breaking point.

"If we had funded our indebtedness over a long period—in other words, if we had done business with the big banks or big banking house which would have stood by us during this period, instead of selling our paper in the street, the failure would never have come."

The Waterbury Company has offered to purchase the assets of Ingersoll and Brother for \$1,500,000 cash. As this is written, Mr. Ingersoll is endeavoring to reorganize and re-finance the business. Upon his success in that direction depends, probably, the question whether he is to come through this storm bereft of his fortune or with a chance to renew it. A slim, gray-haired, gray-bearded man, he sits amid the shards of his hope and ambition in a small plainly furnished office, meditating the fate of a big idea in collision with a little idea—the victim of fate which came into play merely because of a fundamental error in financing an enterprise conceived and operated with every evidence of typical American ingenuity.

Silas Bent.

Pity the Poor Rich.

The two women were discussing the spectacular existence of a very wealthy man.

"Yes, my dear," said Mrs. Tooler, "I knew him when he worked for Uncle Bill for three dollars a week. Of course that is the fixed price for all millionaires who have made their money, and it does make one tired, but this is literally true. And now he has a house in New York, another at Newport, a farm on Long Island, an estate in Lenox, and cottages in New Jersey and South Carolina, beside a yacht and a private car that is the apotheosis of leather and gilt."

"Where is his home?" asked Mrs. Moreler.

"Home? He hasn't any. When they get as rich as that they've no more home instinct than milk-cans."

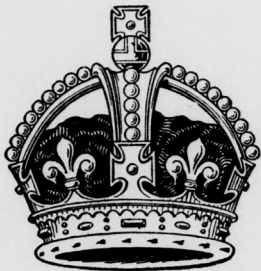


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STANDARD OIL COMPANY

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Some Practical Pointers on Wedding Gift Displays.

Written for the Tradesman.

In trimming windows for the wedding present trade, several essential points must be borne in mind.

In the first place, the windows must be dressed with particular attention to finish and detail. As a large share of the goods displayed will be high-priced, the trim must be artistic and attractive. It must appeal to the aesthetic in would-be purchasers.

To secure the required effect, it will be found advisable in practically all cases to have a soft-appearing background. The floor of the window and the background should be covered with some such material as heavy cloth, crepe paper or cheese cloth. If soft tones are used, the goods displayed will stand out most conspicuously. Wreaths and other floral decorative effects can be used to good advantage.

Another essential point is that a large assortment of goods must be shown. The average purchaser of a wedding present starts out without any definite idea of what he or she will buy. The intention in most cases is to make a selection after "looking around." To buyers of this stamp, a window containing a large assortment of articles has an immediate appeal. They study it carefully and if they see anything that seems to fill the bill from every standpoint, including price, they buy.

There are innumerable ways of increasing the display space in a window without giving it a crowded appearance. The floor space can be increased by putting in steps, thus providing room for the showing of flat articles against the back of each step. The placing of shelves and brackets against the background very materially adds to the amount of stock which can be placed in a window. Sometimes a sort of fence can be introduced to give added facility for display.

In catering to the wedding present trade, I am inclined to think that best results can be secured by showing prices in the windows. There is and always will be considerable legitimate difference of opinion on this point; and it might be that, where a display is made up of very high-priced articles only, the use of price tickets is not necessary. People who can afford to buy goods of this class will be cer-

tain to put quality before price. But in the majority of cases, price is a considerable factor. Indeed, a large proportion of the purchasers of wedding gifts settle in their own minds, first of all, approximately how much they mean to spend. In any event, the showing of goods of a distinctly costly nature, with prices marked, is a good advertisement for the hardware store. It emphasizes the fact that the store carries high class goods, and that quality can be secured in buying from the hardware dealer quite as much as it can be secured anywhere else.

The majority of wedding gift displays must of necessity be of goods within the reach of most people; or, at any rate, they must show a range of values to suit all purses. In windows of this class it is highly important that prices should be displayed. While the average person on the hunt for a wedding gift has no settled idea beforehand as to what to buy, he or she usually has a decidedly definite idea as to how much is to be spent. Most people start out with the decision that a certain amount is the limit, say \$5; and as a result they are interested only in articles priced around that amount. A window which presents a good range of marked prices serves as an excellent study of values and is sure to command the attention of such buyers. Supposing, however, no prices are indicated, people will give the display a certain amount of study, and some articles will probably appeal to them as suitable. "That fern pot would do," says a shopper, "but it is probably more than I can afford." In such a case, the majority of shoppers do not go in and ask the price. A few will do so; the others will hang around the window for a while, indecisively, and then pass on to the next display.

There is a growing recognition of the wisdom of giving sensible presents. This is a tendency the window trimmer must recognize. Such lines might well be used in every display; and in any event at least one display should be devoted to emphasizing the "useful" and "practical" idea in wedding gifts. Such a display could include carpet sweepers, vacuum cleaners, electric irons, electric toasters, washing machines and wringers, etc. In some respects these goods can be used to better advantage than the more ornamental gift lines, as they lend themselves to what may be termed demonstrative displays. The use of an article can be demonstrated by placing a figure in the window, running an electric iron or with a carpet sweeper in hand. If this method of display cannot be carried out, the good points of an article can be

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.

Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

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

demonstrated by cards, posters, hangers, etc.

Here is the display contrived by one dealer, and showing the extent to which decorative accessories can be used to give "class" to a display. The top of the window was covered with white cheese cloth. At the rear a wood background was covered with bright green cotton. On this background shears were arranged in circles. Four pillars to which brackets were attached were used to good advantage in displaying nickel and brass ware, spoons being used as borders.

In the center of the window a porch was constructed. On the one side of this porch two gates made of lattice work were built, and trimmed with bronze tee-hinges and latch, and poinsettia vines; and on the other side a fence was built of the same material and trimmed with poinsettia vines. On the top of the four posts electric lights were placed. The porch, fence and gates were painted with white enamel.

The bottom of the window was covered with bright red cotton. Some of the larger articles were displayed on pedestals. The display, in this case, included cut glass, silverware, pearl goods carvers, brass ware, and the more decorative gift lines, each article with a neat price tag attached.

Such a display requires a fairly large window, in this case 10¾ feet at the front and 12 feet at the rear, with a depth of 6½ feet. The display fixtures when not in use can be stored away, and will be found useful year after year.

In connection with the gift trade,

however, a large share of display space should be given to emphasizing the "useful" idea; not merely the idea of giving useful articles, but the further idea that an exceedingly wide range of articles make excellent wedding gifts. The thing which dealers need to remember in connection with sweepers, vacuum cleaners, and similar lines is that they belong to a class of goods which many people do not associate with the word "gift." While the useful things have been recognized as suitable for presents, yet the training of years is not easily forgotten. When a woman thinks, "Mamie is going to be married, I must get her a present," something ornamental at once comes to mind. It is to secure for sweepers, vacuum cleaners, refrigerators, kitchen ranges, etc., a place beside the ornamental that the hardware dealer should exert himself. To this end his displays should insistently suggest the suitability of these goods as presents.

The dealer should give some study to the gift possibilities of his stock, and should be prepared to suggest in his displays a wide range of useful articles. "Know your stock and its possibilities" is a first essential to catering successfully to the gift trade. Then, use your display space to drive home to the public the fact, too often overlooked, that the hardware stock is comprehensive enough to meet the utmost demands of the gift-buying public.

Victor Lauriston.

Quality is something all your customers prefer, although they may often find it desirable to buy on price.

George Washington Believed in Water Transportation.

That the future of our great agricultural, commercial and industrial probabilities were appreciated, many years ago, is revealed by the resurrection of a group of official and private correspondence of George Washington relating to the opening of a water route between the colonies and the Middle West and Western areas, now so clearly valued and affirmed. This "find," embodying about forty manuscripts—supposed to have been lost in the early part of the nineteenth century—has been discovered in the files of the Minnesota Historical Society, at St. Paul. Officials of that organization are at a loss to explain how the collection found its way into their book stocks and letter cabinets.

The last recorded owner was John Mason, Secretary of the Navy shortly after Washington's death. Secretary Mason obtained the collection from Washington, with a view of presenting the material to a Congressional Committee investigating the plausibility of a water route from Cumberland Md., to the Ohio River and its tributaries.

Copies of the surveys made under the direction of George Washington and his comments were incorporated in the reports of the House committee of the first session of the Nineteenth Congress.

Since that time, however, no record of the collection has been made. The present line of the Baltimore & Ohio Railroad follows the route advised by Washington and his aids.

Washington's idea, according to the

maps and the correspondence, was to open the Potomac and its branches, leading to a point where a small portage or canal could be made and thence into the Ohio and its tributaries.

This development would not only tend to bring the Western country in touch with the colonies, but would tend to hold the colonies together in a more satisfactory manner, the early engineers and statesmen held.

The very valuable correspondence included letters from Thomas Jefferson, who was known as the man who proposed that Washington should be made Commander-in-Chief of the armies, and by Dr. James Craik, later physician to Washington.

One of the letters, undirected, was written by George Washington on the eve of the battle of "Great Meadow" in 1754, between the French and Indians and shortly preceding the defeat of Braddock. The letter reads:

"If you think it advisable to order me in the shattered condition we are in, to march up to you I will, if no more than ten men follow me, which I believe the full amount."

Wanted To Be There.

The great city banker lay on his deathbed. Many of his friends were gathered about his bedside to be with him at the last. The attending physician whispered to the group: "I fear he is nearing the great divide."

"Tell them not to divide until I get there," whispered the dying banker.

"After Christmas, what?" asks a trade journal. See dad; he knows.

THE Brecht
COMPANY
ESTABLISHED 1853 ST. LOUIS

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

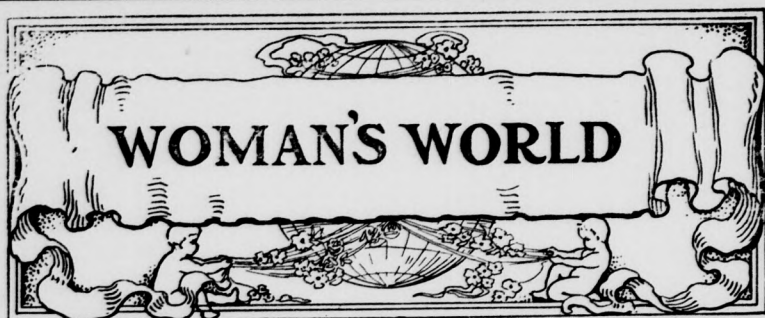
THE BRECHT COMPANY - ST. LOUIS, MO.

BRANCHES
New York: 174-176 Pearl St.
Chicago: Monadnock Bldg.
San Francisco: 67 Second St.

Liverpool, England
Madrid, Spain
Buenos Aires, A. R.

Capetown, S. A.
Sydney, N. S. W.
Shanghai, China

MAIN OFFICES AND FACTORIES: ST. LOUIS, MISSOURI



Recover Youth in the Enthusiasms of Your Children.

Written for the Tradesman.

Enthusiasm, unbidden, unsought, comes singing into the heart of youth and tunes its life to higher pitch.

How often you wish that once again you might have the old zest for something—for anything!—that you once had! How often you envy the young, and some older people, too, who have still the capacity for enthusiasm. Sometimes I think that the loss of the capacity for enthusiasm, the state of being bored with life, is the distinguishing thing that marks the change from youth to age.

If you do wish that you had still some zest and appetite for things, why do you kill the enthusiasms that you see cropping out among your children?

One is enthusiastic about marbles, another about baseball; another about dolls, birds, insects, trees, white mice. Does it all seem silly to you? Do you just barely tolerate these things in the young folks, or even act impatient about them, and force the children to take their enthusiasms somewhere else?

Foster these things, mother. Help in every way you can in these interests of your children. If it is a game, help the child to play it well, in the best possible spirit, and with the best possible skill. If it is a collection he is making, from bugs to Ming vases from postage stamps to geological specimens, give him all the backing you can and show him that only by studying the business can he make a success of it.

Don't think of this in terms of details. What I am trying to say is that you must not quench the spirit, no matter what form it takes. That enthusiasm that brings with it energy and ability to act must not be dulled. Welcome it, foster it, educate it. Enter into it if you can; into the enthusiasm with your child. Are you incapable of a new interest? Have you become such a dull, drab, blase old thing that you cannot warm your own self with the radiance of a child's joy in the discovery of the fascinating things in the world?

Enthusiasm is the life-breath of youth and it is so precious! Through enthusiasm the world accomplishes its greatest achievements. Who knows how many wonderful possibilities in men who have seemed dull and listless were killed because some dull grown folks sat on them and chilled their eagerness in some childish burst of enthusiasm?

"Don't be silly! I don't want that rubbish in the house; throw it away!" Haven't you heard mothers say

that? I hope you never said it yourself. If you did, let's hope it isn't too late for you to mend your ways.

If the minds of your little folks are open and eager for anything, for heaven's sake don't shut them up with your superior "wisdom!"

When you impose your dullness upon their enthusiasm you are deadening a living thing, killing a real force, or driving it into ways of secret mischief which you may discover only when it has grown into something terrible. And when it has broken your heart it will serve you right.

Sometimes the enthusiasm will be misguided, misdirected; but the best way to manage that is to get right into it and steer it into some better channel.

Can't you remember, when you were a child, how rebuffed and hurt and humiliated you felt when you brought some childish eagerness to a grown person and got snubbed? That is what the child feels that is what you do when you smother joy with unresponsiveness or snap off the flower of enthusiasm. It is your business to help the eager mind and fertilize it with new ideas and purposes.

It is of no importance that you are not personally interested in bugs and dolls; the important thing is that the child is interested. That interest is a very precious thing.

Watch yourself and see if you are meeting these happy spontaneous interests with a joyous response.

The curious thing about these interests and enthusiasms in children is that they do shift and change; finally they settle down into a real, solid joy and prosper in some particular form of work; into a permanent avocation or profession. It makes little difference what the form of it—at any particular moment. The important thing is that the enthusiasm is there and that you must not repel or discourage it—even if you are a dull old thing yourself.

There is a happy chance that in sharing the enthusiasm of your children you might recover something of your own lost youth.

Prudence Bradish.

(Copyrighted, 1922.)

Saleswomanship.

"I sold some of our new Krepeknit stuff to that lady."

"Who was she?"

"Widow of the late Mr. Fastboy. I told her about the goods, and the name of it. She grabbed at it. Said that was just what she wanted, under the circumstances—crepe, nit!"

Count that day lost in which you have learned nothing about the business in which you are engaged.

Recommend Quality Products

Women who order Royal Baking Powder are buyers of quality products. They are the kind of customers you like to see in your store. For they are potential purchasers of the best of your stock.

You will attract more of this profitable trade if you recommend products of unquestioned quality such as

ROYAL Baking Powder Absolutely Pure

The best known—the best liked—sells itself

Contains No Alum—Leaves No Bitter Taste

7th year

SAVE THE FRUIT CROP

Our seventh "SAVE THE FRUIT CROP" campaign is ready to get under way in your territory. At the time fruits ripen in the different sections of America, the newspapers will appear with strong advertisements urging women to put up preserves, jams and jellies with Domino Granulated Sugar. This means increased sales in fruits, jars and preserving material, and in Domino Granulated Sugar in the clean, convenient packages. Make this campaign pay you by giving it your support and pushing the home preserving idea.

American Sugar Refining Company

"Sweeten it with Domino"

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

REPRESENTATIVE RETAILERS.

Charles E. Bird, the Veteran Saugatuck Druggist.

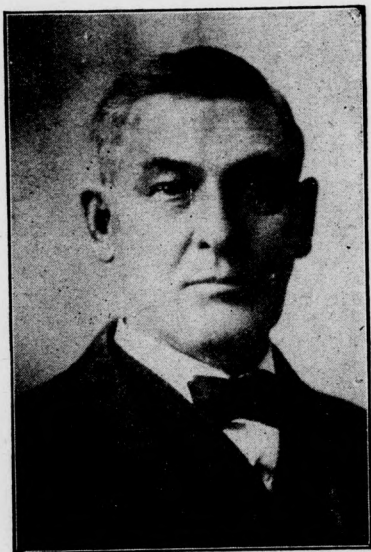
Charles E. Bird was born on a farm near Wheaton, Ill., April 24, 1855. Elbert H. Gary, the great jurist and financier—for many years at the head of the United States Steel Corporation—was born and reared on an adjoining farm and the two boys were playmates during their early boyhood. When Charles was 7 years old his parents removed to Wheaton, where they remained six years. The family then removed to Saugatuck, where Charles attended school three years. When 16 years of age he entered the drug store of C. A. Ensign, for whom he worked three years. Then he purchased the drug stock and fixtures of his employer and has continued the business ever since, with the exception of one period of eight years, when he was most active in the boat building business. The store has been in the same location since 1875 and Mr. Bird has been behind the counter continuously since 1902.

In 1883 Mr. Bird engaged in the building and operation of lake vessels under the style of Rogers & Bird. Their first boat was the passenger and freight steamer, A. B. Taylor, which went into commission in the spring of 1884. She continued on the Saugatuck-Chicago route five years and she sailed one season between Chicago and Michigan City. She was then sold to the Isle Royal Mining Co. and continued in the service of that company until she sunk off Cape Vincent, Lake Ontario, in the fall of 1899. The Taylor was succeeded by the Pilgrim, which continued on the Saugatuck-Chicago route until she collided with the Kalamazoo, owned by Griffin & Henry. The matter was settled by the latter taking the Pilgrim and paying Rogers & Bird \$6,200. The Bon Voyage was the next lake vessel of the series. She sailed on the Thousand Islands route summers and handled the fruit crop out of Saugatuck every fall for six years. Her successor was the Bon Ami, which covered the Saugatuck-Chicago route for five seasons. She retired from the route in 1899, when Rogers & Bird built the City of Holland on contract. They also built the General Hancock for the surveying service of the Government. She continued in this service thirty-two years, being sold a short time ago to Capt. Sanford, of Charlevoix, who will devote her to the excursion business. Rogers & Bird also built the Pup, the largest tug ever built on the Great Lakes, which was used in towing craft in and around Saugatuck.

Mr. Bird was married to Miss Hattie L. Wright Sept. 14, 1876. They have had seven children, five of whom are still living. The oldest boy, Harry M., was killed in an automobile accident near King, Ind., eight years ago. His wife was killed at the same time, leaving two boys, who are being carefully reared by the paternal grand parents. Chas. E. Jr., is engaged to the real estate business at Ann Arbor. Cary C. is an electrical worker at Saginaw. The youngest son, John M., is employed in the Fessenden drug

store at Charlevoix. One daughter is teaching school at Schenectady, N. Y., and the other is teaching at Newark, N. J. A little girl died in infancy.

Mr. Bird has been a member of the Congregational church of Saugatuck forty years, having served the organization thirty-five years as trustee. He was also Secretary of the board many years. He has also been one of the directors of the high school for eight years.



Charles E. Bird.

Mr. Bird owns up to three hobbies—he likes water spaniels, shoots ducks and goes trout fishing. He has owned water spaniels for forty years. He has no social and fraternal interests outside of his home and his church, but is always ready to enter into any undertaking having for its object the betterment of Saugatuck and the country and people round about.

Appeal To Those Who Have Not Made Wills.

