

## THE THINGS DIVINE

These are the things I hold divine:  
A trusting child's hand laid in mine,  
Rich brown earth and wind-tossed trees,  
The taste of grapes and the drone of bees,  
A rhythmic gallop, long June days,  
A rose-hedged lane and lovers' lays,  
The welcome smile on neighbors' faces,  
Cool, wide hills and open places,  
Breeze-blown fields of silver rye,  
The wild, sweet note of the plover's cry,  
Fresh Spring showers and scent of box,  
The soft, pale tint of the garden phlox,  
Lilacs blooming, a drowsy moon,  
A flight of geese and an Autumn moon,  
Rolling meadows and storm-washed heights,  
A fountain murmur on Summer nights,  
A dappled fawn in the forest hush,  
Simple words and the song of a thrush,  
Rose-red dawns and a mate to share  
With comrade soul my gypsy fare,  
A waiting fire when the twilight ends,  
A gallant heart and the voice of friends.

Jean Brooks Burt.



## 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.

You Make  
Satisfied Customers  
when you sell  
"SUNSHINE"  
FLOUR

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

Genuine Buckwheat Flour  
Graham and Corn Meal

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

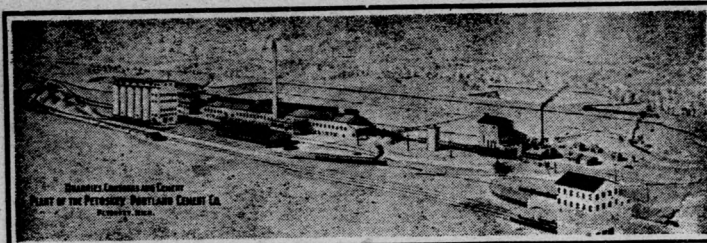


STRAIGHT  
SIZE—

*The Johnson  
Original 10¢ Cigar*

# VAN DAM

MANUFACTURED BY  
TUNIS JOHNSON CIGAR CO.  
GRAND RAPIDS, MICHIGAN



## Petoskey Portland Cement

### A Light Color Cement

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

ASK YOUR DEALER FOR IT.

Petoskey Portland Cement Co.  
General Office, Petoskey, Michigan

## Citizens Long Distance Service



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

20,050 telephones in Grand Rapids.

Connection with 150,000 telephones in Detroit.

USE CITIZENS SERVICE

## CITIZENS TELEPHONE COMPANY

## "Many a Mickle Makes a Muckle—"

The old adage is proved by selling FLEISCHMANN'S YEAST.

Three cakes a day is the estimated number for every consumer. And this is not counting its use for bread-making.

Pushing FLEISCHMANN'S YEAST will add a muckle or more to your profits.

The Fleischmann Company



## You Must Increase Your Volume to Reduce Your Overhead

and this is the only way to increase your—NET PROFITS.

### \* Franklin Sugar in Packages

brings the retailer a real profit on sugar, which is about 14% of his volume.

These products sell at sight, increase volume and are profitable to the retailer:—

FRANKLIN SUGAR HONEY  
FRANKLIN CINNAMON & SUGAR  
FRANKLIN TEA SUGAR  
FRANKLIN GOLDEN SYRUP

The Franklin Sugar Refining Company  
PHILADELPHIA

"A Franklin Cane Sugar for every use"

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







# MICHIGAN TRADESMAN

Fortieth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 30, 1922

Number 2032

## MICHIGAN TRADESMAN

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

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly By  
**TRADESMAN COMPANY**

Grand Rapids  
E. A. STOWE, Editor.

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in advance.

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

### A RIGHTEOUS VERDICT.

The Tradesman need offer no apology to its readers for devoting so much valuable space this week to reproducing the full text of Judge Dunham's decision in the Trotter case. When the trial started, nearly three months ago, the Tradesman asked its readers to suspend judgment in the case until the judicial determination was reached. Most of them did so and now have the satisfaction of realizing that those who pre-judged the case on the false and misleading testimony of the prosecution placed themselves in a most ridiculous position.

No prosecution was ever given more latitude than in the Trotter case. Although earmarks of the frame-up cropped out at the beginning and increased as the trial progressed, Judge Dunham exhibited all the way through the long and weary recital the patience of a man who has had long training in the law. He evidently discerned early in the trial of the case that all he had to do was to give the prosecution ample rope and it would hang itself. This it did most effectually. The presentation of the cause by the prosecution was so flimsy and ridiculous that many of Mr. Trotter's friends urged him to make no defense whatever, but his attorneys decided to present a clean-up which would be a complete answer to the machinations of contemptible individuals who sought his undoing. When the testimony was completed, a distinguished legal gentleman who had watched the trial from an unbiased standpoint, stated: "They have charged Mr. Trotter with every crime in the calendar except arson and incest, but they have proved absolutely nothing." This opinion also found expression in the thoughts of all honest men who realized that the case was a bungling frame-up.

While according due praise to Judge Dunham for the masterly manner in which he handled what was probably the most exasperating experience in his entire legal career and while commending his decision exonerating Mr.

Trotter and pointing the finger of scorn at his real accusers, the Tradesman feels that it voices the expression of all fair minded men and women when it states that he was altogether too liberal in his allowance to Mrs. Trotter. Forty thousand dollars in cash and property is too much to give any woman who was two-faced for years in her relations with her husband. Pretending to love him to his face and in her letters to him, she deliberately stabbed him in the back the moment his face was turned and readily played into the hands of miserable creatures who set about to ruin her husband. Her own testimony plainly disclosed the wretched part she played in the filthy mess as the tool and stalking horse in a most contemptible attack. In the opinion of the Tradesman such a woman has no claims on the man she attempted to destroy and should have been made to repent the remainder of her days.

The Tradesman does not agree with one of its daily contemporaries that Mr. Trotter should remove to some other locality, now that he is completely vindicated. Coming to Grand Rapids a quarter of a century ago without a friend or a dollar, Mr. Trotter has created in this community the greatest institution of its kind in this country. It is his work. It is the monument of a lifetime. It must remain intact and unimpaired. Without Trotter the Mission would be like an empty barn. He is its soul and the inspiration of all its activities. He is no longer a young man. From now on his energy will decrease, instead of increase. Now that he has been declared innocent of the charges preferred against him by a disloyal wife, aided and abetted by those who sought to ruin him, it is his duty to remain here as long as he lives, so that his presence may be a standing rebuke to revilers, blackmailers and slanderers.

The Tradesman heartily commends the daily press of the city for refusing to publish the details of the filthy mess in which the prosecution allowed for several weeks. The disreputables who are responsible for the deluge of nastiness published in the sensational press of other cities brought great satisfaction to the enemies of good morals, but decent people refused to be influenced by such methods and awaited the verdict of the trial judge in the belief that any one who did otherwise was equally as contemptible as the parties connected with the prosecution.

As indicated by the Tradesman when the trial started, Mr. Trotter now owes a duty to himself and the community from which he must not shirk—the proper punishment of those who planned to accomplish his ruin. Because they have wronged him—in-  
famously and maliciously—Mr. Trotter

should proceed against them legally to reimburse him for the financial loss they have caused him. They can never pay him enough to recompense him for the sorrow they have brought him, but they can and should be made to disgorge to an extent that will meet his financial outlay in the trial and leave something for the treasury of the Rescue Mission, which he loves with all the fervor of a fond parent.

### GOVERNMENT COWARDLY.

Why should we fool ourselves, disguise our thoughts, employ a cowardly reticence when speaking of the strikes? Does not everybody know in his heart that if the Government at Washington did its plain duty the strikes would end forthwith? If the United States Government would protect the freedom of the individual as the law and Constitution enjoin, an effective strike would be impossible. There are thousands of men ready to take up the tools the strikers throw down, could they have the assurance which the Government owes them that they would be permitted to labor unmolested by thugs and blacklegs.

The whole Nation of one hundred millions is suffering for the cowardice of the Government, which permits itself to be coerced, threatened and bullied by a scant two million union serfs led around like cattle by a few hundred red handed murderers.

Is there no politician with sufficient courage to brave the labor vote; no politician with sufficient wisdom to know that ninety-eight million votes is a majority over two million, and that the whole Nation would acclaim the politician who dared to do his duty?

Yielding to the labor vote now is simply storing up future misery for the whole Nation. Some day the question must be answered and answered truly: Are the liberty and welfare of the whole Nation to be at the mercy of combinations of classes or is the Government to assert its sovereignty over all for the good of all? Once yield to one class or union or federation, and the lesson will be quickly learned by all the others eager to reap the rich profits of combined monopoly. Once array one class in the community against the other, as these unions and federations of labor have set the example, and you start a grab for all game that will disintegrate the strongest Nation.

### THE END OF THE FAIR.

Now that the Merchandise Fair is over, a better perspective is had of the venture. That it did not come up to the glowing anticipations of some of its projectors may fairly be assumed, but this does not mean that the enterprise should be considered a failure or anything like it. While the number of buyers in attendance

was large, it was not as much so as was expected. Neither did the volume of sales reach what was hoped for. It is generally conceded that the fair lasted too long. A week less would have been better for all concerned. Opinions seem to vary as to whether the time for holding the fair was well chosen. For certain kinds of merchandise it was regarded as late. The management of the fair, also, left many things to be desired. This was undoubtedly due to inexperience. The grouping and arrangement of booths were altogether conventional, resembling in this respect most of the shows that have been held here since the American Institute fairs were a feature. There was a lack of anything distinctive, unless it be the absence of ventilation, which, in the hot August weather, made much of the Grand Central Palace feel like the steam compartment of a Turkish bath. But the fundamental drawback, in the minds of many, was that the displays were too limited in scope to constitute a real merchandise fair. The exhibits were confined to a portion of the goods carried by the ordinary department store. And this suggests the query whether a real merchandise fair should be held under the direction and patronage of a body such as the National Retail Dry Goods Association, or whether it should be mapped out and managed by an independent body of wider scope and vision. But, the ground now having been broken by the holding of one fair which has shown great possibilities, it ought not to be difficult to improve on the original conception.

The infamous typographical union, which maintains a strangle hold on the daily newspapers of America by means of the illegal closed shop and the employment of hired sluggers to maim and murder non-union printers, is rapidly going to pieces. Since the campaign for the 44 hour work day was inaugurated, May 1, 1921, the reports of the officers show that more than 7,000 union printers have quit the union and joined the forces of freedom; that there are now 7,050 union serfs out on strike, drawing strike benefits; that \$8,863,578 has been expended in strike benefits and payments to sluggers; that by means of intimidation and extortion, the average wage of union serfs has been increased from \$1042 in 1914 to 1795.44 in 1922. Of course, no union man can earn \$1795.44, because the whole theory of unionism is to shirk and sojor, so that people who patronize union establishments pay several times what the products of such establishments are actually worth.

Some people grow with responsibility, others swell.



## STREET RAILWAY FRANCHISE.

## Detailed Statement of Its Many Excellent Provisions.

Grand Rapids, Aug. 29.—You ask if I will write for publication regarding the proposed street railway franchise. I am very glad to comply, both for the reason that it is a matter of general importance and for the further reason that I deem it the duty of any city official to give such light as he can upon any matter of public interest with which he has been connected.

In considering a franchise there are certain fundamentals often overlooked and others applying specifically to the one proposed:

First: Some dependable and economical method of transportation is necessary for the city's continued prosperity and growth.

Second: A fair return must be granted a utility or it cannot give the service required, and further there is no inducement for economical and efficient management. The company must have some profit for the service given.

Third: The interests of the transportation company and the city are mutual. Good transportation helps the city's growth and makes it "A Good Place to Live." On the other hand the growth of the city helps the company in its earnings.

Fourth: A transportation, unlike most utilities, is highly competent and its success dependent upon satisfactory service. Jitney busses or even the granting to another company are inevitable if the company does not render satisfactory service.

Fifth: No community can complain of unfair treatment until it has itself offered to do that which is fair and just. If it tries sharp bargaining; if it tries to secure service for less than a reasonable cost, it cannot complain if the utility on its part plays unfair, and if the community is worsted, it is simply beaten at its own game.

## Duty of the City Commission.

Under the present charter, unlike the old, the Commission has no power to grant franchises. It can, and it is its duty to negotiate a franchise such as it thinks for the best interest of the public and the best it can secure, and then submit it to the electors. This the Commission has done. With the Gas Company no agreement could be reached, so there was nothing to submit.

## Work Done on the Franchise.

The city has spent some three years in arranging for and securing this proposed franchise. Through competent engineers it obtained an actual inventory of the property and its actual cost, depreciation, etc. At the request of the company, reproduction costs on five year and other averages were also secured. Nearly a year was spent on valuation alone, the company standing out for eight million, while the city held for five million one hundred thousand, which includes the property in Ramona Park and North Park. The company accepted the five and one-half million on condition of a thirty-year franchise with an 8 per cent. return, and the city requiring that, if desired, a re-valuation be had at any time after five years. This in case levels in values should largely decrease. A skeleton franchise was drawn before the valuation was fixed, and after certain charter amendments had been made providing for re-valuation, etc., some two months were spent on the details of the franchise, the city acting through myself and Mr. Wagner, Director of Public Service, and the company through its attorney, Mr. Knappen, and Mr. DeLamar. Reports were made frequently to the City Commission, so that it was kept advised and points of difference adjusted. I am frank to say that more concessions were made by the railway company than by ourselves. In all of our examinations they gave us with the utmost frankness access to

all of the records and furnished all information and data that we requested, so that our experts had complete access of everything. The company acted with the utmost fairness and many obstacles often encountered by others were thus obviated. Of course, there were at times decided differences of opinion which it took some time to adjust and which required consultation with the Commission and negotiations with the company.

## Thirty Year Provision.

A long-time franchise enables a company to borrow its money at a lower rate of interest. It is at present paying over 8 per cent. on its bonds. This it cannot continue to do and operate on the valuation and rate of return fixed.

It has been urged that bus service may ultimately be the solution of transportation. Investigation has convinced us that this is not yet fulfilled. Des Moines, a city of this size, attempted it and found it unsatisfactory and returned again to a street railway. The condition was investigated by our Mr. Wagner. Steel on steel from a central distributing point at this time is the most efficient and economical method. Busses may be the ultimate solution, but they are no solution at present.

The franchise, however, is drawn to permit the operation of busses or trackless trolleys, should such method ultimately be the best. We can only deal with facts as they exist, and the bus as transportation for a city of this size is a prophesy and not a fact.

## No Exclusive Right Given.

The franchise does not give to the Street Railway Company any exclusive use of the streets, nor prevent the granting of a franchise to any other company, whether running busses or trackless trolleys, in the future, if it is deemed necessary. In fact, if we had given exclusive rights in the franchise, the exclusive feature would have been void under the decision of the courts. The city could not do it if it wished to and it did not even attempt it. In the case of Grand Rapids E. L. & P. Co. vs. Grand Rapids E. L. & F. G. Co., 33 Fed., 659-673, the question was before the United States Court where the city had given an exclusive franchise to the company and later had given a franchise to another company, the Court said:

"So in reference to street railways, it is well settled by the authorities that under general powers, such as the city of Grand Rapids possesses over its streets and highways, its Common Council could not confer upon individuals or a private corporation the exclusive right to use the city highways for street railway purposes."

Of course, here the city does not assume to grant exclusive rights, so the question is academic and the argument that the city has done so is foolish. If the company continues to enjoy exclusive rights of the streets for street railway purposes, it must depend upon the good will of the people resulting from satisfactory service, and if busses become the last word in transportation, it must adapt its service to the changed conditions.

## Valuation.

The valuation was in a measure a compromise but was, nevertheless, deemed fair in view of the fact the company agreed to a revaluation and based on advices from engineers whom the city employed. It is not based on capital, bond or stock. It has three million seven hundred thousand in bonds, six hundred thousand of floating debt, two million of preferred stock and two million of common stock. These figures are not exact, but approximately correct, and show that the valuation fixed is \$2,800,000 less than its capitalization. In other words, eight hundred thousand less than the capitalization after first de-

ducting the entire of the common stock.

## Rate of Return.

The rate of return is fixed at 8 per cent. This is not guaranteed or underwritten by the city. If the company does not earn it, it cannot get it. It merely gives the company the right to earn such amount if it can, and at the same time render satisfactory service. An analysis of the company's condition was convincing that it could not operate successfully on less.

Some inducement must be held out of possible profit in the future, and if at this time it earns the 8 per cent., it will be some years before it can hope to wipe out the floating indebtedness, pay the interest on the bonds and have anything left for preferred stock. Whether there is anything at any time for the common stock is a matter of grave question.

As soon as the earnings exceed 8 per cent., this does not go to the company, but requires that fares be reduced, so that the 8 per cent. is a maximum, not a minimum, and lower fares is what we really hope for.

## Rate of Fare.

The initial rate of fare is fixed as at present, seven tickets for 50 cents and 10 cents single fare. As soon as the earnings exceed 8 per cent., the fare must be reduced in continued steps until the rate of fare of 5 cents is reached, when the company is entitled to an earning of 8 1/4 per cent. This to hold out an inducement for lower fares. If the present rate does not produce sufficient, fares can be raised, but can never exceed 10 cents.

## Depreciation.

This is such amount as is necessary, above the operating expenses, to replace property, such as tracks and cars when they have worn out. The annual depreciation is fixed at 3 per cent., but is subject to annual change.

The depreciation reserve, which is the fund built up to equal accruing depreciation, so that when it has accrued there will be funds to replace, is fixed at a minimum of 5 and a maximum of 15 per cent. The purpose of this depreciation fund is that cars and tracks each year wear out to a certain extent; but, of course, they last for a number of years, and it is to build up sufficient so that when the cars can no longer be used or the tracks have to be torn up and renewed, there will be sufficient in the fund to take care of such renewals. This is recognized by the courts as necessary and is essential to the continuous operation of any company.

This fund, as built up from year to year, can be invested in the company or invested in bonds or some portion of it may be in the banks at interest. The franchise requires that all earnings on this fund at the actual amounts earned shall be credited to the fund and shall not go to the company by way of earnings.

It further provides that if the city takes over the company it shall pay nothing for the amount in the depreciation reserve. So far as I know this provision is novel in any franchise, as ordinarily the amount earned by the reserve has been credited to the Company as earnings and added to dividends. This protection is complete and ample and is in line with the recent decision of the Utilities Commission that the telephone company was not entitled to the earnings on its depreciation reserve. The maximum amount is to insure sufficient to keep the company in proper operating condition and would result, if the city take over the system, in having sufficient to put and maintain it in proper condition without immediate re-financing.

## Extensions.

The city has the right to order all necessary and reasonable extensions, subject only to arbitration as to the reasonableness. The old franchise did not provide for extensions and the

people were dependent upon the good will of the company for any given. Extensions if reasonable, under this franchise, may be ordered and can be compelled to be made.

## Service and Routing.

The company is obligated to give adequate service and the Commission may order that service be increased, which order binds the company, subject always to arbitration if unreasonable. The old franchise required twenty minute service, anything better than twenty minutes was in the discretion of the company and not subject to city control.

## City's Right To Take Over Property.

The city has the right at the end of fifteen years or any five year period thereafter, or at the termination of the franchise, to take over the property at the value now fixed or which may hereafter be fixed, subject to deduction for depreciation and to additions at cost for betterments actually made. And if taken over, the depreciation reserve is taken over without payment, or the city may order it sold to another company to whom it may grant a franchise.

## Supervision of the Operation.

The company must furnish monthly statements to the city. The city can have its books examined at any time and it can supervise and change the charges from depreciation or capital accounts as the facts found justify.

It also has supervision over the salaries paid officers of the company. Further, the company cannot, through billing from the parent company or other method, secure any indirect revenue. In other words, there can be no concealed profits, either direct or indirect.

## Paving Between Tracks.

The company is obliged to pave between the tracks and for twelve inches on each side. The charter at this time requires it. Should the people deem that lower fares were more essential than contributions toward the pavements, they can amend the charter, and the franchise provides that in such case the company may be relieved from the cost of paving. This is a matter which, if changed, will have to be submitted to the people and be in compliance with their vote. The requirement of paving at this time, being in the charter, whether good or bad, is not at this time open to debate.

## Arbitration.

Any differences between the company and the city are subject to arbitration and subject to such arbitration control is vested in the city to a greater extent than in the old franchise. The charter points out how the arbitrators shall be selected and provides a speedy method of adjustment. This is more economical and more expeditious than would be litigation, and at the same time permits a larger control by the city.

## Alleged Guarantee on Stocks and Bonds.

There is no guarantee on the part of the city or any one that stocks or bonds hereafter issued will be paid any more than there is a guarantee on the outstanding stocks and bonds, and all of the investors know this to be a fact. There is this provision, however, that neither stocks nor bonds can be issued without the consent of the Michigan Securities Commission, and the city has a right to be represented and heard before such Commission before any order is made.

## Result If This Franchise Does Not Carry.

Should this franchise not be granted, we would have recourse to the Public Utilities Commission at Lansing and would then lose local control over the company. Without any reflection on the State Utilities Commission, for whom I have the highest regard and whose authority over street railways was, in fact inserted in the law at our suggestion, yet I believe local control is the best and most satisfactory, where possible, and



that it is only to the Utilities Commission that we should go when we cannot arrive at a fair adjustment. In other words, we should not appeal to the courts unless an amicable settlement is impossible.

The above, although lengthy, covers but few of the many points of the franchise, but what I believe to be the principal ones. If the franchise is not for the best interest of the city, then neither I nor I believe any city official desires to see it pass, but if it is for the best interest of the city, then it does satisfactorily solve our transportation problem for many years to come and should be of great advantage to the citizens.

I do not for a moment assume that because I have had to do with the drafting that this franchise is a perfect document. We have, however, submitted it to a number of persons, engineers and others familiar with such matters and the comments received have been most satisfactory. In all frankness, I can say that in my best judgment the franchise as drawn does safeguard the city and that I have had my attention called to no point nor do I know of any that has been overlooked in the draft.

Of course, in the last analysis the success of any utility, and especially a transportation utility, is dependent upon the good will and co-operation of the citizens served and this can only be secured through satisfactory service. The interests of both are really mutual, for the growth of the city aids the company and good service aids the growth of the city. In this franchise the city and company are really partners, in that larger earnings go to reduce fares, so that in both economy and efficiency the city and company have a mutual interest.

I trust this somewhat lengthy discussion may be of some benefit, and please feel free, if you have in mind the publication of this communication, to eliminate any portion you deem desirable to bring it to the required length. I have divided it into distinct subheads, so that this may be more readily done.

Ganson Taggart, City Attorney.

#### Items From the Cloverland of Michigan.

Sault Ste. Marie, Aug. 29—The Soo Sand & Gravel Co. owned by Fred Lapish and Capn. Thos. Small, has been incorporated for \$25,000. The concern was formerly known as the Rye Bros. Co., but last April the business was sold to its present owners.

Louis Bitis, who for the past year has been operating the confectionery and soft drink parlor on Portage avenue, West, failed to report about two weeks ago and he is still missing. Andrew McDougal has purchased the building from the owners and has taken possession. Some of the creditors of Mr. Bitis are living in hopes that he will come back at some future time.

"A cake of yeast that don't work, never raises the dough."

We are pleased to note that the district engineer of the Highway Department has gone after the contractors on the Dixie Highway, known as the Pickford Road, so as to get the road in passable condition. It is somewhat of a handicap for our many tourists to make a detour of five miles extra to avoid the straight line on the Dixie road, which is in poor condition.

The farm crops in Chippewa county never looked better and a bumper crop is in evidence. The only handicap is in the harvesting, which in many cases is being neglected for want of help.

"England wants American laws. We might give her some we don't use."

The Flying Squadron parked here last Saturday at the Temple theater and enthused their large audience with the wonders of Cloverland, as seen by them in their tour of the Peninsula, which included twenty-seven towns. Stanley D. Newton presided over the

meeting. He recited a poem entitled, "If I had a cow that would give such milk," which made a decided hit with the meeting. It was sprung here for the first time in twenty-five years. The Squadron complimented the Soo on having the largest turnout of any of the meetings throughout the trip.

The grocery store of R. J. Briggs on Portage avenue, East, changed hands Aug. 28. Glen Atkins is the new proprietor. Mr. Atkins has been farming for some time, but will now devote his time entirely to the store. Mr. Briggs expects to leave for the West in the near future. The location is very favorable and Mr. Briggs has been doing a successful business which will in all probability be continued by Mr. Atkins.