"What happened to His Wife?" is the title of a dainty brochure which is being issued to its patrons and friends by the Michigan Trust Company. The booklet gives in narrative form typical instances of what so often happens to the families of men in business who die leaving no will. The instances given make absorbingly interesting reading for the nine-tenths who, according to the writer, are omitting the ounce of prevention. Oddities which have come to light in the wills of some famous men are used as illustrations. The booklet is an adaptation of the story under the same title by Bruce Barton, which recently appeared in Collier's National Weekly. Publication rights for Michigan have been acquired by the Michigan Trust Company. The press work and the artistic cover design reflect credit upon the publishers and the whole work is timely and in keeping with the spirit of helpfulness which has long characterized the services to the community by Michigan's oldest trust company.

Number or name the window goods in such a way that it will be easy for the entering customer to explain what it is in the window she wants to see.



Added to your other profits

Your profit on HEBE comes as an *extra* profit in addition to all other profits. HEBE does not cut into the sale of any other article in your store because there is no other product in your store exactly like it.

Give HEBE a separate place on your shelves and tell your customers you have it. They'll know about it because they have read the HEBE advertisements in the women's magazines.



Don't confuse HEBE with evaporated milk. Sell it for just what it is—pure skimmed milk evaporated to double strength enriched with vegetable fat. Recommend it as a "cooking liquid" for cooking and baking—it moistens, shortens and enriches.

If you haven't a supply of window hangers, wall posters, counter cards, leaflets, etc., write for them. Address 2638 Consumers Bldg., Chicago.

THE HEBE COMPANY

Chicago New York Seattle

RAMONA Where the Cool Lake Breezes Blow

Go to Ramona for Fun
Everything at Bargain Prices

RAMONA THEATER

KEITH VAUDEVILLE
and
FEATURE PICTURES

Mat's 3 P. M. Eve's 8:30 P. M.

RAMONA DANCING CASINO

CRAWFORD-DAVIES
WONDER ORCHESTRA
Every Night But Sunday

The Ideal Spot for Picnics

Conservative Investors Patronize Tradesman Advertisers



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

Great Britain Looks Forward To Wool Shortage.

We learn from a reliable source that fears are being entertained in Great Britain and elsewhere of a coming wool shortage. Unless, it is asserted, the arbiters of fashion succeed in introducing the use of cross-bred wool (wool of average quality and coarse wool) for the manufacture of fabrics destined to the making of clothing and other goods, a dearth of fine wool is likely to occur within two years' time, during which period the price of that commodity will continue to rise.

This danger is due to the excessive consumption during the war, and since the armistice, of merino wool for the manufacture of cloth fabrics, and to the consequent neglect of goods made of cross-bred wools. This neglect caused this quality of wool to be sold at less than cost price, involving loss to the producer and a consequent decline in production. The producer of cross-bred wool, finding no profit in it, sold his sheep for meat and did not replace them. This is taking place not only in the Argentine, New Zealand, but everywhere, and the movement will continue until the excessive consumption of merino at the expense of cross-bred wool ceases. The consumer does not appear to realize the gravity of the situation. It must not be forgotten that for some years past the world's production of wool has barely kept pace with its consumption, which before the war was increasing slowly but surely, whereas production stood still. The blockade and the

submarine campaign provided an opportunity for the accumulation of stocks during the war, but since 1913 the number of the world's sheep has diminished by about 10 per cent. The 1921 shearing did not provide for the needs of consumption, and had to be supplemented by wool taken from the reserves, which are not inexhaustible.

There seems to be no doubt but that the number of sheep in the world has considerably declined since 1914, as will be seen by the following table, which has been compiled by an Italian economic publication:

	1914	1921
	Million head	head
Australia	84.2	80.4
Russia	70.0	35.0*
Argentina	44.0	47.0*
United States	50.6	45.1
S. African Union	35.8	26.3
China	30.0*	30.0*
India	28.5	30.2
United Kingdom	27.6	23.4
Turkey	27.1	15.0
Uruguay	26.3	17.0*
New Zealand	24.8	23.2
France	16.3	9.4
Spain	16.1	19.3
Persia	15.0*	12.0*
Austria-Hungary	13.0	—
Italy	12.0	12.0
Brazil	10.5	7.2

*Estimated.

It will be noticed that Argentine and Spain are the only countries in this list that show an increase in sheep during this period. The decline in Russia is particularly noteworthy, but estimates on Russia, are to say the least, uncertain.

Finally, it must be borne in mind that in the normal processes of economic law, high prices have a tendency to cut down consumption and increase production. Frank Stowell.

Duro Belle

HUMAN HAIR NETS

The real selling season is now on. Why not stimulate your sales by an attractive Window Display. Show your customers that you have the best net made. Your jobber has this display for you. He will be glad to help you with your problem.

Write your jobber or ask his salesman.

NATIONAL TRADING COMPANY

630 SO. WABASH AVE.

CHICAGO, ILL.

WASH GOODS

A real clean-up of Wash Goods in fancy Voiles, printed Batiste, tissue Gingham, white and colored Organdie.

Put up in bundles and full pieces.

Good assortments of the seasons latest patterns.

All priced for quick clearance.

Quality Merchandise — Right Prices — Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Tom Wye BATHING SUITS

Highest standard all pure wool, made in two grades.

Heavy Ribbed (like the jackets) Solid Colors, per doz. ----- \$36.00
 Flat Ribbed. All Colors with Fancy Breast and Skirt Stripes, per doz. ----- \$28.50

It is real good high grade bathing suits that "they" want.

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

BATHING SUITS

The finest line of Men's Ladies' and Children's Pure Worsted Bathing Suits, ranging in prices and colors and made from the cheapest to the best. This merchandise was bought and priced on the lowest market. Now is the time to get your stock of Bathing Suits from us and cash in on the immense resort trade of Michigan.

- No. 601—Ladies' pure worsted, solid color bathing suit. Color maroon and navy. Bxd. 1-12 doz. Sizes 36 to 46 ----- \$29.00
- No. 4010—Ladies' fine yarn pure worsted bathing suit, made with cluster of chest stripes, in colors as Maroon-Green, Purple-Gold, Green-Gold. Bxd. 1-12 doz. Sizes 36 to 44 ----- 36.00
- No. 4027—Ladies' fine yarn pure worsted, solid plain color bathing suit, colors as, green, navy and purple. Bxd. 1-12 doz. Sizes 36 to 44 ----- 33.00
- No. 4029—Ladies' fine yarn, pure worsted bathing suit. Square neck with belt, color combination as, Purple-Gold, Black-White, Navy-White. Sizes 36 to 44 ----- 39.00
- No. 4026—Ladies' fine gauge pure wool bathing suit. Piped with white mercerized braid, belted model, V neck. Bxd. 1-12 doz. Color Purple-Gold only. Sizes 36 to 44 ----- 57.00
- No. 201—Men's pure worsted, solid color bathing suit. Colors as Navy, Black, Maroon, Dk. Green, Dk. Oxford, Bxd. 1-12 doz. Sizes 36 to 46 ----- 24.00
- No. 2000—Men's fine gauge pure wool bathing suit, colors as Navy, Myrtle, Maroon. Sizes 36 to 46 ----- 27.00
- No. 2004—Men's all worsted bathing suits, made with a cluster of assorted colored chest stripes, colors as Green-Gold-Purple, Navy-Gold-Purple, Black-Gold-Purple. Boxed 1-12 dozen. Sizes 36 to 46 ----- 29.00
- No. 2017—Men's pure worsted bathing suit. Assorted color chest stripes, colors as Black-Green-Gold, Navy-Purple-Gold. Bxd. 1-12 doz. Sizes 36 to 46 ----- 38.00
- No. 2019—Men's pure worsted bathing suit, cluster chest stripes, colors Black-Kelly, Navy-Gold, Maroon-Gold, Bxd. 1-12 doz. Sizes 36 to 46 ----- 39.00
- No. 5001—Boys' pure worsted bathing suit. Solid color as Myrtle, Navy, Maroon. Bxd. 1-12 doz. Sizes 28 to 34 ----- 20.00

GRAND RAPIDS DRY GOODS CO.
 Wholesale Only

Changes In Millinery.

Small and medium-sized hats for women are giving ground slowly before the growing popularity of the larger chapeaux, according to the bulletin of the Retail Millinery Association of America, which describes the present situation in the trade in this way:

"In spite of everybody's opinion in favor of large, droopy body hats, it is the medium brim model of fabric or felt that is occupying general retail attention. Turbans, too, are being bought and reordered in considerable quantities, but these are limited to two distinct types. One of these is the turban with the Russian coronet flare of felt and the hand modeled visor brim, and the other class is made up of draped maline and novelty satin models on the sheik pattern.

"The cameo effects that the tightly draped Oriental turbans bestow on the fair sex are satisfactory through the warm weather days, in spite of the preferable appearance and comfort of body hats. For later wear, however, it is believed that there will be a tremendous boom in the body hats—heavily trimmed with flowers—particularly leghorns and similar weaves, but they cannot now obtain the price they would were they considered the most chic item of the season. There are quite a number of tricorn treatments selling also, in mushroom patterns or decidedly continental in their trim pointedness."

Clothing Cancellations.

Although reports indicate that the clothing retailer generally is buying conservatively for fall, the question of cancellations has again popped up. As is well known, clothing salesmen now on the road for fall have made much of the higher costs of piece goods in their sales arguments to the retailer, especially in the smaller communities. While the retailers in the larger cities have not been stampeded by the rise in the primary markets, it may be that the arguments put forth by salesmen will cause some of the smaller merchants to buy over their requirements now. This action may result in considerable cancellations later on.

However, clothing manufacturers say that up to the present the buying in general has been on such a sound basis that the cancellation evil is not expected to assume serious proportions. In fact, the contrary may be the case, with a large proportion of retailers holding off in their orders until they are forced to cover their requirements by actual consumer demands.

In the Meat Department.

"Hogs are funny things," mused the assistant meat-cutter as he whacked off some slices of bacon.

"As to which?" asked the head meat cutter.

"They have to be killed before they can be cured."

The salesman who is a good arguer may win some arguments, but he will win few customers.

PRICES CURRENT ON STAPLE DRY GOODS.

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

Bleached Muslins.		Outings and Cantons.		Wool Goods.	
Auto	15	Cashmere Twill	14 1/2	36 in. Hamilton, All	57 1/2
Fruit of the Loom	17 1/2	27 in. Unble. Canton	14	Wool Storm Serge	82 1/2
Bravo	13 1/2	100 Flannelette	12 1/2	No. 75, 44 in. Storm	
Cabot	14 1/2	1931 Outing Lights	14	Serge	
44 in. Indian Hd. S.F.	25	1921 Light Outings	13 1/2	No. 4040, 50 in. Storm	1 10
Big Injun	11 1/2	Scotchdown Shaker	15	Serge	
Lonsdale	16	Appledown Shaker	16	40 in. Julliards Pla.	1 32 1/2
Hope	13 1/2	Appledown Shaker	11 1/2	50 in. Julliards Pla.	2 00
36 in. Indian Head	20	24 in. White Shaker	12 1/2	5120, 50 in. French	1 50
33 in. Indian Head	18 1/2	26 in. White Shaker	14 1/2	Serge	
54 in. Ind. Head L. F.	32 1/2	Daisy Cloth	15	K S, 36 in. Storm	37 1/2
		1931 Dark Outings	15	Serge	
Unbleached Muslins.		Draperies and Cretonnes.		2215, 50 in. Storm	1 22 1/2
Plaza	08	Hamilton Twill	14 1/2	Serge	
96A 36 in.	11 1/2	Dresden Fy. Drapery	17 1/2	56 in. All Wool	2 00
Giant	11 1/2	Tudor F'y Drapery	19	Coating	
40 in. Exposition	12 1/2	Nu Drape	32	D R N Tricotine	1 65
40 in. 96A shorts	11 1/2	Westmoreland Creto.	16	Carpet Warp.	
Pillow Tubing.		Fancy Silkoline	16 1/2	Peerless, White	42
42 in. Seneca	32 1/2	Stratford Cretonne	16	Peerless, Colors	43
45 in. Seneca	34 1/2	3544 D. B. Scrim	13 1/2	Diaper Cloth.	
42 in. Pepperell	31	8177 Curtain Net	30	18 in. Seconds	75
45 in. Pepperell	31	8432 Curtain Net	62 1/2	20 in.	1 25
36 in. Edwards	25	4039 Marquissette	19 1/2	22 in.	1 35
42 in. Indian Head	30	Dragon Drapery	25	24 in.	1 45
42 in. Cabot	31 1/2	36 in. Art Cretonne	25	27 in.	1 60
45 in. Cabot	32 1/2	36 in. Elco Tapestry	30	30 in.	1 75
42 in. Pequot	35	Linings and Cambrics.		Notions.	
45 in. Pequot	37 1/2	Tico D Satine	30	1225-F Boston Garters	2 25
40 in. Quinebaug	30	No. 40 Blk. Satine	16 1/2	Rubber Fly Swatters	90
Denims, Drills and Ticks.		No. 1 White Satine	14 1/2	Roberts Needles	2 50
220 Blue Denim	18 1/2	No. 50 Percaline	16 1/2	Stork Needles	1 00
240 Blue Denim	17	DD Black Satine	25	Steel Pins, S. C.	
260 Blue Denim	16	Satin Finished Satine	42 1/2	Steel Pins, M. C.	300 45
Stiefels Drill	16 1/2	Raidant Bloomer Sat.	42 1/2	Brass Pins, S. C.	300 75
8 oz. Canvas	18 1/2	36 in. Printed Satine	60	Brass Pins, M. C.	300 80
Armour, ACA Tick.	27 1/2	Windsor Cambric	09	Coats Thread	
Cordis, ACA Tick	25	Parkwood Wash Sat.	57 1/2	Clarks Mile-End Td.	59
Warren Fancy Tick	35	Meritas Oil Cloth.		J. J. Clarks Thread	56
Thorndyke Fy. Sat.	37 1/2	5-4 White	3.35	Gainsborough Hairnets	1 00
Amoskeag, ACA	27 1/2	5-4 Mossais	3.25	D. Mesh	1 00
Cambrics and Longcloths.		5-4 Blue Figure	3.35	Gainsborough Hairnets	80
Berkley, 60 Cambric	19	5-4 White	3.50	S. Mesh	
Berkley, 60 Nainsook	19	6-4 White	4.50	R. M. C. Crochet Cot.	75
Berkley, 100 Nains'k	25	6-4 Fancy	4.25	B-4 Clarks Crochet C.	90
Old Glory, 60 Camb.	17 1/2	5-4 Sanitas	3.50	Silkine Crochet Cotton	90
Old Glory, 60 Nain.	15 1/2	All oil cloth sold net cash,		Sansilk Crochet Cot.	55
Diamond Hill, Nain.	15 1/2	no discount.		Dexters' Knitting	1 50
Diamond Hill, Camb.	15 1/2	Flags.		Cotton, White	
77 Longcloth	12 1/2	Doz.		Dexter's Knitting	1 75
81 Longcloth	16	16x24 in. Spearheads	1 32 1/2	Cotton, Blk., col'd.	1 75
84 Longcloth	17 1/2	18x30 in. Spearheads	1 00	Allies' Yarn, bundle	6 50
7001 Longcloth	15	24x36 in. Spearheads	2 95	Fleishers Knitted	
7002 Longcloth	16 1/2	Each		Worsted, skeins	2 30
7003 Longcloth	19 1/2	3x5 ft. Reliance	70	Fleishers Spanish	2 60
7004 Longcloth	24 1/2	4x6 ft. Reliance	1 30	Worsted, balls	
Ginghams.		5x8 ft. Reliance	1 90	Fleishers Germantown	3 70
Seminol Dress Ginghams, solid colors	15	6x9 ft. Reliance	2 90	Fleishers Saxony, ba.	3 70
A. F. C.	17	8x12 ft. Reliance	4 25	Fleishers Knitted	2 60
Toile du Nord	18 1/2	4x6 ft. Defiance	2 50	Worsted, balls	
Red Rose	17 1/2	5x8 ft. Defiance	2 75	Fleishers Scotch &	2 90
Dan River	17 1/2	6x9 ft. Defiance	3 60	Heather, balls	
Everett Classics	15	8x12 ft. Defiance	5 20	Ironweave Handkfs.	
Amoskeag Staples	12 1/2	10x15 ft. Defiance	8 00	Rit Dye Soap	80
Haynes Staples	12 1/2	6x9 ft. Sterling Wool	7 50	Wolverine Dmesh Cap	80
Lowe Chevlets, 32 in.	22 1/2	8x12 ft. Sterling Wool	11 50	Infants Hosiery.	
Bates, 32 in.	25	No. 7 Muslin Flags	7 20	Cashmere, Silk Heel and Toe.	
Trefan, 32 in.	18 1/2	Sheets and Pillow Cases.		60 per cent. Wool	4 12 1/2
B. M. C. Seersucker	19	63x90 Pequot Blea.	15 85	Infants' Cotton Hose 1x1 Rib	1 00
Kalburnie, 32 in.	35	63x99 Pequot Blea.	17 35	Infants' Mercerized 1x1 Rib	2 50
Jacqueline, 32 in.	37	72x90 Pequot Blea.	17 85	Infants' Fibre and Wool Hose	6 50
Gilbrae, 32 in.	37	72x99 Pequot Blea.	19 00	Boys', Misses and Ladies' Hosiery.	
32 in. Tissue	42 1/2	81x90 Pequot Blea.	18 85	Boys' Bearskin No. 1, 1X1 Rib Hose	07 1/2
Manville Chambray	16 1/2	81x90 Standard	13 50	2.10-8 Rise & fall	
Red Seal Zephyr	18 1/2	42x38 1/2 Utica Cases	3 75	Boys' 2x1 Cotton Ribbed Hose	\$2.25 on 8 R. 10c. F. 5c
Prints and Percalines.		42x36 Pequot Plain	3 16	Boys' 3 lbs. on 9, extra clean yarn	2 25
Columbia, Lights	13 1/2	45x36 Pequot Plain	4 20	Misses 1x1 Cotton Ribbed Hose	\$1.35 on 7 R. & F. 5c
Columbia, Darks	15	42x36 Pequot S. S.	4 96	Misses 300 needle combed hose,	
Am. Prints, Greys	10 1/2	45x36 Pequot S. S.	5 20	bxd. 1 doz. \$2.25 on 7 rise 10 fall	05
Am. Prints, Indigo	18 1/2	42x36 Meadowbrook	2 50	Ladies' 220 needle combed yarn	2 50
Manchester 80x80 Lt.	19 1/2	42x36 Lenox	2 75	hose, seamed back	
Manchester 80x80 Dk.	19 1/2	42x36 Standard	3 00	Ladies' 220 needle merc. hose with	
Scout, 64x60, Lights	12 1/2	Less 5%		440 needle rib. top fashion seam	5 25
Scout, 64x60, Darks.	14 1/2	Childs' Walsts.		in back	2 25
Shirtings	09	"Cub" Knit Waist	2 50	Ladies' fleeced hose, hem top	2 25
Reds	11	"Bear" Knit Waist	3 75	Ladies' fleeced hose, rib. top	3 00
		"R & J" Muslin Waist \$2 25, \$3 50 4 50		Ladies' fleeced hose, rib. top	3 25

Childs' Walsts. 2 50
"Cub" Knit Waist 3 75
"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 50
Extra Sizes, 40-44 7 00
14 Cut Mercerized Lisle, Asst. Styles,
Regular Sizes 7 50
Extra Sizes 8 00

Hosiery—Men's.
Men's Cotton Hose, Engineer &
Fireman, Black & Brown, doz. 1 40
Men's 176 Needle Cotton Cut Toe 1 00
Men's 200 needle full combed yarn
hose 1 85
Men's 220 needle full merc. hose 2 85
Men's 240 needle fiber silk hose 4 50
Men's pure silk hose 6 00
Nelson's Rockford socks, bdl. 1 20
Nelson's Rockford socks, bdl. 1 30
Nelson's Rockford socks, bdl. 1 50

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

Boys', Misses and Ladies' Hosiery.
Boys' Bearskin No. 1, 1X1 Rib Hose
2.10-8 Rise & fall 07 1/2
Boys' 2x1 Cotton Ribbed Hose
\$2.25 on 8 R. 10c. F. 5c
Boys' 3 lbs. on 9, extra clean yarn 2 25
Misses 1x1 Cotton Ribbed Hose
\$1.35 on 7 R. & F. 5c
Misses 300 needle combed hose,
bxd. 1 doz. \$2.25 on 7 rise 10 fall 05
Ladies' 220 needle combed yarn 2 50
hose, seamed back
Ladies' 220 needle merc. hose with
440 needle rib. top fashion seam 5 25
in back 2 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 23 00
Ladies' all pure worsted, plain 25 00
Ladies' all pure worsted striped and
color combinations 27 00 up

Athletic Underwear For Spring.

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

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

Men's and Boys' Cotton Underwear for Spring.

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

Men's Dress Furnishings.

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

Men's Work Furnishings.

No. 220 overalls or jackets 12 00
No. 240 overalls or jackets 10 50
No. 260 overalls or jackets 9 00
Stiefel rope stripe, Wabash stripe
Club or Spade overall or jacket,
2 seam, triple stitched 13 50
Coverall khaki, heavy drill 27 00
Cottonade pants 13 50 to 21 00
Black sateen work shirts 9 00
Nugget blue chambray work shirts 8 00
Golden Rule work shirts 6 50
Piece dyed work shirts 9 00 to 16 50
Best Quality work shirts 2 25 to 7 50
Shirley Police or X Back work Sues. 4 50

Boys' Furnishings.

Knickerbockers 6 00 to 15 00
Mackinaws 4 25 to 8 50
Overalls, Brownies, etc. 6 50 to 9 00
Youths' Wabash stripe overall 10 25
Coverall 12 00 to 16 50
68x72 dress shirts 8 50
"Honor Bright" Stiefels 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, 1 42 1/2
Flat Ends 2 25 to 7 50
Youths' Suspenders, 28 in. Cross-
backs, Lea. Ends 2 25

Caps and Umbrellas.

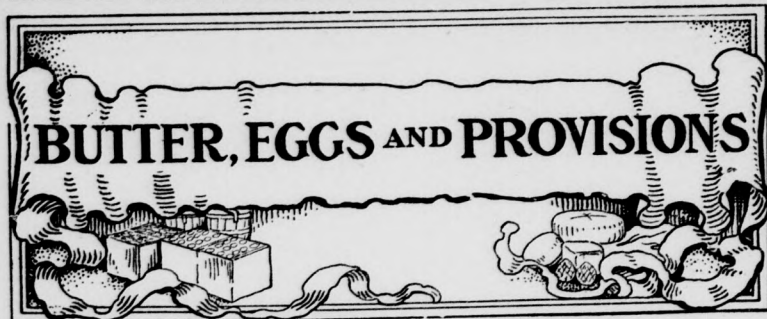
Black sateen shop cap, doz. 1 00
Dress caps, men's, doz. 7 50 to 19 50
Dress caps, boys', doz. 7 25 to 10 25
Men's & Ladies' Umbrellas 10 50 to 48 00
Men's "Scotch Tweed" Caps, Silk
Lined, Plated Backs, One Piece
Tops, Extra Quality 16 50
Men's, Boys' and Ladies' Straw
Hats, "Peanuts" 2 00

Ladies' Furnishings.

Middy Blouses, red, green, or navy
wool flannel, each 4 00
Serge middy blouses, each 3 50
Voile waists, doz. 9 00 to 15 00
Georgette waists, each 4 00
Creme 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. 18 50 to 48 00
Best sateen petticoats, doz. 9 00 to 13 50
Petticoaters, 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. 3 50
Muslin Petticoats \$12 00 to 19 50
Wash or Tub Over Shirts \$15 00 to 36 00

Children's Dresses.

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



Michigan Poultry, Butter and Egg Association.

President—J. W. Lyons, Jackson.
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Proper Method To Use in Ripening Bananas.

Enquiries have been received from time to time on the subject of ripening bananas, and more than usual interest has been shown in the general problem recently, hence we believe that a few ideas on the subject drawn from general observation and experiment may be serviceable to our readers.

Those who have thoroughly studied the ripening of bananas accept as an axiom that proper temperature, a humid atmosphere, and fresh air are the three principal factors involved in securing good results.

The art of constructing and operating banana rooms has gone through a long course of development in which practical experience, customs and individual ideas have played an important part. Until the last few years very little scientific attention has been given to the problem and it is inevitable that errors should have crept in, however great skill developed under existing methods—errors which are evidenced by the variety of method and lack of standard. There cannot be a dozen best ways of doing the same thing.

On the matter of temperature, especially, very few banana men agree—individual practice resulting from experience and affected by circumstances, showing wide variation. Much of the difference of opinion arises from a failure to understand the humidity and the various ideas as to time required to ripen bananas.

In up-to-date, well humidified rooms ripening can be carried on most successfully at a temperature of 62 degrees to 65 degrees and the fact that 75 degrees and higher temperatures are frequently used is due usually to presence of dry atmosphere or a desire to force ripening. As ripening is a vital process it should be accomplished in a natural manner and sufficient time should be given for the chemical and structural changes to take place. Ripening can only be forced at the expense of flavor, food value and "keeping quality." High temperatures cause shrinkage in the weight and if carried to extremes result in a destruction of tissue which causes quick deterioration in the retail market. Bananas ripened at moderate temperature with the required humidity should, in about three days' time, develop the desired color, good keeping quality and highest intrinsic value.

The only occasion for using high temperature would appear to be in the event of putting cold fruit in the banana room, and even then twelve hours or less at 75 degrees with a subsequent gradual reduction to 65 degrees is all that should be necessary, and humidity will often do more than heat under such circumstances.

The proper regulation of temperature in banana rooms throughout the year has only been accomplished by the installation of insulation with heating and refrigerating appliances. In the approved design, air circulation is set up by gravity which gives a fairly even temperature at all levels. In the old-fashioned basement or first floor banana room a great variation in temperature is usually found in winter with cold air at floor and warm air at ceiling. One of our good customers—an artist in his line—occupies a basement, of present necessity, which solves this trouble and he finds it necessary to hang the bunches upside down for a day or so to equalize the ripening of top and bottom hands.

In hot summer weather there is only one way to avoid occasional heavy loss and to put out fruit of sufficient staying quality to last for retail distribution and consumption and that is to use well insulated refrigerated rooms.

Good, tested thermometers should be used in each room and in those rooms not insulated nor fitted with up-to-date facilities for air circulation it would be well to place thermometers both at top and bottom levels of the fruit, especially for winter operation.

The subject of humidity is, of the three ripening factors, perhaps least generally understood, although very interesting. No reliable, durable, commercial instrument has been devised to give direct readings of the moisture content in the air and it is therefore difficult to regulate it. The average banana man balks at the sling psychrometer with its wet and dry bulb thermometers and reference tables, although it is not a difficult instrument to use and give accurate results. If we only had something to indicate humidity as the ready thermometer keeps track of temperatures it would be a great boon. However, one can easily sense the difference between dry and humid atmosphere in a banana room and to some extent approximate the intermediate conditions.

The water content of bananas is about 76 per cent. and the skin is moist and porous. In too many cases the air of the ripening room is humidified almost solely by water evaporated from the bananas themselves, which means shrinkage of weight and a less healthy condition for the fruit's further adventures.

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Order a bunch of **GOLDEN KING BANANAS** of

ABE SCHEFMAN & CO.

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Grand Rapids, Mich.

WHEN YOU THINK OF FRUIT—THINK OF ABE.

That bananas may be cooked or chilled by high or low temperatures is pretty well understood, but the damage resulting from excessive evaporation is not so well recognized through none the less serious. If the reader will cut a hand of green bananas in two and place half on his desk in a steam heated office and the other half in a glass jar with the cover loosely applied to permit ventilation he will easily demonstrate the injury from this cause. The bananas subjected to the dry atmosphere of the office will lose heavily in weight and ripen slowly to a poor color with every scar and abrasion accentuated and develop the trace of brassy flavor due to imperfect maturation. If cut even before color appears the skin ducts will show dark. On the other hand, the fruit in the jar with its atmosphere self-humidified will ripen more quickly with a light golden waxy surface and bright green tips. The skin will be thick and moist, and not shrunken or dry nor will it cling to the pulp. The flavor when ripened fully will be found to be good.

The effect of dry atmosphere is so well known about our office that the employees will wrap hands of bananas in newspapers to bring a good color to the fruit by retaining its moisture. This procedure would be good if ventilation were supplied at the same time though it is probable that while the moisture is mostly retained the gases thrown off by respiration of the fruit are mainly dissipated through the pores of the paper. However the experiment is being practically worked out in daily practice by all users of up-to-date banana rooms artificially humidified and ventilated.

In the refrigerated room a satisfactory percentage of humidity is maintained and the excess is taken out by condensation on the coils, but in heating the air would be dried unless the proper percentage of moisture is supplied by artificial means. In the most approved plan this is effected by a humidifying appliance incorporated in the heater. Of the ripening rooms of less advanced type some are heated by low pressure steam pipes around the base of the wall and when the fruit is first put in live steam is injected for initial humidification. In rooms heated by gas burners, metal vessels of water are set over the heaters and in all cases some method of humidifying is essential when heat is applied. We have all noted the variation in the efficiency of the old style banana rooms and it is not too much to say that humidity is usually the large factor in the differences encountered. A basement room may have so much moisture in its stone or brick walls and cement floor that it cannot take up more and may even give off some under heating. Whatever the other deficiencies in ventilation temperature and cleanliness, the advantage of humidity may tell at least in the color of the fruit. On the other hand, a room which dissipates the humidity given off by the bananas or absorb it in its walls and ceiling produces less fortunate results.

Many a complaint of slow ripening, high shrinkage, poor color, or excessive scarring has been traced directly to a dry atmosphere in the ripening

room. In air of low humidity every abrasion on the skin of the fruit quickly extends as the exposed sap and cells dry and oxidize. Thus, fruit which would be acceptable, under proper ripening conditions is rendered unattractive in appearance. The banana is grown in the humid tropics and it is only natural that it should require a fair degree of humidity throughout its cycle and when transported thousands of miles from home to be ripened artificially. It is safe to say that the atmosphere of the banana room should register above 76 per cent. relative humidity, that less heat is required as the humidity is increased, that increased humidity reduces shrinkage and that the proper percentage of humidity favorably affects color, flavor, food value, skin imperfections, and keeping qualities.

The necessity of fresh air in ripening rooms is a matter difficult to fully explain without going into the technical side of the question but some homely analogies and facts will assist in explaining the case. In the first place, the banana is practically a living plant organism and breathes. It is mainly the product of its own respiration that vitiates the atmosphere of a cleanly banana room and it is a well accepted fact that the respiratory emanations of any organism have a deleterious effect in reaction on its vitality. Bananas in a hermetically sealed room occupy much the same unfavorable position of a man smothering in a vault. To give an illustration directly in point—the writer recently conducted an experiment in his office in which a hand of green fresh bananas was divided and each portion placed in a glass jar, one jar being sealed air tight and the other with an opening for ventilation. Now the bananas in the ventilated jar ripened beautifully in due time while those in the sealed jar became soft and dead although still green, and analysis showed above 75 per cent. carbon dioxide gas in the atmosphere of the jar before it was opened. It is quite clear that these bananas were killed and on their way to decomposition. In rooms sealed tight for ripening purposes gas burners increase the atmospheric impurity by adding the products of combustion to air already vitiated by banana respiration. Color and quick ripening are obtained by such methods but the process is forced and unnatural and the effect of impure air is deleterious to the vitality of the fruit. In closing the rooms tightly the sole benefit is in the sustained humidity, for in operating the old-fashioned rooms the humidity is usually lowered by ventilating. With the rooms of later design the air is perfectly conditioned to both purity and the proper percentage of humidity, giving the best result.

In all our study of the physical problems of banana handling we have found it best to keep Nature's good old way in mind and we do not believe she can be improved upon by substituting foul atmosphere for good fresh air in the banana ripening process.

When all is said the problem of ripening bananas is simply solved by supplying the most natural environment with control and adjustment of

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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.

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conditions within moderate bounds. Insulation and approved appliances will meet all the needs, and the expense of such equipment seems fully warranted in view of the perishable nature and value of the commodity, and considering the economy in shrinkage and waste together with the certainty of business development and progress as a result of delivering goods of highest possible intrinsic value.

If the installation of refrigerating machinery involves too much outlay, banana rooms can at least be insulated with cork board which in many markets is about as cheap as lumber to-day and the appliances for properly heating, ventilating and humidifying can be installed to good effect for operation during a large part of the year.

E. C. Calkins.

Freight Rates and the Retailer.

A retailer writes the Tradesman to enquire how a reduction in freight rates is going to help his business if the prices which he must pay for his goods keep going up and more than offset what little he saves in freight charges. In that event he will have to increase his prices to consumers, and he is not sure that this will not hinder the revival of retail buying. It is probably true that a 10 per cent. cut in freight rates on some articles will have very little effect on retail trade. In the case of a commodity like silk, for example, the reduction in the rate is such a small fraction of the total cost of the goods that its effect will be negligible. Perhaps the retailer will get as much benefit from lower rates on commodities that he does not handle as on those that he carries in stock. The freight rates on certain cheap and bulky commodities like gravel, crushed stone, and other road building materials have proved a hindrance to construction work. The reduction of rates on such commodities may prove a stimulus to their shipment. If this in turn leads to more construction work and bigger payrolls in his community the retailer will necessarily obtain a good portion of the benefits.

An Auto Every Twelve Seconds.

For the past ten months the Department of Commerce, through the Census Bureau, has been compiling statistics of automobile production in the United States. Its latest report shows that the output of passenger automobiles in April was 196,512. This represents an increase of 30 per cent. over March and is the largest production in any month since the compilation of the figures began. The April output indicates in round numbers 7,500 cars for each working day. This represents a car every twelve seconds per twenty-four-hour day. If all factories were not working night shifts the average output during actual working time would be higher. Production of trucks during April was also the largest for any month reported, and was 13 per cent. greater than in March. All this looks like better business and also preparations for still more to come.

Looks like international complications have set in.

OURS NOT TO REASON WHY.

Tender Tribute To the Memory of Raymond H. Merrill.

Grant, June 6—Death rang down the curtain for R. H. Merrill, prominent business man of Grant, on the 31st day of May, 1922.

He was in his usual health on the morning of that day, when he set out for his store. A sudden illness caused him to call in at the store of Archie Smith. He lost consciousness and within an hour had passed to the great beyond.

Raymond Hale Merrill was born at Bridgeton, Michigan, Sept. 21, 1877. Shortly afterward his parents moved to Sparta, where he received his early schooling, and where, at an early age, he manifested a love for the printer's art and entered the office of the Sentinel-Leader, with which publication he was identified for several years.

From Sparta Raymond was called to Sault Ste. Marie, where he became a reporter and writer on the Evening News, which journal at that time was under the business management of W. Frank Knox, who is now publishing a newspaper at Manchester, New Hampshire. Mr. Knox was one of the Roosevelt rough riders and a man of sterling worth.

It was in the spring of 1902 that Mr. Merrill became connected with the Soo paper, and as reporter and writer he met and became intimate with that Michigan statesman, Chase S. Osborn. The trend of Raymond's mind was for newspaper work and he seemed to enjoy the lot of a newspaper man.

However, as a writer of advertising he became an expert, and the fascination of a business life came to him with irresistible force, finally turning him away from that journalistic work for which he seemed especially fitted to seek his life with the mercantile world.

He removed to Grant about 1908, and a short time later entered upon the work which has since that time occupied his entire time. He believed implicitly in the value of printer's ink, believing that if you had anything to sell it was the proper thing to make the community wise to that fact through the printing press.

As a merchant he was faithful to his ideals, never swerving from the strict path of honesty in advertising. His store became the trading point and rest room for customers for miles around. Ever pleasant, always carrying out every pledge made in print to his numerous patrons, he was respected and loved by every man and woman who believes in square dealing, honest endeavor and a heart and hand ever open to charitable doings and splendid public improvements.

His heart and hand were ever in the right place. Every public measure that he felt would be of benefit he endorsed and aided wholeheartedly. He possessed a cheery and sociable nature. Dozens of his fellow citizens have expressed to the writer their admiration and affection for the deceased merchant and the belief that his place in our little city will be hard to fill.

A good man has fallen in Israel.

The suddenness of it came as a profound shock to the whole community. To drop out from a world of intense business activity into that shadow which veils all human kind as they step across the border line between this world and the next, is provocative of deep sadness and a theme for much speculation. From whence, whither?

The question is asked, but it cannot be answered to-day.

Footsteps on the boundaries of another world do not reach the mortal ear. We know that whatever God has provided for his subjects here will some time, somewhere, somehow be revealed to our dimmed vision. Until then we must wait and wonder, perhaps question the justice of the rod that chastens.

What we do, not what we say, is what counts in the great realm of

Bury the trials and troubles of handling the flour that you have been "trying to get away with." Handle a flour that wins business for you. Don't be apologetic; be proud.

Fanchon—Red Star

JUDSON GROCER CO.
GRAND RAPIDS, MICHIGAN

KEEP COOL—Swat the Fly

Now is the time to order your FANS and FLY SWATS for
SUMMER ADVERTISING
THE CALENDAR PUBLISHING CO. has them.

G. J. HAAN, President, Manager.

1229 Madison Ave., S. E.

Samples and Prices given upon request.

Grand Rapids, Mich.

Citizens Phone 31040.

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

McCRA Y

REFRIGERATORS

for ALL PURPOSES

Send for Catalogue

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

McCRA Y REFRIGERATOR CO.
2244 Lake St., Kendallville, Ind.



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

world existence. Raymond was a doer, as his myriad of friends bear witness.

Why such a life should be snuffed out at the zenith of its usefulness is a query that confounds and mystifies to the last degree. A loved and loving husband and father has been taken away. There should have been many years yet of usefulness and good deeds and yet nothing counts with eternal things. We bow our heads in sorrow over the bier of our loved one. We cannot help the thought, amounting to belief, that Raymond Merrill has gone to join that mother who passed to the beyond less than three months ago, and whom he loved as all good, grand men love their mothers.

Behind he leaves a sorrowing wife, an only daughter of fourteen, who is a member of the High school at Grant and a father, the latter now full of years and infirmities.

It is not what we say, but what we do that tells the story of man's stewardship on this earth. Fully recognizing the sterling worth of the departed we bow our heads to the inevitable reaper whose kingdom is not of earth and whose ways are past understanding.

The funeral was under Masonic auspices, of which order the deceased was a member of several years' standing. It was held at the Community building, Elder Livingstone preaching a sermon full of kindly references to the life of his friend. Merchant and minister were on terms of kindly intimacy and the occasion was one long to be remembered in Grant.

J. M. Merrill.

What Farm Products Will Buy.