Everybody is getting ready for the big fair which starts here Sept. 5 and will continue for four days. From all accounts it will be a record breaker, as the directors have been working overtime on the job.

The DeTour merchants have been enjoying the Thursday afternoon holidays during the months of July and August. This was the first year they availed themselves of this opportunity and from present indications it will be many more years before they abandon the idea. They were afforded an opportunity to get acquainted with their families and enjoy the wonderful sights in their vicinity which have long been overlooked on account of "all business and no play."

The auto has done lots for people, and "done for" lots of people.

Herb. Fletcher, cashier at the Sault Savings Bank, passed up golf last Sunday to entertain a party of friends at the Bay Mills park. The baseball game in the afternoon and the swimming contest were much enjoyed by the jolly party, who voted a card of thanks to their host and wished him many happy returns of the day.

Tony Materna one of the city's popular tailors, is wearing a pleasant smile these days. No doubt he is looking forward to increased business as a result of the contemplated fuel shortage.

A new six cylinder Studebaker will be given away by the Soo Times, our weekly paper. All that is required is to win the subscription contest which is just starting.

Joe Malta, one of our prominent druggists, spent a few days in Detroit and Saginaw on business last week.

Mr. Lawton, Manager of the Soo Creamery & Produce Co., accompanied by his wife and son, motored to Toronto last week where they visited Mr. Lawton's parents.

"Money talks, but it doesn't hesitate long enough to say much."

William G. Tapert.

#### Corporations Wound Up.

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

Mt. Pleasant Electric & Battery Co., Saginaw.

Anthony Fence Co., Tecumseh.

Walter E. Bedell Inc., Detroit.

Grand Rapids Engraving Co., Grand Rapids.

J. C. Osborn Manufacturing Co., St. Joseph.

Grix Land Company, Detroit.

DeLude Realty Co., Port Huron.

Norde Manufacturing Co., Detroit.

North Star Dairy Products Co., North Star.

Mesick Grain Co., Mesick.

Duluth Brewing & Malting Co., (F.) (Minn.), Marquette-Duluth.

C. R. & S. Co., Detroit.

International Timber Co., Paw Paw.

Don't puncture a fool's toy balloon—get him to write his "reminiscences."

# QUAKER 4X SUGAR

This sugar possesses the finest texture that is possible to produce, absolutely snowy white, a strong sugar and when used in the manufacture of icing, it is possible to add corn syrup without detrimental effect on the icing produced.

For the making of candies without boiling, it is possible to produce a cream candy, absolutely white, and when cream of tartar is added, this doctor will have no adverse effect on the color of the cream candy produced.

This type of sugar is also the sweetened agent for chocolate, cocoa, etc., as it is usually miscible with the cocoa itself.

Also used in the pack of fruits, making of cakes, chewing gum, etc.

As the strength or weakness of a powdered sugar depends upon the strength of the sugar from which it was ground, the QUAKER brand of 4X is as strong a sugar as is possible to obtain.

In Bulk for the bakery trade and 1 pound packages for home and table trade.

Absolutely the best powdered sugar that science can produce.

## WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo—Lansing

The Prompt Shippers.



**MOVEMENT OF MERCHANTS.**

**Albion**—John Trim succeeds Ben Miller in the meat business.

**Hudson**—The Bankers' Bond & Mortgage Co. has filed articles of incorporation.

**Quincy**—Roy Baker has engaged in the ice cream, soft drink and confectionery business.

**Kalamazoo**—The L. R. Klose Electric Co. has increased its capital stock from \$20,000 to \$50,000.

**Durand**—The Vernon State Bank, with \$20,000 capital and \$2,000 surplus, is now open for business.

**Albion**—Bushouse Bros., meat dealers of Kalamazoo, have closed the branch market which they conducted here.

**Detroit**—The Jewett Phonograph Co., 958 Penobscot building, has changed its name to the Jewett Radio & Phonograph Co.

**Lansing**—Joseph Schaffer has purchased the grocery stock of Frank Lefke at 1230 West Saginaw street, taking immediate possession.

**Berrien Springs**—George B. Dean has sold his fuel, ice and ice cream business to Walter E. Metz, who will continue the business at the same location.

**Detroit**—The O'Connor & McPherson Co., 130 West Jefferson avenue, wholesale restaurant supplies, has changed its name to the O'Connor-Stephens Co.

**Detroit**—Another new shoe store on the East side has recently been opened by A. Vanslebrouck, who has picked the Shoemaker avenue district for his field of operations.

**Greenville**—The Universal Garment Co. has been incorporated with an authorized capital stock of \$15,000, \$10,000 of which has been subscribed and paid in in property.

**Big Bay**—The Jay B. Deutsch Lumber Co. has been incorporated with an authorized capital stock of \$200,000, all of which has been subscribed and paid in in cash.

**Munising**—Clyde Parker and Harold Christofferson have formed a co-partnership and engaged in the drug business on East Superior street, under the style of the City Drug Store.

**Greenville**—Morris Kellman, who purchased the Jacobson department store a year and a half ago, has sold it to Packard Bros., of Cambridge, Ohio, who will continue the business.

**Greenville**—Wycoff & Smith have purchased the clothing stock of J. C. Rensman and will continue the business in connection with their shoe store under the style of the Economy Clothing & Shoe Co.

**Detroit**—The Universal Appliances, Inc., with business offices at 1330 Majestic building, has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

**Detroit**—Jack's Inc., 3743 Woodward avenue, has been incorporated to conduct a bakery, delicatessen store and restaurant, with an authorized capital stock of \$3,000, \$1,080 of which has been subscribed and paid in in cash.

**Lansing**—The United Stone Co., 1421 East Main street, has been incorporated to deal in cement, lime, plaster, stone, etc., with an authorized capital

stock of \$50,000, of which amount \$26,150 has been subscribed and paid in in property.

**Lansing**—The People's State Savings Bank, recently organized by Lansing, Howell and Detroit capital, has established offices in the Porter block. The new bank will be built at the corner of Washington avenue and Kalamazoo street.

**Ludington**—Mrs. Clara M. Haner has sold her interest in the Elite Shoppe to her partner, Miss Esther C. Torbenson, who will continue the business under the same style, adding new lines of women's ready-to-wear garments.

**Lansing**—Miss Edna Kies, who conducts a millinery store in the Arcade, has opened a branch millinery store at 117 West Michigan avenue, in connection with the women's ready-to-wear store just opened by Miss Margaret Kane.

**Detroit**—The American Home Appliance Co., 525 East Fort street, has been incorporated with an authorized capital stock of \$500 preferred and 500 shares at \$1 per share, of which amount 500 shares have been subscribed and \$250 paid in in cash.

**Detroit**—The R. L. Aylward Coal Co., 14th and Fort streets, has been incorporated to conduct a wholesale and retail business, with an authorized capital stock of \$80,000, all of which has been subscribed and paid in, \$48,000 in cash and \$32,000 in property.

**Albion**—Frank Fitzpatrick and W. W. Wood, who conduct a restaurant at East Lansing, have purchased a store building on Cass street, opposite Albion college and will occupy it with a restaurant about Sept. 1, under the style of the College East Shop.

**Detroit**—Fred Franks, former manager of the P. J. Schmidt Shoe Co., which concern, it will be recalled, sold its lease to the E. & R. people and its stock to the Crowley-Milner Co. last spring, has taken a position as traveling salesman for the P. Cogan & Sons Co.

**Flint**—The Valley Coal Co., 219 West 12th street, has merged its business into a stock company under the same style, with an authorized capital stock of \$175,000, of which amount \$146,750 has been subscribed, \$763.26 paid in in cash and \$108,118.22 in property.

**Kalamazoo**—Merle E. Rinehart has completed the erection of his modern brick store building at 1210 Portage street and is occupying it with a retail and wholesale stock of fruits, vegetables, produce, etc. and will add a retail stock of groceries about Sept. 15.

**Detroit**—Leo S. Wyremblewski has opened a shoe store at 7701 Harper avenue, on the corner of Baldwin and Harper avenues, in an exceptionally promising location. Mr. Wyremblewski is well known in the shoe trade in Detroit. The new store is exceptionally well appointed.

**Lansing**—The Lansing Furniture Co., an organization recently incorporated by Lansing men to conduct a retail furniture and house furnishings store, will open its place of business as soon as the work of remodeling the Kibbin building has been completed, about Sept. 15, it is estimated.

**Lansing**—A. J. Kahn, former manager of Jewels, at Battle Creek, will have charge of the new store to be opened in the Tussing building here this week. The building has been occupied for many years past by the Dancer-Brogan Co., which recently moved to new quarters in the Prudden building.

**Detroit**—Frank H. Whiting, who conducts a drug store at Union City, has assumed the management of the Brownie drug store just opened at the corner of Michigan avenue and Griswold street. The Brownie Co. conducts a chain of drug stores in the State. G. K. Whiting and Mrs. Frank H. Whiting will conduct the Whiting drug store at Union City.

**Kalamazoo**—Charles B. Hayes, owner of the Park-American Hotel, has completed plans for the building of an addition to the hotel, five stories high, 50x156 feet in dimension. The foyer will be greatly enlarged and beautified an auditorium and dining room added, also a large garage erected to care for the needs of the hotel guests. Work will be commenced Oct. 1.

**Muskegon**—The Eagle Vulcanizing Co. has merged its business into a stock company under the same style with an authorized capital stock of \$15,000, of which amount \$11,000 has been subscribed and paid in, \$1,000 in cash and \$10,000 in property. The company will conduct a wholesale and retail business in auto accessories, tires, and parts, in connection with its vulcanizing business.

**Detroit**—The Walk-Over Shoe Store at 1059 Woodward avenue recently held a special sale on women's and children's shoes, the residue of the stock from their Highland Park store, which was recently closed out. The feature of this special sale was the price per pair—\$1.95, or two pairs for \$3. The sale was announced in the evening dailies and drew a crowd that nearly mobbed the store.

**Vernon**—The Vernon State Bank opened for business Aug. 19 in its new building here, with Cashier Frank S. Hardy, formerly of Empire, in active charge. The building was open during the day and evening to patrons who pronounced it one of the finest equipped bank buildings in any town of its size in the State. The bank has \$20,000 capital and \$2,000 surplus, with thirty-two local stockholders.

**Whittemore**—Solomon Simpson, of the hardware firm of Simpson Bros., has the sympathy of the trade in the death of his wife, who passed away from cerebro hemorrhage. She had been in the best of health the day before and had prepared breakfast that morning, when she fell to the floor unconscious, and the doctor was summoned at once, but nothing could be done and at 10 o'clock she had passed away.

**Detroit**—Percy Palmer has exchanged his interest in the H. L. Proper dry goods stock at 7551 Grand River avenue for Mr. Proper's interest in the Eaton Rapids stock, so that Mr. Proper is now sole owner of the Detroit stock and Mr. Palmer is sole owner of the Eaton Rapids stock. Mr. Palmer continues as the dominant owner of the dry goods stock of

Palmer, Begole & Co., at Birmingham, and Palmer & Jenks, at Big Rapids.

**Detroit**—Jasper Heber, who for ten years was manager of the S. & M. shoe store, at Cass and Grand avenues, but of late connected with the Queen Quality Shop, is shortly to open a shoe store at 8247 Twelfth street, near Virginia Park. North Twelfth street, in which district the new store is to be located, has been the fastest growing commercial street in the history of Detroit and the opportunities for a high class shoe store are practically unlimited.

**Marshall**—There are now 108 men employed at the Michigan Central shops here. The shops are running on a ten-hour day schedule which enables the men to earn \$6.93 per day. The boarding and sleeping cars are now at the shops and the Illinois Boarding Co. is serving meals to about eighty-five men and there are fifty occupying the sleeping cars. These cars have been equipped with electricity. A shower bath has been placed in the round house for the use of the men.

**Pontiac**—Leaving only a few scribbled words that he had grown tired of life and had decided to end his existence, Charles Gates, Pontiac merchant, and member of the firm of Gates Brothers, disappeared early Sunday. Officers so far have failed to find any trace of him. According to his wife, Mrs. Myrtle Gates, he had not been well for some time, and at various times had made threats that he would commit suicide. He had often named a place in the cemetery where his body would be found in the event of a disappearance, she says, but a thorough search of that district had failed to reveal any indication that he had been there, according to the authorities.

**Manufacturing Matters.**

**Cadillac**—The Acme Motor Truck Co. has increased its capital stock from \$1,000,000 to \$2,000,000.

**Plainwell**—William Reynolds has sold his bakery to John Doneker, who will continue the business at the same location.

**Marshall**—The Green Wrench Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$35,000 has been subscribed and paid in.

**Detroit**—The Michigan Dairy & Farm Produce Co. has been incorporated with an authorized capital stock of \$500,000, of which amount \$7,970 has been subscribed and \$1,225 in in cash.

**Detroit**—The Odessa Baking Co., 3023 Hastings street, has merged its wholesale and retail baking business into a stock company under the same style, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$300 in cash and \$9,700 in property.

**Flint**—The William E. Stewart Manufacturing Co., Elm and 14th streets, has been incorporated to manufacture auto parts, batteries, vehicle equipment, etc., with an authorized capital stock of \$50,000, of which amount \$32,100 has been subscribed and paid in, \$13,214.21 in cash and \$18,885.79 in property.



### Essential Features of the Grocery Staples.

**Sugar**—There is not much to be said of sugar that has not previously been covered. The market is apparently at a standstill, due to the large amount of refined held by third parties. Local jobbers hold granulated at 7½c.

**Tea**—Cables report decided shortages in all foreign markets. While a good business is reported in all teas, the demand is checked by the scarcity of spot stocks and no new importations due much before Oct. 1 and many of these already sold to arrive. A tea shortage looks inevitable.

**Coffee**—The evening-up of September commitments rather tended toward a readjustment of parities between contract values in the New York market and replacing costs during the past week. Nothing occurred to cause any material modification of sentiment regarding the coming crop outlook, and certainly there has been nothing to encourage optimism with reference to probable Central European takings of Brazilian coffee for the present season.

**Canned Fruits**—The center of interest is in peaches, as all other fruits are either in a more clearly defined position or temporarily held in the background. With a big peach pack expected and with a weak and irregular market jobbers are slow to make commitments. Many traders think that the market will be unsettled until the pack is over and the weak canners have sold out their surplus. With the prospect of some cheap odds and ends buyers are slow to load up now. Apricots, pears and other items were unchanged during the week. The high cherry market and the light stocks in first hands prevent free trading. Spot apples are easy and because a large fresh fruit crop is in sight future gallons are not being taken freely under contract.

**Canned Vegetables**—The tomato pack is admitted by those who understand the game to be a gamble until the season has progressed further, and because the output is an unknown quantity there is a corresponding reluctance to book business at the prevailing range of 80c on No. 2s, \$1.15@1.20 on No. 3s and \$3.75 on No. 10s f. o. b. factory. Canners scoff at the predictions of 75c tomatoes and say that they cannot break even at 80c. Buying for immediate requirements is steady but not heavy. Futures are contracted for in a very conservative way. Corn is quiet, both spots and futures. Southern new pack is offered all the way from 77½c@85c factory, depending upon the brand and the canner. Maine corn reports vary as to yield, with a noticeable peculiarity that, although frequently asked by brokers for reports on the outlook the canners are singularly silent. Peas are firm in standards, which are wanted at bargain prices and not plentiful. Other grades are steady and not so active.

**Canned Fish**—Opening prices in 1922 Alaska salmon and a decline in Maine sardines were the two most interesting features of the canned food market during the past week. As a corollary to the salmon opening fol-

lowed the passive attitude of buyers to \$2.25 reds and \$1.15 pinks f. o. b. Coast, when the former sold on spot at \$2.30@2.35 and the latter all the way from opening up to \$1.20. Confirmations were slow in coming in, and from the position taken by jobbers it seems that they intend to buy sparingly. The main business is in the better known packs whose trade name and standing have a certain commercial value. Salmon by independent packers has been neglected even at discounts which some operators have offered on pinks and chums below opening. The selling ability of the trade was handicapped by the cheap offerings which were made before the formal prices were announced and such quotations as \$2 on reds are still remembered. While the Alaska line was dull, there would have been trading in Columbia River fish were the canners able to offer a surplus over their contracts. With almost a complete failure of the season, instead of a reserve, the packer has been forced to pro rate on his deliveries. Salmon is not selling to the retail trade in a volume to inspire confidence in new pack. While it is a staple and is constantly taken there is not the broad movement which traders would like to see. Apparently the consumer is using other foods more freely than might normally be expected. Some traders go so far as to say that advertising campaigns are necessary to rehabilitate the salmon distributing industry. Sardines have slumped off in Maine and with lower prices the jobbing trade has slowed up as dealers hesitate to place buying orders in a falling market. Price cutting seems to be more the result of a desire to get business at the expense of the other fellow than it does to heavy supplies which worry the canner. Some weak holders started to slash their prices and others were forced to follow suit. Lobster is scarce and wanted. So far crab meat arrivals from Japan have been light and advices indicate that there will be no heavy volume to follow. Both pounds and halves are going at stiff prices, the former at \$32 and the latter at \$34 for the best brands. There has been no change in the tuna fish situation.

**Dried Fruits**—Little excitement is expected in dried fruit at this season of the year, when consumption is at its low point and when spot stocks are naturally reduced to their lowest possible level to make room for new packs. Yet traders have grounds for complaint at the more than usual dullness of the present. Futures in many cases are at a complete standstill, and where some items are selling it is not satisfactory trading. One of the most serious aspects of the case is the railroad situation. Most crops are late, as much as two weeks, and this of itself would tend toward later deliveries than in normal seasons. The long drawn out shopmen's strike has already shown serious consequences in California and it is feared that the improperly cared for rolling stock of the railroads will cause serious handicaps in the rail movement later on, even though the strike is settled at once. The seaboard markets can be

reached from the Coast by the steamer lines, but interior points are handicapped, and while at first considered only an unfounded alarm on the part of pessimistic traders, it now looks as if some difficulty would be encountered in marketing the early run of dried fruits. The rail situation has prevented the California Prune and Apricot Growers' Association from naming its opening prices on prunes. By the same channel which reported the opening on raisins it is said that the prune announcement will come any day, and there have been intimations that the price will be in the neighborhood of 7¾c bulk basis for 40-70s. The Association officially does not say when prices will be out, but they are expected before the week is over. Spot prunes are easy. Raisins are selling by independents at ¼@¾c under the Sun-Maid, depending upon the grade and the seller. Buying is not heavy. Peaches are easier and also sell below the Association price list. The apricot market is neglected, as buyers still refuse to pay asking prices. Currants resemble the other products.

**Nuts**—New crop almonds from California are not in demand at opening prices or at concessions, as the trade is waiting for the announcement of the Exchange, expected about Sept. 10.

**Rice**—So far new crop rice in the primary markets has not been plentiful enough to cause weakness, as the yield is being slowly harvested on account of unfavorable weather. The future market shows more strength. Foreign rice on the spot has been almost complete exhausted.

**Molasses**—There is a steady demand in the local market, with prices holding steady.

### Review of the Produce Market.

**Apples**—Sweet Boughs, Duchess and Wealthy command 75c per bu.; Wolf River and Strawberry apples being \$1 per bu.

**Bananas**—6½c per lb.

**Beets**—80c per bu.

**Butter**—The market is higher, due to dry and hot weather. Local jobbers hold extra at 35c and fancy at 34c in 63 lb. tubs; fancy in 30 lb. tubs, 36c; prints, 37c. They pay 18c for packing stock.

**Cabbage**—60c per bu.

**Carrots**—70c per bu.

**Cauliflower**—\$2 per dozen heads.

**Celery**—35c per bunch; extra jumbo, 50c.

**Cocoanuts**—\$7.50 per sack of 100.

**Cucumbers**—Home grown, \$1.25 per bu.

**Eggs**—The market is a little stronger and higher. Local jobbers pay 23c for candled, cases included.

**Grapes**—4 lb. basket of blue varieties, \$3 per doz.

**Green Corn**—25c per doz.

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

**Honey Dew Melons**—\$2.25 per crate of 6 to 8.

**Lemons**—Sunkist are held as follows:

300 size, per box	\$7.50
360 size, per box	7.50
270 size, per box	7.50
240 size, per box	7.00

**Lettuce**—Leaf, 85c per bu.; head, \$1.50 per crate.

**Musk Melons**—Home grown Osage, \$1.50 per bu. crate; Hoodoo, \$2.25 per crate; Gem baskets, 90c.

**Onions**—Illinois, \$2.25 per 100 lb. sack; Louisville, \$2.75 per 100 lb. sack; Spanish, \$2.25 per crate.

**Oranges**—Fancy Sunkist Valencias are now held as follows:

100	\$12.00
126	12.00
150, 176 and 200	12.00
216	12.00
252	10.00
288	8.50
324	5.50

Choice, 50c per box less.

Parsley—50c per doz. bunches.

**Peaches**—Elbertas, \$1.75; Prolifics and Engles, \$1.50.

**Pears**—\$1.25 per bu. for Early Sugar or Clapp's Favorite; \$1.50 per bu. for Bartletts.

**Peppers**—\$1.50 per bu. for green.

**Pickling Stock**—Cukes, 20c per 100; white onions, \$1.40 per 20 lb. box.

**Pieplant**—\$1.25 per bu. for home grown.

**Plums**—Burbanks and Bradshaws, \$1.25 per bu; Lombards and Green Gages, \$1@1.25.

**Potatoes**—Home grown, \$2.50 per bbl.

**Poultry**—Local buyers pay as follows:

Light fowls	17c
Heavy fowls	20c
Broilers, 2½ lb. and up	23c
Broilers, 2 lb. and under	16c
Cox and Stags	10c

Radishes—15c per doz. bunches.

**Sweet Potatoes**—Virginia command \$2 per hamper and \$5.75 per bbl.

**Tomatoes**—\$1 per bu.; 60c per ½ bu.

Turnips—70c per bu.

Watermelons—20c for home grown.

**Wax Beans**—\$1.25 per bu. for home grown.

**Whortleberries**—\$2.50@2.75 per 16 qt. crate.

### Leather Demand Limited.

Leather markets continue to rule strong, although actual trading is rather spotty at the present time, partly due to the fact that some buyers are pretty well supplied, and also because most tanners are asking higher prices all around. Some Eastern producers are pricing their tannery run heavy steer backs as high as 55c, and reports of business on union steer backs at 50c. Cows are generally listed from 2@5c less.

A good demand continues for men's high grade soles, and up to 75c is asked for some lines of 10 iron fine bend soles, with the semi-fine generally about 10c less. Women's cut soles are listed 43 to 45c for top grades, and semi-fine stock quoted from 38@43c.

Upper leathers of all descriptions are steady with values showing a range, depending on the tannages, etc. Calf leathers generally range from around 30c for a fairly good quality up to as high as 50c asked for top selections of heavy weights, although some held even a trifle higher. Side leathers in medium quality listed around 22c up to as high as 40c asked for some choice colored stock in boarded leathers.



### Why the Modern Prison System Coddles Criminals.

Brooklyn, N. Y., Aug., Aug. 28.—I read recently an editorial of yours which appeared in the June 21 issue of your paper. Its title was "Coddling Criminals."

On July 12 a luncheon conference was held at the Bankers' Club in New York City. The subject chosen for discussion was the charge that "The Modern Prison System Coddles Criminals." The New Jersey State Commissioner of Institutes and Agencies, Burdette G. Lewis, who also served as Commissioner of Corrections under Mayor Mitchell, in New York City, made the address.

It was the opinion of Mr. Lewis as the result of his experience, that the old system with its short sentences and the old prison system with its stupid organizations, were chiefly responsible for the coddling of criminals.

Mr. Lewis said: "The result of a survey of the administration of criminal justice, conducted by Dean Pound of Harvard Law School, in Cleveland, showed clearly that every instrumentality and agency of government and of public opinion must share responsibility for the coddling of prisoners and for brutality towards them. A thorough survey should be conducted in every city in the country in order to awaken the people of the city to the realization that they cannot cope with the crime problem until they become earnest and sincere about it. The problem cannot be solved by punishing the individual and political parties. The solution is much more difficult than that."

Devoted, capable men and women cannot succeed very well in fighting crime with the tools at their disposal. The criminal law is hobbled and the work of many inferior criminal courts is a travesty upon justice. Of all instruments, the old prison is the most inefficient. It is a negation of everything, the nearest to something of no account that ever cost a million dollars. If it perpetrated its wrongs with any semblance of efficiency we would respect it while loathing its achievements.

"For seventy years experienced men and women have recognized the futility of the old prison system. Antiquated prisons, jails and penitentiaries are no match for the few clever criminals who go into them and are an impediment in dealing with the under-developed and volatile half million souls who pass in and pass out of such institutions each year. They do not punish the vicious but they do degrade the weak and under-developed. They are sink holes of iniquity which should be cleansed."

"A single new correctional institution is not enough. We must have a real State system of correction in each State. Our judges must not be compelled to guess, while they are passing sentence upon him, how long the average prisoner should remain in prison. Our correctional institutions and Boards of Parole must cease making a farce of the indeterminate sentence. Our correctional administrators must make their institutions develop men, not merely keep them in safe custody. A way must be found by which the judges can keep in close touch with the work of the correctional institutions, so that they can participate in determining when a man should be placed on parole. I think that this could be accomplished in the State of New York by providing for a branch of the County Court or a special session of the County Court, in thinly populated counties, to be known as a Sentencing Court. The other parts or branches of such a court should determine innocence or guilt and it should be left to the Sentencing Court, in co-operation with the paroling authorities to determine when a man should leave prison on parole. The existence of such an organization would quickly force the development of a real State Department of Cor-

rection, served by adequate classification institutions and by an adequate group of experts. It would also force the development of specialized institutions—one for farming, one for manufacturing, one for accommodation of farming and manufacturing, one for so-called habitual or degenerate offenders, predominately medical, one for ordinary defective delinquents with definite behavior defects and one for vagrants, tramps and the like. Working in such co-operation, there is no doubt but there would be a vast improvement in our existing probation system."

Mr. Lewis closed his address by saying: "We ought not to be discouraged. The great work already done by the National Committee on Prisons and Prison Labor and the work performed by such organizations as the National Child Labor Committee and the National Committee for Mental Hygiene and many others, should lead us to be optimistic."

I crave indulgence for so lengthy a letter. The subject is so vast and of such vital interest to this Committee that much has been left unsaid, even now. In spite of its length I trust that you will publish this letter, that we may hear from the citizens of Michigan who are desirous of information regarding the Nation-wide movement for "state control of all convicted persons" that the National Committee on Prisons and Prison Labor is working to introduce.

Frances Van Sugen.

### Why the Upper Peninsula Is Called Cloverland.

Menominee, Aug. 29.—There is a general misconception of the meaning of "Cloverland." Some regard it as a real estate promoter's phrase. It is not. It means something. We are calling the Upper Peninsula of Michigan "Cloverland" because clover grows wild among the stumps. The clover plant is a wonderful plant. It is nature's greatest forage plant. The clover plant also is the greatest storage of nitrogen in the soil; nature's own fertilizer. In the early logging days, when feed was carried into the logging camps, the seeds which scattered on the ground took root and re-seeded and re-seeded. The forest was swept away, the forest fires cleaned out the brush until to-day we have miles and miles in extent of blossoming clover. There is a pull to the very word. It means something. It means soil fertility; it means food for livestock. It also means retaining the soil fertility. So "Cloverland" has a meaning. People from Southern Michigan are, perhaps, familiar with the difficulty that farmers have in getting what they term a "catch" of clover. Particularly is that true in Indiana, Illinois and Ohio and all through the corn belt states. If they get a good crop once in three years they are lucky. It grows wild in Upper Michigan—the Upper Peninsula to make it more specific. It is because we have a tremendous amount of wealth in the Upper Peninsula, the great iron mines producing a large portion of iron for the entire United States, the great lumbering industries. Now comes still the greatest of all industries, that of agriculture and livestock production. Menominee county has more cheese factories than any other county in the State of Michigan? We have a dairy industry of which the annual product amounts to over \$15,000,000. We have a great land clearing campaign under way at this time to clear a minimum of 60,000 acres of land this season. That means bringing under production—annual production—a total of between three and four millions annually. That means on and on forever. An acre cleared once is cleared forever. The climatic conditions in Cloverland make the fifteen counties of the Upper Peninsula ideal and peculiarly adapted for the growth of root crops and the dairy and livestock industry. Those

born on the farm and familiar with farming operations know that the average potato crop in the United States is something around eighty bushels per acre. In the Upper Peninsula when the farmer doesn't get 150 bushels to the acre on raw land, he doesn't think he has had a crop. A man who is farming takes 200 to 250 bushels of potatoes to the acre. If he is a potato grower, and has become expert in growing potatoes, he takes from three to four hundred bushels per acre. That speaks for the fertility of the soil.

The wild prolific growth of clover insures the success of the dairying industry. In the tremendous slump of all agricultural products, there is one division of agriculture that was held up through it all, and that has been the dairy industry. Where you find a dairy district there has not been so severe a financial depression, and now that we are coming through the period of readjustment, the dairy industry is taking the lead of all others. Perhaps it always will. We also have in the Upper Peninsula some extensive beef cattle operations, something new. We are also growing sheep. We have cattle ranches. On one ranch last year there were five large tractors at work, eighty head of horses, with a crew of 115 men doing nothing but clearing land. On one ranch of 10,000 acres they are clearing a total this year of 2,500 acres. We have several more where they are going forward not on quite such a large scale. This all means something to the State of Michigan.

A great many people in the Upper Peninsula firmly believe that the Lower Peninsula has forgotten all about it. Some of that is with justification. Some of it is without. Stop and figure how much the Upper Peninsula contributes to the Lower Peninsula, not only in its taxation, but in its resources, in upholding the industries upon which the State of Michigan thrives. Where does your iron ore come from? Where does your copper come from? From the Northern part of your State. Where does a large portion of your timber come from? The Upper Peninsula. I think the greatest boon to this great State of Michigan would be the establishment of a more cordial, a more live, friendly relationship between the two peninsulas. We want to have a better relationship with Southern Michigan. We want to associate with you more. Under present conditions most of our business is done over in Wisconsin, in Milwaukee and Chicago, or over in Minneapolis and St. Paul. Why, I don't know. I presume it is because Chicago and Milwaukee and Minneapolis and St. Paul and Duluth recognize the vast wealth and resources of the Upper Peninsula and come in there for their business. It is very rarely that we, in the Upper Peninsula, see a traveling man, or a representative from any manufacturing institution from Southern Michigan. It is very rare. All representation from the outside world, the financial and business world, we find coming from Illinois Wisconsin and Minnesota. We have a State pride, a State patriotism, and I am sure that the population of the Upper Peninsula will prefer to trade with its own people, deal with its own people and associate with its own people. That is inherent in man's nature.

Henry A. Perry.

### Swiss Watches.

The Swiss watch and clock industry does not suffer acutely from competition, and while time will be required to restore flourishing conditions the industry promises to come back into the strong position it held before the present depression began. The total value of exports in watches and clocks for the last quarter of 1921 was \$7,381,545, and in the first quarter of 1922 it was \$5,968,146.

### Cotton Estimates and Cotton Goods.

As it is recognized that conditions during this month are especially potent in affecting the crop of cotton, they are coming in for the closest scrutiny. Too much or too little moisture or an overplus of temperature in one section or another has been effective lately in sending quotations up or down. Private estimates, not from disinterested sources, have recently been distinctly bullish in tone. They recite an impairment of condition which is translated to mean a yield of only about 11,000,000 bales. The trade is waiting for the next official estimate which will be made public on Friday of this week. Some deterioration in condition is regarded as likely to appear in this, but the question is: how much? Meanwhile, activity in cotton spinning has been reduced from what it was in every important spinning State. Among the mills the most notable occurrence during the week was the capitulation to the strikers of the Pacific Mills in Lawrence, Mass., which was followed by some others. As things now stand, there is no uniformity in wages or hours of labor in different New England States. Nor is there, of course, between these Eastern mills and those of the South. The inequality of operating conditions is likely to be an important disturbing factor in the industry before long. Alterations of fair activity and the reverse occurred in the goods market during the past week. The higher prices of cotton gave more firmness to those of fabrics which are being sold only for nearby delivery. In knit goods, Fall buying is still in progress while requirements for Spring are also being attended to in dribbles. Hosiery shows more signs of picking up.

### Headquarters Changed From Detroit To Grand Rapids.

The Michigan Mutual Life Insurance Co. has changed its State headquarters from Detroit to Grand Rapids and placed J. E. Walker in charge of the same. Mr. Walker was connected with the Metropolitan and Prudential companies for seven years, but for the past nine years has been connected with the Michigan Mutual at the Lansing office. The State is being divided into fifteen districts of five counties each, ten of which have already been organized. One hundred and twenty district managers and agents are already in the field and more are being added as desirable material can be secured and installed. The only counties in the State which will not be under the jurisdiction of the Grand Rapids office are Wayne and Saginaw.

### Times in North Dakota.

Wilton, N. D., Aug. 29.—The crops here are the best for seven years; wheat estimated at 94,000,000 bushels, which is one-eighth of the total United States crop. Every time you eat eight rolls in New York remember that one comes from North Dakota. The Non-Partisan League has had its day here. Business is seriously affected by the coal and railroad strikes, and unionism has had a black eye from which it will not recover; in fact, it has been dealt such a staggering blow that no one will lower himself by spitting on a union man.

J. C. Black.



## IGNORANCE NO HINDRANCE.

### Other Qualities Enabled Owners to Achieve Success.

A story is told here about a certain manufacturer who, although he can scarcely write his own name, can sign that name to a check for seven figures and have it honored by the banks. This man, in his younger days, had once applied for a position as sexton of a church, but did not get it because he was unable to read the minister's schedule of services, etc.

After he had gone into business and made his "pile," he was one day interviewed by a woman writer with a flare for preparing brief biographies of successful men and selling them to "human interest" magazines. She had been told that her subject was not strong on book learning, but, she determined to get the truth at any cost, she rather bluntly asked him if it were true that he could hardly write his name. He answered that it was, and related the incident in which he failed to get the position as sexton.

His questioner was very much impressed. Gazing at him with something akin to a mixture of awe and pity in her eyes, she said: "Just think of that, and despite the lack of an education you have become a very successful manufacturer. What would you have done with the proper kind of preparation in your early life?" To which the manufacturer answered: "I would probably have got the job as sexton."

The retelling of this story is not meant to bring out the fact that it does not always pay, in a commercial way, to know too much. Particularly is this the case in regard to selling merchandise in wholesale quantities, and often in selling at retail as well. An incident is told of a man who went into a certain haberdashery shop to buy a moderately-priced shirt. He was waited on by a clerk who was crammed to the limit with information about his merchandise. He ran on and on about aniline dyes, the "pick" counts of the fabrics, and other things that he had apparently been taught were good selling talk. The customer, however, began to get bored. After being told that this shirt counted 68-72, that in another the thread count per inch ran 64-60, and that in a third it was something else, he inquired testily: "Yes, yes, but have you got a shirt I can buy for \$2.50?"

A salesman who had for many years sold pipes was thrown out of work by the failure of his employers. After a considerable period of looking around for another job in the same line, and not finding anything to his liking, he took a position with a concern which made a varied line of heating accessories. It also carried such things as waterglass, which is used for preserving eggs. Taken altogether, the line was such that a knowledge of the technical points of the merchandise seemed highly necessary, and his lack of this knowledge nearly prevented him from getting the position. Being in real need of it, however, he "sold himself" to his prospective employers so cleverly that they decided to give him a chance.

In less than six weeks he led in sales, not only in the volume of orders taken, but in new accounts opened. Since the time he was taken on the sales force of the concern in question has been more than doubled, yet only twice in all that time has he failed to "lead the league" in business written. In the matter of new accounts opened he has not been headed since he originally took the lead.

Some lack of knowledge, or rather uncertainty regarding what he really did know, is held responsible for the first order ever taken by the head of a local jewelry concern. At the time he was a salesman for the house of which he later became president. He had just been taken on, and partly as a joke and partly to see how he would stand up under the strain of clashing with one of the hardest accounts in the trade, his employer sent him to call on a certain retailer with a well-earned reputation for grouchiness. The house had never been able to get an order from that retailer, and had got to the point where they used him as a kind of commercial teething ring for new salesmen.

Knowing the character of his prospect, the young salesman entered the store with a pair of rather wobbly knees. He had little trouble getting to the man he wanted to see, the latter being behind a showcase right near the entrance, but he had a lot of trouble getting out who he was and what he was there for. In fact, he had only succeeded in telling who he was when his attention was caught by two splendid rings in the case. They were quite similar in design, but one was set with a magnificent ruby and the other with an emerald of the same quality and size. Partly because he wanted to see the emerald ring at close range and partly to gain time to get his wits together, the young fellow asked the jeweler if he might examine it. The latter reached into the case, took out the ruby ring and handed it to him.

It was right on the tip of the salesman's tongue to call attention to the mistake, but he refrained. He examined the ring carefully, remarked on its beauty and handed it back. The jeweler looked at him sharply, and then asked him to go to his office at the back of the store. Once there he turned upon the young fellow and asserted: "Young fellow, you are either well-bred or a darned fool." Then, before the salesman had time to recover from the shock, he went on: "When you asked me to let you see the emerald ring and I gave you the one with the ruby in it, why didn't you tell me of my mistake?"

The salesman was nonplussed, and not knowing what else to say, he replied that while he was pretty sure all emeralds were green, he hadn't been in the business long enough deliberately to contradict a man who had been in business as long as the jeweler had. This seemed to strike the latter's sense of humor. "Ha, ha," he guffawed, "you are a darned fool after all. But sometimes I like to do business with darned fools. What have you got in that case to show me?"

To make a long story short, the

salesman returned to his employer with a small order that proved to be the entering wedge for some real business to follow. To this day, in telling the story, the erstwhile salesman, now head of the business, contends that had he really been sure there weren't any green rubies in existence, he would probably not now be president of the company.

### Proceedings of Grand Rapids Bankruptcy Court.

Grand Rapids, Aug. 22.—On this day was held the first meeting of creditors in the matter of Abe L. Hyman and Julius Hyman, Bankrupt No. 2127. The bankrupts were present in person and by attorney. No creditors were present or represented. No claims were proved. It appeared that there were no assets in the estate over and above the cost of first meeting and printing and therefore an order that no trustee be appointed and closing estate was made. The meeting was then adjourned no date. The case has been closed and returned to the District Court.

Aug. 23. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of the Muskegon Letter Service, Bankrupt No. 2136. The matter has been referred to Benn M. Corwin, referee in bankruptcy. The corporation is a resident of the city of Muskegon and conducted business at that city. The first meeting of creditors in this matter has been set for Sept. 12. A list of the creditors of the bankrupt is as follows:

Henry N. Paulsen, Whitehall	-----\$ 26.50
American Multigraph Sales Co., Cleveland	-----27.42
Central Mich. Paper Co., Grand Rapids	-----9.84
Co-operative Press, Muskegon	-----23.53
Ben Franklin Monthly, Chicago	-----2.00
D. A. McDonald, Muskegon	-----21.60
Miller-Bryant Pierce Co., Aurora, Ill.	-----9.44
Muskegon Chronicle, Muskegon	-----7.49
Thomas McGuire, Muskegon	-----4.00
Pangborn Corporation, Hagerstown, Md.	-----5.59
Progressive Electrotyping Co., St. Louis	-----10.40
R. L. Polk & Co., Detroit	-----3.42
Risk & Magee, Muskegon	-----12.65
Wm. C. Windisch, Detroit	-----19.92
Union National Bank, Muskegon	-----229.18
Central Electric Co., Muskegon	-----8.70
United Home Tel. Co., Muskegon	-----19.00

Aug. 24. On this day was held the special meeting of creditors to reconsider claims in the matter of Geo. H. Briggs, Bankrupt No. 2085. The trustee was present in person. Several creditors were present in person. Claims were considered and passed upon. An order for the payment of several preferred claims was made. The meeting was then adjourned no date.

On this day was also held the first meeting of creditors in the matter of Charles B. Rathbun, Bankrupt No. 2124. The bankrupt was present in person and by attorney M. Thomas Ward. S. E. Daune was present for creditors. Several claims were allowed against the estate of the bankrupt. Theo. Elferdink was elected trustee by those present and the amount of his bond placed at the sum of \$2,000. Appraisers were appointed. The bankrupt was then sworn and examined without a reporter. The first meeting was then adjourned no date.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Earl Dutton, Bankrupt No. 2137. The matter has been referred to Benn M. Corwin, referee. The bankrupt is a resident of the city of Grand Rapids and is an automobile repairman. The schedules of the bankrupt list assets in the sum of \$708, of which the sum of \$653 is claimed as exempt to the bankrupt,

and liabilities in the sum of \$896.03. Funds have been furnished the court for the first meeting of creditors, which will be held Sept. 7. A list of the creditors of the bankrupt is as follows:

Heyman Co., Grand Rapids	-----\$311.83
Wurzburg Dry Goods Co., Grand Rapids	-----19.00
Producers Fuel Co., Grand Rapids	-----17.00
Shipman Coal Co., Grand Rapids	-----27.50
Dr. W. J. DuBois, Grand Rapids	-----128.00
Blodgett Hospital, Grand Rapids	-----48.50
Arthur F. Shaw, Grand Rapids	-----75.00
Dr. A. Nordweir, Grand Rapids	-----42.00
B. A. Spring Co., Grand Rapids	-----53.00
Dr. A. J. Baker, Grand Rapids	-----3.00
Dr. W. D. Lyman, Grand Rapids	-----10.00
Dr. John R. Rodgers, Grand Rapids	-----11.00
Dr. A. V. Wenger, Grand Rapids	-----10.00
Nat. Credit Clothing Co., Grand R.	-----16.00
A. Prange Co., Grand Rapids	-----21.75
Menter Co., Grand Rapids	-----23.95
Olson & Elann, Grand Rapids	-----23.80
T. R. Donovan & Co., Grand Rapids	-----50.20

Aug. 26. On this day were received the schedules, order of reference and adjudication in the matter of Peter Moreland, Bankrupt No. 2138. The matter has been referred to Benn M. Corwin, as referee in bankruptcy. The bankrupt is a resident of the county of Kent, and is a truck driver and hauling contractor. The schedules of the bankrupt list assets in the sum of \$3,503.18, of which the sum of \$250 is claimed as exempt, and liabilities in the sum of \$6,152.25. From the fact that the assets of the bankrupt are either claimed as exempt or of doubtful value, the court has written for funds and upon the arrival of these, the first meeting will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

Beech Mfg. Co., Charlotte	-----\$850.00
Henry Arnold, address unknown	-----116.25
Edward Cooper, Coopersville	-----469.50
Henry Cooper, Coopersville	-----635.50
C. Kane, address unknown	-----48.00
Louis Littlebridge, Grand Rapids	-----132.00
Mr. Wilkins, Grand Rapids	-----46.00
Ralph Hubbard, Grand Rapids	-----175.00
Elmer Holmquist, Grand Rapids	-----649.00
Neal Gilders, Grand Rapids	-----50.00
Henry Wagendelt, Grand Rapids	-----62.50
John Van Dyke, Grand Rapids	-----43.00
Louisville Machine Co., Louisville	-----135.00
Kalamazoo Motor Truck Co., Kala.	-----300.00
Kent State Bank, Grand Rapids	-----360.00
Thompson-Johnson Co., Grand Rap.	-----500.00
Texas Co., Grand Rapids	-----82.00
Kalamazoo Motor Truck Co., Kala.	-----235.00
Standard Oil Co., Grand Rapids	-----85.80
M. & R. Rubber Co., Grand Rapids	-----773.70
Mrs. Abraham Moreland, Grand R.	-----350.00

In the matter of Abraham Sigel, Bankrupt No. 2123, the court has received an offer, in the sum of \$75 for the equity of the trustee of the estate in the lease of the premises occupied by the bankrupt and the platform scales listed as an asset of the estate. The offer is made by P. J. Peters, of Grand Rapids. Hearing and show cause for creditors will be held at the office of the referee Sept. 5.

In the matter of R. Dave Benson, Bankrupt No. 2089, the court has received an offer of \$650 for the assets of the estate consisting of a stock of drugs, chemicals, sundries, candies, cigars, etc., located at Tustin. The property is scheduled by the bankrupt at \$1,263.40. The hearing on why this stock should not be sold for the sum offered will be held at the referee's office Sept. 5. The inventory and appraisal has not been filed as yet. All interested are requested to be present at that time and place.

Aug. 25. On this day was held the special meeting and sale of accounts in the matter of Sigmund L. Dennis, Bankrupt No. 2014. The bankrupt was not present in person or by attorney. The trustee was present in person of attorney, Jacob Stetekee. Douglas Clapperton and Lucius Boltwood were present for creditors. Several additional claims were proved against the estate. An order was made for the confirmation of sale of accounts sold to J. E. Weigenant, for \$500. The action on the trustee's report and upon the bill of the attorney for the trustee was deferred until the final meeting of creditors, to be held within the next sixty days. The special meeting was then adjourned no date.

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Full strength until used.  
The special process of  
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Mashed potatoes —  
lighter and more  
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Saves time and la-  
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RYZON should be put in  
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## STEEL AND WHEAT.

The recently announced increase in wages of common labor by the leading steel companies comes as a sequel to sporadic advances in various industries during the past ninety days. For some time there has been complaint of a shortage of common labor, especially in the iron and steel districts. Moreover, it has been the policy of the United States Steel Corporation to adjust its wages in accordance with the price of steel. Last year, for example, it lowered wages after cutting steel prices, and with the recent stiffening of prices it has seen fit to readjust its wage scales upward. The independent steel companies are following the example of the principal producer, and wages of non-union coal miners in Western Pennsylvania, where the majority of the mining companies are owned by steel producers, have also been advanced. These wage increases have aroused renewed discussion of the question whether the country is not entering upon a period of secondary inflation. As wages generally lag behind prices, it is argued that there would be no advance in the former if the upturn in prices were merely one of the recurrent "short swings."

Such an argument appears to be logical, but in the midst of present uncertainties the logical thing does not necessarily occur. Part of the increase in steel prices, to which the recent advance in steel workers' wages is attributed, is a result of the shortage incident to the coal and rail strikes. This shortage is likely to continue for some time after the strikes have been settled, as the priorities in coal distribution will have to be continued until the situation in the Northwest is relieved, and the steel mills consequently will not be able to get their normal quota of fuel and cars. The present sellers' market in steel may therefore continue for a considerable period. No one knows how long this condition will last, but evidently the officials of the Steel Corporation look for it to continue long enough to justify a revision of wages in accordance with their higher price levels. The condition in this industry does not necessarily point to any general inflationary movement, although the latter may come. In contrast to such a movement, however, one must set up the case of dollar wheat. The two cases balance each other so well that prophecies under such circumstances would be a rash proceeding.

The complaints of a shortage of common labor have led to discussion of a relaxation of the restrictions upon immigration. There is little prospect of any such relaxation while Congress remains in its present state of mind, and no immediate relief is to be looked for in that direction. On the other hand, there is a possibility of betterment if some practicable method of obtaining a more equal distribution of the country's labor force can be worked out. The word "practicable" is used advisedly. Labor is proverbially immobile. Unless there are strong driving or beckoning forces the shifting from one industry to another is likely to be a very gradual

process. Under the stress of war the country witnessed a rapid shifting. The most conspicuous example was the migration of some half a million negro laborers from the farms of the South to the industrial plants of the North, when the war shut off immigration and the war boom was at its height and something like a vacuum developed in the Northern labor market. Prospects of wages that seemed almost fabulous to the colored field hands, and various other attractions, brought negro laborers to the North in trainloads. No similar shifting is likely to occur under present conditions, but when the coal industry is overmanned, as we have heard so frequently, and there is a lack of labor elsewhere, it would be a fine thing for all concerned if the surplus in the coal fields could be absorbed by the undermanned industries. Perhaps the Coal Commission which Congress is setting up can work out some practical method of dealing with this situation.

## MANY SIGNS OF INFLATION.

The past week's exhibition of inflationist tendencies has caused some dismal forebodings by several financial writers, who interpret these developments as signs that the country is once more falling into a vicious circle in which wages and prices indulge in a game of "tag." The case of the wage advance in the iron and steel industry and in the coal mines under the control of the leading steel producer, and the offer of one of the large textile mills in Massachusetts to rescind its wage cuts, are cited as evidence that wages are moving up in line with the recent advance in wholesale prices. The enormous stock of gold in the United States is also pointed to as a possible source of credit inflation, and the strength in the securities market is interpreted as forecasting an extended period of rising prices.