The purchasing power of farm products in terms of other commodities is now about 22 per cent. above the low point reached last December, according to statistics compiled by the Department of Agriculture. With purchasing power in 1913 taken as 100, the index stood in April at 67. This compares with an average of 61 for 1921 and of 78 for 1920. The purchasing power of farm products was at the peak in 1918, when the yearly average was 111. The low point, as already stated, was reached last December, when the index dropped to 55. By March it had moved up to 67 and remained unchanged during April. The change from December to March inured to the farmer's benefit, but during April, although prices of farm products were advancing, the gain was offset by the rise in wholesale prices of other commodities, and the index, therefore, remained unchanged. The figures just cited indicate that a given combination of farm products that in 1913 would buy 100 units of other commodities will to-day buy sixty-seven units of the same goods—in other words, that the purchasing power of farmers, in spite of its improvement since 1913, is still a third below its pre-war level.

While this index of the purchasing power of farm products indicates that the farmers are not yet "out of the woods," there are several favorable factors that price statistics alone do not reveal. For instance, this year's crops are going to be produced at much less cost than any since the war, and the cost of production is as important an item as the selling price. Again, the farmers at the next crop movement will have the advantage of lower freight rates. The roads had voluntarily reduced rates on

some farm products before the recent decision of the Interstate Commerce Commission, but this was done too late to confer any great benefit on the original producers. When the farmer sells his products he must bear the cost of their transportation to the central markets, and when he buys finished goods the costs of transportation are likewise shifted to him as they are to all other consumers. Lower freight charges may therefore benefit him in two ways, by giving him a greater net return on what he sells and by enabling him to buy his machinery implements, and other equipment more cheaply than before. This will improve his purchasing power, if prices continue relatively stable.

Stringless Beans Now Being Canned.

The new crop of stringless green beans from the South is now being canned in Mississippi, Alabama and Louisiana. The variety is what is called the Burpee stringless, and grows without a string. In that respect it is superior to the Refugee variety of green beans grown in the North, although it is larger and is not well adapted for canning whole, or for grading into several sizes whole in the cans. The color is darker and the bean is therefore not so slightly as the transparent green Refugee bean of Northern production, which when graded and packed whole in the cans is stringless for the sizes 1, 2 and 3. The larger sizes of Refugee are usually cut, although some 4 size is packed whole.

The Southern stringless green bean is packed cut and in can sizes 2, 3 and 10s. They are not graded or packed whole in the can. These Southern green cut beans are of fine flavor and, being devoid of strings, are tender. These Burpee cut stringless beans are also packed in the vicinity of Baltimore and in the Baltimore canneries.

Those packed in the South seem to be free of mixture of the beans with string, which appear in some of the Eastern packs. The Southern canners claim that they are very careful in the selection of seed, and that as they do not pack any of the common string beans they are able to keep most of the stringy beans out of their cans.

Freight rates have some influence in directing the buying in this article. The carload rate from Baltimore is 60 cents per hundred, from Alabama canneries 53 cents, and from Mississippi points 47 cents per hundred. Prices from each of these localities now quoted on the new pack are about equal. For No 2 size cans the price is \$1.10, and for No. 10 size cans \$4.50 per dozen f. o. b. canneries.

There is a stringless bean called the cranberry bean which is packed in Maine, a very good bean and stringless. It is packed only in cut style. It is a very large growth, and on that account is not slightly in the cans when it is allowed to become too mature. The bean inside the pod is of a dark color and apt to show red through the pod, when canned too mature.

John A. Lee.

BECKMORE OINTMENT FOR HORSES AND CATTLE

Quick relief for Galls, Cuts, Scalds, Sore Shoulders and all kindred Troubles. Sold at Wholesale by:

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

We are manufacturers of
Trimmed & Untrimmed HATS
for Ladies, Misses and Children,
especially adapted to the general
store trade. Trial order solicited.

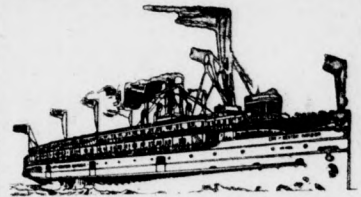
CORL-KNOTT COMPANY,
Corner Commerce Ave. and
Island St.
Grand Rapids, Mich.

When You Need Any of the
Following Items
And

Want the **BEST POSSIBLE**
SERVICE

Write
The Dudley Paper Co.
LANSING, MICH.

Wrapping Paper—Twine
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Wood Dishes—Milk Bottles



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

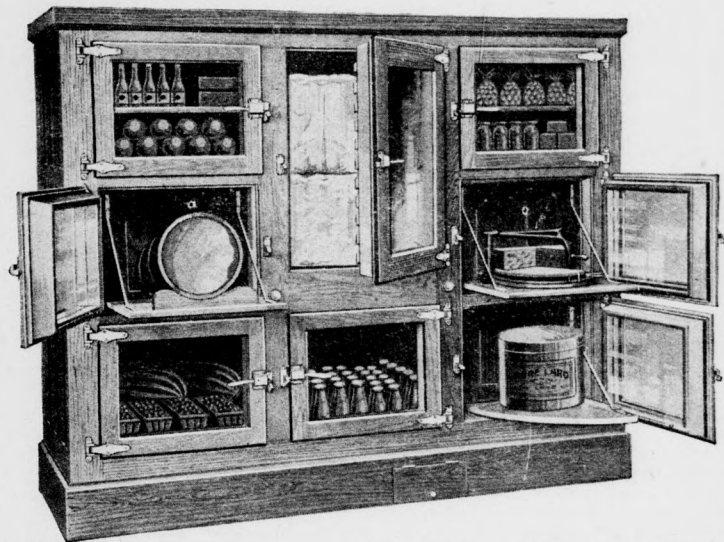
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Ask about our way
BARLOW BROS. Grand Rapids, Mich.

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

A. B. KNOWLSON CO.
Grand Rapids Michigan

"DRY-KOLD" REFRIGERATORS



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

REFRIGERATORS FOR ALL PURPOSES.

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

THE "DRY-KOLD" REFRIGERATOR CO.
Manufacturers

NILES

MICHIGAN



Gabby Gleanings From Grand Rapids.

Grand Rapids, June 6—W. S. Shaffer and J. H. Kennedy, representing the Norwich Pharmaceutical Co., attended a meeting of the company's Middle States salesmen at the Statler Hotel, Detroit, last week. Mr. Kennedy, while a resident of Grand Rapids, is a member of Saginaw Council and visits the druggists. Mr. Shaffer calls only on physicians and surgeons. I isn't often that we find commercial travelers with college degrees. The "M. D." that Mr. Shaffer can write after his name must give him an immense advantage over his competitors who may not be so fortunate.

L. E. Merchant, well-known printer of St. Joseph is a candidate for Register of Deeds. His chances of success must be good since every paper and supply salesman seems to be working for him.

Roller towels seem to be more in evidence of late around many of the country hotels. Make note of these, fellows, and be sure to observe whether or not there are also individual towels, paper or otherwise. If you think it none of your business just please remember that one of our members almost lost an eye last year from an infected towel. It might have been you.

Give the new manager a chance, even though he doesn't pose as a regular hotel man. Two travelers this week complain that there has been no improvement in the Pike House, at Niles, since Birney left it some weeks ago.

G. F. Dinsmore has resigned as sales manager and purchasing agent of the Rosback Co., at Benton Harbor, and will leave shortly for Boston, where he has accepted a similar position with another house.

Manager Pfeifer, of the Shelby Hotel is very proud of the white card recently sent him by the State hotel inspectors. Patrons are welcome in this man's kitchen at any time and late arrivals may have a cold bite for the asking. If hungry between meals, go to the kitchen. It is just like being at your own home.

Everyone who has stopped there has a good word for the Hotel Rex, at Buchanan. Sales men working in Niles prefer spending the extra bus fare over and back. There is a pretty fair restaurant opposite the Rex. There is plenty to eat and it is home cooking.

Dollar dinners at the Hotel Rickman, in Kalamazoo, are becoming popular as an evening meal and bid fair to restore the fame of earlier days.

Where to eat when in South Haven is a question that puzzles most travelers. That restaurant nearest the Reid Hotel is a disappointment. The food might be all right if they had a new cook and, above all an honest-to-goodness dishwasher.

Card games with guests have put more than one hotel manager to the bad, not because of the money involved but because of time lost and lack of attention to business. Keeping things in shape around the average country hotel takes just about twenty-four hours' time every day in the week. That is what most of those men say who are conducting the kind of hotels where you would prefer to spend a Sunday when away from home.

That street in Benton Harbor on

which the Dwan Hotel is located—you drivers of flivvers well remember—it is all torn up and will soon be paved with asphalt. Even in its present condition there is less chance of breaking springs on a car than for a couple of years past.

Commercial travelers are given preference at the Goodwin Hotel, Cassopolis. It was a big undertaking to rebuild the Goodwin and put in modern plumbing throughout. Rooms which were always clean are now more comfortable and dining room service is good.

Harry E. Brounell, who until recently traveled Michigan for the Winchester Arms Co., has accepted a position with the W. B. Jarvis Co., of Grand Rapids.

Say what about that hotel key you carried away to-day? Did you mail it back as you should? Wednesday evening the Hotel Reid, at South Haven, reported eleven missing and the week but half gone. Three were returned by the mail man Thursday morning. This seems to be about the average. Hotel keys cost very little money, to be sure, but the biggest expense is fitting them in the doors. It is best to leave your key at the desk. There is always someone about who can pass it over when needed. You've never heard a clerk complain that it was too much trouble.

Complaints continue to come in concerning the McKinnon House, at Cadillac. Recently a proposition put up to the local Board of Commerce for another hotel met with small encouragement. Members of that Board judge everything by the weekly luncheons served them. These, by the way, are very good and the price is reasonable. Get one of the home fellows to take you on some Wednesday noon.

Mrs. Johnson, who conducts the Hotel Handy at Mancelona, struggled through the war period of high prices without raising rates and is now being rewarded. Travelers go a long distance out of their way to patronize the Handy and it will be a long time before past favors are forgotten.

A patron of the Dwan Hotel dining hall, in Benton Harbor, was heard to remark that his portion of bread had been sliced with a safety razor. He declares that by actual measurement the three pieces served him totaled five-eighths of an inch and that toast at breakfast was thinner still. Bread is but a part of the regular meal, which isn't so bad when price is considered.

J. E. Bachelder, who recently purchased the Old VanderPool drug stock at Madison Square has done considerable remodeling until now this is one of the finest and most modern pharmacies in Western Michigan. Mr.

HOTEL WHITCOMB

St. Joseph, Mich.

European Plan

Headquarters for Commercial Men making the Twin Cities of

ST. JOSEPH AND BENTON HARBOR

Remodeled, refurnished and redecorated throughout.

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

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

J. T. TOWNSEND, Manager.

3 Short Blocks from Union Depot and Business Center

HOTEL BROWNING

MOST MODERN AND NEWEST IN
GRAND RAPIDS

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

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

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.

HOTEL RICKMAN

KALAMAZOO

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

PARK-AMERICAN HOTEL

Near G. R. & I. Depot

Kalamazoo

European Plan \$1.50 and Up

ERNEST McLEAN, Manager

OCCIDENTAL HOTEL

FIRE PROOF

CENTRALLY LOCATED

Rates \$1.50 and up

EDWARD R. SWETT, Mgr.

Muskegon Michigan

CUSHMAN HOTEL

PETOSKEY, MICHIGAN

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

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

New Hotel Mertens

GRAND RAPIDS

Union
Station

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



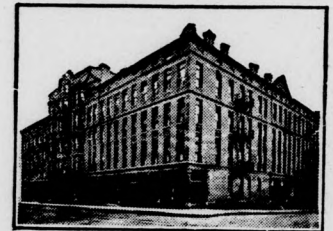
Fire Proof

CODY HOTEL

IN THE HEART OF THE CITY
Division and Fulton

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

CODY CAFETERIA IN CONNECTION



Bachelor and wife are visiting this week with relatives in Port Huron.

J. M. Bowen, a member of U. C. T. Council, No. 134, Grand Island, Nebraska, is now living in Grand Rapids at 548 Lafayette avenue and intends to transfer to Grand Rapids Council.

Absal guild, A. M. O. B., will hold a special meeting Saturday evening, June 17. Several matters of importance will come up for consideration, including that of increasing the membership and including in our organization a death benefit fund.

Counselor K. C. Ainsley, 2115 Wealthy street, has just completed arrangements with A. F. Levine & Sons, Bay City, to sell their line of mattresses in Western Michigan, with headquarters in Grand Rapids. This firm also has a mattress factory at Dayton, Ohio.

They say that the early bird catches the worm but it is a sure thing that he doesn't have to stay up all night in order to be the first one on the job.

The ostrich has a habit of hiding his head in the sand and thinking that no one can see him for the reason that it is impossible for him to see anyone else. There are a good many employees who are human ostriches in that they believe they have no faults or shortcomings for the simple reason that they cannot see them themselves. These are the men who, when called to account by their employers spend several days in sulking and telling their fellows that they are being "picked on." It might be well for these men to look at themselves when their work is criticised instead of regarding their employers as unjust critics.

You rarely hear a hustler say that business is poor and that things are going to the dogs. The man who is up on his toes every minute of the business day is too much occupied in bringing in orders to pay much attention to the current gossip on business conditions. This man makes his own conditions and does not depend upon others to make them for him.

There is an ever increasing demand for young men in business. Youth brings new ideas, speed, enthusiasm and idealism, and there is an old saying to the effect that youth will be served. Large companies throughout the land are endeavoring to get younger men in their various departments and the desire for the comparatively young man has penetrated the ranks of both industry and merchandising. In the desire to obtain men with a fresh viewpoint employers are often inclined to forget the older men in their organizations and to put them aside. Stop and consider the wisdom of such a step before you take it, however, for the old employee has often a personality that is respected by your customers. He knows the customers, their likes and dislikes and it is often his personality and not your goods or your prices that is responsible for your success.

Some men resemble electricity in that they are useful but dangerous.

Avoid conceit as you would bad company. In our opinion there is nothing quite as bad as a man who thinks that he is the exact center of the solar system and who has the idea that he is indispensable to the welfare of the universe. There never was a man in the history of business who could not be replaced. Whenever you begin to think that you are a little better than anyone else, pause a minute and reflect that there are about 110,000,000 people in this land of ours and that if you were really the man you think you are you would be occupying a better position than you now hold.

Thanks, fellows. Awfully nice of you, indeed. No one would ever suspect that the "gabby guy" was away all last week on a fishing trip and there wasn't a line of his own stuff on the commercial travelers page of the Michigan Tradesman; nothing but his name and that was probably left over from the week before. More than a dozen good old U. C. T. scouts

sent in news last week and it might be well to "fess" up right here that not half you read in this section is ever seen by the official correspondent until it is in print. In truth, there is not one, but a dozen "gabby gleaners," whose united efforts make it just what one reader has said: "You never know what's coming next, so its best to read of it." John B. Olney.

Federal Regulation of Child Labor Held Unconstitutional.

Detroit, June 6—What in ante-bellum days was known by the term of "state's rights" has just had an inning in the United States Supreme Court, where Chief Justice Taft read a decision of that tribunal, denying the Federal Government the authority to regulate child labor, going so far into the real merits of the case as to eliminate the real fiction of child labor regulation through penalization in order to establish the fact that it was an infringement on the police powers of a sovereign state.

Now that the court has taken the stand that it must decline to recognize any law, or enforce same, which Congress passes outside of its constitutional jurisdiction, we may hope for even greater things.

This really bears out what the writer has contended in various articles with reference to the tenth amendment, which says that powers not specially delegated to Congress shall be "reserved to the states respectively or to the people."

While the question of child labor is one of vast importance and is now receiving the attention of a majority of the states and, no doubt, will receive proper regulation by state enactments, the decision itself is far reaching and has more or less bearing on many situations and controversies which are now attracting the public mind.

The Attorney General, who presented the case and argued for Congress, maintained that suppression of child labor was an act for the general welfare and that the people and not the courts should enquire into the objects of such legislation.

The court, however, declared emphatically that it had to perform its duty, "even though it requires us to refuse to give effect to legislation designed to promote the highest good."

This announcement of the chief justice is somewhat startling in view of the very fact that the Supreme Court of the United States has seemingly gone out of its way on numerous occasions to meddle with state affairs, which on advice of some of the best legal authorities in the country, were protected from congressional interference by the said tenth amendment to the constitution and decided adversely to the state authorities.

The then Attorney General of Michigan, several years ago, invoked the aid of the tenth amendment in handling the case against the railroads which had appealed to the Federal district courts in their fight to set aside state regulation through what was clearly legally unwarranted decisions of the Interstate Commerce Commission. He put up one of the most spectacular and unusual fights known to legal history, backed by most eminent legal authority, and yet the decision of the court was in direct contravention to the findings in the child labor case. There might have been some palliation for the excess of authority displayed by the greater court, when it decided that the Interstate Commerce Commission, being endowed by Congressional authority, might override state legislatures and also state courts in their rulings on interstate matters. It was conceded that interstate regulations were subject to reviews by the Interstate Commerce Commission, but a reasonable interpretation of the tenth amendment was really a notice to the said Commission to "keep off the grass."

The various decisions concerning the application of the 18th amendment

and the interpretation of the Volstead act were in many instances "sailing pretty close to the wind," but the people had in the enactment of the amendment delegated certain additional authority—that of passing regulatory legislation—to Congress and there seemed less necessity for scrutinizing its decisions than in the railroad cases, when the action taken was in direct opposition to public sentiment.

It almost seems a pity that this late recognition of and seeming zeal for "state rights" could not have been in evidence when the consideration of other more important causes was undertaken and that the Supreme Court cannot bury its aristocratic tendencies as well as its tendency to interfere with business.

The Federal Government's negating activities are immediately killed by the court if that whimsical institution's digestive apparatus is out of tune, but the right of Congress to meddle with business affairs is seldom questioned by the higher body and the constitutionality of such action is seldom evidenced in test cases.

Secretary of Labor Davis has burst forth in song and through the newspapers is endeavoring to show that laborers' wages must inevitably and necessarily increase at the rate of 40 to 50 per cent. every half century.

To his own satisfaction, may it be said, he has proved it by interpretation of certain tablets of the stone age, the bringing out to public view papyrus relics, etc., basing his premises on the wages paid in the erection of the pyramids and the Tower of Babel. He discovered that 750 years ago a carpenter received five cents a day, presumably under union regulation and in all the time it took to raise that wage to \$5 per day—also under union regulation—there never was a fifty year period when wages had receded. There never was a war when they did not advance at least 40 per cent. and the same procedure would continue as a settled course on human events forevermore.

By still another hypothesis Mr. Davis figures that even if there had been no war at his ratio wages now would be up 18 per cent. more than in 1913, though there are some authorities who scientifically figure out that without the war there would have been a more calamitous depression in wages and the demand for labor than we have been undergoing in the past eighteen months.

Mr. Davis has, in his review of the results of his research overlooked the period of the civil war, ignored the fact that the wage earner was suddenly plunged from the heights he had attained by an unusual labor depression when common laborers were working in sawmills, lumber camps and on farms for a stipend of 50 cents per day, supporting the usual family complement and this wage considerably less than at any period since the gold craze of '49.

The repeal of the "law of supply and demand," as once promised by a certain presidential aspirant, is the one loose spoke in the wheel of Mr. Davis' thesis. It will govern wages and the cost of living, which, in a large measure, governs wages and the man who worked at carpentering at 5 cents per day could not have continued in that vocation if living levels were not contemporaneous therewith, and even at that infinitesimal wage, he could not have retained his job without efficient service.