Such a view of the recent developments is based on the belief that they have come before the economic readjustment following the deflation of 1920-21 has been completed. In some lines deflation had gone relatively too far and in others it had not proceeded far enough. The maladjustments in wage and price levels, it is believed, have not been sufficiently corrected, and the country is still in need of stability and a greater degree of uniformity as between wages of different classes of labor and prices of different groups of commodities. These maladjustments, it is stated, instead of being corrected by the present inflationist tendencies, are being intensified. Moreover, if the present upward swing continues for a substantial period another collapse of fictitious prosperity with a second painful period of readjustment is declared to be inevitable.

If there were no strikes to account for much of the inflation that has recently occurred, the pessimistic views just set forth might have more foundation. It would then be evident that the country had definitely entered a new period of inflation at a time when a business boom on such a basis could bring benefit only to a very few and might have unfavorable

effects on trade and industry as a whole. It is to be noted, however, that while the rise in average wholesale prices during July was 3.3 per cent., most of the advance was due to the fact that fuel prices alone rose 13 per cent. In like manner the rise in the prices of steel and iron products, with the resultant increase in wages, has a close connection to the coal and rail strikes. These cases are of such an exceptional nature that they fail to justify the conclusion that the country has once more fallen into the vicious circle. The danger that it may do so is not wholly absent, but quite a respectable argument can be made against such conclusions.

## THE UNIVERSAL GAME.

Which came first—the horseshoe or the game of quoits? Man has been a playful fellow from the start and the chances are that he took to casting rings at pegs long before he got around to taming the horse, to say nothing of protecting the feet of his conquest. But once possessing horseshoes for utilitarian purposes, he found them handy for fun.

However this important point in historical research may be decided by the savants, the fact is that quoits—pronounced "quates"—or "horseshoes," as the moderns have it, is our most popular pastime. Old John Marshall, who used to spend many of his spare hours gaming at quoits against letter carriers and other citizens prominent in the simple life of his day, would rejoice to know that the America he did so much to preserve is still pitching quoits. As long as we stick to quoits and the Constitution we are safe.

Of late years the sport has been popularized by recreation directors, who perceived in it a game in which all men could meet on even terms without elaborate preparation. Baseball and football are for the young and fit; golf is for the leisurely and well-to-do. All three sports require time, training, space, equipment and uniforms. A dollar will outfit the quoitsman and all he needs to do by way of preparation is to toss his coat aside and roll up his sleeves. Thus equipped he stands forth against his competitor, and let the best man win.

From sundry parts of our broad land come tales of mighty doings with horseshoes. There are state championships, and perhaps before long we shall have the opportunity to hail a National champion. One hears of whole towns turning out to witness the bouts, of bank presidents and day laborers contesting with and against one another, and of the heightened community spirit and diminished social and industrial strain following these meetings on the plane of wholesome play. For they who foregather in sport are not likely to deny one another in the more serious concerns of life.

The present boom in "horseshoes" may pass. There is the danger, too, that the homely old sport may be refined into something prettier and less satisfying, in the long run, to a busy populace. But as folks have been pitching quoits in America since colonial times, we may confidently be-

lieve that the game is tenacious enough to be with us until the end. Americans of the dim future may travel exclusively by air, speak another tongue which contains no words to convey the meaning of profits, poverty, strikes, or war, but even those far descendants of ourselves will know how to pitch horseshoes at a peg in the back yard on summer evenings.

## COLUMBUS THE BOGUS.

The daily papers recently printed a dispatch from Chicago, under the caption of "Re-enacts History to Set Schools Right." It deals with the activity of the Yale University Press, which represented by Roswell Dague, is creating moving picture films intended to render history more realistic and accurate for American school children.

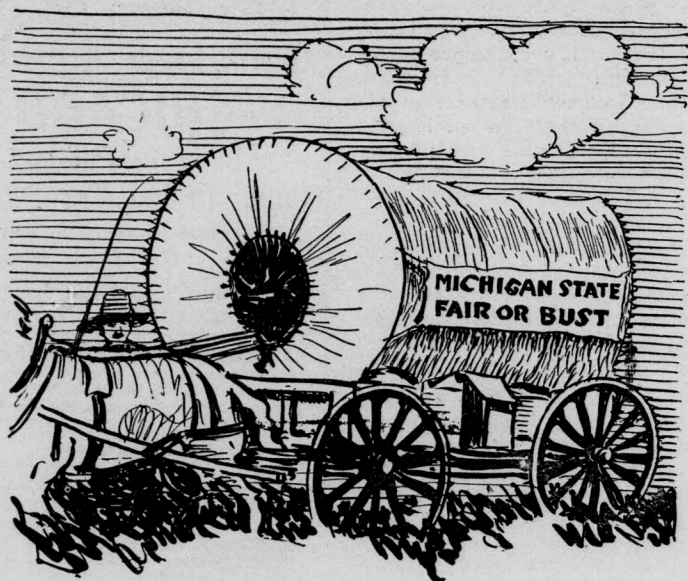
Among other things intended to enlighten the children, a picture is to be shown of Christopher Columbus leaning over the rail, crucifix in hand, etc. Will the picture makers also make it clear to the children that no such person as "Christopher Columbus" ever existed; but that an adventurer, one "Cristobal Colon," whose nativity and nationality are in dispute and whose name is variously garbled by chroniclers of the time, has been erected into a more or less mythical figure under the unwarranted and fanciful title of "Christopher Columbus"? Will they also show how this same Cristobal Colon voyaged to Iceland, and there received authentic information about the discovery of "Wineland the Good" by Leif Ericsson in the year 1000 A. D.? Will they teach the children that this induced Cristobal Colon to venture on his voyage in search of the Western Continent, and further that he never set foot on the so-called American Continent, of which he is the reputed discoverer? These are a few of many cognate questions for the Yale University Press to study.

## GOOD FOR THE FOOD CITY.

The Tradesman is making a survey of the grocery trade of several Michigan cities, with a view to arriving at definite conclusions along certain lines which will be of use and benefit to the trade. The gentleman entrusted with this duty is a former employe of the Tradesman who has been engaged in the retail grocery business in this city for several years. He devoted last week to a survey of Battle Creek and reports among other interesting features, that there is not an unclean grocery store in the Food City. This is a record which may not be disclosed in any other city of any considerable size in the State, because it seems next to impossible to keep some unclean and unmethodical men out of the grocery business. Even the four Italian stores in the Grand Trunk district keep their vermicelli and spaghetti under glass. It has been a matter of common knowledge that the retail grocery business of Battle Creek is on a high plane and the Tradesman's investigator insists that the superior reputation the Food City has so long maintained in this respect is fully deserved.

God will not look you over for diplomas and medals but for scars.





*Visitors came in  
Prairie Schooners  
to Michigan's State  
Fair in 1849---*

*If worth while  
then, how much  
more so now---*

Admission price to fair cut to 50 cents —  
M. O. Cars direct to grounds for one fare.

10 Days

10 Nights

**MICHIGAN  
STATE FAIR**  
Detroit Sept. 1-10

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During the year 1921 the companies operating through

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paid more than \$5,800,000 in dividends to their policy  
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How do they do it?

By INSPECTION and SELECTION

Cash Assets Over \$22,610,000.00

We Combine

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**NEWAYGO  
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CEMENT**

on every sack.

You can then be assured that this important part of your  
construction work is being supplied with material that has proven  
its worth, one that will readily adapt itself to your job, no matter  
what problems or complications may arise.

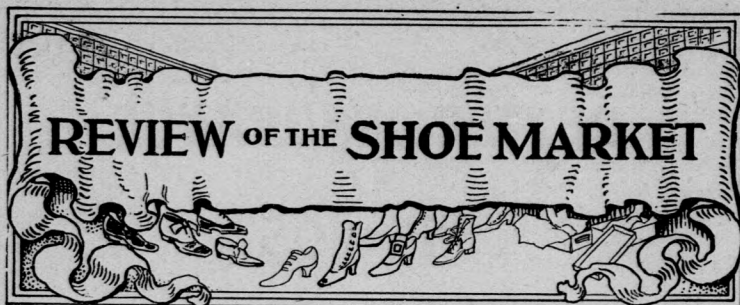
Newaygo Portland Cement is not limited in use to the con-  
struction of buildings. It may be used above or under ground,  
in or out of water. Its many uses have brought about a universal  
demand for the cement with a guarantee of uniform quality.

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### Real "He" Atmosphere Helps Sell Men's Shoes.

Ordinarily, in the case of a combination shoe store, or one selling men's, women's and children's footwear, if there is only one proprietor responsible for all the departments, he will bestow the most attention on that department, which, of itself, brings him in the biggest returns and which demands the most supervision because of its changing styles. This, of course, means that the tendency will be to concentrate more effort on the success of the women's section than is afforded for either of the other two.

It appears to have been demonstrated that in the three-department shoe store it is customary for the owner to spend about 75 per cent. of his time and thought on the woman's end of the trade and that it brings him in 50 per cent. of his business; while the children's stock sales bring in 20 per cent. and the men's 30 per cent. For some reason, most concerns seem willing to let it go at that when there is such a combination to be cared for and the final result is apt to be that the men's department does not make as much profit as it should.

While there are about as many men as there are women to buy shoes, it is hardly reasonable to believe that the time will ever come when men will purchase as many pairs of shoes within a given time as will women. The demands of fashion on women are such they must have many pairs to go with their costumes worn for different occasions. But it should be a part of the retail shoe dealer's business to educate the average American man to own more pairs of shoes than he does at present, for the sake of cleanliness, economy and comfort, outside of style considerations.

In discussing the foregoing phases, George N. Geuting, secretary of the A. H. Geuting Company, Philadelphia, which conducts three successful shoe stores, one of them a "quick service" branch devoted to men's footwear, said:

"The men's department of a combination shoe business can be wonderfully developed through good salesmanship, but it must be a certain kind of salesmanship—one that carries with it the decidedly 'he' atmosphere, so to speak, which should be maintained all through the department. It has never been demonstrated, to my belief, that the same man can buy successfully both women's and men's shoes. You cannot be feminine in detail and masculine in results. To make a permanent, growing, thorough-going men's shoe department, it must not be cluttered up with feminine lines and

there must not be too many men's shoe models with fancy stitching and so on, of the 'finale hopper' type, although some of this kind may have to be carried. And there positively must be nothing effeminate about the salesmen."

Speaking further about the dislike of some men to enter a shoe store where there are many women customers, next to the men's department, and remove their shoes to be fitted, Mr. Geuting said:

"In our own stores, the two sections are so sharply departmentized that this difficulty is not encountered; and yet we have our separate men's quick service branch, which is doing remarkably well. Here the masculine note predominates in everything. The shop is on the street floor, far from our other two stores. A women's shoe department may be placed upstairs and the women will go up to buy shoes, but ordinarily a man will not. A man likes a shoe store where he can go in and out quickly and, above all, get quick service. Even when

they are not at all in a hurry, some men insist upon being served quickly and register impatience if they don't think that the salesman is snappy enough in his movements. The same men, however, after demanding and getting quick service, may sit in the store and talk half an hour.

"For men with this mental attitude, the special men's quick service branch is a comfort.

"The salesmen are emphatically masculine and 'A number one' in every respect. They all make friends readily and each one has a considerable following of his own. One of them, especially, has a reputation for humor and his sallies keep his customers interested and in good spirits. Service, friendliness without undue familiarity and the real 'he' atmosphere mentioned do much toward making such a branch store a success."

The "quick service" branch is plain and substantial in fittings and equipment. In summer there are fresh, clean, light colored slips on the chairs and there is an air of briskness about the place that could not fail to please any man. In addition to the show window, outside the shop, where it cannot help attracting attention, is a small vertical display wall case, wherein are placed samples of some such shoe specialty of the house, for instance, as the Patrol, considered an ideal shoe for the outdoor man, such as the policeman, or the postman. The model exhibited may be accompanied by a diagram showing the points of excellence, or comfort in its construction.

## Your Average Customer— A Thifty, Sensible Citizen

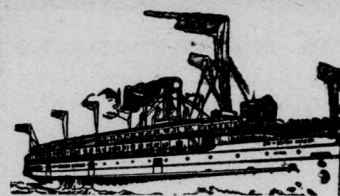
**T**HERE are some who always want the faddiest extremes, and some who always want the cheapest, but the average man—your bread and butter customer—wants real value. For 25 years we have been making shoes for Mr. Average American—we cater to no other class. Our shoes are not extremes—they are good looking, long wearing, full value shoes. They are profitable for the dealer, and satisfactory to the wearer. When your customer goes out with a pair of Herold-Bertsch shoes under his arm, you know he'll speak well of your store, and come back to trade some more.

### Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

11-13-15 Commerce Ave.

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\$3.95 Single Trip \$7.30 Round Trip

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446—Men's Tan Trench Hide  
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Brass Nailed, 6-11 E.E.  
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This is an excellent Shoe for this time of year. They are different, made of Grain Cordovan. Send us your order, we will give you the best Shoe money can buy.

ROUGE REX SHOES  
FOR THE MAN WHO WORKS

## HIRTH-KRAUSE CO.

GRAND RAPIDS, MICHIGAN



Asked to sum up the principal factors in making such a men's branch store a success, Mr. Geuting replied:

"There must first, of course, be the right stock and good merchandising that will yield a comfortable profit.

"Service—that much over-used word—should be intelligently rendered by essentially masculine salesmen anxious to retain the customer's patronage, rather than just to 'get the money.'

"The store must be readily accessible and carry the strictly masculine atmosphere.

"And speaking of this masculine note," continued Mr. Geuting, "it is well to have the salesmen interested in athletics.

"Many customers, of course, are athletic enthusiasts along some line and they like to talk about the ball game, the fight, or whatever is their particular hobby. They are pleased to find the salesman waiting on them intelligently informed about these events and perhaps also enthusiastic. It makes good feeling and the customer likes to come again, especially as he gets good shoes and good service. So I see that the men's branch salesmen take a healthy interest in athletics. It is good policy even to supply them with season tickets to the ball games and sometimes take them along with you. All these things count in making the right atmosphere for the men's store."

Speaking of the educative influence salesmen might have on the men customers who, like the majority of them, do not purchase enough pairs of shoes at a time proper for either comfort or hygiene, Mr. Geuting further said:

"Economy is the talking point, just now. Men customers could be told diplomatically that if they were to buy more pairs of shoes than they do, every pair they had would last longer. 'Rest your shoes' should be the slogan to the customer. Not only would the result be far more comfortable to the wearer, but shoes, like men and clothes, wear better for rest. The man who wears one suit of clothes every day, no matter how good the material, soon finds it shot to pieces, whereas if he has a sufficient number of changes to 'rest' the clothing, he gets more economical results. Do you know that the average man wears his shoes until they are literally almost ready to drop off? That a man will buy five suits of clothes to two or three pairs of shoes?

"The same man who has plenty of changes of outerwear and underwear, who would not think of wearing a soiled shirt, dirty collar, or grease-spotted clothing, will wear one or two pairs of shoes until they are positively unsanitary. Education is the only thing to cure him.

"He is already educated to the hygiene of clean outer apparel and fresh underwear. Why is he so long in learning to wear clean shoes, especially when the feet are in constant contact with the soil?

"There is one pair of socks he virtually never changes and that is the pair that serves him as the lining of his shoes. When he can be educated to this viewpoint, he will buy an extra pair of shoes or so, just to be clean,

if not for comfort, style and economy. The expert salesman can impart all this to him without the least offense. Still men—the average, workaday citizens—probably will continue to shuffle along with a change or two of footwear.

"The ideal shoe equipment for a man is that of the English gentleman who has a pair of shoes for every purpose and occasion. He has his walking shoes, his evening shoes, his hunting shoes, and so on down the line and he has them kept well 'varnished,' as he terms it, and oiled and treed to keep their shape. Of course every man is not well enough off financially to have such an array of footwear, but he should, at least, have enough changes to make for sanitation, comfort and economy. Steady, inoffensively-put educative work on the part of the salesman is the means that will accomplish this."

#### Why Some Clerks Don't Get On.

They talk a great deal, but say very little, because they do no thinking or studying.

They look into everything, but see nothing, because their brains are not developed.

They have a hundred irons in the fire, but none of them is hot enough to be welded.

When told to do anything, they stand around and ask questions instead of going to work and using their intelligence.

If called upon in an emergency, they tell you that this or that is the work of some one else—that it is not their work.

They are half-hearted and lacking in energy, originality, push and perseverance.

They are not reliable.

Their minds are not on their work.

They are careless and make mistakes.

They think only of their salaries.

They are superficial and do nothing well or thoroughly.

They are lazy and will not take pains or put themselves out if they can possibly help it.

They are not careful about their personal appearance, their dress or their manner.

They are uncertain in their action because they are always subject to outside influence.

#### Urges Retailers To Plan For Weather.

In a recent issue of the American Meteorological Society retail merchants are advised to pay more attention to the weather predictions in the arrangement of their window displays and in their featuring of special goods on given days.

The "seasonable" display, of course, is an old story and a successful one, despite the fact that the weather is by no means always seasonable. The bulletin indicates that the closer tie-up with actual daily conditions would be more profitable to the merchants, and the objection that the weather predictions don't always come quite true it is suggested that there is a much greater coinciding with the prediction than of the weekly weather being always reasonable.

#### Controlling Competition in Style.

A few years ago there were many instances of more than usual successful merchants. These men were enthusiasts, keen students of their own trade, who were not content to merely "pick" shoes "as is" from sample lines, and run the risk of having their styles too similar to those of competitors. These men showed a keen interest in detail, and "built" their own styles to their very great advantage.

To-day a host of merchants have become "pickers" of style "as is," with the result that shoe store displays present a conglomeration of styles all too similar in detail, regardless of grade. With this change has come about an enormous shifting of trade from store to store.

Style competition on the production end is keener than ever before. Let a last maker or pattern maker get a first adoption of a new thought, or a manufacturer introduce a good style, and it is at once copied in all grades until its exclusiveness disappears.

Many good merchants know these facts are true and now are buckling down to the work of detailing and dressing up their own styles in order to secure exclusive style appearance for themselves. Manufacturers who are known for creating styles are co-operating by holding their new styles under cover and not "peddling" them from one store to another.

When a merchant can truthfully advertise, display and tell customers that his styles are exclusive, he will find a ready response from customers who

want their shoes to look different from the masses. The effort to make such styles different will repay a merchant. Then women, especially, will not be so often tempted to buy shoes in some store other than where they usually trade.

If all lines show heavy perforations, one merchant can make his shoes look different by using pin perforations and otherwise refining the detail. If all stores are using "cut-outs" in all grades, there will be a chance for the man with originality to show styles different from the "cut-outs." Avoiding all the things that evidence points to being too common is harder work than picking them "as is," or "nibbling" off 36 pairs here and there, but it will make the display of a store in these days stand out from all others.

#### He Met the Test.

In a certain shoe store the boss was interviewing an applicant for clerkship. "Suppose," he said, "a lady customer were to remark while you were trying to fit her, 'Don't you think one of my feet is bigger than the other?' what would say say?"

"I should say, 'On the contrary, madam, one is smaller than the other.'"

"The job is yours."

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### China a Nation of Prudent Spenders.

The value of money is widely recognized throughout the world, but no people appreciate it more than the Chinese, merchants of forty centuries. They are shrewd business men who know quality when they see it. Rather than be worsted in a transaction they would part with a right arm, for even then the abacus, ancient calculating device, could still be manipulated with the left hand.

"Ch'ien"—the word for money in Mandarin dialect—crops up just as frequently as our letter "E." A stranger comes to a Chinese town. The first question is, "Has he money?" If not, he might just as well keep on wandering. It is only some four millions of Chinese who are able to visualize a full larder some days ahead; the four hundred millions are unacquainted with comfort or plenty. Such people must, by force of circumstance, be among the world's most prudent spenders. They are careful to get their money's worth when they buy.

Without intending to imply that all men under the Oslerian age of forty and weighing less than 175 pounds are entirely out of luck in China, the fact remains that age—middle, at least—and embonpoint are so highly respected by the Celestial populace that men who qualify in these particulars enjoy a decided advantage. Gray matter is the first requisite, with patience a close second. Democracy, courtesy, a keen sense of humor, a thorough knowledge of human nature—all these are desirable if not absolutely necessary traits of the American business man who would succeed in the Orient. If he has a liking for children—and this is important—he can handle patiently the very elementary enquiries and the impracticable suggestions made by those inexperienced in American products and their uses. Chinese business men are not children, of course; they are generally of a high order of intelligence, but many are totally unfamiliar with our goods and with our trading methods.

Outside of the Yel'ow Temple in Peking is a circular pit, of stone, about eight feet deep, with a shallow niche at the rear. During the Chinese New Year celebration, lasting ten days, a venerable priest sits there with head penitently bowed. In front of him, in the center of the pit, suspended from an iron standard, are two tin cups. All sorts and conditions of humanity press closely against the iron grating surrounding the edge trying to throw copper coins into one or the other cup. That their aim is mostly bad is shown by the thousands of coins on the floor of the pit and the very few in the cups; and when a coin does

lodge in the target a tremendous yell goes up from the crowd. I managed to land my third coin, whereupon bedlam broke loose. "That means good luck for one year," said the bright-eyed young Chinese who had taken us to the temple. Luck, or "joss," is the third factor to be considered by those who sell American goods in China. Of this, more later.

A good example of an American quality product which has found a substantial market in China is electric lighting sets. Energetic selling, backed by efficient service, has placed them in scores of cities and towns. Electricity made an instant appeal in China because better light means better business. Native merchants now vie with each other in the brightness of their shops.

Before long there will be a million American spindles in China's cotton mills. Here is another line, introduced within the last decade, that the Chinese have been buying heavily from the United States. At one time several American manufacturers were booked so far ahead with Chinese orders for textile machinery that they were working upon this business exclusively. Last summer a German firm approached a Chinese mill owner and offered equipment at a price 20 per cent. lower than that of American machinery, but failed to obtain an order because of the proved efficiency of our machinery and the prompt delivery and expert service American manufacturers are giving.

In these pioneer days of motoring in China, American cars are conspicuous, having demonstrated their ability to travel over such difficult routes as the caravan track across the Mongolian desert. General Chang Tso-lin bought a 7-ton armored touring car of American make last year for use in Manchuria. Displayed in a Shanghai showroom upon its arrival, this automobile attracted much interest and impressed the Chinese with the advantages of American automotive products.

"We will try anything new that is good," declared Chan Chien, who is recognized as China's foremost industrial captain, during a conversation at his native city, Nantungchow, in the spring of 1921. That statement explains the value of high quality in American products sold in China.

In order to persuade the Chinese to try anything new that is good, American business men must be prepared to deal with a race that must be "shown." The new product has to be displayed, its superiority needs to be demonstrated, its uses or methods of operation must be fully explained.

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

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West Leonard and Alpine Avenue  
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Grandville Avenue and Cordelia Street  
Bridge, Lexington and Stocking  
West Leonard and Turner Avenue  
Bridge Street and Mt. Vermont Avenue  
Division Avenue and Franklin Street



This sales work calls for ingenuity and resourcefulness.

The Chinese like to talk, to bargain, to speculate on exchange. Business is pleasure for them if accompanied by abundant conversation, friendly argument over prices and, finally, concessions granted by the seller. Nothing seems to please a Chinese so much as getting a little more than he expects. German firms, acting upon this principle, were building a sizeable trade in cotton piece goods before the war. They contracted to deliver the usual 40 yard lengths and delighted Chinese dealers by actually delivering the cloth in pieces from 40½ to 40¾ yards long.

A hustling American astonished foreign business men in North China some months ago by his success in selling hardware to native dealers in Peking and Tientsin. It was his first trip to the Far East and he was cavorting in strange pastures, but a genial disposition and corrugated iron vocal chords carried the day.

He called first upon a long-established American firm conducting a general import and export business.

"I am C. W. Brownsmith, of the Hammer & Saw Manufacturing Co.," he announced to the manager. "I am going to sell our hardware to a lot of native concerns here and I want you to handle the shipments for me."

The manager of the trading company smiled.

"If you can sell any hardware to the Chinese firms in this town you are some salesman."

"All right; I'll show you. Give me one of your English-speaking Chinese who knows his way around, and if I don't land \$10,000 worth of orders by tonight I'll present you with a case of 'extra dry' that is extra wet."

It was a dull business day and the manager, having sporting blood, assigned an assistant compradore to assist Mr. Brownsmith.

Thereupon they ventured forth in two rickshaws—the man-drawn taxis of the Orient—and returned in four hours with \$15,000 in Brownsmith's order books.

Wong, the assistant compradore, with beaming face, told how it was done.

"We go Hsing Ming. We have plenty stock, say no buy new piece. Mister Brownsmith he talk very quick. Hsing Ming he no can speak English. Mister Brownsmith he talk so quick I no can savvy. He talk very much, make Hsing Ming laugh. Hsing Ming he say to me, 'Never see foreign man talk so much. Ha, ha. Very much talk.' Mister Brownsmith laugh, too, but no stop talk. My'm bye Hsing Ming hold up hand, laugh very much. He say, 'I have got hammer, have got chisel, have got wrench, have got plent all kind; but this foreign man

he can talk so dam' much, I buy.' Hsing Ming he buy five hund'ed tael. Then we go Li Chang-hsu. He buy. We go see eight, nine, ten more shop. Mister Brownsmith he talk all same. Sell much goods."

This whirlwind campaign is not typical, but it shows what a hustler can do in China with some lines.

Another instance is the experience of a paper man whose firm was represented in China by a British house. Arriving in Shanghai, he was told that only two kinds of paper could be sold—newsprint and machine-glazed cap. He decided to try a little selling on his own account, and in five days obtained orders for \$40,000 worth of cardboard, wrapping paper and high-grade stationery. The trouble was that the British house overloaded with agencies could not push them all actively and failed to develop sales of any but the most important lines—the most important and the most profitable.

As to the joss: A year and a half ago I met a representative of an American publishing house. He was in Peking and wanted to go by rail to Hankow at a time when one of China's nondescript "armies" was interfering seriously with traffic on the Peking-Hankow Railway, especially passenger traffic. The soldiers, many of them coolies in filthy fragments of uniforms, were crowding into first-class compartments on the through trains, bringing most unpleasant impedimenta. Such company was insufferable for any portion of the 33-hour journey, often prolonged to 40 hours or more by "military" delays. My friend was advised to go by another route but insisted upon trying the railroad. Early one morning he left, and that was the last I saw of him until a few weeks ago, when he told the story. Here it is in his words:

"I managed to squeeze into a compartment occupied by three other foreigners and four Chinese. Among those present was a French officer with a whopping big service revolver and a shotgun, off for a hunting expedition a short distance from Peking. Upon learning that I was unarmed, he said, 'You are taking your life in your hands then, trying to get to Hankow.' He expressed regret that he hadn't an extra revolver to lend me.

"By noon I was the only foreigner left in the compartment, the others, with one of the Chinese, having alighted at various stations. To while away the time I took out a lot of cards people in Peking had given me with the idea of making a list of those whom I had met. It happened that the top card of the pack was that of Commander H—, an officer attached to our legation. This card remained in sight as the Chinese 'boy' brought in tea and toast. The first thing I knew, there was a rapid volley

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Let it compound and accumulate. You can then dismiss care from your mind.

This company as your trustee can serve far into the future, without a skip or a deflection.

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Our entire capital .....	\$1,000,000
Additional stockholders liability .....	1,000,000
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On account of our location—our large transit facilities—our safe deposit vaults and our complete service covering the entire field of banking, our institution must be the ultimate choice of out of town bankers and individuals.

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in the Mandarin dialect and the Chinese passengers facing me filed out, leaving me the whole compartment.

"After that the train 'boy' closed the door and stood guard for hour upon hour, keeping out all who demanded admittance. When we had passed the 'military' zone and were not many miles from Hankow the 'boy' went away for awhile. A young Chinese who spoke English slipped into the compartment, and from him I got an explanation of my good fortune.

"It seems that all the 'boys' on the through trains can read English as well as speak it. Seeing that card my 'boy' thought I was a high officer of the legation, and quickly acquainted all would-be intruders with my exalted standing. Four generals, six colonels and nine majors had been kept out of my compartment at various stops along the route because no one could be allowed to disturb a distinguished American official.

"On top of this agreeable surprise, I was greatly pleased to find that my new Chinese friend was related to a member of a substantial native firm in Hankow. With his assistance I landed some very good business in that city."

Something good and practical to sell, experience and intelligence in selling it, fortune favoring the salesman—there are the ingredients of the best trade-building mixture for American go-getters in China.

Lynn W. Meekins.

#### Bed Rock Propositions.

America needs and should use from 125,000,000 to 250,000,000 ties a year; pulp paper at the rate of 125 pounds per capita; and the average farm needs 2,000 feet of boards every year or about 13,000,000,000 feet. If the 6,448,000 farms listed by the 1920 Census were being run with true efficiency there would be a demand for more than 2,000 feet average. The saving of waste by housing tools and implements would pay a good share of the bill. And the farmer's ability to hold over surplus crops for late crop-year prices would cover all the rest.

We have untouched timber sufficient for many years. But nothing lasts forever if consumed at the rate of billions of units annually. Hence the wisdom of reforestation.

There is in the United States an area of 80,000,000 acres of cut-over timber land much of it capable of reforestation. This area is almost as large as all Europe exclusive of Russia. From 10,000,000 to 15,000,000 acres a year are added to the barren lands.

It would be very gratifying if this vast area were covered with thrifty saplings. But for the fires, pests and razor back hogs this might be generally the case.

If lumbermen were as rich as popular fiction pictures them they might undertake to grow seedlings and plant cut over areas; they might even pay forest patrols to keep out campers with matches and cigarettes; they might fence against rooting hogs and combat the fungus and beetle pests.

But to do this would mean millions of actual cash expenditures every year. It would mean millions of lost interest on capital every year—compounding at a ruinous rate. Worst of all it would draw the disastrous lightning of taxation—the assessors would be keen to collect taxes far in advance of tree growth, and long before the creation of any commercial value.

Lumbermen are not rich enough—no group of men is rich enough—to stand such a burden. Private reforestation is in the same class as making synthetic diamonds—an "impossible" possibility.

Only the Federal Government is rich enough, powerful enough and permanent enough to undertake this job.

Why not do the job in the one feasible way? A. L. Clark of Dallas and Vancouver proposes a system of forest management that commends itself to the business man. Let the Government "swap" commercial timber in the forest reserves for fee simple deeds to cut over lands in the South or on the West Coast where trees grow fast and protection is easily

practicable. But throttle the "grafters" and pay only what the devastated land is worth now.

In fifty years—or a hundred—when the new crop of timber is ready to cut, the Government may sell the mature trees, replace them with saplings, and retain perpetual domain over the reserved and acquired forest areas. In the end all forests will be National property, self-perpetuating and ample for every need of the American people for endless ages.

#### A Prayer.

It is my joy in life to find  
At every turning of the road,  
The strong arm of a comrade kind  
To help me onward with my load.

And since I have no gold to give,  
And love alone must make amends,  
My only prayer is, while I live—  
God make me worthy of my friends.  
Frank Dempster Sherman.

If you think there is nothing in the trade papers for you the probabilities are that you lack the ability to recognize good business ideas when you read them.

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A CONSTANTLY growing number of people understand that they can make this trust company their financial secretary and thus relieve themselves of many burdens, among them the following:

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**Be Sure About Extinguisher Refills.**

Considerable unsatisfactory experience is being had in Arkansas and elsewhere, because of the proper care not being taken in refilling quart size and type of fire extinguishers.

This type of extinguisher, unlike the soda and acid type, does not need to be refilled at regular intervals, or at all, unless the extinguisher has been used or in some other way becomes empty or defective. The original liquid supplied by the manufacturer of the device is good until used as long as it remains intact as furnished by them. But when it becomes necessary to refill, therein lies the cause of the trouble complained of.

The extinguisher is often refilled with commercial carbon tetrachloride or other fluid not correctly prepared for use in the extinguisher. Some of the liquids used have been found to contain considerable carbon disulphide which is highly inflammable, and other compounds which frequently result in corrosion of the interior mechanism of the device; others contained suspended matter that clogs the parts and makes the extinguisher inoperative at the critical moment; this inefficiency coming always at a time when efficiency in service is absolutely necessary to stop the ravages of fire and at a time when there is no opportunity to refill with proper liquid, should the device be in fit form for refilling.

This danger can be avoided and should be avoided by securing all liquid for refills from the manufacturer of the extinguisher in use and positively no other kind; then it could be relied upon in the hour of need.

**What Have You Got?**

Take your own case, for instance. Suppose a fire started in your home tonight while you were asleep. What means have you at hand to put the fire out? Suppose fire started this minute in your home while you are away. How would it be extinguished without the help of the city fire department. Is there any extinguisher in your home? Is there even a fire pail or a bucket of sand? In ninety-nine cases out of every hundred it is safe to wager there is not. Even negative precautions are not taken. People permit rubbish to accumulate in piles in their attics, in closets and in their cellars.

**Preparations For a Large Hegira To Detroit.**

Detroit, Aug. 29—A canvass of the wholesale firms participating in the special Buyers Week to be held during the State Fair shows unbounded optimism over the prospects for the second event of the kind held in the city. Executives who have recently come in contact with their traveling salesmen say that reports as to the number of prospective visitors to Detroit are most encouraging. That there is a growing tendency on the part of retailers to look to the Detroit markets for their goods is in accordance with reports from these salesmen. The number of new accounts being constantly added to the wholesalers' ledgers bears this out.

In addition to the regular attractions of the State Fair the Wholesale Merchants Bureau has completed arrangements to entertain the buyers in a manner which will leave a lasting impression of their visit to Detroit. The participating firms are adding extra incentives for the retailers to come to

Detroit by preparing special merchandise offerings that will make their trips profitable as well as pleasant.

Letters received by sales managers from their salesmen indicate crowds of larger proportion than during the last Buyers Week held in May. During that event, the first, approximately 1,700 out-of-town buyers visited the local market. The most conservative prognostications as to the probable count for the event during the Fair Week is three times that number.

E. E. Prine, of the Wholesale Merchants Bureau of the Board of Commerce, has reserved a number of rooms in the various hotels and expects within a few days there will be enough applications from merchants in Michigan and adjoining states to take up these reservations.

**\$500 Reward Offered.**

The Michigan Association of Mutual Insurance Companies has adopted a resolution under which the association agrees to pay \$500 reward to any person furnishing evidence resulting in the conviction of incendiaries of property protected by mutual companies in Michigan.

Our life's work is Fire Prevention and Fire Protection, and the solution and ramification of these two problems carry us into the study and practice of science and art. In his remarks yesterday morning Chief Crapo drew attention to the changes that have taken place in recent years in the matter of controlling and fighting fires, and Fire Prevention demands the application, from successful research and study, of the most advanced ideas in engineering and scientific methods, as well as chemistry, architecture, construction, etc. It is the young men of to-day who are serving in the fire departments, who will be the officers and chiefs of to-morrow, and these men should be provided with a technical education so that they can be properly equipped to prevent and fight fires in the most approved manner possible. This is a profession that requires high-class men, well educated, and who should in return receive suitable remuneration as well as a proper recognition of the importance of their work by the community at large. Education is not only the most desirable but indeed the most essential of our collective pursuits. Knowledge is power, and the National Firemen's Association's potential can only develop in full power as its members learn to interpret its objects, obligations and policies, in practice.—G. F. Lewis, deputy fire marshal of Canada, before National Firemen's Association last month.

There is a vast difference between ice and steam. Ice has no power at all, beyond the pressure of its own weight, but a small piece of ice, no larger than my fist, will have the strength of a sixth of a horse-power, if I turn it into steam. So, to keep steam up, the best way is to keep the fires of youth burning. Keep the furnace of the brain well cleaned from the ashes of old age, and keep a steady draught of new ideas and new interests. Keep the brain alight—that is the secret of success.

When you sell a customer an article that is "just as good" as the one he asked for—you sometimes do your competitor a good turn.

## Grand Rapids Merchants Mutual Fire Insurance Company

**Economical Management**

**Careful Underwriting**

**Selected Risks**

**Conservative but enjoying a healthy growth.**

**Dividend to Policy Holders 30%.**

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### 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



## SATAN REBUKED BY JUDGE.

## Mel. Trotter Completely Exonerated in Superior Court.

For years the intimate friends of Rev. M. E. Trotter have known that he was laboring under the most humiliating and exasperating conditions which can confront any man—domestic relations with a woman who talked beautifully to him before his face and wrote him letters full of pretended love and affection, but who stabbed him in the back whenever he was out of sight. The situation was complicated by a criminal conspiracy entered into by three persons who bear the semblance of human beings, but who devoted much of their time for years in the effort to destroy Mr. Trotter personally, ruin his reputation, blacken his character, dissipate the savings of a lifetime and impair the usefulness of an institution which has done more to rescue the perishing than all the other preachers in the city. That Mr. Trotter has been able to bear up under such a load of malice and vindictiveness is little less than miraculous. Nothing but a knowledge of his own innocence and an abiding faith in the ultimate triumph of right and justice could have sustained him in going through such an ordeal. Mrs. Trotter finally filed a petition for separate maintenance. Mr. Trotter had no alternative but to fight the case to the bitter end, which resulted—after twenty-three stormy days in court and three weeks of weary waiting for the decision of the trial judge—in the complete annihilation of the framed up case of the conspirators, the denial of Mrs. Trotter's petition and the granting of an absolute divorce to Mr. Trotter. The full text of Judge Dunham's decision is as follows:

Lottie M. Trotter, plaintiff, versus Melvin E. Trotter, defendant.

Dec. 4, 1921, plaintiff filed her bill of complaint for a decree of separate maintenance.

The basis for this relief is charged to be extreme and repeated cruelty practiced upon and toward her by defendant.

Briefly, the specific acts charged are that defendant caused her friends to believe her wicked and untruthful, and that he treated her as his inferior; that he conducted himself with other women in an unbecoming manner and particularly so conducted himself toward a female employe of the City Rescue Mission, and showed marked attention and consideration for other women; that in July, 1917, defendant admitted indiscretions and improper conduct between himself and a young lady by the name of Florence Moody; that defendant had accused her of being insane and that he continued said Moody in his employment after July, 1917, and that upon different occasions defendant assaulted her with violence and in neglecting and leaving her alone when sick and in defendant's trying to procure persons to sign a petition for the purpose of having plaintiff adjudged insane.

In order to entitle plaintiff to the decree she prays for herein it is necessary for her to establish these charges against defendant or some of them by a preponderance of evidence.

## Answer and Cross-Bill.

To plaintiff's bill of complaint defendant filed an answer in the nature of a cross bill and in which answer he bespecifically denies each and all of plaintiff's charges of cruelty and for affirmative relief asks for a decree of absolute divorce resting his claim therefor upon certain charges of extreme and repeated cruelty on the part of plaintiff toward him.

To this answer in the nature of a cross bill, plaintiff filed her answer denying defendant's allegations of cruelty charged against her therein.

In order to entitle defendant to the relief he prays the burden of proof is upon him to maintain such charges by a preponderance of evidence.

## Charges Considered By Court.

These pleadings are too lengthy to attempt to set them out in this opinion in full.

The charges in plaintiff's bill that require any consideration by the court are those which allege that defendant injured plaintiff and caused her mental suffering by saying to others that she was insane and made his home a "hell," and her charges of improper conduct on defendant's part with other women, the most serious charge of which against defendant is that on the afternoon of July 17, 1917, that he admitted to plaintiff in the presence of Miss Moody that he was the father of an unborn child, the birth of which was then expected to be in about two months.

The charges of cruelty in defendant's cross bill and which were supported by sufficient evidence to be important in this controversy is the charge by defendant that plaintiff began about July 20, 1917, with charging him with being the father of a child born to said Miss Moody about July 22, 1917, and in stating that defendant had confessed to her of being the father of said child.

These charges in the pleadings are the only ones necessary for consideration by the court.

## Parties In the Case.

The parties to this suit were married in April, 1891; one child being born to them in January, 1892, and dying in February, 1894.

Neither party acquired more than a common school education. Prior to plaintiff's marriage she was a dress-maker, defendant a barber by profession and for some time a bartender by occupation.

For some time after said marriage defendant continued his work as a barber and bartender until his conversion about 24 or 25 years ago in a Chicago mission, since which time he has been engaged in mission work so-called.

Even this work for a number of years did not bring them into society noted for its culture and refinement to any great extent.

As an organizer of missions and as a mission worker defendant has become a National character. His success in that work has been phenomenal. His physique and great abundance of energy has enabled him to do greater work and more successful work in this field than perhaps any other man who ever engaged therein.

## Largest Mission in America.

Since coming to Grand Rapids some 23 or 24 years ago, he has built up in this city, I think, the largest and best known mission in America. He has organized, financed and assisted in the superintendency of more than 60 other missions, performing all the work with great success and with great credit to himself.

It is proverbial that he has been a great factor in this city for good among the lowly classes and his work has attracted thereto many citizens of affluence.

Until the year 1919 plaintiff was his constant companion and co-worker in this work in this city. Her best efforts and full energy were as fully given thereto as that of the defendant.

## Acquired \$85,000 Property.

These parties came to this city without property or money. They worked with the motto: "Evelastingly At It." Within this period defendant has acquired considerable property, as he claims about \$85,000, which plaintiff claims that defendant has acquired a much larger sum.

For many years to come, here in this city, the names of "Melvin E. Trotter" and "Lottie M. Trotter" will be household words, more affectionately remembered and revered probably than the names of any other two persons.

## No Hope of Reconciliation.

The testimony in this case is conclusive that the continuation of their

# Did You Ever Notice It?

Some merchants are lavish in their use of price tags. It is never necessary for their customers to ask the price of an article.

They recognize that displaying prices means additional sales—they know that many sales are lost because the customer will not ask prices and they are **cashing in** on that knowledge.

To display prices on well known merchandise is good business and helps turnover, but the system is doubly effective where you can offer your customers such a product as

# K C

## Baking Powder

Same price for over 30 years

# 25 ounces for 25¢

The price is established through advertising and being shown on the package.

Your customers accept it without question.

You Can Get Your Full Profit—  
**ALWAYS**

The government used  
millions of pounds.

Reduction in freight rates July 1, passed on to  
the trade in reduced list prices on K C

Write us. Let us show you the greater profit in selling K C than you can get on other advertised brands.

JAQUES MFG. CO. - Chicago



good work can no longer be continued by them in unison, and that their marital relations are so hopelessly subverted that there is no hope for a reconciliation between them.

The crisis in the domesticity of these parties came as a result of a most regrettable incident in the life of said Miss Moody of the Rescue Mission of this city, who for many years was defendant's bookkeeper and office assistant.

She was an earnest and faithful worker in such mission for a period of at least 16 years prior to July, 1917, highly respected and very much loved by the members of said mission, and particularly by the parties to this suit. She was never married.

The important question for solution here is which of these parties, if either, is entitled to the relief that he or she prays for.

#### Great Mass of Testimony.

More than 40 witnesses were sworn in this case. Depositions were taken of eight witnesses. The deposition of Ralph Stuit covers 97 pages of typewritten matter and that of George E. Walker covers 108 typewritten pages. There are more than 200 exhibits in the case, including more than 170 letters and copies of letters. The time consumed in putting in proof was approximately 23 days.

It will be understood that within the scope of an opinion in a case with a record of this size that but little more can be done than state conclusions that the court believes are warranted from this mass of testimony.

#### Review of Evidence.

In entering upon the consideration of this case I do so fully appreciating, I believe, the effect of the decree that may be rendered and that it must be attended by important consequences to the parties to this suit.

The magnitude of the interest involved makes it the duty of the court to weigh every fact established by the evidence upon both sides and reach a decree that will not unsettle principles, and, so far as human judgment can do so, arrive at a fair, honest, fearless and equitable determination of the rights of both parties to this most unpleasant and unfortunate litigation.

#### Mrs. Trotter's Charges Not Proved.

After a careful consideration of all the testimony in this case, and after having heard read considerable of the testimony by the court stenographer, I am firmly convinced that the charges in plaintiff's bill of complaint that "defendant has caused her former friends to believe her wicked and untruthful and that he has treated her as his inferior" are without any foundation in fact and that these charges have not been proven by plaintiff.

Without repeating the testimony of plaintiff herself upon this subject and of the witnesses she has produced giving testimony, as she claims, tending to establish these facts, I am satisfied that whatever defendant said giving any color to this charge was fully warranted by the defendant by reason of statements and conduct, in my judgment, unjustifiable on the part of the plaintiff.

#### Conduct With "Other Women."

The charge in plaintiff's bill that "defendant conducted himself with other women in an unbecoming manner and with undue familiarity" is, in my judgment, wholly and entirely unsupported by any testimony in the case.

It is my judgment that, considering the class of people who have attended the City Rescue Mission of this city for the past 20 years under the leadership of the defendant and the great faith that so many of the very poor and very unfortunate people had in the defendant, the belief that hundreds of them entertained that he had been the means of saving them from perdition, the financial help that he had caused to be given them and

their families over a period of years and the desire of hundreds of them, men and women, both young and old, to show to defendant that they appreciated his efforts, it is a most remarkable history that there is so little evidence in this case that shows the least deviation in conduct on the part of any of said women toward defendant from the most conventional and proper conduct on their part toward defendant or defendant toward them.

It is common knowledge that on the part of many worshippers at this mission that they looked upon the parties to this suit as their saviors, and it was almost true when plaintiff did say, as she frequently did, that there were many women went to the mission not to worship God but because they worshiped "Mel" (defendant.)

#### No Reason For Jealousy.

No man, but an unusually strong man, could have done the work that

great missions was their efforts to save fallen and depraved men and women, to lift up and to point out the better way to those who had fallen into a life of degradation and shame, and to teach them to make for themselves better homes, to live better and, so far as possible, to become respectable citizens of the community in which they lived.

In this work great good was done to hundreds of homes and thousands of people.

#### Moody Incident Most Important.

As I have said, the Moody incident is the important one in this whole controversy.

Upon this proposition has the plaintiff maintained the burden of proof cast upon her by this charge?

On the morning of July 12, 1917, at Macatawa Park, Mrs. Buss, a neighboring cottager to these parties, said to defendant: "You had better have Mrs. Trotter talk to Miss Moody,"

I don't want to talk about such things here," and that they then went to plaintiff's home on Lafayette avenue and that they talked possibly three-quarters of an hour, talking over her condition mostly.

Miss Moody's version of this as testified by her is as follows, that plaintiff said: "Moody, come here, I want to talk to you." That they went into the office when plaintiff said: "Come over here. What is the matter with you? You are not feeling a bit well these days are you?" That she (Moody) replied: "No, I am not." That plaintiff then said: "What is the matter?" Miss Moody testified that she did not answer but began to cry and that plaintiff took her in her arms, pulled her over to her; pulled her head down on her shoulder and just kept saying: "You poor kid. You poor kid." That she cried and that plaintiff cried, and that finally the plaintiff said: "Well, we can't talk here. Will you go to the house with me?"

#### Would Die Before She Would Tell.

That she told plaintiff she would and that they went to plaintiff's house and that when they got there that plaintiff said to her: "You are in trouble, aren't you? and that she replied: "Yes, I am." That the plaintiff then asked her how long it had been and that she replied: "Seven months" and that plaintiff wanted to know how it happened and who it was, and that she told plaintiff that she would not tell who it was, that it was a married man and that she did not feel that she would be justified in doing that; and that she then said to plaintiff: "Mrs. Trotter, I am just as much to blame as he is and I will die before I will tell;" and that she then told plaintiff how it happened.

Miss Moody also testified that plaintiff asked her several times who was the author of her trouble and that she finally said to plaintiff: "It wouldn't help me any by telling that, I was just as guilty as he and I would have to suffer just as much; it wouldn't help me a particle by telling. As for revenge or getting some one else in trouble I do not feel that I wanted to." Then this question was asked: "And each time what did you tell her?" A. "Why practically the same thing; that I would not tell her; that I would die before I would tell."

This talk continued between plaintiff and Miss Moody for about one-half to three-quarters of an hour when defendant came home and went into the sitting room where plaintiff and Miss Moody were.