The supply of labor will govern the measure of wages in the "forevermore" predicted by Mr. Davis, just as the supply of potatoes will be governed in price by the number of gourmands who consume them.

Mr. Davis may be valuable as a cabinet officer, but his conclusions, based on historical research, are not convincing. W. H. Istler.

"It is better to do your best and expect the worst, than to do your worst and expect the best."

Items From the Cloverland of Michigan.

Sault Ste. Marie, June 6—The Mac & Mac Transfer Co. has purchased a new taxi-cab which is the only one of its kind in the city. It is equipped with a meter and every convenience to make it an up-to-date taxi.

J. A. Roberg, of Manistique, has purchased the Armstrong meat market of that place. Mr. Roberg, who has spent the past year in Detroit, is well and favorably known. He states that he will sell for cash only and with his previous experience in that business his friends predict it will be a success.

Dan Call, of Manistique, has started a daily bus between Manistique and Newberry. Leaving the Ossawana-makee Hotel, at Manistique, every evening. This will enable travelers to make the trip in one day, where otherwise it took two days to go to Newberry and return, besides there is much traffic between Manistique, Germfask and Blaney to pick up en route. This route will be appreciated by the numerous traveling men who have had to depend on the trains heretofore.

Dr. Doolittle, the famous good roads enthusiast of Toronto, paid the Soo a visit last week. He gave a very interesting talk on good roads in the Canadian Sault. Many of our good roads boosters attended the meeting and are lined up for every move leading to better roads in Cloverland.

The mill formerly owned by the Michigan Forest Products Co., at Strongs, and which went into the hands of a receiver last September, has been purchased by Chas. D. Kerry, of St. Ignace. The mill has started operations again under the name of the Chippewa Lumber Co. This will make business hum at Strongs once more after several months of idleness. C. D. Ingles will be the man in charge.

New fixtures have been installed in the dental offices of Dr. Harold K. Williams and many improvements have been made which makes the office up-to-date in every respect. The interior of the building has also been renovated and refinished, which adds greatly to the appearance.

Thomas and Villard Bolitho, proprietors of the A. S. Putnam & Co. drug store on the East side (Manistique), have taken over the business of S. J. Neville on the West side. They will operate both stores. Mr. Neville has been in the drug business in Manistique for 20 years. He has not decided on his plans for the future. A. A. LaBarry will be retained as clerk in the drug store.

It looks as if the baseball team for the Soo is a thing of the past this year. There are apparently no enthusiasts and the project is abandoned.

Forty-eight building permits were granted here during May, which shows that business is picking up to a marked extent at the present time.

Jay F. Young, one of our well-known young men who served over seas, has been named Chief of Police to succeed former Chief H. M. Mitchell. Jay makes a good appearance in the uniform and will no doubt give the Soo the very best that is in him.

The first actual work on the Cadillac Lumber & Chemical Co.'s new plant will start this week. Marshall N. Hunt, contractor, has placed an order for 500,000 barrels of cement to get the work under way. This will mean much extra activity which will be appreciated by the merchants in general.

"Many a man who acts like a big gun isn't loaded."

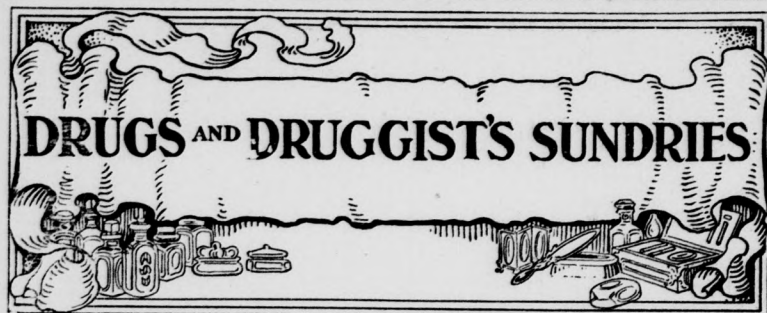
The Soo merchants will start the usual half holiday closing every Thursday afternoon during the summer months.

Harry Wilcox, of Grinnell Brothers music store, is enjoying a fortnight's vacation with relatives at Rochester.

Wm. Harris formerly of Marquette, has opened a restaurant at Pickford.

It's easy to make a monkey out of a man when you get him up a tree."

William G. Tapert.



Michigan Board of Pharmacy.

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

President—James E. Way, Jackson. Sec'y and Treas.—Charles S. Koon, Muskegon.

Director of Drugs and Drug Stores—H. H. Hoffman, Sandusky. June Examination Session—Detroit, June 20, 21 and 22.

Mich. State Pharmaceutical Ass'n.

President—John G. Stetekee, Grand Rapids. Secretary—L. V. Middleton, Grand Rapids.

Treasurer—E. E. Faulkner, Middleville.

Annual Meeting of Michigan State Pharmaceutical Association.

The annual meeting of the Michigan State Pharmaceutical Association convened at Ann Arbor Tuesday afternoon. President Stetekee opened the meeting by the appointment of a Committee on Resolutions and then read his annual report as follows:

The past year has been one of very gratifying results in the drug fraternity and to our Association. Several events during the past year have assisted the retail druggist in bettering his condition and in removing the petty burdens that have been a nuisance to him.

The adoption by the N. A. R. D. in their annual convention at Denver of the slogan "Try the Drug Store First" has awakened the manufacturers to the fact that the druggist is the merchandiser of the future and the manufacturers are vying with each other to interest the druggist in handling their products.

There is no concealing of the fact that the public has not appreciated as it should the high standing of pharmacy as a profession.

And you can't blame the public much. The jokesmiths who have considered the drug store their legitimate prey have gone unrebuked. Druggists themselves have so emphasized the commercial features of their business that the public has lost sight of the professional side.

Other lines of trade are insistently teaching the public that it is not necessary or economical to buy drug store supplies at the drug store.

Some manufacturers, in their zeal to create a greater demand for their products, are loudly shouting to the public to beware of substitutes.

With all these influences at work undermining the prestige and good will enjoyed by pharmacy in the years past, it is imperative that pharmacists do something to protect their own interests.

Public opinion is shaped by publicity. There can be no question about that. The average person accepts as true what appears in print. The printed word is the only means of information open to most people. Pharmacy can be glorified or damned by the printed word.

When the public is warned to accept no substitute, the inference the public gets is that pharmacists as a class are substitutes, always seeking the opportunity to sell some inferior product, even a dangerous substitute, for their own gain.

When the public is warned against imitations offered by unscrupulous dealers, the public gets the impression that there are so many unscrupulous dealers that it is necessary to advertise the fact.

This kind of publicity is creating a prejudice against pharmacy. The fact that no combined effort has been made to curb it in the past is responsible for many erroneous impressions to take root.

It is time pharmacy declared itself. Your individual effort to counteract unfavorable publicity will not amount to much, but if every druggist will consider himself a unit in a great National movement to intelligently direct the molding of public opinion, pharmacy would find itself enjoying an estimable reputation.

Suppose the druggists of America, like the orange growers of California had a co-operative organization in a position to spend hundreds of thousands of dollars annually in associated advertising or publicity, what would they say about themselves?

They would drive home, with all the force they could command, that the drug store is a scientific institution rather than a commercial business. That is the fundamental idea upon which all pharmacy publicity should be constructed. The public needs education on this subject. It has been thinking of the druggist as a merchant rather than as a professional man.

The public must be made to understand that pharmacy is more than a commercial enterprise and that a druggist is more than a merchant; that pharmacy is a profession worthy of the highest recognition and that the druggist is a scientifically trained pharmacist safeguarding the health of the community.

Something along this line is now being done by Johnson & Johnson. For a long time they have felt that pharmacy needed constructive publicity. The opportunity to do something came a few years ago when they started an extensive advertising campaign. They decided to use a part of this space to enlighten the public on the service which the drug store is rendering to its community.

For the past few years they have been persistently telling the public about the professional character of the drug store and have been urging the people to increase the efficiency and usefulness of the drug store by giving it more of their patronage.

They originated the expression, "Your druggist is more than a merchant," an easily remembered sentence which tells a big story and they are using the influence of the big home magazines to make the sentence a National slogan for pharmacy and to impress upon the public that it should "Try the Drug Store First."

Every pharmacist owes it to his profession to do something to put pharmacy in its true light before the public.

In your own advertising emphasize the professional side of pharmacy.

In your window displays take care that you do not discourage the public from thinking of your store as a pharmacy.

Interest the other druggists of your city in the idea. No one druggist can do the job alone, but if all the druggists of a city unite, it will not be long before the people of that city will have a greater respect for pharmacy.

It rests with you to determine just what to-morrow's opinion of pharmacy is going to be.

The enactment of the new revenue law, in which the N. A. R. D. and the

M. S. P. A. worked hard and seriously, has removed from the druggist many of the nuisance taxes and reports with which he has been burdened. We do not have to stop in the midst of our waiting upon a customer to stick up our fingers with Government stickers and risk our customer having the extra penny in his pockets; nor do we have to collect an extra cent or two on each glass of soda water and hear it muttered, "that bit will never reach the Government." Likewise we have been saved making out a detailed report of how many five, ten, fifteen and twenty cent drinks we sold each day. This alone is worth to the druggist several times the amount of dues he has paid, or should have paid, to his local, state and National associations. And without the work accomplished by these associations, which are all affiliated together, he would have making out these reports to the end of time.

The scandal attached to the Department of Education and Registration in the State of Illinois, to which the Board of Pharmacy of that State is subservient, is a big illustration of what our State Association has saved us from in Michigan. It is the old story of placing board in politics. We can point with pride to the fact that the Grand jury indictments in this scandal did not include any of the Illinois Board of Pharmacy.

In this regard, your President feels that it is opportune to call the attention of the members to the admirable work being done by our Director of Drugs and Drug Sales, H. H. Hoffman. It is only a year since that the pharmacy law of our State was made workable by having funds sufficient to provide for its enforcement, and yet in this short time Mr. Hoffman has created an efficient and systematic inspection of drug stores and places where drugs are sold that is equal to any in this country. The placing of the sale of drugs upon a legal and an ethical base is due to Mr. Hoffman, his assistants and the State Board of Pharmacy.

Rumors that our College of Pharmacy was to be abandoned were advanced at an executive meeting held in Detroit. Your President immediately got in touch with Benjamin S. Hanchett, one of the State Board of Regents of the University of Michigan, who assured us that our fears were groundless. Further, in case anything did transpire in that line, he would get in direct communication with me.

As a proof of what organization can do and why it is necessary to be fully organized, the President wishes to call attention to what really happened to our Secretary's wife during the past year. Mrs. Middleton sells spring water at 10 cents per gallon and less. This is specifically exempt from internal revenue tax. One day a Government inspector called at the office and demanded to look over the books. A few days later, a demand was sent out from the internal revenue office that the Arctic Spring Water Co. pay over \$2,000 taxes and penalties to the internal revenue office within ten days or be closed up. Protests to the internal revenue office were unavailing, although the officers admitted the exact wording of the law. Quick work on the part of our State and National Associations brought about instructions from Washington to the local revenue office not to attempt to collect the tax penalties. In making explanations, it was shown that our officers pay little attention to reading the punctuation in a ruling. The inspector also maintained that carbonated and distilled water were identical inasmuch as a still was the same thing as a carbonator. Without our Association, this business would have been ruined before the red tape could have been unwound in Washington. Can you say that your business will not be next?

Lack of funds in our treasury has enabled the Attorney General of this State to say what is and what is not medicine. He has decided that wines

of ipecac, antimony and other National formula wines cannot be manufactured by the druggists of the State. Protests from your Secretary have failed to show him that this was not the intent of the law. I feel that at times, the expenditure of a small sum for an attorney in such cases would be advisable but at present we are unable to do so.

This leads to the President's main object in this address, lack of funds, not only in this instance but in many other ways, including executive officers meetings, which previously have required them to put their hands in their own pockets for the expenses of your Association's main work. I recommend that at this convention a resolution be adopted to cover this trouble. We find that in the states of Iowa, Kentucky, North Dakota, Oklahoma, South Dakota, Texas and Wisconsin, membership in the association is provided for by adding from \$1 to \$3 to the pharmacy renewal fee, the State Association being conceded necessary for the advancement and development of pharmacy.

In relation to the matter of drug addiction. The carrying of separate licenses—manufacturers, wholesalers and retailers—for handling narcotics is a burden which few druggists can bear and I recommend that a resolution be adopted by our convention and sent to the N. A. R. D., endeavoring to secure legislation making it necessary to have one license only for the handling of small amounts of narcotics.

Those who have read the Druggists' Circular during the past year can see that the M. S. P. A. ranks high through National eyes in organization work. The work of the Michigan Association and its results were singled out and very favorably commented upon. I would also call the attention to the excellent work done by our Secretary, who has devoted much time to the betterment of our Association. Even during his illness, the work was directed by him, and it is through his constant hammering we are in the position we enjoy to-day.

In conclusion, I wish to thank the Membership Committee and the Detroit Retail Druggists Association for their excellent co-operation in securing new members and all other committees for their excellent work during the past year.

Secretary Middleton then presented his annual report as follows:

The year 1922 marks the fortieth birthday of both the Michigan State Pharmaceutical Association and your Secretary. But I must admit that the M. S. P. A. shows its age less than the Secretary does.

When our committees were organized for the 1921-22 work, it was thought that this would be an "off" year. The State Legislature not meeting in 1921-22, it was thought there would not be much in legislative lines to do; but the enactment of the internal revenue act has made the past year a most active one for your Association and the M. S. P. A. has assisted the druggists of the State of Michigan more within the past year along legislative lines than during any previous year. With this difference, the work was done in connection with National, instead of State, legislation. For the N. A. R. D. to be successful in the work they were conducting in Washington, it was necessary that they have the support of the various state associations and at times it was necessary for the state secretaries to act very quickly. Michigan was a very important State in this regard, inasmuch as Mr. Fordney, the chairman of the Ways and Means Committee, is a Representative from Michigan. Every week seemed to bring a new angle to the revenue act and the Secretary at times wished that he was secretary in some state where there were less than thirteen congressmen. But the work was very pleasant. The congressmen and senators were open to conviction, agreed with the Secretary in nearly every case and acted ac-

[illegible]

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

Calif. Lima Beans
Van Camp Beans
Califskins
Fruit Jars
Beans—Hank Picked

DECLINED

Rub-No-More Naptha Soap
Rub-No-More Washing Powder
Beechnut Bacon
Raisins

AMMONIA

Arctic Brand
16 oz., 2 doz. in carton, 1.75
I X L, 3 doz., 12 oz. 4.05
Parsons, 3 doz. small 5.00
Parsons, 2 doz. med. 4.35
Parsons, 2 doz., lge. 6.70

AXLE GREASE



48, 1 lb. 4.25
24, 3 lb. 5.50
10 lb. pails, per doz. 8.20
15 lb. pails, per doz. 11.20
25 lb. pails, per doz. 17.70

BAKING POWDERS

Calumet, 4 oz., doz. 97 1/2
Calumet, 8 oz., doz. 1.95
Calumet, 16 oz., doz. 3.35
Calumet, 5 lb., doz. 12.75
Calumet, 10 lb., doz. 19.00
K. C., 10c, doz. 95
K. C., 20c, doz. 1.85
K. C., 25c, doz. 2.70
K. C., 5 lb., doz. 1.35
Queen Flake, 6 oz., 1.35
Queen Flake, 50s, kegs 11
Royal, 10c, doz. 95
Royal, 6 oz., doz. 2.70
Royal, 12 oz., doz. 5.20
Royal, 5 lb., 21.20
Rumford, 10c, doz. 95
Rumford, 8 oz., doz. 1.85
Rumford, 12 oz., doz. 2.40
Rumford, 5 lb., doz. 12.50
Ryzon, 4 oz., doz. 1.35
Ryzon, 8 oz., doz. 2.25
Ryzon, 16 oz., doz. 4.05
Ryzon, 5 lb., 24.00
Rocket, 16 oz., doz. 1.25

BLUING

Jennings Condensed Pearl
C. P. B. "Seal Cap"
3 doz. Case (15c) 3.75

BREAKFAST FOODS

Cracked Wheat, 24-2 4.85
Cream of Wheat 7.50
Pillsbury's Best Cerl 2.20
Quaker Puffed Rice 5.45
Quaker Puffed Wheat 4.30
Quaker Brist Biscuit 1.80
Ralston Purina 2.70
Ralston Branzen 3.60
Ralston Food, large 2.90
Ralston Food, small 4.80
Saxon Wheat Food 3.85
Shred. Wheat Biscuit 3.85

Post's Brands.

Grape-Nuts, 24s 3.80
Grape-Nuts, 100s 2.75
Postum Cereal, 12s 2.25
Post Toasties, 36s 2.85
Post Toasties, 24s 2.85

BROOMS

No. 4, 4 String 4.00
Standard Parlor 23 lb. 5.50
Fancy Parlor, 23 lb. 7.00
Ex. Fancy Parlor 25 lb. 8.00
Ex. Fey, Parlor 26 lb. 8.00
Toy 2.00
Whisk, No. 3 2.25
Whisk, No. 1 3.00

BRUSHES

Scrub
Solid Back, 8 in. 1.50
Solid Back, 1 1/2 in. 1.75
Pointed Ends 1.25

Stove

No. 1 1.10
No. 2 1.35

Shoe

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

BUTTER COLOR

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

CANDLES

Electric Light, 40 lbs. 12.1
Plumber, 40 lbs. 12.8
Paraffine, 6s 14 1/2
Paraffine, 12s 14 1/2
Wicking 40

CANNED FRUIT.

Apples, 3 lb. Standard 1.75
Apples, No. 10 5.75@6.00
Apple Sauce, No. 2 2.35
Apricots, No. 1 1.90@2.00
Apricots, No. 2 2.25
Apricots, No. 2 1/2 2.25@3.50
Apricots, No. 10 9.00@13.50
Blueberries, No. 2 2.50
Blueberries, No. 10 15.00
Cherries, No. 2 3.00@3.50
Cherries, No. 2 1/2 4.00@4.95
Cherries, No. 10 18.00
Loganberries, No. 2 3.00
Peaches, No. 1 1.85
Peaches, No. 1 1/2 2.75
Peaches, No. 2 2.75
Peaches, No. 2 1/2 3.00@3.75
Peaches, No. 10 10.50
Pineapple, 10, cru. 7.00@10.00
Pears, No. 2 3.25
Pears, No. 2 1/2 4.25
Plums, No. 2 2.85
Plums, No. 2 1/2 3.00
Raspberries No. 2, blk. 3.25
Rhubarb, No. 10 5.25

CANNED FISH.