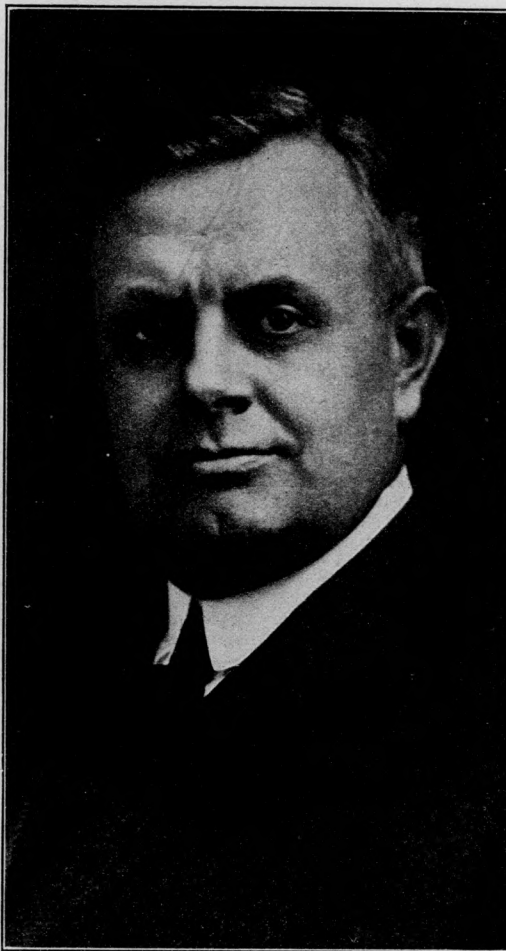
What occurred immediately following and the disagreement between plaintiff and defendant as to what was said thereafter at the house is the most important question in the case to be determined, and in respect to that matter plaintiff testified as follows, upon defendant's coming into the house said: "O, you here?" and that she (plaintiff) replied: "Yes, Trots, she is here and she tells me she is seven months in the family way;" that defendant said: "Well, that is a great note;" that she then said: "Yes, but it must be so for she says it is."

#### Where Testimony Differs.

Both plaintiff and defendant agree that they left Miss Moody downstairs and that they went upstairs.

Plaintiff testified that after being upstairs a few minutes defendant went downstairs and that when she got there: "Defendant commenced to fuss with his hands and said, 'Lottie, I have made an ass of myself with this girl. I have been fast enough to get myself into trouble, but you have always been the one to help me out. Now you will have to do something to help me out of this.'"

Plaintiff further testified that she said to defendant: "Trots, this girl tells me she is seven months in the family way. Do you mean to tell



Melvin E. Trotter.

defendant did with so many people of the kind and character of the people that attended the mission and held them at a distance where there was so little demonstration of regard and affection for him, as did defendant.

There is no doubt but this regard for defendant did annoy plaintiff, but this regard for him was but a natural and logical incident of the result of his work.

What any of these people did, so far as the evidence in this case shows, to show their appreciation for defendant and to defendant, it was seldom ever unbecoming or inappropriate, and never to such an extent as should have caused the jealousy and ill feeling on the part of plaintiff that it did cause, knowing, as she did, the class of people with which both she and defendant were dealing.

Both parties to this suit were in many instances dealing with persons charged with crime. One of their

stating her reasons why she made that request. This request, coupled with the fact that defendant knew that Miss Moody had frequently complained of not feeling well, on the same evening defendant requested plaintiff to have a talk with Miss Moody about her condition, to which plaintiff agreed, and upon their return the next day to Grand Rapids and to the mission, plaintiff called Miss Moody into the mission office and said to her: "Moody, are you in the family way?"

According to plaintiff the answer was "Yes," and that she, plaintiff, said to Miss Moody "How far along?" and that she replied seven months, and that she said to Miss Moody "Who is to blame for it?" and that Miss Moody replied: "I will die before I will tell."

Plaintiff further testified that she then said to Miss Moody: "Get your things on, we will go up to the house.



you are to blame for it," that he said: "She says so and I guess it must be so," that she said: "Do you mean to tell me that there has been relations on between you that could account for her condition?" and that he said: "Yes."

Plaintiff then testified: "Then I turned to her (Moody). I said: 'Moody, you tell me that you are seven months in the family way? Do you mean to tell me that this man is to blame for it?' and that Moody replied: 'Yes, he is.' I says: 'Well, this is terrible.'"

#### Two in Denial.

This last testimony of plaintiff's is denied by both defendant and Miss Moody.

Miss Moody testified that she never said to plaintiff, or in her presence, or to any one else that defendant caused her the trouble in question.

Defendant testified to the same thing and he testified that the plaintiff said to him that Miss Moody refused to tell who was the cause of her trouble and said she would die before she would tell.

Upon this question of confession there is a clean denial by both defendant and Miss Moody.

There is but little difference in the testimony of these three parties as to what occurred thereafter. Plaintiff testified that she said: "We must do something, but what?" the defendant said: "You tell us something to do." Plaintiff says she replied: "We might take her up to Northern Michigan." Plaintiff says that Miss Moody then said: "Well, I have thought about a trip up there, but I was afraid to go alone," and plaintiff says that she replied: "Well, we might go to Wisconsin to some summer resort where we could be strangers, where I could stay with you until the time of your sickness. After your sickness I could go back home alone, with the understanding that you go your way and Mr. Trotter goes back to his home and his mission work."

Plaintiff then testifies that defendant went to the mission and that she and Miss Moody went downtown alone and that Miss Moody continued on home and that she went over to the mission and waited until it was out for the defendant.

#### To Protect Girl and Mission.

Defendant and Miss Moody both say there were no plans made at the house at that time about just what should be done, but that between them that they would make some arrangement to protect Miss Moody and the mission and to keep Miss Moody's condition secret; that all three of them got into defendant's automobile; that defendant took them downtown; that they went to Carrothers' restaurant and had a light lunch of toast and tea; that both parties offered to drive her home and that she said no; she had been crying and would rather walk home and that she left the restaurant and walked home and defendant testifies that he and plaintiff went to the mission.

At the house and before going to the restaurant there was some talk between them about the parties to this suit of taking her to Boston where a little cottage would be rented, she and plaintiff to remain there until the time to take her to the hospital; that Miss Moody replied she could not go; that she could not leave her mother; that plaintiff enquired of her if her parents knew about her condition and that Miss Moody replied that they did not and that plaintiff said it was not necessary that they should know about it; that they would take her to Boston and that Miss Moody made some reply about not having proper clothing to go out there and it was agreed between them that she, Moody, and plaintiff would go shopping early the next week and purchase such clothing as was necessary for Miss Moody to have with her upon her trip East.

#### Plans To Leave City.

It is an uncontradicted fact in this case that the plaintiff went with Miss Moody to make purchases the next week of clothing, a coat, etc., and arrangements were being made as rapidly as possible to leave the city, and it was agreed between them that they would take another young lady with them as far as Buffalo, so that there might be no suspicion about the reason why Miss Moody was leaving the city, and that this young lady would return to Grand Rapids from Buffalo, and that she would simply be asked to go with them on the trip East as far as Buffalo, she to know nothing about the reason for the Eastern trip.

The next Thursday night plaintiff and defendant went to their cottage at Macatawa Park.

On Friday morning, July 20, 1917, Miss Moody was taken unexpectedly ill at her mother's home. This sickness was the first Miss Moody's mother knew of her condition. Miss Moody was at once taken to the Blodgett hospital.

#### Cared For Miss Moody.

On Friday morning about 10 o'clock when the parties to this suit arrived at the mission they were told Miss Moody had been taken violently ill. Plaintiff asked at once to be taken to the home of Miss Moody and was taken there by defendant, plaintiff going into the house and defendant returning to the mission. Shortly thereafter plaintiff returned to the mission and asked to be taken to the Blodgett hospital, where defendant or some one at his request drove her, leaving her there.

Two days later, or thereabouts, Miss Moody gave birth to a premature child. She continued to remain in the hospital until able to be removed to her home.

Plaintiff was a constant companion to Miss Moody at the hospital and when she was able to leave the hospital plaintiff and defendant drove her from the hospital to her home.

Defendant and Miss Moody both testified that plaintiff said to her in substance that as soon as she (Moody) was able to return to the mission that she come back and resume her usual duties as formerly. Miss Moody said that she could not go again to the mission, and that plaintiff and defendant said it was necessary for her to do so for her protection and that of the mission, and that she finally agreed to do so; that as soon as she was able to work upon the mission accounts books at her home they were taken there and she went to work upon them.

Miss Moody's term of employment was to expire on February 1, 1918.

#### Continued at Mission.

After she was able to return to the mission she did so and continued her office work and work in the mission and the Sunday school as she previously had done.

After Miss Moody was taken home from the hospital, plaintiff went to Battle Creek for three or four days for a rest. Returning from there she made visits to the home of Miss Moody to visit her, and upon at least one occasion took her out riding in her automobile; that soon after the plaintiff's return from Battle Creek upon learning that Miss Moody intended to leave the mission at the expiration of her term of employment, that she said to Miss Moody that she, plaintiff believed that she could do Miss Moody's work as well as any one else and asked Miss Moody to teach her how the books were kept, how to open and close accounts, etc.; and that she did so; that she taught plaintiff how to open and close accounts and keep books so far as she could. Both plaintiff and Miss Moody are agreed upon this proposition.

Upon the expiration of Miss Moody's engagement she left the mission work and sought and found employment elsewhere, but continued

to attend the mission meetings from three to five times a week and also attended the Sunday school.

During this whole period plaintiff was doing her usual work at the mission and was brought in contact with Miss Moody whenever Miss Moody was there.

#### Attack on Miss Moody.

There was no apparent ill feeling or unpleasantness between plaintiff and Miss Moody until after Sunday school on a Sunday in August when plaintiff attacked Miss Moody, slapped her many times, jerked her about and all of which plaintiff admits.

Miss Moody claims that plaintiff then said to her that if she did not leave the mission she would kill her and during the assault Miss Moody's clothing was somewhat torn, her beads were broken from her neck and her purse jerked from her and that as soon as she could get free from plaintiff she left the mission with her hair down and without her beads, pocketbook and perhaps some other little things and in that condition she walked home.

After the talk between plaintiff and Miss Moody on July 13, 1917, plaintiff upon many occasions enquired of Miss Moody who caused her trouble.

Miss Moody testified that her answer to the plaintiff was always the same, that she would never tell.

From that date until the present time plaintiff has insisted that defendant make a confession that he was the father of said child.

#### Holds Confession Not Probable.

I have stated these things for one purpose only, and that is bearing upon the probability or improbability of plaintiff's claim that defendant and Miss Moody confessed as she claims, and the probability or improbability of the defendant's claim that no confession was made.

It does not seem possible to me that if such confession had been made that plaintiff would have been the constant attendant to Miss Moody at the hospital, or that she would have spent time with her in purchasing articles in preparation for Miss Moody's Eastern trip.

Still more to my mind is it improbable that after Miss Moody went home, if plaintiff's claim of confession is true, that she would visit Miss Moody at her home and take her out riding and it is still more improbable that from some time in September or October, 1917, that plaintiff would continue to attend the mission in all its activities in company with Miss Moody with as little or no protest as she made and particularly that she would go to Miss Moody to have her teach her how to do the office work and keep the books in defendant's office, and to my mind it is just as improbable that had said confession been made that she would continue from February down until August to attend the services and Sunday school at the mission with Miss Moody, with making no more protest than she claims she did make.

#### Revelation or Vision.

It is defendant's claim that plaintiff came to believe he was the father of the Moody baby because of her belief in the efficacy of prayer and in her belief that all prayers are answered, as she testified she did believe.

Her own testimony in this respect gives some color to the claims of the defendant.

I have no doubt, as plaintiff claims, that she prayed with great fervor and intensity and with great belief that by her prayer it would be revealed to her who the father of said child was; that she actually came to believe that through prayer she would discover it.

According to the testimony of some witnesses she claims that by revelation or vision she was informed who the father of the child was.

There are three instances that give some color to plaintiff's claim that, if true, as sworn to by witnesses,

plaintiff believed in vision and in revelation as the result of prayer.

#### Story of Vision.

Two disinterested, intelligent and apparently honest and unbiased witnesses have given such testimony and in part citing briefly such testimony is the following:

#### Miss Brummeler testified:

I was coming up from the mission one Sunday night with her (plaintiff) and she asked me to stop in the home and when we got home, in the living room, she asked me if I ever heard about Moody's trouble and I told her "No." She told me Moody had been in trouble; that Moody had had a child; that she was her very best friend; she told me how she stayed with her days at the hospital and told me Trotter had confessed to her that he was the father of the Moody baby. She didn't tell me that Florence Moody confessed to her. I said to her, "Why Mrs. Trotter, I would have known if I was with a girl for seven months that there was something wrong." "How did you first know there was something wrong with Florence Moody?" She said: "Months before that time I was praying," and then I asked her what she was praying about, and that she prayed so earnestly about this that God had revealed it to her that Moody was pregnant; that she jumped in the bed and covered up her head and said: "My God, what have I asked for?" I then said: "How next did you know that Florence Moody was really pregnant, and she said that one day I was at the mission office and Christine Panhorst said: 'Well, Florence—My, but Moody, you are getting large.' 'Well, I just put two and two together, and I knew then.' So then she said that when she talked with Florence Moody in the private office she told me how she called Florence Moody in and she asked her if she was pregnant; and that Miss Moody said she was, and she asked her who the father was, and Miss Moody said: 'I will die before I will tell.' And, she stated that she said to Moody: 'You need not tell, I know already who is.'"

Q. Did she make any further statement?

A. She did not, only that God had revealed it to her at that time when she was praying, that God had revealed it to her in a vision. She said that Moody had a child at Blodgett hospital.

#### What Mrs. Trotter Told.

Q. I want you to tell what she said in the first conversation.

A. She told me that she was at the park and Mr. Trotter mentioned this to her and she said that Mr. Trotter said: "What do you think is the matter with Moody?" and that she (plaintiff) said she thought she (Moody) was pregnant. Mr. Trotter said to her: "Why don't you speak to her if you think that is it?" and that she replied: "Why don't you?" She said that they had planned to come to town and that she was to talk to Florence Moody, and that she called Florence Moody in the private office and said: "Moody, are you in the family way?" and Moody said: "Yes," and that she said: "Who is the father?" and that

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Moody replied: "I will die before I will tell you, and that she (plaintiff) replied to that: "You needn't tell me, I know already;" that they went from this private office to their house and that Moody was sitting there, and I was sitting here, and Moody wouldn't tell me who the father was: that Mr. Trotter came in a little while after and that she (plaintiff) motioned him to come upstairs; that they went upstairs and when they came down Trotter said he was the father of the child, or that she (Moody) was pregnant by him. She said that he confessed to being the father of the child but that Moody didn't confess nor say that he was the father.

Q. Have you told the whole of that conversation? That first one about Moody and the confession?

A. No, because I asked her then, I said: "Mrs. Trotter, how did you first know that there was any trouble? She said: It was months before, she said, some months before that she was praying. I asked her what she was praying about and she said: If I was a married woman I would know what she was praying about. She said that she had been praying and that God had revealed it that Moody was pregnant in this vision, and that she jumped in bed and covered her head and said: "My God, what have I asked for?" and she said in that way God revealed it to her."

Upon this question Mrs. Spence testified as follows:

Mrs. Spence's Testimony.

Q. Did she relate to you the way she first claimed to know about the Moody child matter?

A. She said she was so worried about it and she was praying, and was praying so hard—she was praying by the bed, and that she prayed in some way God might let this thing be known—become known—and that God would reveal the truth and would find some way that this would be found out. She said as I was praying such a fear came over me that I jumped in bed and said: "My God, what have I done?" and God revealed to me right then and there what had happened, and she said: "Do you know Moody became pregnant at that very time she figured up to that time and that she that God revealed it to me?" and that (Moody) was seven months pregnant when she lost the baby."

More About Visions.

I quote the following from the testimony of Gladys Haight and Miss Daisy Spence, and with reference to Gladys Haight's testimony that it may be understood, I will say that plaintiff claims that her work at the mission was taken away from her by defendant or through his influence. It also appears from the testimony that while plaintiff was in Illinois in 1918 that plaintiff's work had been turned over to Gladys Haight.

Miss Haight testified:

Q. When was it that you turned the work back to her (plaintiff)?

A. It was at the time that Mr. and Mrs. Colegrove had been at the mission, and they had left for evangelical work in Milwaukee, and I had charge of the work then until Mrs. Trotter came back from Illinois.

Q. Do you know if she continued to have charge of that work?

A. Yes sir.

Q. Did you ever hear Mrs. Trotter say anything about that work having been taken away from her?

A. Yes. It was in the early spring of 1917. She had been West with Mr. Trotter on a trip to California, and she told Mrs. Panhorst and myself that one day she had gone for a walk up the mountain and that while she was there it seemed that everything was getting dark, and she saw her work of the clothes room go down the mountain. She said that she knew then something had happened, and that her work was gone. She told us that at her house in the spring of 1917.

Q. Was Mrs. Trotter in charge of the work after she came back from California?

A. Yes sir.

Story of Snakes.

I quote from the testimony of Mrs. Spence.

Q. Did the (plaintiff) tell you at one time about seeing any snakes?

A. Yes. She said she was away and she saw a road with a fork, one road running one way and other the other way. She saw two snakes, one went one way and the other the other way; and she knew at once she had two enemies, one was Miss Palmer and the other Miss Lauton. She told me this two years ago last winter."

Plaintiff testified that this "snake

story" was told to Mrs. Spence as a dream she had.

It is somewhat difficult to reconcile the fact, if it be a fact, that plaintiff confessed in July, 1917, in substance that he was the father of the Moody child, when it is considered that for four and one-half years plaintiff continued to live with defendant as his wife as she had before July, 1917.

Plaintiff never did and never would have written defendant more affectionate letters than most of the letters that she wrote to defendant down to as late as Nov. 11, 1921, and perhaps later.

Letters Between Trotters.

The letters between these parties for that four and one-half years have considerable bearing upon the question just mentioned. Defendant kept but few letters that he received from plaintiff during that period; but we learn much from plaintiff's letters because over a considerable period of this time she made and kept copies of the letters that she sent to defendant. By reason of her keeping and introducing in evidence copies of them that she sent defendant we had the benefit of defendant's letters to her as they were preserved very largely if not entirely by plaintiff.

If this were an action plaintiff was bringing for adultery against her husband she would be foreclosed upon the grounds of condonation.

What Actuated Mrs. Trotter.

It is my judgment that plaintiff is actuated now in charging defendant with cruelty in connection with the Moody child, and many other matters that she now claims as cruelty, by things that were overlooked by her and not regarded as of any significance at the time they occurred, if they did occur.

It is also my judgment that the moving cause in this case for the steps taken by plaintiff for a decree of separate maintenance is almost if not entirely and solely because she has never been able to get defendant to sign a written confession or make a public confession that he was the father of said child.

It is my judgment also that had it not been for the advice of George S. Walker, John N. Trompen and E. R. Thompson that plaintiff should require such confession from the defendant that this suit would not have been brought.

Before the Board.

On Nov. 4, 1919, plaintiff wrote Gilbert L. Daane, one of the board members of said mission in part as follows: (after stating in this letter the reason why she enquired of Miss Moody if she were in trouble at the mission and at her home, and after stating that defendant came there while she was talking with Miss Moody, and after the parties to this suit had gone upstairs leaving Miss Moody downstairs in the sitting room, and after defendant had gone downstairs to Miss Moody a few minutes before plaintiff followed, and when she got down there, and as soon as she, plaintiff got there) "that defendant said: "Lottie, I have made an ass of myself with this girl;" I said: "Mel this girl tells me she is seven months in the family way. Do you mean to say you are to blame for it?" and he said: "I guess I am. She says so and it must be so;" "Then you admit there was relationship between you that can account for such condition?"; and he said Yes;" and I turned to her and said: "Moody, you are seven months in the family way and do you mean to say this man is to blame for it?" and she said "Yes."

As a result of this letter the Rescue Mission board was called together and the letter read to them when it was proposed that a committee of two see Miss Moody and ascertain from her what she claimed the facts were with reference to that matter.

Miss Moody's Denial.

That subsequently at the home of George S. Walker plaintiff and Miss

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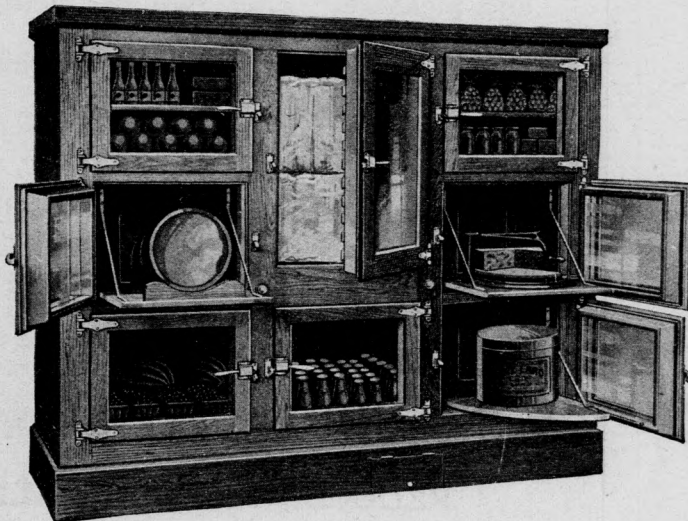
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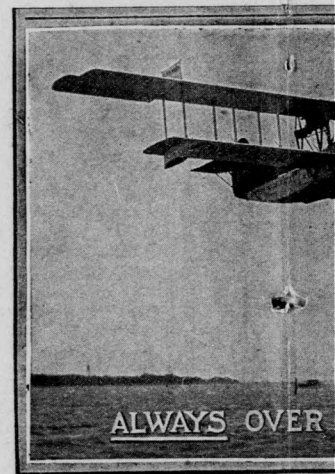
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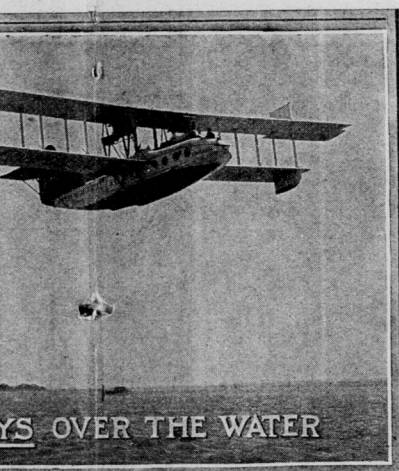
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Moody were called to give their version of the matter, plaintiff affirming her former statement that both Miss Moody and defendant had made the confession she claims they made, while Miss Moody denied that she ever made any such statement or that defendant had ever made any such statement as claimed in her presence and hearing.

Now therefore, I, Florence R. Moody, being duly sworn and under oath, depose and say that said charge is untrue and unfounded; that I never had familiar relations with Melvin Trotter and that he is not the father of the child.

#### Mission Board's Vote of Acquittal.

At this meeting the following resolution was proposed and adopted by the following vote: Motion made by Mr. Clark and seconded by Mr. Otte that in view of the evidence and statements made by Mrs. Trotter and Florence Moody at this session of our board, that Melvin Trotter is not the father of the child born to Miss Florence Moody on July 22, 1917. Those voting in favor of this resolution were Mr. Clark, Mr. Otte, Mr. Daane and Mr. Decker. Those voting "no" were George S. Walker, John N. Trompen and E. R. Thompson.

Later an "open letter to the friends and supporters of the City Rescue Mission, was prepared at the house of said George S. Walker by the three persons voting "no" on the resolution just mentioned.

#### Letter Brought to Press.

These three men attempted to have this "open letter" published at least in The Grand Rapids Press and the Grand Rapids Herald if not in other papers.

The Press refused to publish it and the Herald refused to print anything of this character while the present suit was pending.

#### What Letter Said.

This letter contained, among other things, the following:

The last few years a great cloud has been hanging over the work. Some terrible things have happened and the specter has ever since been bringing gloom and confusion into the work.

Mrs. Trotter has not only been compelled to relinquish her life's work but has felt constrained to seek for a separate maintenance from her husband, Mr. Trotter.

Mr. Trotter is to-day receiving many thousand dollars from outside sources so that he has amassed a considerable fortune. He, no doubt, could easily live on his own investments. Salaried assistants and volunteers do practically the whole of the work.

Do the good people of Grand Rapids wish Mr. Trotter to continue as superintendent of the City Rescue Mission? Do you think it right and proper that he should receive a \$3,600 compensation when he puts in so little of his time and receives so large remunerations from the outside? The Christian people of the community must give such answer that the Lord's work in our midst may not longer suffer reproach and shame.

#### Threats to Broadcast Letter.

These three men, or one of them, finding that they could not obtain the publication in the Grand Rapids papers of this "Open Letter" threatened that they would have it published in the Chicago Examiner and have copies spread broadcast in this city.

#### George S. Walker's Story.

Said George S. Walker was in Los Angeles, Calif., where the defendant was interested in a large mission, and while there Mr. Walker gave to prominent ministerial workers in that mission a history of what he called "the trouble between the defendant here and the Rescue mission and the plaintiff," talking to such an extent and charging the defendant with such conduct here that he was forbidden when he returned later to proceed with his work.

Upon the return to Grand Rapids of said Walker it was thought necessary by said Walker, Thompson and Trompen to have an affidavit prepared and it was prepared and written by Mr. Trompen and signed and sworn to by these three men.

The avowed purpose such affidavit on the part of those who signed it was to confirm the stories that the said

Walker had told in Los Angeles against defendant.

#### Calls Affidavit Untruthful.

A few brief quotations therefrom will be sufficient to show its purpose and untruthfulness. This affidavit is in part as follows:

We, the undersigned, hereby make this affidavit that:

During the year 1918 a letter signed by Mrs. Trotter came to the attention of the board, written to Gilbert Daane and read by him to the board of the City Rescue Mission. In this letter Mrs. Trotter directly accuses Mr. Trotter of confessing to her of being the father of a child born to his secretary, Miss Florence Moody, on July 22, 1917.

After this letter was read and an affidavit produced from Miss Moody, Mr. Trotter appeared before the board and accused a man up in Canada, father of five children, as being the true father of the Moody child. He also described the horrible manner in which this deed was consummated and said it was done by a man named Mansel.

Some months later this man Mansel appeared on the scene and soon found out that he was being accused of this horrible crime. He then went personally before individual members of the board whereby he might prove his innocence, but the majority of the board believing Mr. Trotter's story that Mrs. Trotter was crazy caused some considerable delay and Mr. Mansel becoming uneasy called upon the president of the board and stated that he was going to start a libel suit unless he had a chance to come before the board and prove his innocence.

After the shocking misrepresentations in regard to Mr. Mansel were proven to be absolutely false undersigned members of the board decided to investigate as to the truthfulness of the mental condition of Mrs. Trotter and she was permitted to go before three members of the board personally and tell her story. She certainly proved that she never was insane and we believe that this idea of her insanity was only for the means of having her placed in some public institution.

We further state that Mr. Trotter several times urged upon the president of the board that the board should have her examined and placed in an institution.

She also explained the horrible condition of her home life, stating that it was only her faith in the true and loving Jesus that gave her strength and courage to live.

#### Judge's Views on Affidavit.

In the first place, as I interpret the testimony in this case, Mr. Trotter never appeared before the board or anywhere else and accused Mr. Mansel of being the father of the Moody child.

There is no evidence that a majority of the board ever believed that plaintiff was crazy.

At the same session of the board in April, where Mr. Trotter was exonerated by a majority of the board of being the father of said child by the vote I have stated above, it passed a resolution as follows:

Whereas, it has come to the attention of this board that a certain Mr. Mansel has been told that his name has been linked with the illegal parentage of a child born to Florence Moody, we hereby assure Mr. Mansel that the board has no evidence, neither does it make any accusation against Mr. Mansel.

The Walker-Thompson-Trompen affidavit did not contain a word about a resolution of this board to the effect that the defendant was not the father of the child, but did state that "the board took action and exonerated him (Mansel)"

The Mansel resolution was not an exoneration. It simply stated "We hereby assure Mr. Mansel that the board has no evidence, neither does it make any accusation against Mr. Mansel." This comes very far from being an exoneration.

#### What Affidavit Left Out.

The affidavit did not state that the board simply found it had no evidence against Mr. Mansel; having no evidence it, of course, made no accusation against him.

The affidavit contains this statement: "After the shocking misrepresentations in regard to Mr. Mansel were proven to be absolutely false," no such resolution was ever passed by the Rescue mission board so far as the evidence shows. The board had no proof before it either way, so far as the Mansel resolution is concerned or stated.

I think the three members of the board that signed said affidavit did determine that the plaintiff was sane.

There is no evidence in this case worthy of credence that defendant ever

wanted any members of the board itself or anybody else to have plaintiff's insanity determined or that he ever thought of having her placed in some public institution.

In these respects the affidavit was untruthful and the whole affidavit was intended to and undoubtedly did deceive the mission in Los Angeles as to the conduct of the defendant in this city and particularly with said Miss Moody.

#### Feeling Against Trotter.

The evidence of the feeling of at least one of said three mission members against the defendant can be gathered from a letter of date March 8, 1922, written to O. D. Conrey, assistant superintendent of the Grand Rapids mission, written in Los Angeles, and in which letter George S. Walker, the writer, says:

I am holding a letter in my hand addressed to Mr. William Price, and I am very much surprised with the way you are taking a hold of this Trotter matter. First you state you have been familiar with this matter for three years when the fact is I do not believe you have ever heard Mrs. Trotter's story, although you state she has "a great story to tell."

Many times last summer you told me by the grace of God you were not going to get interested in this story, but seemingly you have become interested in it, and wholly in him whom you call "The Boss." You refer to her friend and his friend, Mr. Canfield. If any man ever had a friend, surely Mr. and Mrs. Trotter had one in Mr. Canfield, but Mr. Canfield is one of the men who cannot stand to see that poor old mother called "crazy" or put in the asylum, when he is as well as myself knows very well if there is a

sane woman in Grand Rapids, Mrs. Trotter is one of them.

You further state that he (Canfield) cannot prove one word of any statement he has ever made. Where did you get this authority from? Was it from "The Boss?" His attorney? Or did you imagine it?

You say the whole story is hearsay, pure and simply. Nearly all of this story comes from Mr. Trotter, Mrs. Trotter and the young lady interested in the case. In fact, there is nothing but facts in this whole deal. You say you only have Mr. and Mrs. Trotter's word. Does that justify any man from implicating or misrepresenting the girl's condition to me?

You also go on to describe the character of the men who are back of these reports and you classify us all in the same class with Mr. Stitz who made himself so disagreeable that Mr. Trotter had to discharge him.

Now, Brother, don't you know that three men back of this deal are Mr. Thompson, Mr. Trompen and myself?

Mr. Conrey, I have been out here for eight weeks. I have never mentioned this Trotter deal to a soul but I have called up to find out when he would be in town so that I might take up this matter personally with him, but during the last three days and after seeing your letter, I have spent hours with Dr. Torrey, Mr. Horton, Mr. Price and Mr. Eldridge and I have taken up this matter very thoroughly. I have told them in detail this whole story as I know it. I have given them Mr. Trotter's excuses. I have pictured to them nothing but the truth and I have begged of them not to use this story to injure Mr. Trotter in any way for I loved him as a few men ever loved another man, but your letter was too much for me.

I wrote you last week and in that letter I pleaded with you for yourself and for the mission boys and for all of the good people who are interested in the Trotters' work to pray as you have never

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prayed before for Mr. and Mrs. Trotter that God will brand the one who lied and glorify the one who has been sticking to the truth by the grace of her God. Signed, George S. Walker.

It will be observed that from the "Open Letter" the affidavit signed by Walker, Thompson and Trompen and the letter of March 8, 1922 from Walker to Conrey, that in December when this suit was commenced it was apparent to the three men who signed the affidavit in question that it would be very important or at least might be very important that plaintiff establish in this case, so far as a decree could establish it, that defendant and Miss Moody had made the confession plaintiff claims they made.

The evidence shows that for at least least two years before this suit was commenced and since it was commenced that these three men and plaintiff had been frequently in consultation with reference to this suit.

These three men as witnesses upon the stand in referring to plaintiff's counsel, referred to them as "our attorney's," or at least one of said men did that.

In Walker's letter to Conrey he says that Walker, Trompen and Thompson are back of this deal.

It is an undisputed fact in the case that for the past few years plaintiff has been insisting that defendant make an open confession that he is the father of the child in question.

Mrs. Trotter Seeks Confession.

She tried for many months after July, 1917, to obtain a confession from Miss Moody that defendant was the father of the child.

Why these confessions were desired by plaintiff, if one was made to her in July, 1917, was explained by her in the following testimony:

Q. If I understood you correctly on your redirect examination you said you believed it was necessary for the saving of the soul of your husband that he make a public confession?

Mr. Geib: Open confession she said.

Q. Is that what you said to him?

A. I said I believed it was our teaching and my faith to believe in confession.

Q. In other words that he must go to the board and confess?

A. I believe that, yes, sir.

Q. And you also believed that your own soul was in danger of loss unless you exposed the matter and compelled that confession?

A. I didn't compel it.

Q. You don't understand my question, I guess. Did you believe it was your duty to compel that confession in order to save your own soul?

A. Yes, sir.

Q. You did? Yes, sir.

Urges to Confession.

In a letter from plaintiff to defendant presumably written in 1918, beginning "My dear precious husband" I find the following:

God has trusted you with his precious truth and helped you to pass it out to those dear boys. Don't you see how he wants you to be the big man you can be and walk up like a hero and confess all to the ones whom you have wronged? God would give you such a blessing that you would have to task Him to stay His hand and no one would think the less of you for making a mistake, but all would say, "What a mighty God that can make such a hero out of a man."

Dearest, would it not be the truest, bravest thing to go back to Grand Rapids and call those good Christian men together for a special board meeting and tell them frankly that you have done wrong? They might be shocked at first but think how glad they would be to know that God could save a man from such sin and the greater the man, the greater the work of God.

I love you so much, Trots, that I would just love to go with you into the presence of those men and say we would like to have another chance to prove our love for God and souls and for you men who have trusted us.

From a letter from plaintiff to defendant written Nov. 4, 1919, I quote the following:

Now I shall trust that God shall reveal Himself to you in such a way that you will know that he is able to take care of confessed sin, also his own work.

Now if you do not want to do the right thing in God's sight and feel that you want your freedom then I think I should have at least \$15,000 in cash and my household furniture and home.

Again I say that I love you with all my whole heart.

A letter written on Sept. 4, 1918, by plaintiff to defendant indicates her love and affection for the defendant. It begins: "My dear Trots" and con-

tains among other things the following:

Well, Honey, I do feel lonesome for you this morning and it makes me a bit hard to please in other things.

I can't write much for there isn't much to tell except about the old goose and gander. They seem to be having a fine time.

and closing as follows:

So good bye for this morning, and with a big hug and kiss from me that loves you a lot. Your letter Sunday was the finest thing I ever heard. Then follows 14 crosses.

(Signed) Lottie.

I quote from the letter dated Aug. 28, 1918, beginning "My dear husband:"

I just got a nice letter from Flo Weber. I will send it to you to read. Now, my dear Mel, I am sorry that you feel so bitter toward me for what I said in Grand Rapids. I don't claim that it was right, but want God to forgive me. He has had to forgive you a lot, and if he can forgive, why can't we? I wish you could forgive and forget.

With lots of love, I am your loving wife. I love you and you only and always Lottie.

It seems somewhat remarkable that Miss Moody told plaintiff that she would never tell who was the father of that child but a few minutes before plaintiff and defendant went upstairs, and that almost as soon as the parties to this suit came downstairs that she stated to plaintiff that defendant was the father of her then unborn child, in view of the fact that immediately after that she was stating to plaintiff that she never would tell who was the father and has always so stated since.

What Trotter Said.

Defendant testified that plaintiff never directly accused him of being the father of that child or of making a confession that he was, and that he first learned it from Miss Alyea, and when defendant asked plaintiff why she so stated, she said she had learned it from headquarters or from an angel of the Lord.

I am satisfied that plaintiff, if not induced to, was at least encouraged in continuing the circulation of the stories objectionable to defendant and in the commencement of this suit.

There is much in this record that shows these three men had a great influence over plaintiff.

"Cruelties" Due to Suggestion.

There is present in this record many incidents in the lives of these parties that plaintiff now charges to have been cruelty, which at the time of their occurrence were of no significance and had long been forgotten until attorneys industrious in efforts for their clients uncovered and brought to light things that plaintiff treated them as no importance then and many or all of which were forgiven and forgotten.

It is not the desire of the court to magnify them into cruelty now and they should be treated as the parties to this suit treated them for years, as matters of no significance.

Mrs. Trotter Denied Decree.

Exaggerated as undoubtedly most of these incidents have been, and even if true they form no sufficient basis for a decree of separate maintenance or divorce.

From these conclusions, plaintiffs bill of complaint must be dismissed.

Trotter's Side of Case.

Has defendant proven the charges in his cross bill against plaintiff by a preponderance of evidence?

Having reached the conclusion that no confession was made by Miss Moody and the defendant, or either of them to the effect that defendant was the father of the Moody child, it results that if plaintiff did state and circulate such stories, she was guilty of extreme and repeated cruelty.

Meant Trotter's Ruin.

Defendant always insisted that neither he nor Miss Moody had ever stated that he was the father of the Moody child. Defendant was continually importuning plaintiff to case the circulation of such stories. She knew those stories, whether false or true, meant defendant's ruin and probably with the attendant result of destroying the Grand Rapids Rescue

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mission or at least seriously affecting it.

For four and one-half years after plaintiff says that admission was made to her by defendant and Miss Moody, she continued to live with the defendant as his wife; continued to write him most loving and affectionate letters, and during all of which time she was telling her friends and acquaintances and the friends and acquaintances of defendant that he had admitted to her that he was the father of the Moody child.

#### Dreams and Visions.

It is my opinion that plaintiff's claimed knowledge as to the paternity of the Moody child came to her just as she told Miss Brummler and Mrs. Spence that it did. Dreams and visions ought to be of but little value as evidence.

The promises made Miss Moody on July 13, 1917, the interest of the mission, which mission plaintiff claims to dearly have loved, the interest and reputation of plaintiff herself and of the defendant, ought to have prevented plaintiff in the first place from making such a charge against her husband, and certainly from continuing circulating them after the denial of Miss Moody and the defendant, and in doing so against defendant's protests.

Plaintiff's insistence that defendant made an open and public confession that he was the father of such child was also extreme cruelty. Plaintiff's excuse that she desired this confession in order to save her own soul and that of the defendant is not to my mind a sufficient reason to divest such importuning of the charge of cruelty while at the same time she was writing to others that her husband was the father of the Moody child.

#### Mrs. Trotter Kept on Talking.

Plaintiff herself says that within three days after her talk with Miss Moody in July, 1917, that she told Miss Ailward that defendant was the father of the Moody baby and she has not ceased from making such statements, verbal and in writing, from that time up to the present time.

This plaintiff admits and hence it is clearly established that the plaintiff has been continually stating that defendant was the father of the Moody child. This fact being established, extreme cruelty on the part of plaintiff toward defendant has been proven.

#### Cruelty Gains Decree.

The nature of this cruelty is such that it authorizes a decree in this case in favor of defendant as prayed for in his cross-bill, that of an absolute divorce from plaintiff.

The criticism of the newspapers of this city by one of the counsel for plaintiff in stating in substance that defendant was aided by every newspaper in this city is, I think, entirely unjustifiable and unwarranted.

#### Attitude of Newspapers.

The newspapers of this city, I think, took a proper and wise stand in refraining from publishing the daily proceedings of this trial.

No paper of this city so far as I know attempted in any manner to assist either of the parties to this suit or to influence the court in any judgment it might reach in the matter and certainly did not attempt to capitalize this case or any of the facts in it, as was done by several outside papers.

It is my judgment that the newspapers of this city are to be commended in the course they took with reference to this case.

#### Alimony for Mrs. Trotter.

Having determined that defendant is entitled to an absolute decree of divorce, the only questions remaining for consideration is whether or not plaintiff is entitled to an allowance as permanent alimony, and if so how much.

There is for determination also the amount of expenses to be allowed plaintiff for attorney fees and in obtaining witnesses, etc.

On Dec. 19, 1921, an order was made

herein requiring defendant to pay forthwith the sum of \$100 as attorney fees to plaintiff's attorney and \$25 to apply on her court costs in said case.

Later and on Feb. 14, 1922, an order was made herein that defendant pay to plaintiff the sum of \$500 as expense money to be used by her in the preparation of this cause for trial. These amounts were paid to plaintiff or her attorneys.

I think plaintiff is entitled to permanent alimony.

While her services were such that they did not bring much or any property to plaintiff and defendant, yet she was defendant's wife for 30 years and her work was such in connection with that of the defendant that it enabled him to acquire probably a greater amount than he could have done without her services, and this property all totaled is approximately \$80,000 or \$85,000.

I think defendant has no interest in the property to which Miss Hartman now holds title.

Lot 1 of Smith's addition of this city has upon it two wood houses, one has been the home of the parties to this suit for some time and is comparatively new, the other house rents for \$125 a month.

#### Division of Property.

It is my judgment that a fair division of this property between these parties will be as follows, and the decree may provide that plaintiff have as permanent alimony lot 1 with the two houses thereon, having a frontage of 50 feet on Washington street and 125 feet on Lafayette avenue.

The decree may also provide that plaintiff have in addition thereto as permanent alimony the West 33 feet of lot 2 of said addition and adjoining lot 1 on the East, in said Smith's addition, and that if the July, 1922 taxes have not been paid thereon, that defendant pay all of said taxes within 30 days after the date of this decree.

#### What Trotter Keeps.

The decree may also provide that plaintiff have as her sole property all of the household furniture belonging to the parties hereto and situated in the dwelling house occupied by plaintiff, excepting the following:

One Armenian rug from Philadelphia. One Navajo rug, a present from Mr. McGee; one floor lamp, a present from Mr. Bosker; one glass case of relics and Indian curios, books and bookcases in the library in the dwelling house, one study desk with chair and desk lamp, one chiffonier used by defendant in said home. All phonograph records that were personal gifts to defendant.

All of which property mentioned in this exception belongs to and shall be the sole property of the defendant in this case.

The decree may also provide that as further permanent alimony and of her dower interest in any of the real estate reserved to defendant that he may now have or might hereafter acquire or following the language of the statute that defendant shall pay to the clerk of this court for plaintiff the sum of five thousand (\$5,000) dollars in cash.

The decree may also provide that within 30 days that defendant pay to the clerk of this court the sum of two hundred (\$200) dollars for plaintiff as additional expenses in and about the preparation and hearing of said cause in obtaining and paying her witnesses for attending court as such witnesses.

The decree may also provide that within 30 days from the date of the decree that defendant pay a further sum of one thousand, four hundred (\$1,400) dollars to the clerk of this court as attorney fees for plaintiff's attorney.

The decree may also provide that all other real estate owned by these parties jointly or by the defendant alone wherever situated, shall be the sole and absolute property of the said defendant, Melvin E. Trotter.

The decree may also provide that all other personal property wherever situated, including all stocks, bonds, cash, real estate mortgages and land contracts, if any, whether belonging

to defendant or whether owned jointly by the parties to this suit, including any and all automobiles owned by the parties hereto or by the defendant, shall be the absolute and sole property of the defendant.

All wearing apparel of the parties hereto shall be his and her separate and sole property.

#### Ordering the Decree.

The decree shall also provide that within said 30 days the defendant make and execute a deed conveying all his interest in and to said lot 1 and the West 33 feet of lot 2 to the said plaintiff.

The decree may also provide that within 30 days the said plaintiff execute a deed to defendant conveying all her right, title and interest in and to all real estate owned by the parties hereto or by the defendant or in which these parties or either of them, have any interest other than said lot 1 and the West 33 feet of said lot 2 of said Smith's addition.

The decree may also provide that upon the failure of both or either of these parties to make such conveyances that this decree may be recorded in the counties where any of said real estate may be, as evidence of the change in title thereto in accordance with this decree.

The decree may also provide that any payments made by defendant to plaintiff after the filing of the decree herein shall be deducted from and considered as a part payment of the said sum of \$5,000.

The attorneys for defendant may prepare a decree in accordance with this decision.

Major L. Dunham,

Circuit Judge, Acting Judge of Superior Court of Grand Rapids.

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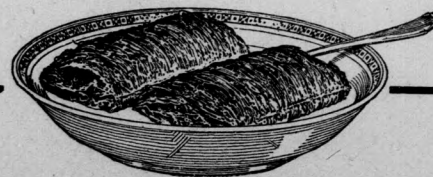
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during 1922 than ever before. That means we will sell it—and that means business for our distributors. Our plans call for the largest sampling and advertising campaign in the history of this business. We ask our distributors to help us supply the increased demand for this product.

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## THE BRUSSELS ARBORETUM.

### One of the Most Famous in the World.

London, Eng., July 31.—Returning from the impressive trip to Switzerland, our party took one more day in Paris. Then we went to Brussels, the special objective being a study of the National Arboretum. We are guiding our movements under the counsel of Cook's agency and commend it without reservation. Our hotel at Brussels faced the Botanical Garden and we made quite a study of this mighty interesting feature of the city. It occupies an equivalent of four large city blocks and has connected with it conservatories and a fine museum of the products of the world's forests. We noted with satisfaction a section of one of our California Sequoias, 1,700 years old, with each one hundred years of growth clearly indicated. Most of our American commercial trees are represented and in the museum and garden we appreciated the importance of a nomenclature in Latin employed in all the collections of the world. We also saw the importance in all collections of this kind of choosing the most approved form of labels, so that observers and students can easily identify the various objects without wrenching their necks or straining their eyes. Labels mean a great deal and render one independent of a guide, with whom you may not be able to talk because of language limitations. In the Botanical Garden are fine specimens of great trees and many unusual ones. The lindens and sycamores are represented by magnificent trees. The former are now in blossom and the aroma from them permeated the garden. We were especially delighted with the wall display of vines from all parts of the world. The garden displayed a wide range of herbaceous perennials and the flowers in many of the sections were gorgeous. The opportunity to study plants in connection with their combinations and usefulness in embellishment of grounds was quite unusual. Mr. Simonds had a letter of introduction to Prof. Charles Bommer, who is conservator of the gardens and the Arboretum and Forest Counsellor to the government. He cancelled a lecture engagement at the university and devoted himself to us for a half day. He has a charming personality and understands English perfectly and speaks it very well.

We engaged a taxi, the driver having been chauffeur for an American family some years and who had driven over all of the United States and much of Canada. He proved to be a useful companion on this drive. The Arboretum is about eight miles distant from the city and covers over 100 acres. About four miles out we entered the finest beech forest in the world and, while riding through it to the entrance of the Arboretum, we were constantly expressing our delight over the succession of great trees two to four feet in diameter and holding their size for 100 feet or more of bole. I have seen similar trees in Northern Michigan and when I saw the great care and thought put into the preservation of this forest and its great usefulness to the public, I groaned over our own profligacy in forest destruction. We who had the finest pine and hardwood forests in the world will soon have nothing of this legacy to hand down to coming generations. Oh, why will not our Government stay the axeman and save something of this magnificent heritage for generations to come!

Prof. Bommer and Mr. Simonds spent the hours of this afternoon in traversing on four of the various sections of the Arboretum while the rest of us saw what we could from the automobile. The rolling land is admirably adapted to the purpose of showing the trees of the world. The arrangement and grouping of the

trees of different latitudes, from Alaska to the equator, and also the species from the Southern hemisphere, were deftly done, having in mind not only the colonizing of species, but their artistic setting. The Professor exhibited to us very perfect maps and his system of gathering from year to year statistical information concerning the growth and habits of trees and making graphic in charts all this valuable information. He said the government put great emphasis upon facts concerning the usefulness of species for forest purposes.

We noted with surprise the wonderful growth of the twenty year plantations of American trees. There are no labels in the Arboretum, so for our rapid study it was essential to enjoy the explanations of the learned Professor.

He piloted us through an extensive forest owned before the war by a German ducal family, but which the Belgian government took over as a small item of reparation for the terrible destruction wrought by the ravaging hordes of Germany.

In many ways this half day in the Belgian Arboretum was the most eventful experience of our continental trip. I learned more things that I can put to some practical use in my home connections than I have gathered elsewhere.

The income from these Belgian forests is a large item and is an urgent argument from the commercial standpoint in favor of the careful, methodical and painstaking study of forest trees.

I am satisfied that the systematic study of trees by the kingdom of Belgium, as illustrated in this Arboretum, will be of inestimable value to the world and this experience proves to me the wisdom of Mr. Jay Morton in establishing an Arboretum near Chicago as a means of education for our Middle West with regard to tree values. Mr. Simonds is gathering data that will be of inestimable value in this undertaking.

The next morning, following our delightful half day spent in the study of trees and forests, we took a ride around Brussels. A boulevard, well planted, extends around the city. A large and apparently very useful part is in the foreground of the King's mansion, which is an attractive building in good proportions.

We spent some time about the Palace of Justice, which is talked about as one of the great world structures. I confess to a feeling of keen disappointment in the building. It looks as if it was in a slow process of disintegration and there are indications of defects in its architecture. It is said that the designer committed suicide within the building because of his great disappointment in the dictation of royalty in connection with his plans and which he felt would result in a stupendous architectural blunder.

Brussels strikes the average American as a well managed city and its appointments well arranged.