Clam Ch'der, 10 1/2 oz. 1.35
Clam Ch., No. 3 3.00@3.40
Clams, Steamed, No. 1 1.75
Clams, Mince, No. 1 2.50
Finnan Haddie, 10 oz. 3.80
Clam Bouillon, 7 oz. 2.50
Chicken Haddie, No. 1 2.75
Fish Flakes, small 1.35
Cod Fish Cake, 10 oz. 1.85
Cove Oysters, 5 oz. 1.45
Lobsters, No. 1/2, Star 2.50
Lobster, No. 1/2, Star 2.75
Shrimp, No. 1, wet 1.75
Shrimp, No. 1, dry 1.75
Sardines, 1/4 Oil, k. 4.25@4.75
Sardines, 1/4 Oil, k. less 3.75
Sardines, 1/4 Smoked 7.00
Sardines, 1/4 Mus. 3.75@4.75
Salmon, Warrens, 1/2 2.75
Salmon, Warrens, 1 lb 4.00
Salmon, Red Alaska 2.85
Salmon, Med. Alaska 2.00
Salmon, Pink Alaska 1.45
Sardines, Im. 1/2, ea. 10@23
Sardines, Im. 1/2, ea. 25
Sardines, Cal. 1/2 1.75@2.10
Tuna, 1/2, Albocore 90
Tuna, 1/2, Nekco 1.65
Tuna, 1/2, Regent 2.25

CANNED MEAT.

Bacon, Med. Beechnut 2.40
Bacon, Lge. Beechnut 4.25
Bacon, Large, Erie 2.25
Beef, No. 1, Corned 2.70
Beef, No. 1, Roast 2.70
Beef, No. 1/2, Rose Sil. 1.35
Beef, No. 1/2, Qua. sil. 1.90
Beef, No. 1, Qua. sil. 3.10
Beef, No. 1, B'nut, sil. 5.70
Beef, No. 1/2, B'nut sil. 3.15
Beefsteak & Onions, 1s 3.35
Chili Con Ca., 1s 1.35@1.45
Deviled Ham, 1/2 2.20
Deviled Ham, 1/2 3.60
Hamburg Steak & Onions, No. 1 3.15
Potted Beef, 4 oz. 1.40
Potted Meat, 1/2 Libby 50
Potted Meat, 1/2 Libby 90
Potted Meat, 1/2 Rose 85
Potted Ham, Gen. 1/2 2.15
Vienna Saus., No. 1/2 1.35
Veal Loaf, Medium 2.30

Derby Brands In Glass.

Ox Tongue, 2 lb. 18.50
Sliced Ox Tongue, 1/2 4.30
Calf Tongue, No. 1 5.50
Lamb Tongue, Wh. 1s 5.00
Lamb Tongue, sm. sil. 1.60
Lunch Tongue, No. 1 5.50
Lunch Tongue, No. 1/2 3.55
Deviled Ham, 1/2 3.00
Vienna Sausage, sm. 1.90
Vienna Sausage, Lge. 2.90
Sliced Beef, small 1.85
Boneless Pigs Feet, pt. 3.15
Boneless Pigs Feet, qt. 5.50
Sandwich Spread, 1/2 2.00

Baked Beans.

Beechnut, 16 oz. 1.35
Campbells 1.15
Climatic Gem, 18 oz. 95
Fremont, No. 2 1.15
Snider, No. 1 90
Snider, No. 2 1.30
Van Camp Small 1.10
Van Camp, Med. 1.65

CANNED VEGETABLES.

Asparagus
No. 1, Green tips 3.90
No. 2 1/2, Lge. Gr. 3.75@4.50
Wax Beans, 2s 1.35@3.75
Wax Beans, No. 10 6.00
Green Beans, 2s 1.60@4.75
Green Beans, No. 10 8.25
Lima Beans, No. 2 Gr. 2.00
Lima Beans, 2s, Soaked 1.55
Red Kid., No. 2 1.30@1.65
Beets, No. 2, wh. 1.60@2.40
Beets, No. 2, cut 1.25@1.75
Beets, No. 3, cut 1.40@2.10
Corn, No. 2, St. 1.10@1.35
Corn, No. 2, Ex-Stan. 1.55
Corn, No. 2, Fan 1.60@2.25
Corn, No. 2, Fy. glass 3.25
Corn, No. 10 7.25
Hominy, No. 3 1.15@1.35
Okra, No. 2, whole 1.90
Okra, No. 2, cut 1.60
Dehydrated Veg Soup 90
Dehydrated Potatoes, lb 45
Mushrooms, Hotels 38
Mushrooms, Choice 48
Mushrooms, Sur Extra 65
Peas, No. 2, E.J. 1.25@1.80
Peas, No. 2, Sift. 1.60@2.10
Peas, No. 2, Ex. Sift. 1.90@2.10
Peas, No. 2, J. 1.90@2.10
Peas, Ex. Pine, French 32
Pumpkin, No. 3 1.60
Pumpkin, No. 10 3.75
Pimientos, 1/2, each 15@18
Pimientos, 1/2, each 27
Sw't Potatoes, No. 2 1/2 2.15
Saurkraut, No. 3 1.85
Succotash, No. 21 60@2.35
Succotash, No. 2, glass 3.45
Spinach, No. 1 1.35
Spinach, No. 2 1.45@1.75
Spinach, No. 3 2.10@2.85
Spinach, No. 10 7.25
Tomatoes, No. 2 1.45@1.65
Tomatoes, No. 3 1.90@2.25
Tomatoes, No. 2, glass 2.85
Tomatoes, No. 10 7.00

CATSUP.

B-nut, Large 2.95
B-nut, Small 1.80
Fraziera, 14 oz. 2.25
Libby, 14 oz. 2.90
Libby, 8 oz. 1.90
Van Camp, 8 oz. 3.15
Van Camp, 16 oz. 3.15
Lilly Valley, pint 2.85
Lilly Valley, 1/2 Pint 1.90

CHILI SAUCE.

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

OYSTER COCKTAIL.

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

CHEESE.

Roquefort 85
Kraft Small tins 1.40
Kraft American 2.75
Chili, small tins 1.40
Pimento, small tins 2.25
Roquefort, small tins 2.25
Camembert, small tins 2.25
Berk 20
Wisconsin Flats 21
Wisconsin Daisy 21
Longhorn 22
Michigan Full Cream 20
Sap Sago 48

CHEWING GUM

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

CHOCOLATE.

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

COCOA

Baker's 1/2s 40
Baker's 1/2s 42
Bunte, 1/2s 43
Bunte, 1/2 lb. 35
Bunte, 1 lb. 32
Droste's Dutch, 1 lb. 9.00
Droste's Dutch, 1/2 lb. 4.75
Droste's Dutch, 1/4 lb. 2.00
Hersheys, 1/2s 33
Hersheys, 1/2s 28
Huyler 36
Lowney, 1/2s 40
Lowney, 1/2s 40
Lowney, 1/2s 38
Lowney, 5 lb. cans 31
Van Houten, 1/2s 75
Van Houten, 1/2s 75

COCOANUT

1/2s, 5 lb. case Dunham 50
1/2s, 5 lb. case 48
1/2s & 1/2s, 15 lb. case 49
Bulk, barrels 19
96 2 oz. pkgs., per case 8.00
48 4 oz. pkgs., per case 7.60

CLOTHES LINE

Hemp, 50 ft. 1.60
Twisted Cotton, 50 ft. 2.10
Braided, 50 ft. 3.25
Sash Cord 4.00

COFFEE ROASTED

Bulk
Rio 16 1/2
Santos 23 3/4
Maracaibo 26
Guatemala 26
Java and Mocha 39
Bogota 27
Peaberry 26

McLaughlin's XXXX

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

Coffee Extracts

N. Y., per 100 11
Frank's 50 pkgs. 4.25
Hummel's 50 1 lb. 09 1/2

CONDENSED MILK

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

MILK COMPOUND

Hebe, Tall, 4 doz. 3.70
Hebe, Baby, 8 doz. 3.60
Caroline, Tall, 4 doz. 3.40
Caroline, Baby 3.35

EVAPORATED MILK

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

OATMAN'S DUNDEE

Oatman's Dundee, tall, 48s 4.50
Oatman's Dundee, baby, 96s 4.40
Pet, Tall 4.50
Pet, Baby, 8 oz. 4.40
Silver Cow, Tall 4.50
Silver Cow, Baby 4.40
Van Camp, Tall 4.50
Van Camp, Baby 3.30
White House, Tall 4.25
White House, Baby 4.00

CIGARS

Worden Grocer Co. Brands
Harvester Line
Kiddies, 100s 37.50
Record Breakers, 50s 75.00
Delmonico, 50s 75.00
Epicure Panetela, 50 75.00
Perfecto, 50s 95.00

The La Azora Line.

Agreements, 50s 58.00
Washington, 50s 75.00
Biltmore, 50s, wood 95.00

Sanchez & Haya Line

Clear Havana Cigars made in Tampa, Fla.
Specials, 50s 75.00
Diplomatics, 50s 95.00
Bishops, 50s 115.00
Rosa, 50s 125.00
Orig Favorita, 50 135.00
Original Queens, 50s 150.00
Worden Special, 25s 185.00

A. S. Valentine Brands.

Victory, 50, Wood 75.00
DeLux Inv., 50, Wd. 95.00
Royal, 25, Wood 112.00
Abram Clark, 50 wd 58.00

Webster Cigar Co.

Plaza, 50s Wood 95.00
Coronado, 50s, Tin 95.00
Belmont, 50s, Wood 110.00
St. Regis, 50s, Wood 125.00
Vanderbilt, 25s, Wd 140.00

Ignacia Haya

Extra Fancy Clear Havana
Made in Tampa, Fla.
Delicades, 50s 115.00
Manhattan Club, 50 135.00
Bonita, 50 150.00
Queens, 25s 180.00
Perfecto, 25s 185.00

Starlight Bros.

La Rose De Paris Line
Coquettes, 50s 65.00
Caballeros, 50s 70.00
Rouse, 50s 115.00
Peninsular Club, 25s 160.00
Chicos, 25s 150.00
Palmas, 25s 175.00
Perfectos, 25s 195.00

Rosenthals Bros.

R. B. Londres, 50s, Tissue Wrapped 58.00
R. B. Invincible, 50s, Foil Wrapped 70.00

Union Made Brands

El Overture, 50s, foil 75.00
Ology, 50s 58.00

Our Nickel Brands

New Currency, 100s 36.00
Libra, 100s 35.00
Eventual, 50s 35.00
New Pantella, 100 37.50

Cheroots

Old Virginia, 100s 23.50

Stogies

Home Run, 50, Tin 13.50
Havana Gem, 100 wd 25.00
Dry Slitz, 100s 26.50

CIGARETTES.

One Eleven, 15 in pkg 96
Beechnut, 20, Plain 6.00
Home Run, 20, Plain 6.00
Yankee Girl, 20, Plain 6.00
Sunshine, 20, Plain 6.00
Red Band, 20, Plain 6.00
Stroller, 15 in pkg. 96
Nebo, 20, Plain 7.00
Camels, 20, Plain 6.80
Relu, 20, Plain 7.80
Lucky Strike, 20s 6.80
Sweet Caporal, 20, pl. 7.20
Windsor Castle, 20 8.00
Chesterfield, 10 & 20 6.90
Piedmont, 10 & 20, Pl. 6.90
Spur, 20, Plain 7.20
Sweet Tips, 20, Plain 7.50
Idle Hour, 20, Plain 7.50
Omar, 20, Plain 9.20
Falks Havana, 20, Pl. 10.00
Rich'd S Cut, 20, pl. 10.00
Rich'd 1 Cut, 20, ck. 10.00
Fatima, 20, Plain 8.80
Helmar, 20, Plain 10.50
English Ovals, 20 Pl. 10.50
Turkish Trop., 10 ck 11.50
London Life, 10, ck 11.50
Helmar, 10, Plain 11.50
Herbert Tarryton, 20 12.25
Egyptian Str., 10 ck. 12.00
Murad, 20, Plain 15.50
Murad, 10, Plain 16.00
Murad, 10, cork or pl. 16.00
Murad, 20, cork or pl. 16.00
Luxury 10, cork 16.00
Melachino, No. 9, 10 16.00
Melachino, No. 9, 10 16.00
Natural, 10 and 20 16.00
Markaroff, No. 15, 10, cork 16.00
Pall Mall Rd., 20, pl. 21.00
Benson & Hedges, 10 20.00
Rameses, 10, Plain 17.50
Milo Violet 10, Gold 20.00
Deities, 10 21.00
Condex, 10 22.00
Phillips Morris, 10 23.00
Brenning Own, 10, Pl. 23.00
Ambassador, 10 28.00
Benson & Hedges 28.00
Tuberettes 55.00

CIGARETTE PAPERS.

Riz La Croix, Wh. dz. 46
Riz La Wheat Br., dz 46
Riz Tam Tam, per doz. 42
Zig Zag, per 100 7.25

TOBACCO—FINE CUT.

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

Scotten Dillon & Co. Brand

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

J. J. Bagley & Co. Brands.

Mayflower, 16 oz., dz. 15.00

P. Lorillard Brands.

Pioneer, 10c, doz. 96
Tiger, 10c, doz. 96
Tiger, 50c, doz. 4.80

Weyman Bruton Co. Brand

Right Cut, 10c, doz. 95
W-B Cut, 10c, doz. 95

PLUG TOBACCO.

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

Liggett & Myers Brands.

Clipper, per plug 50
Chops, 10c, doz. 96
Drummond Nat. L. 15c 1.44
Honey Dip Twist, 10c 96
Granger Twist,

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

P. Lorillard's Brands.

Beechnut Scrap, doz. 96
Buz, L. C., 10c, doz. 96
Buz, L. C., 35c, doz. 3 30
Buz, L. C., 80c, doz. 7 90
Chips, P. C., 10c, doz. 96
Honest Scrap, doz. 96
Open Book Scrap, doz. 96
Scut, Cut, 10c, doz. 96
Union Leader, 10c tin 96
Union Leader, 50c tin 4 80
Union Leader, \$1 tin 9 60
Union Leader, 10c, dz. 96
Union Leader, 15c, dz. 1 44
War Path, 35c, doz. 3 35

Scotten Dillon Co. Brands

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

Pinkerton Tobacco Co. Brands.

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

J. J. Bagley & Co. Brands.

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

Independent Snuff Co. Brands.

New Factory, 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, 15c, dz. 1 53
Prince Albert, 8 oz. tins, without pipes 6 72
Prince Albert, 8 oz. tins, with pipes 8 88
Prince Albert, 16 oz. 12 96
Stud, Gran. 5c, doz. 4 80
Whale, 16 oz., doz. 4 80

Block Bros. Tobacco Co. Brands.

Mail Pouch, 10c, doz. 96

Falk Tobacco Co., Brands.

American Mixture, 35c 3 30
Arcadia Mixture, 25c 2 40
Champagne Sparklets, 30c, doz. 2 70
Champagne Sparklets, 90c, doz. 8 10
Personal Mixture 6 60
Perique, 25c, per doz. 2 25
Serene Mixture, 16c dz 1 60
Serene Mixture, 8 oz. 7 60
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, 1c Tins 1 62
Edgeworth Ready Rubbed, 8 oz. tins, doz. 7 00
Edgeworth Ready Rubbed, 16 oz. tins, dz. 14 50
Edgeworth Sliced Plug, 17c tins, doz. 1 62
Edgeworth Sliced Plug, 35c tins, doz. 3 55

United States Tobacco Co. Brands.

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

Snuff.

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

CONFECTIONERY

Stick Candy Pails
Standard 14
Jumbo Wrapped 16
Pure Sugar Stick, 600's 4 20
Mixed Candy Pails
Kindergarten 17
Leader 14
X. L. O. 13
French Creams 16
Cameo 18
Grocers 11

Fancy Chocolates.

5 lb. Boxes
Bittersweets, Ass'ted 1 75
Choc Marshmallow Dp 1 55
Milk Chocolate A. A. 1 90
Nibble Sticks 2 00
Primrose Choc. 1 20
No. 12 Choc. 1 60
Chocolate Nut Rolls 1 80
Gum Drops Pails
Anise 17
Orange Gums 17
Butterscotch Jellies 18
Favorite 20
Superior 18

Lozenges.

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

Hard Goods.

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

Pop Corn Goods.

Cracker Jack, Prize 3 75
Checkers, Prize 3 75

Cough Drops

Putnam's 1 30
Smith Bros. 1 50

Package Goods

Creamery Marshmallows 95
4 oz. pkg., 12s, cart. 3 75
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 18
Twenty-five cases 18 1/2
6s and 4s.
Less than 5 cases 19 1/4
Five cases 18 1/4
Ten cases 18 1/4
25 cases 18

COUPON BOOKS

50 Economic grade 2 50
100 Economic grade 4 50
500 Economic grade 20 00
1,000 Economic grade 37 50
Where 1,000 books are ordered at a time, speciality print front cover is furnished without charge.

CREAM OF TARTAR

6 lb. boxes 40

DRIED FRUITS

Apples
Evap'd Choice, blk. 20
Apricots
Evaporated, Slab 30
Evaporated, Fancy 36

Citron

10 lb. box 40

Currants

Package, 15 oz. 18 1/2

Peaches

Evap. Fancy, Unpeeled 21

Peel

Lemon, American 26
Orange, American 27

Raisins

Seeded, bulk 16
Seeded, 15 oz. pkg. 18
Sultana Seedless 17
Seedless, 1 lb. pkg. 21

California Prunes

90-100 25 lb. boxes @12
80-90 25 lb. boxes @13
70-80 25 lb. boxes @15
60-70 25 lb. boxes @16
50-60 25 lb. boxes @17
40-50 25 lb. boxes @18
30-40 25 lb. boxes @21

FARINACEOUS GOODS

Beans
Med. Hand Picked 11
Cal. Limas 11 1/2
Brown, Swedish 08 1/2
Red Kidney 08 1/4

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 1/4

Taploca

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

Line Lines

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

Flints

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

Hooks-Kirby

Size 1-12, per 1,000 1 05
Size 1-10, per 1,000 1 20
Size 2-10, per 1,000 1 45
Size 3-10, per 1,000 1 65
Size 4-10, per 1,000 2 10
Size 5-10, per 1,000 2 45

Sinkers

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

FLAVORING EXTRACTS

Jennings
Pure Vanilla
Turpeneless
Pure Lemon

Per Doz.

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

FLOUR AND FEED

Valley City Milling Co.
Lily White, 1/2 Paper sack 8 90
Harvest Queen, 24 1/2 8 90
Light Leaf Spring 9 40
Wheat, 24 1/2 9 40
Roller Champion 24 1/2 8 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 1/8s 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 75
Mason, qts., pr gross 9 00
Mason, 1/2 gal., gross 12 00
Ideal Glass Top, pts. 9 50
Ideal Glass Top, qts. 11 10
Ideal Glass Top, 1/2 gallon 15 50

GELATINE

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

GRANULATED LYE.

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

CHLORINATED LIME.

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

HIDES AND PELTS**Hides**

Green, No. 1 07
Green, No. 2 06
Cured, No. 1 08 1/2
Cured, No. 2 07 1/2
Calfskin, green, No. 1 11
Calfskin, green, No. 2 09 1/2
Calfskin, cured, No. 1 13
Calfskin, cured, No. 2 11 1/2
Horse, No. 1 3 00
Horse, No. 2 2 00

Pelts

Old Wool 50@1 00
Lambs 10@25
Shearlings 05@10

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 20
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

MINCE MEAT.

None Such, 3 doz. 4 85
Quaker, 3 doz. case 4 00
Libby Kegs, Wet, lb. 25

MOLASSES.**New Orleans**

Fancy Open Kettle 60
Choice 48
Good 36
Fair 30
Stock 25

Half barrels 5c extra

Molasses in Cans.
Red Hen, 24, 2 lb. 2 60
Red Hen, 24, 2 1/2 lb. 3 25
Red Hen, 12, 5 lb. 3 00
Red Hen, 6, 10 lb. 2 90
Ginger Cake, 24, 2 lb. 3 00
Ginger Cake, 24, 2 1/2 lb. 3 75
Ginger Cake, 12, 5 lb. 3 75
Ginger Cake, 6, 10 lb. 3 50
Dove, 36, 2 lb. Wh. L 5 60
Dove, 24, 2 1/2 lb. Wh. L 5 20
Dove, 36, 2 lb. Black 4 30
Dove, 24, 2 1/2 lb. Black 3 90
Dove, 6, 10 lb. Blue L 4 45
Palmetto, 24, 2 1/2 lb. 4 50

NUTS.**Whole**

Almonds, Terregona 22
Brazil, Large 14
Fancy mixed 21
Filberts, Sicily 16
Peanuts, Virginia, raw 08
Peanuts, Vir. roasted 10
Peanuts, Jumbo raw 09
Peanuts, Jumbo, rst 12
Pecans, 3 star 22
Pecans, Jumbo 80
Walnuts, Grenoble 34
Walnuts, Sorento 35

Salted Peanuts

Fancy, No. 1 10
Jumbo 21

Shelled

Almonds 50
Peanuts, Spanish, 125 lb. bags 08 3/4
Filberts 50
Pecans 80
Walnuts 75

OLIVES.

Bulk, 2 gal. keg 3 50
Bulk, 3 gal. keg 5 25
Bulk, 5 gal. keg 8 00
Quart. jars, dozen 1 35
4 1/2 oz. Jar, plain, doz. 1 60
5 1/2 oz. Jar, pl., doz. 1 35
10 oz. Jar, pl., doz. 3 50
16 1/2 oz. Jar, Pl. doz. 3 50
3 1/2 oz. Jar, stuffed 1 45
8 oz. Jar, Stu., doz. 2 40
9 oz. Jar, Stuffed, doz. 3 50
12 oz. Jar, Stuffed, dz 4 50

PEANUT BUTTER.

Bel Car-Mo Brand

8 oz., 2 doz. in case 2 45
24 1 lb. pails 4 25
12 2 lb. pails 4 10
5 lb. pails, 6 in crate 4 65
25 lb. pails 13 1/4
50 lb. tins 12 1/4

PETROLEUM PRODUCTS**Iron Barrels**

Perfection Kerosine 12.4
Red Crown Gasoline, Tank Wagon 23.3
Gas Machine Gasoline 41.2
V. M. & P. Naptha 27.2
Capitol Cylinder 42.2
Atlantic Red Engine 23.2
Winter Black 13.7

Beef

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

Mince Meat

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

Pig's Feet

1/4 bbls. 2 15
1/2 bbls., 35 lbs. 4 00
1 bbl. 7 00
1 bbl. 14 15

Tripe

Kits, 15 lbs. sks. 90
1/4 bbls., 40 lbs. 1 60
1/2 bbls., 80 lbs. 3 00

Casings

Hogs, per lb. @42
Beef, round set 14@26
Beef, middle set 25@20
Sheep, a skein 1 75@2 00

Uncolored Oleomargarine

Solid Dairy 20@23
Country Rolls 22@24

SALT	
Colonial 24 lb. bbl.	90
Med. No. 1, Bbls.	2 70
Med. No. 1, 100 lb. bg	90
Farmer Spec., 70 lb.	90
Packers Meat, 56 lb.	56
Packers for ice cream	
100 lb., each	95
Blocks, 50 lb.	52
Butter Salt, 280 lb bbl.	4 25
Baker Salt, 280 lb. bbl.	4 25
100, 3 lb. Table	6 30
60, 5 lb. Table	6 30
30, 10 lb. Table	5 55
28 lb. bags, butter	50



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

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

STOVE POLISH.	
Blackline, per doz.	1 35
Black Silk Liquid, dz.	1 40
Black Silk Paste, doz.	1 25
Enamaline Paste, doz.	1 35
Enamaline Liquid, dz.	1 35
E Z Liquid, per doz.	1 40
Radium, per doz.	1 85
Rising Sun, per doz.	1 35
654 Stove Enamel, dz.	2 85
Vulcanol, No. 5, doz.	95
Vulcanol, No. 10, doz.	1 35
Stovoll, per doz.	3 00

SOAP.	
Am. Family, 100 box	5 75
Export, 120 box	4 65
Flake White, 100 box	4 50
Fels Naptha, 100 box	5 60
Grdma White Na. 100s	4 85
Rub No. More White	
Naptha, 100 box	5 00
Swift Classic, 100 box	4 90
20 Mule Borax, 100 bx	7 55
Wool, 100 box	6 50
Fairy, 100 box	7 85
Jap Rose, 100 box	7 85
Palm Olive, 144 box	11 00
Lava, 100 box	4 75
Pumlo, 100 box	4 85
Sweetheart, 100 box	5 70
Grandpa Tar, 50 sm. 200	
Grandpa Tar, 50 Lge 3 35	
Fairbank Tar, 100 bx	4 00
Trilby, 100, 12c	8 50
Williams Barber Bar, 9s	50
Williams Mug, per doz.	48

Proctor & Gamble.	
5 box lots, assorted	
Ivory, 100, 6 oz.	6 50
Ivory Soap Flks., 100s	8 00
Ivory Soap Flks., 50s	4 10
Lenox, 120 cakes	4 50
P. & G. White Naptha	5 00
Star, 100 No. 11 cakes	5 25
Star Nap. Pow. 60-16s	3 65
Star Nap. Pw., 100-10s	3 85
Star Nap. Pw., 24-60s	4 85
Tradesman Brand.	
Black Hawk, one box	4 50
Black Hawk, five bxs	4 25
Black Hawk, ten bxs	4 00
Box contains 72 cakes. It is a most remarkable dirt and grease remover, without injury to the skin.	

CLEANSERS.

KITCHEN KLENZER



80 can cases, \$4.80 per case

WASHING POWDERS.	
Bon Ami Pd, 3 dz. bx	3 75
Bon Ami Cake, 3 dz.	3 25
Climaline, 4 doz.	4 20
Grandma, 100, 5c	3 90
Grandma, 24 Large	3 80
Gold Dust, 100s	4 00
Gold Dust, 12 Large	3 20
Golden Rod, 24	4 25

Jinx, 3 doz.	4 80
La France Laun, 4 dz.	3 70
Luster Box, 54	3 75
Miracle Cm, 4 oz. 3 dz.	4 00
Miracle C., 16 oz., 1 dz.	4 00
Old Dutch Clean, 4 dz	4 00
Queen Ann, 60 oz.	2 40
Rinso, 100 oz.	6 40
Rub No More, 100, 10 oz.	3 85
Rub No More, 18 Lg.	4 25
Spotless Cleanser, 48, 20 oz.	3 85
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	@22
Mixed, No. 1	@45
Mixed, 5c pkgs., doz.	@30
Nutmegs, 70-80	@25
Nutmegs, 105-110	@15
Pepper, Black	@15

Pure Ground in Bulk	
Allspice, Jamaica	@55
Cloves, Zanzibar	@25
Cassia, Canton	@22
Ginger, African	@31
Mustard	@75
Mace, Penang	@32
Nutmegs	@20
Pepper, Black	@29
Pepper, White	@32
Pepper, Cayenne	@42
Paprika, Spanish	@42

Seasoning	
Chili Powder, 15c	1 35
Celery Salt, 3 oz.	95
Sage, 2 oz.	90
Onion Salt	1 35
Garlic	1 35
Ponelly, 3 1/2 oz.	3 25
Kitchen Bouquet	3 25
Laurel Leaves	20
Marjoram, 1 oz.	90
Savory, 1 oz.	90
Thyme, 1 oz.	90
Tumeric, 2 1/2 oz.	90

STARCH	
Kingsford, 40 lbs.	11 1/4
Powdered, bags	05
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.	1 14
Silver Gloss, 48 1s	1 14
Elastic, 64 pkgs.	5 35
Tiger, 48-1	2 85
Tiger, 50 lbs.	05 1/2

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

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

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

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

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

Old Manse.	
6, 10 lb. cans	9 40
12, 5 lb. cans	9 40
24, 2 1/2 lb. cans	1 40
24, 1 1/4 lb. cans	7 00
5 gal. jacket cans, ea.	7 15
36, 8 oz. bottles	5 25
24, pint bottles	6 75
24, 18 oz. bottles	7 25
12, quart bottles	5 75

Silver Kettle.	
6, 10 lb. cans	7 40
12, 5 lb. cans	8 15
24, 2 1/2 lb. cans	9 15
48, 1 1/4 lb. cans	11 00
5 gal. jacket cans, ea.	5 90
36, 8 oz. bottles	4 40
24, pint bottles	5 50
24, 18 oz.	5 75
12, quart bottles	4 75

Ko-Ka-Ma.	
6, 10 lb. cans	5 15
12, 5 lb. cans	5 65
24, 2 1/2 lb. cans	6 40
5 gal. jacket cans, ea.	3 90
24, pint bottles	4 25
24, 18 oz. bottles	4 60

TABLE SAUCES.	
Lea & Perrin, large.	6 00
Lea & Perrin, small.	3 35
Pepper	1 60
Royal Mint	2 40
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	28
Congou, Choice	35@36
Congou, Fancy	42@43

Oolong	
Medium	36
Choice	45
Fancy	50

TWINE	
Cotton, 3 ply cone	34
Cotton, 3 ply balls	36
Wool, 6 ply	18

VINEGAR	
Cider, 40 Grain	30
White Wine, 40 grain	17
White Wine, 80 grain	22
Oakland Vinegar & Pickle Co.'s Brands.	
Oakland Apple Cider	30
Blue Ribbon Corn	22
Oakland White Pickling	20
Packages no charge.	

WICKING	
No. 0, per gross	60
No. 1, per gross	85
No. 2, per gross	1 10
No. 3, per gross	1 85
Peerless Rolls, per doz.	45
Rochester, No. 2, doz.	50
Rochester, No. 3, doz.	2 00
Rayo, per doz.	90

WOODENWARE	
Baskets	
Bushels, narrow band, wire handles	1 75
Bushels, narrow band, wood handles	1 85
Bushels, wide band	1 90
Marked, drop handle	90
Market, single handle	1 40
Market, extra	1 40
Splint, large	8 50
Splint, medium	5 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	2 20
14 qt. Galvanized	2 40
12 qt. Flaring Gal. Ir.	6 75
10 qt. Tin Dairy	4 50
12 qt. Tin Dairy	5 00

Traps	
Mouse, wood 4 holes	60
Mouse, wood 6 holes	70
Mouse, tin 5 holes	65
Rat, wood	1 00
Rat, spring	1 00
Mouse, spring	30

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

Washboards	
Banner Globe	5 75
Brass, Single	6 75
Glass, Single	7 00
Double Peerless	8 25
Single Peerless	7 50
Northern Queen	6 25
Universal	7 50

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

Wood Bowls	
13 in. Butter	5 00
15 in. Butter	9 00
17 in. Butter	13 00
19 in. Butter	25 00

WRAPPING PAPER	
Fibre, Manila, white	05 1/2
No. 1 Fibre	07 1/2
Butchers Manila	06
Kraft	09

YEAST CAKE	
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

Annual Meeting of Michigan State Pharmaceutical Association.

(Concluded from page thirty-five)

whenever needed. His aid and his advice have given confidence to the writer and helped put the work outlined in this report across. Lethargy on his part would have compelled me to write a far different report. Perhaps your Secretary has repaid him, to some extent. Mr. Steketee having been elected an honorary life member of the Phi Delta Chi during the past two months, he insisted on my publishing the history of this fraternity in the program. You will find this history on pages 53 and 54 of the program and I trust you find it as interesting as the writer has. It is part of the history of pharmacy in Michigan and should be an extra incentive for you to preserve this booklet. The Phi Delta Chi is the only strictly pharmaceutical fraternity in the United States, it was founded in this very town where the Alpha Chapter is situated and one of its founders was Dr. Prescott, who created the Prescott Memorial Fund that we have charge of.

The writer finds that we have lost a valuable ally in not having the pharmacy renewal fees collected during the winter months. This was a source of a great deal of revenue and he notes that there are quite a number of renewals for Association due at the present time, the State Board of Pharmacy having sent out its renewal notices with our enclosures on June 1.

On page 51 of the program is a condensed table of the pharmaceutical associations of the various states, what dues are being charged and whether or not it is compulsory to include dues to the pharmaceutical association with the renewal fees to the State Board of Pharmacy in each state. Nearly every secretary of states where dues had not been raised say that they were thinking of raising their dues or would if they dared. In states where the dues have been raised, an increase in membership was invariably reported with the raise. The reason is very important. With dues sufficient to do the work that can be outlined, benefits increase in geometrical proportion. At present the state associations would be little more than dues collecting organizations were it not for the self sacrifice on the part of the leading members. You will no doubt, be surprised to learn that 10 per cent. of the membership fees go to the collection of renewal fees.

The program this year was printed at an expense of \$200 and when the entire amount is collected for advertising, our collections will be \$412.50. This means a profit from this source of \$212.50.

In conclusion, your Secretary trusts that you will enjoy the program outlined for the next three days. The Ann Arbor Retail Druggists Association and the University of Michigan rendered remarkable assistance in helping us prepare the treats you have in store and to them credit is due; also I trust that you avail yourself of this opportunity to visit the various buildings of your own university, the greatest in the world.

Pharmacy Examination Session at Detroit.

Muskegon, June 6—The Board of Pharmacy will hold a meeting for the examination of Candidates for Registration at the Cass Technical high school, Detroit, Tuesday, Wednesday and Thursday, June 20, 21 and 22, beginning at 9 o'clock a. m. of the 20th, Eastern time. All candidates must be present at this hour. Applications must be filed with the Secretary at least one week before the examination. All candidates must furnish satisfactory evidence to the Board that they have completed work in the public schools equivalent to tenth grade.

Candidates for Registered Pharmacist must furnish affidavits showing that they are at least twenty-one years of age and have had not less than four years' practical experience in

pharmaceutical work and compounding prescriptions.

Candidates for Registered Assistant Pharmacist must furnish affidavits showing that they are at least eighteen years of age and have had not less than two years' practical experience in pharmaceutical work where drugs medicines and poisons are dispensed and prescriptions compounded.

Not to exceed two years' attendance at a recognized school of pharmacy may be accepted by the Board in lieu of a like period of practical pharmaceutical experience. Only full college years will be accepted.

If registered as an apprentice do not fail to mention the fact in your application and give the number of your apprentice's certificate.

Applications for examination and blank forms of affidavits for practical or college experience may be obtained from the secretary.

Fee for Registered Pharmacist, \$15; fee for Registered Assistant Pharmacist, \$10. Fee for re-examination: Registered Pharmacist, \$3; Registered Assistant Pharmacist, \$2. There is also a Certificate fee after passing: Registered Pharmacist, \$15; Registered Assistant Pharmacist \$10.

Charles S. Koon, Sec'y.

Planning For Big Summer Season.

Petoskey, June 6—The McCabe-Boehm hardware store window has been the center of attraction here since the fishing season opened. Wonderful displays of trout are to be seen there most any day. It is reported that unusually large catches of herring are being brought in from Little Traverse Bay each day. Summer people are coming very fast and every man is bringing his fishing tackle and hunting up the best fishing grounds.

The Petoskey-Bay View country club house, which was just finished last fall, now presents a very attractive appearance, both outside and inside. All of the ladies of the Club have been asked to contribute cash toward the furnishings of the Club, and Mrs. Louis Hankey, chairman of the Furnishings Fund, reports very good success. The last of a series of five golf club dances was given last evening at the Perry Hotel. These dances have been well patronized and the proceeds are used toward improvement of the golf club house. The golf links are in very good condition this

torn down, and in its place will be a very attractive filling station, owned by the Northern Garage, of this city. This change is very greatly appreciated by the citizens of Petoskey.

Scores of enquiries are being received by the Chamber of Commerce regarding summer hotels rates, positions, camping sites, etc. All communications are given prompt attention and a bumper crop of resorters is expected.

The new pumping station is now almost completed and the pumps are ready for installation, and will soon be ready for use—adding to our already abundant supply of pure water.

Upon request of our summer people, Petoskey has erected a new launch dock directly in front of the Pere Marquette station. This will be a great convenience to the people in Harbor Point, as hundreds of boats are owned by the Summer inhabitants of our neighboring resorts.

Afton Holm.

What have you done during the current year to improve the equipment of your store, to make it easier to display and sell goods. Surely you wouldn't stand still for a year!

PLAIN TALKS ABOUT STREET CAR SERVICE

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

Bucking the Wind

There is nothing more unsatisfying than bucking a strong wind. When climbing a hill we are rewarded by at some time reaching the top. A long journey has its goal and a task well done its reward. But after heading into a strong wind there is nothing to show for the effort we expend in making progress.

When a public institution has to fight for the good will of its patrons it is bucking the wind. Our business is most satisfactory to our patrons and ourselves when it grows out of public good will and confidence. Then we have the wind at our backs and you share in the increased progress.

*Our problem is to increase our business.
It is the only way we can improve our
service and reduce fares.*

Grand Rapids Railway Co.

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

GRR

BUSINESS WANTS DEPARTMENT

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

Wanted—To hear from owner of good general merchandise store for sale. Cash price, particulars. D. F. Bush, Minneapolis, Minn. 716

Wanted—Laundry in town 2,000, center 10,000 people. Electric current. Write No. 786, care Michigan Tradesman. 786

FOR RENT—Established boot and shoe location, in center of business district, in town of 10,000. Address BRADLEY BROS., WABASH, IND. 794

CROMWELL, INDIANA, WANTS A SHIRT, overall, dress or apron factory. Write J. C. KIMMELL, Cromwell, Ind. 795

For Sale—The entire stock and fixtures of the little store known as the Style Shop, milliners and ladies ready to wear. The only store of its kind in a town of 1,000 inhabitants and large farming country trade. Reason, poor health. Write Mrs. Grace Clark, Schoolcraft, Mich. 796

FOR SALE or EXCHANGE—Eighty-six acres, nicely located, best of land, close in, for grocery or clean general stock in live farmers' town in Southern Michigan. I also have prospect for a hardware or good general stock, a cash buyer. Loder Real Estate Agency, Homer, Mich. 797

Rare Business Opportunity—I want to hear from party looking for the very best location for drug store in Southern Michigan. Finest and only vacant room in place, and very best location. Famous manufacturing town, finest farming section in Michigan. Reasonable rent. For particulars, address R. H. Hill, Fayetteville Arkansas. 798

Modern improved fruit, general farm, exchange for hardware or grocery stock. Keeler, Shelby. 799

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 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

**Bell Phone 596 Citz. Phone 61366
JOHN L. LYNCH SALES CO.
SPECIAL SALE EXPERTS
Expert Advertising
Expert Merchandising
209-210-211 Murray Bldg.
GRAND RAPIDS, MICHIGAN**

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

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

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

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.

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

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

BETTER THAN EVER.

Twenty-Ninth Annual Session of Grand Council.

All conventions and social gatherings leave pleasant memories; some, however, leave more pleasant memories than others.

For twenty-eight years the Grand Council of Michigan of the United Commercial Travelers have been meeting in annual sessions. There is one sad memory in connection with these meetings—that year after year some faces are missed. In some cases it is but a matter of a press of business for not being able to attend, but, in other cases, the sad thought comes to many that brother so-and-so has packed his grip and gone on the long journey to the Eternal Council on High.

The twenty-ninth annual session of the Grand Council of Michigan United Commercial Travelers which was held in Muskegon, June 1, 2 and 3, certainly left pleasant recollections to all who attended.

By 5 o'clock Thursday afternoon the registration showed something over 500 guests, which was a very good showing for the day preceding the opening of the business session. During Thursday afternoon a reception was held in the Occidental Hotel for grand officers and delegates. The wives who accompanied these members were taken in charge by the committee of ladies of Muskegon Council and given a sight seeing trip around the city. At 5 o'clock, in the private dining room of the Occidental Hotel, Edward R. Swett, gave a luncheon, with his compliments, to the officers of the Grand Council of Michigan, and J. R. Rogers, Vice-President of the Pennsylvania Railroad System; D. P. McCarthy, member of the Supreme Executive Committee, Columbus; Fred Z. Pantlind, of the Michigan Hotel Association; Lee M. Hutchins, of the Hazeltine & Perkins Drug Co., Grand Rapids and also the Hotel Committee of the Grand Council of Michigan—John D. Martin, of Grand Rapids, D. J. Riordan, of Lansing, and E. C. Spaulding, of Flint. The talks given by Messrs. Rogers, McCarthy, Hutchins and Pantlind were all very interesting, each touching upon matters pertaining to their own particular business—J. R. Rogers on railroading; D. P. McCarthy on the Duties of the Supreme Executive Committee, Lee M. Hutchins on Salesmanship and Fred Z. Pantlind on Co-operation Between the Traveling Man and the Hotel Keeper, a subject that has been very dear to Fred's heart for the past two years and the line on which the Hotel Committee of the Grand Council has tried to work out better rates, better accommodations and a better feeling in general between the traveling men and the hotel keeper.

Promptly at 10 a. m. Friday morning Grand Councilor A. W. Stevenson rapped the gavel and called the Council to order and admitted the Mayors of Muskegon, Muskegon Heights and North Muskegon, who each one in their own happy way bade welcome to the traveling men who were their guests. After listening to a very nice talk from each of these representatives and bidding them good bye, Grand Councilor Stevenson called upon Grand Chaplin E. P. Monroe, of Muskegon Council to open the meeting with prayer. Then the roll call of officers and delegates showed there were no slackers, because each person called upon responded. Going through the preliminaries of reading the minutes of the last session was dispensed with, owing to the fact that this was in printed form on every table. The Grand Secretary then read his annual report and, as is always the case, there was one sad part when he reads the names of brothers who have left us since our last meeting. The number this year was quite large, being 43. Grand Councilor A. W. Stevenson then read his annual report. Grand Treasurer Ben Mercer read his report. Reports were read from the Grand Executive Committee and the committees on mileage, resolutions and by-laws. The following committees were then appointed by A. W. Stevenson to act during this convention:

Credentials—C. E. Verburg, B. C. Courtwright, A. J. Roby.
 Mileage and Per Diem—Wm. H. Lightheart, A. G. McEachron, A. M. Borden.
 State of the Order—M. G. Howarn, Geo. B. Convis, M. V. Foley.
 Resolutions—Rodney Eaton, Adrian Oole, Stanley Hitchins.
 Necrology—J. S. Belknap, H. F. Foote, M. L. Evans.
 Charter and Dispensation—Fred Van Dyne, W. L. McManus, J. W. Hinkle.
 Press—E. B. Monroe, C. M. Coalman, H. C. Schrink.
 Tradesman and Sample Case—John D. Martin.

By this time the clock was striking the hour of 12 and Grand Councilor Stevenson declared recess until 1:30. Immediately at the opening of the afternoon session the Hotel, Bus & Baggage Committee of the Grand Council was called upon for their report, which was read by the chairman, John D. Martin, consisting of five typewritten pages. It was given a good warm reception. The Hotel Committee had with them many letters from hotels throughout the Michigan jurisdiction, backing up statements which they had made in their report and they stood ready to read any of these

letters, but as they did not so express themselves, all statements were considered accepted as read and at the close of the report a rising vote of thanks was given to the Hotel Committee for the work they had done during the past year and a recommendation made that this same committee be continued for another year.

Grand Councilor Stevenson called Past Grand Councilor Mark Brown, of Saginaw, to the chair and for some time Mark conducted the business of the Council. The delegation from Cadillac Council, No. 143, seeing an opportunity for a little fun, began making objections to some of the rulings made by acting Grand Councilor Brown. Being persistent in some of these objections, they finally accomplished what they wanted to do and that was to "get Brown's goat."

D. P. McCarthy of the Supreme Executive Committee, gave a very interesting talk on the Duties of the Supreme Executive Committee and in so doing explained some matters which sometimes appear a little bit hazy to the lay members of the organization. He also explained the Duties of the Supreme Auditor, Supreme Attorney and the Supreme Surgeon and he brought out the fact that accidents from automobiles are costing our organization, as well as other organizations, a very large amount of money. Last year there was over \$800,000 paid out on injuries caused by the automobile. He also talked of the Widows and Orphans Fund which is receiving more applications each year as we go along. Yet the reserve fund still on hand gives full warrant that all applications to the Widows and Orphans Fund for many ears to come will be taken care of. He spoke in favor of the recently organized U. C. T. clubs, and also advocated a matter which will probably come up at the Supreme Council meeting in Columbus this year of sending but one delegate to each 750 members or a fraction thereof in each Grand Jurisdiction. During the past year there probably has been more suspensions than during any other one year in the history of the organization, which is the cause of many subordinate and grand bodies not showing a larger increase in membership. During the past sixty days there has been a very large percentage of members reinstated, so if a count could be taken June 1, in place of March 1, there would not be so large a falling off shown as did exist when the report went out. He gave a message from the editor of the Sample Case, soliciting news items from each and every member of the organization, and it is hoped that many will respond, because the Sample Case, as it is coming out now, is certainly a credit to our organization. Never before has the Sample Case absolutely and fully paid for itself. The present salary of \$3200 per year that is given to the editor with a bonus of \$1,000, providing he brought the Sample Case up on a paying basis will entitle the editor to \$4,200 for the past year, because he has earned the bonus added to his salary of \$3,200.

A recess was declared for five minutes and during this interval quite a little commotion was created in the back end of the hall by some of the good live members from Detroit, where they seemed to be having a very nice time over a quart bottle, seemingly filled with booze. Even though this is strictly against the rules of our order, a number of good members seemed very thirsty, but when they took a good drink out of the bottle it proved to be nothing but ginger ale.

The hours of the clock were getting around to 4:30 and there was yet considerable to be done, so Grand Councilor A. W. Stevenson again took the chair and began to hustle matters. One very nice act was a motion made that M. V. Foley, of Saginaw Council, be voted a live member of the Grand Council of Michigan.

We forgot to state further back that by noon of Friday the registration list ran over 400 and at the close of the noon session an invitation was extended by the Kewanis Club for the entire Grand Council officers to be their guests at lunch. During this lunch meeting very interesting talks were made by F. W. Wilson, of Traverse City, member of the Supreme Executive Committee and E. B. Schumaker, Cadillac Council, his talk being largely of a matter that is very close to his heart—the U. C. T. club. The election of officers resulted as follows:

Grand Councilor—H. D. Bullen Lansing.
 Junior Councilor—Geo. E. Kelley, Kalamazoo.
 Grand Conductor—C. C. Carlyle, Marquette.
 Grand Page—Fred J. Fenske, Bay City.
 Grand Secretary—Morris Heuman, Jackson.
 Grand Treasurer—Ben N. Mercer, Saginaw.

This brought up to the supreme moment of the convention, that of selecting a Grand Sentinel. The talk during the Friday morning was that there were going to be four candidates in the field, but after the noon hour the number had gotten down to a contest between two candidates—H. L. Rutherford, of Saginaw Council, and L. V. Pilkington, of Grand Rapids Council.

It was the happy privilege of Past Grand Councilor Mark Brown to nominate H. L. Rutherford, which he did

in a very masterful manner; in fact, Mark is so constituted that he could not do it in any other manner. Mr. Rutherford received seconds from Detroit, Bay City and his own Council and there was nothing said in praise of Bert Rutherford's sterling qualifications for the office but what is absolutely true. The second nomination—that of Mr. Pilkington was made by Homer R. Bradfield and, equally with Mark Brown, Homer Bradfield made a very strong nomination, making many statements of the qualifications of Mr. Pilkington for the office and backing up these statements by facts and figures. This nomination was seconded by Muskegon Council also by Grand Rapids Council. There being two candidates in the field it was necessary to proceed to ballot. All other officers before this time were elected by acclamation. During the counting of ballots there was a very intense feeling on both sides for their man and it was a conceded fact that whichever man was elected the Grand Council would be the winner. The total number of votes cast was 96, Rutherford, of Saginaw, receiving 42, and Pilkington, of Grand Rapids, receiving 54. Immediately after the announcement of the ballot Past Grand Councilor Brown, of Saginaw, moved that the election of Mr. Pilkington be declared unanimous.

The election of delegates to the meeting of the Supreme Council in Columbus, June 27 to 30 resulted as follows:

H. D. Bullen, Lansing.
 A. W. Stevenson, Muskegon.
 M. G. Howarn, Detroit.
 F. W. Wilson, Traverse City.
 John D. Martin, Grand Rapids.
 Lou J. Burch, Detroit.
 Morris Human, Jackson.
 H. D. Ranney, Saginaw.
 A. G. MacEachron, Detroit.
 Alternates:
 Walter S. Lawton, Grand Rapids.
 Frank L. Day, Jackson.
 John A. Murrey, Detroit.
 E. A. Welch, Kalamazoo.
 John Q. Adams, Battle Creek.
 E. A. Dibble, Hillsdale.
 W. S. Burns, Grand Rapids.
 Fred C. Richter, Traverse City.
 W. J. Devereaux, Port Huron.
 The newly-elected officers were installed by Past Grand Councilor Startweath, Detroit.

Caps and pins were presented to H. D. Ranney, retiring Grand Past Councilor and F. W. Wilson, retiring from the Grand Executive Committee, Grand Councilor Bullen gave a very fine talk on accepting the chair of the Grand Council and appointed the following committees for the ensuing year:

Hotel Bus and Baggage—John D. Martin, Grand Rapids; D. J. Riordan, Lansing; E. Spaulding, Flint.
 Legislative—Lou J. Burch, Detroit; E. A. Dibble, Hillsdale; W. J. Devereaux, Port Huron.
 Railroad and Transportation—John A. Hach, Coldwater; G. E. Reiny, Robert Richard.

Grand Chaplin—Haskins, Owosso.
 During the middle of the afternoon session of the Grand Council a beautiful bouquet of flowers was sent in with the compliments of Will Jenkins, of the Western Hotel, Big Rapids.

A rising vote of thanks was given for this beautiful bouquet and Grand Secretary Heuman was requested to write Bill Jenkins a letter of thanks.

Before the close of the Grand Council session, a rising vote of thanks was extended to Muskegon Council and to the ladies of Muskegon, the hotels of Muskegon and the boat transportation company which all worked so hard and tried to do so much for the entertainment of everybody attending this Grand Council meeting.

E. J. Henschel, being reported very ill, it was voted at the close of the Grand Council meeting to have the flowers sent up to the hospital where Mr. Henschel was confined and by so doing bring a little bit of sunshine to a member who was so sick that he was not able to be at his accustomed place on the entertaining line of Muskegon Council.

An invitation was received from Flint Council, also from the Association of Commerce of Flint and the management of the Hotel Durant to go to Flint in 1923, which will be the thirtieth anniversary of the Grand Council and very fitting that it be held in Flint, where exactly thirty years ago the Grand Council of Michigan was organized and held their first meeting. It goes without saying that the Hotel Durant, as well as the other hotels, will be put to the full test of their guest capacity when the Grand Council meets there in 1923.

At 8:30 Friday evening an elegant fish dinner was served at Lake Michigan Park winding up with a ball. The music was good. Everybody seemed to be able to dance, although some could dance more than others. Just what the reason was, we will leave to your imagination. Some very fine musical stunts were pulled off from the orchestra loft and there was also some very good exhibitions of fancy dancing put on the floor. These stunts were pulled off both by Muskegon and Grand Rapids people. We will not, however, mention any names.

Shortly after 12 o'clock the orchestra played Home Sweet Home and everybody seemingly had an automobile, so that all were taken care of from Lake Michigan Park back to their respective hotels.

A parade was scheduled for 10 o'clock Saturday morning and, long before that time, the Councils from the different parts of the State began gathering together and making ready for the parade. As they went down Western avenue, passing the reviewing stand at the Occidental Hotel, every man in line with eyes straight ahead, made a very pretty picture. A \$25 prize was awarded to Grand Rapids Council for the best appearance in the parade. A \$25 prize was awarded to Flint Council for the largest percentage of membership. The line of march was kept and livened by the music of the bands and also many automobiles which were beautifully decorated were in this parade.

After lunch Saturday ball games and sports were scheduled for Hackley field. A pitching the horse shoe contest between teams selected from Grand Rapids Council and Muskegon Council resulted in a victory for the Grand Rapids team, with the award of a \$25 prize. Shortly afterward the two ball teams got busy in the field and pulled off a seven inning game, and again in this the Grand Rapids boys were the winners, getting the \$25 cash prize.

Now you may ask, Who were the teams in this horse shoe pitching contest, also the batters of the different ball games? Right here we will say that in both of these contests some of the work done was so rotten that the shock entirely destroyed our lead pencils and we were unable to make any more memorandums and, in fact in justice to the boys, it is possibly just as well that we do not deal in personalities.

The closing of these contests practically ended the 29th session of the Grand Council of Michigan.

Too much praise cannot be given to the members of Muskegon Council and the Ladies Auxiliary of that Council for their untiring efforts and the vigilant watch they kept to see that everyone was enjoying himself at all times. If every entertaining city in the future will try as hard to do their part in entertaining as the people of Muskegon did, there will never be any complaints of lack of attention. Not only the members of the United Commercial Travelers, but the Association of Commerce, the Goodrich Transportation line, the hotels of Muskegon and the citizens in general vied with each other in doing things. Some time in the future without doubt, Muskegon will feel that they will want to entertain the Grand Council again. Judging by the success of this meeting, it would be a mighty hard matter for any other city to persuade our organization that their city would show a better time than Muskegon.

All power to the Muskegon boys, the Muskegon ladies and the city of Muskegon in general! John D. Martin.

BIDS WANTED.

Notice is hereby given that bids will be received by the Drain Commissioner of Oakland County, Michigan, until 2 P. M. Eastern Standard Time, on Thursday, June 8 A. D. 1922 for the purchase of bonds of the Assessment District in said County and in amount not to exceed the following amount, viz: \$27,000.00 (Twenty-seven Thousand Dollars).

Said bonds to be of the denomination of Five Hundred Dollars (\$500) and One Thousand Dollars (\$1,000), each as near as maybe payable in lawful money of the United States of America at a place to be agreed upon by the purchaser. Said bonds maturing in ten (10) years from date with interest semi-annually. All bids must be accompanied by a certified check for the sum of Two Hundred Dollars (\$200) payable to the order of the Drain Commissioner of Oakland County to insure performance in case bid is accepted. Bidders must agree to furnish free of charge to the said Drain Commissioner the necessary blank bonds and also pay their own attorneys fee in the supervision of the necessary proceedings.

All bids must state the rate of interest at which the purchaser will take the said bonds. Which will mature in substantially equal installments in from one to ten years. The County Drain Commissioner reserves the right to reject any and all bids.

The successful bidder will be required to furnish satisfactory surety for carrying out of his bids.

Any further information can be obtained from the undersigned.

Dated at Pontiac, Michigan, this 25th day of May, A. D. 1922.

CASSIUS J. CRAWFORD,
 County Drain Commissioner Oakland
 County, Pontiac, Michigan.

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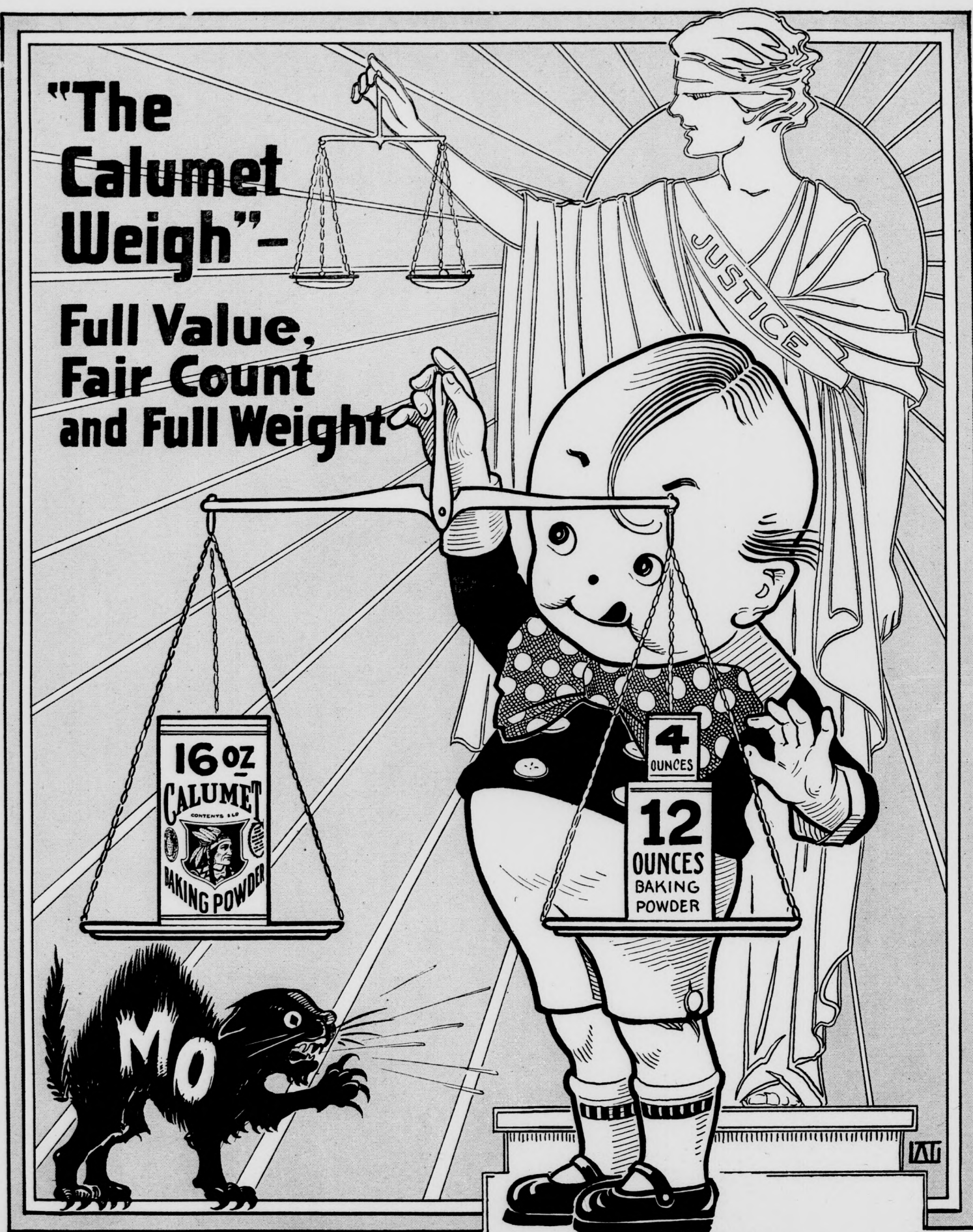
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