We enjoyed the railway ride to Ostend and had a most attractive traveling companion in a member of an architectural firm which designs many of the Cunarders. He was returning from a professional visit to buildings on the continent designed by his firm.

Our stay in Ostend was brief and the trip across the channel was uneventful. The sea was smooth and the day a perfect one for sea travel.

We landed at Dover about 7 p. m. and traveled in a luxurious train to London. It seemed good again to be able to converse with any chance companion in our own language and the beauty of rural England once more made a deep impression upon us. For an hour after leaving Dover we seemed to be traversing orchards of all sizes and ages, and apparently in good health and under good care, although not under clean cultivation like our orchards in the best fruit

growing sections. The land is not so intensively cropped as in France, but the trees and small areas of woodland scattered over the landscape gave a finish to the country that captivated us.

An incident of this short railroad trip strikes me as worth mentioning. After having enjoyed the rugged scenery of the Alps and the seductive play of sunlight on the snow and ice of the mountain tops, it was a surprise to be greeted in "Merrie England" by the most gorgeous sunset any of our party had ever witnessed. As our train was speeding along, we were for a few moments enveloped in a shower and then there burst upon us a lake in the sky and the sun in all its glory shown forth through a rift of the clouds a golden lining to the billowy

vapor that assumed the outlines of mountains in the sky. Then we looked behind us and beheld a marvel in the sky of a double rainbow, completely hiding the dark background of the Eastern heavens. The delight was prolonged by an after glow of effulgence that was rapturous in its tinting and touching. Here and there the reliefs of ground climbed to the tops of the trees and quietly disappeared as a beautiful memory. We felt that we had been greatly honored in this gorgeous exhibit as we entered a domain replete with historic interest and with whose inhabitants we felt a kinship that warmed the cockles of our hearts. Charles W. Garfield.

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

#### Planning For the Annual Convention at Lansing.

Lansing, Aug. 29—We have received through L. M. Schroder, Chairman of the Committee on Nominations, the list of names for officers to be voted on at the convention which will be held in Lansing on Wednesday and Thursday, Sept. 13 and 14. The list of nominations is as follows:

For President and First and Second Vice-Presidents:

W. B. Field, L. H. Field Co., Jackson.

G. R. Jackson, Smith Bridgman Co., Flint.

W. O. Jones, J. R. Jones Sons & Co., Kalamazoo.

D. Mithlethaler, The Mithlethaler Co., Harbor Beach.

F. E. Mills, Mills Dry Goods Co., Lansing.

Otto Sachse, Chase Mercantile Co., Pontiac.

J. B. Sperry, J. B. Sperry & Co., Port Huron.

J. C. Toeller, Toeller's, Battle Creek.

H. G. Wesener, Wm. Barie D. G. Co., Saginaw.

Each member present is entitled to vote for three candidates. The candidate receiving the highest number of votes is elected President; the next highest, First Vice-President and the next highest, Second Vice-President.

For Secretary-Treasurer (Vote for One):

Fred Cutler, Quality Store, Ionia.

Leon Rosacrans, Fred Rosacrans & Sons, Tecumseh.

M. Rosenthal, Rosenthal Co., Flint.

For Director (Vote for One):

Geo. A. Drach, Adam Drach Co., Ludington.

J. T. Milliken, J. W. Milliken, Inc., Traverse City.

F. J. Zielinski, F. J. Zielinski & Co., Manistee.

For Director (Vote for One):

Fred Carpenter, Carpenter's Style Shop, Calumet.

Ben Seaman, A. Sackim Co., Iron Mountain.

E. F. Stark, Oscar Sundstrom Estate, Newberry.

For Director (Vote for One):

Fred H. Nissly, F. H. Nissly Co., Ypsilanti.

D. W. Robinson, D. W. Robinson Co., Alma.

Chas. L. Young, C. L. Young & Co., Benton Harbor.

We are delighted to state that the plans for the convention program are progressing in a very satisfactory manner. We give below the names and addresses of the persons who have accepted, with their topics:

1. Rev. C. Jeffares McCombe, Lansing. Topic, Toastmaster at Banquet.

2. Mrs. M. B. Campbell, Gilmore Brothers, Kalamazoo. Topic, Building Business in Infants and Children's Wear.

3. John W. Gorby, Director of Research, Cyclone Fence Co., Waukegan, Ill. Topic, Promoting the Middle West Market.

4. Tom N. Witten, Witten Hardware Co., Trenton, Missouri. Topic, A Merchant's Duty to the Public.

5. Alexander Karr, Fargo, North

Dakota, Manager Federated Community Association. Topic, Community Spirit.

6. David Friday, East Lansing, President Michigan Agricultural College. Topic, The Prices of the Future.

7. Experience meeting and smoker. President J. W. Knapp presiding.

8. Austin H. Fitz, Babson's Statistical Organization, Wellesley Hills, Boston, Mass. Topic, Program for Preventing Panics.

9. Charles MacDonald, Lamson Company, Boston. Formerly Assistant Comptroller at R. H. Macy's and later Comptroller at Lindell Dry Goods Co., of St. Louis, Missouri. Topic, Department Store System and Accounting as Applied to Smaller Stores.

These speakers are known to many of our members and we feel certain that we have succeeded in enlisting a very high class of talent. The arrangement of these speakers on the program will be different when the program has been completed. Invitations have been sent to other prominent and popular speakers, but we do not wish to announce them until their acceptances have been received.

We are also glad to announce that the various clubs of Lansing, such as the Rotary, Kiwanis, Exchange, Lions, as well as the Lansing Chamber of Commerce and the Retail Merchants Bureau, have united their organizations to render substantial service to our members during the time of the convention. It is expected that these clubs will join with us for the Banquet Program the evening of Sept. 14. Another convention bulletin will be issued soon. Jason E. Hammond, Mgr. Mich. Retail Dry Goods Ass'n.

#### Situation in Woolens and Clothing.

Little change in the wool situation, either here or abroad, is shown from week to week. In Australia the shearers are having a little strike which is delaying the clip. It promises to be short-lived. Not very much wool is changing hands in this country, buyers and sellers often failing to agree on prices. Reports to the Census Bureau from woolen plants show a decreased activity in manufacturing establishments, except as to narrow looms. Of the spindles 32 per cent. of those on worsteds and 16.3 per cent. of those on woolens are reported as idle. In the goods market, more of the American Woolen Company's offerings for Spring were withdrawn during the last week, while openings of a number of the smaller concerns were announced. Clothing manufacturers have about completed their initial purchases and will reorder as occasion calls for it. The convention and show of the retail clothiers in this city next month will probably be taken advantage of by the manufacturers to show their Spring lines. The occasion will be unique and informative to all branches of the trade, and will especially give opportunity to the local clothing manufacturers to show the advantage they possess in supplying

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If you have not covered your requirements for the immediate future we suggest that you see our salesmen or come and see us.

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WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.



the grades which the great bulk of the people call for. Mills supplying goods for women's wear are not yet ready with their offerings in great measure, though some have been shown to the cutters. Fall buying in women's ready-to-wear has recently fallen off somewhat.

### Millinery For Fall.

Sweepingly cavalier and graceful are many of the new Fall hats for dress wear by women, according to the bulletin of the Retail Millinery Association of America. The entire demand is said to be centered around the "dressy" type of hat designed for wear with the formal costume that has come back with the passing of the flapper vogue.

"Black, of course, predominates in hatters' plush, Lyons and panne velvet, and in the new chiffon velvets that Paris so highly esteems," the bulletin continues. "A pencil edge flange on a slightly longer right-side shape carries its black hatters' plush most smartly when trimmed with a series of five half-bow ribbon loops on the right side. This wide moire ribbon trimming is said to be taking extremely well for the smart walking hat. Brown chiffon velvet is used to make three series of corded and shirred rolls, one on top of the other, that are placed, coronet fashion, on a visor-brimmed turban. The cords narrow toward the back. Only two pointed paddle pins, on the Egyptian order, are used to trim this shape.

"High and shooting bows of pasted black peacock feathers characterize many flaring shapes of good size, in which black Lyons velvet is used to face panne. Many back trims of pasted glycerined ostrich and burnt peacock make graceful sweeps across a shortened back line also. The new cashmere ostrich, a succession of tiny tips clipped evenly in all the blended Paisley shades, is another trimming vagary shown on hats for women who care. In these chapeaux tricornees are favored most, with both the Venetian and Persian influences visible. On the tricornees lace veils predominate as trimmings while, on mushroom effects of black satin, silver lace drapes produce charming effects. On both types of hats, however, many smart bow trims are seen.

"In the color range maple sugar and toast are the approved brown shades and are much in demand. Embroidery is said to be progressing nicely, and the opinion is expressed that it will be a leading shade for wear with Fall coats."

Don't let it be said that the distance between your ears is only a "block."

### 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.

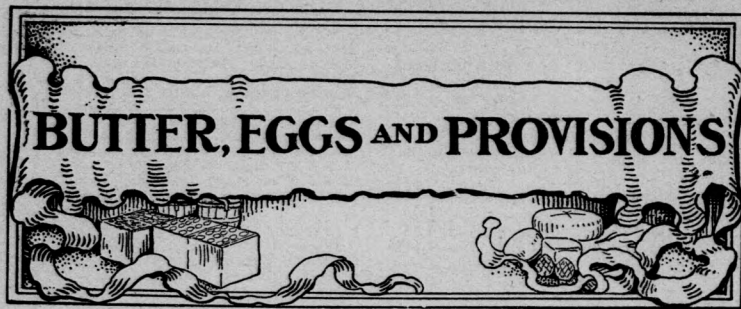
## PRICES CURRENT ON STAPLE DRY GOODS.

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

Bleached Muslins.		Outings and Cantons.		Wool Goods.	
Auto	16 1/2	Cashmere Twill	15	36 in. Hamilton, All	
Fruit of the Loom	17 1/2	27 in. Unble. Canton	14	Wool Storm Serge	57 1/2
Bravo	14 1/2	100 Flannelette	13 1/2	No. 75, 44 in. Storm	
Cabot	14 1/2	1931 Outing Lights	14	Serge	92 1/2
44 in. Indian Hd. S.F.	26	Appledown Shaker	16	No. 4040, 50 in. Storm	
Big Injun	13 1/2	24 in. White Shaker	11 1/2	Serge	1 10
Lonsdale	16	26 in. White Shaker	12 1/2	40 in. Julliards Pla.	1.15
Hope	13 1/2	Daisy Cloth	14 1/2	50 in. Julliards Pla.	1.67 1/2
36 in. Indian Head	20	1931 Dark Outings	15 1/2	5120, 50 in. French	
33 in. Indian Head	18 1/2			Serge	1 50
54 in. Ind. Head L. F.	32 1/2			K S, 36 in. Storm	42 1/2
Unbleached Muslins.		Draperies and Cretonnes.		Serge	
Plaza	09 1/2	Hamilton Twill	14 1/2	2215, 50 in. Storm	1 22 1/2
96A 36 in.	13 1/2	Dresden Fy. Drapery	17 1/2	56 in. All Wool	2 00
Giant	13 1/2	Tudor F'cy Drapery	19	Coating	2 00
40 in. Exposition	13 1/2	Nu Drape	32	D R N Tricotine	1 65
40 in. 96A shorts	13 1/2	Westmoreland Creto.	16	Carpet Warp.	
Pillow Tubing.		Fancy Silkoline	16 1/2	Peerless, White	42
42 in. Seneca	30	Stratford Cretonne	16 1/2	Peerless, Colors	48
45 in. Seneca	33 1/2	3544 D. B. Scrim	13 1/2	Diaper Cloth.	
42 in. Pepperell	30	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 Marquise	19 1/2	22 in.	1 35
42 in. Indian Head	20	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	37 1/2	Linings and Cambrics.		Notions.	
45 in. Pequot	37 1/2	Tico D Satine	30	718 Sat Pad Garter	2 00
40 in. Quinebaug	30	No. 40 Blk. Satine	18 1/2	Rubber Fly Swatters	90
Denims, Drills and Ticks.		No. 1 White Satine	14 1/2	Roberts Needles	2 50
220 Blue Denim	20	No. 50 Percaline	16 1/2	Stork Needles	1 00
240 Blue Denim	18 1/2	DD Black Satine	25	Steel Pins, S. C.	300 42 1/2
260 Blue Denim	17 1/2	Satin Finished Satine	42 1/2	Steel Pins, M. C.	300 45
Steifels 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	52 1/2	Brass Pins, M. C.	300 80
Armour, ACA Tick.	27 1/2	Windsor Cambric	10	Coats Thread	
8 oz. ACA Tick	25	Parkwood Wash Sat.	57 1/2	Clarks Mile-End Td.	59
Cordis, ACA Tick	25	Meritas Oil Cloth.		J. J. Clarks Thread	56
Warren Fancy Tick	35	5-4 White	3.35	Gainsborough Hairnets	1 00
Thorndyke Fy. Sat.	37 1/2	5-4 Mossals	3.25	D. Mesh	1 00
Amoskeag, ACA	27 1/2	5-4 Blue Figure	3.35	Gainsborough Hairnets	80
Cambrics and Longcloths.		5-4 White	4.50	S. Mesh	80
Berkley, 60 Cambric	20	6-4 White	4.35	R. M. C. Crochet Cot.	
Berkley, 60 Nainsook	20	6-4 Fancy	4.25	B-4 Clarks Crochet C.	90
Berkley, 100 Nainsk's	25	5-4 Sanitas	3.35	Silkine Crochet Cotton	90
Old Glory, 60 Camb.	18	All oil cloth sold net cash,	no discount.	Sansilk Crochet Cot.	55
Old Glory, 60 Nain.	18	Flags.		Dexters' Knitting	
Diamond Hill, Nain.	16	16x24 in. Spearheads	1 32 1/2	Cotton, White	1 50
Diamond Hill, Camb.	16	18x30 in. Spearheads	1 90	Dexters' Knitting	
77 Longcloth	12 1/2	24x36 in. Spearheads	2 95	Cotton, Blk., col'd.	1 75
81 Longcloth	16	3x5 ft. Reliance Prt.		Allies' Yarn, bundle	6 50
84 Longcloth	17 1/2	4x6 ft. Reliance Prt.	1 25	Fleishers Knitted	
7001 Longcloth	15	5x8 ft. Reliance Prt.	1 90	Worsted, skeins	2 30
7002 Longcloth	16 1/2	6x1 ft. Reliance Prt.	2 90	Fleishers Spanish	2 60
7003 Longcloth	19 1/2	8x12 ft. Reliance Prt.	4 25	Worsted, balls	2 60
7004 Longcloth	24 1/2	4x6 ft. Defiance Swd.	2 00	Fleishers Germantown	3 70
Ginghams.		5x8 ft. Defiance Swd.	2 75	Zephyr, balls	3 70
Seminol Dress Ginghams, solid colors	15	8x12 ft. Defiance Swd.	5 20	Fleishers Saxony, ba.	3 70
A. F. C.	17	10x15 ft. Defiance Swd.	8 00	Fleishers Knitted	
Toile du Nord	18 1/2	6x9 ft. Sterling Wool	7 50	Worsted, balls	2 60
Red Rose	16 1/2	8x12 ft. Sterling Wool	11 50	Fleishers Scotch &	
Dan River	16 1/2	No. 7 Muslin Flags		Heather, balls	2 90
Everett Classics	15	7x20	7 20	Ironweave Handkfs.	
Amoskeag Staples	12 1/2	Sheets and Pillow Cases.		Rit Dye Soap	80
Haynes Staples	12 1/2	63x90 Pequot Blea.	13 75	Wolverine Dmash Cap	80
Lowe Chevets, 32 in.	15	63x99 Pequot Blea.	15 04	Infants Hosiery.	
Bates, 32 in.	22 1/2	72x90 Pequot Blea.	15 25	Cashmere, Silk Heel and Toe,	
Treffan, 32 in.	25	72x90 Pequot Blea.	16 69	60 per cent. Wool	4 12 1/2
B. M. C. Seersucker	17 1/2	81x90 Pequot Blea.	16 75	Infants' Cotton Hose 1x1 Rib	1 00
Kalburnie, 32 in.	19	81x90 Standard	13 50	Infants' Mercerized 1x1 Rib	2 50
Jaquelin, 32 in.	32 1/2	42x38 1/2 Ulica Cases.	3 75	Infants' Fibre and Wool Hose	6 50
Gilbrae, 32 in.	37 1/2	42x36 Pequot Plain	3 96	Boys', Misses and Ladies' Hosiery.	
32 in. Tissue	42 1/2	45x36 Pequot Plain	4 20	Boys' Bearskin No. 1, 1X1 Rib Hose	
Manville Chambray	16 1/2	42x36 Pequot S. S.	4 96	2.10-8 Rise & fall	07 1/2
Red Seal Zephyr	18 1/2	45x36 Pequot S. S.	5 20	Boys' 2x1 Cotton Ribbed Hose	
Prints and Percales.		42x36 Meadowbrook	2 50	\$2.25 on 8 R. 10c, F. 5c	
Columbia, Lights	13 1/2	42x36 Lenox	2 75	Boys' 3 lbs. on 9, extra clean yarn	
Columbia, Darks	15	42x36 Standard	3 00	on 8 (R10F5)	2 25
Am. Prints, Greys	10	Hosiery—Men's.		Misses 1x1 Cotton Ribbed Hose	
Am. Prints, Indigo	10 1/2	Men's Cotton Hose, Engineer &		\$1.35 on 7 R. & F. 5c	
Manchester 80x80 Lt.	18 1/2	Fireman, Black & Brown, doz.	1 40	Misses 360 needle combed hose,	
Manchester 80x80 Dk.	19 1/2	Men's 176 Needle Cotton Cut Toe	1 25	bx'd. 1 doz. \$2.25 on 7 rise 10 fall	05
Scout, 64x60, Lights	12 1/2	Men's 200 needle full combed yarn		Ladies' 220 needle combed yarn	
Scout, 64x60, Darks	14 1/2	hose	1 85	hose, seamed back	2 50
Shirtings	09	Men's 220 needle full merc. hose	2 85	Ladies' 220 needle merc. hose with	
Reds	11	Men's 240 needle fiber silk hose	4 50	440 needle rib. top fashion seam	
Childs' Waists.		Men's pure silk hose	6 00	in back	5 25
"Cub" Knit Waist	2 50	Nelson's Rockford socks, bdlis.	1 30	Ladies' fleeced hose, hem top	2 25
"Bear" Knit Waist	2 75	Nelson's Rockford socks, bdlis.	1 45	Ladies' fleeced hose, rib. top	3 00
"R & J" Muslin Waist \$2 25, \$3 50 4 50		Nelson's Rockford socks, bdlis.	1 55	Ladies' fleeced hose, rib. top	3 25
Ladies' Knit Summer Vests.		Bathing Suits for Spring Delivery.		Children's Dresses.	
1x1 Rib Gauze Vest, Bodice Top,		Men's all pure worsted, plain	25 50	Middy Blouses, red, green, or navy	
V nk., Band top ect. reg. szs. 36-38	2 00	Men's all pure worsted with chest	27 00	wool flannel, each	4 00
extra sizes 40-42-44	2 25	stripes	32 00	Serge middy blouses, each	3 50
Mercerized 1x1 and 2x1 rib vests,		Ladies' all pure worsted, plain	25 00	Volle waists, doz.	9 00 to 15 00
Asst. Styles, reg. sizes 36x38	4 50	Ladies' all pure worsted striped and	27 00 up	Georgette waists, each	4 00
extra sizes 40-42-44	5 00	Caps and Umbrellas.		Creme De Chine waists, each	3 25
Ladies' Knit Summer Union Suits.		Black sateen shop cap, doz.	1 00	Tricollette waists, each	3 25
12 Cut Double Carded, Asst. Style,		Dress caps, men's, doz.	7 50 to 19 50	Bungalow percale aprons, dz.	7 50 to 9 50
extra sizes 40-42-44	4 75	Dress caps, boys', doz.	7 25 to 10 25	Bungalow Gingham aprons, doz.	13 50
14 Cut Combed Yarn, Asst. Style,		Men's & Ladies' Umbrellas 10 50 to 48 00		Gingham house dresses, dz.	18 50 to 48 00
Regular Sizes 36-38	6 50	Men's "Scotch Tweed" Caps, Silk		Best sateen petticoats, doz.	9 00 to 18 50
Extra Sizes, 40-44	7 00	Lined, Plated Backs, One Piece		Pettibockers, doz.	8 50
14 Cut Mercerized Lisle, Asst. Styles,		Tops, Extra Quality	16 50	Bandeaux, doz.	2 25 to 12 00
Regular Sizes	7 50	Men's, Boys' and Ladies' Straw		Brassiers, doz.	3 25 to 18 50
Extra Sizes	8 00	Hats, "Peanuts"	2 00	Silk and cot. Env. Chem, dz.	6 00 to 19 50

Athletic Underwear For Spring.		Men's and Boys' Cotton Underwear for Spring.	
B.V.D.'s, No. 01, Men's union suits	12 62 1/2	Men's Egypt Balbriggan Shirts	4 50
Seal Pax, No. 10, union suits	10 50	Men's Egypt Balbriggan Union	7 50
Men's 72x80 Nainsooks, may be		Men's Egypt Ribbed Union Suits	8 00
had at	7 25 to 9 00	Lawrence Balbriggan Shirts and	7 50
Men's Solsettes, highly mercerized		Drawers	8 50
at	13 50	Men's Cotton Ribbed Union	8 50
Men's No. 150 "Hallmark" 72x80		Suits, Egyptian	12 00
Nainsook	9 75	Men's Combed Yarn Cotton Union	12 00
Men's 64x60 Nainsooks	6 50	Boys' Balbriggan Union Suits,	4 50
Men's 84 Square Nainsooks	9 00	Egypt	
Men's Fancy Nainsooks	9 00	Men's Dress Furnishings.	
Wide and Medium Stripes.		Slidewell collars, linen or soft	1 60
B. V. D. Shirts and Drawers,		Neckwear 2 10, 3 75, 4 50, 6 00, 7 50	9 00
Shirts	6 87 1/2	Flannel night shirts	10 50
Drawers	7 25	Dress pants	22 50 to 48 00
B. V. D. Athletic Style No. U-101	12 62 1/2	Mufflers	12 00 to 19 50
U-D Youth's B. V. D.	8 50	Dress shirts	8 00 to 48 00
Boys' "Hanes" No. 756, 72x80,		Launders stiff cuff shirts, 80 sq.	16 50
Nainsook Union Suits	7 25	percale	
Boys' "Hanes" No. 856, 72x80,		President and Shirley suspenders	4 50
Union Suits	6 25	Men's "Lining" Collars, per box	34 1/2
Boys' 64x60 Union Suits	5 00	Men's "Challenge" cleanable, doz.	2 75
Boys' 72x80 Union Suits	6 25	Men's Wash Ties	\$1 35, \$2 00 2 75
LBSL Girls "Sealpax" pin ch'k N'sk.	8 50	Men's Muslin Night Shirt, doz.	9 00
LBBI-Boys "Sealpax" pin ch'k N'sk.	8 50	Men's Muslin Pajamas, per doz.	16 50
Men's Work Furnishings.		Boys' Furnishings.	
No. 220 overalls or jackets	13 50	Knickerbockers	6 00 to 15 00
No. 240 overalls or jackets	12 00	Mackinaws	4 25 to 8 50
No. 260 overalls or jackets	10 50	Overalls, Brownies, etc.	6 50 to 9 00
Stiefel rope stripe, Wabash stripe		Youths' Wabash stripe overall	10 25
Club or Spade overall or jacket,		Coverall	12 00 to 16 50
percale, triple stitched	13 50	68x72 dress shirts	8 50
Coverall khaki, heavy drill	27 00	"Honor Bright" Stifels Wabash	
Cottonade pants	13 50 to 21 00	Stripe Romper, Red Trim	7 50
Black sateen work shirts	9 00	"Honor Bright" Khaki Romper,	8 00
Nugget blue chambray work shirts	8 00	Red Trim	7 50
Golden Rule work shirts	7 50	"Honor Bright" Plain Blue Romper,	
Piece dyed work shirts	6 75	Red Trim	7 50
Best Quality work shirts	9 00 to 16 50	Play and Wash Suits	\$11 00 to 24 00
Work suspenders	2 25 to 7 50	Boys' Suspenders, Fish Back,	
Shirley Police or X Back work Suits	4 50	Flat Ends	1 42 1/2
Caps and Umbrellas.		Youths' Suspenders, 28 in. Cross-	
Black sateen shop cap, doz.	1 00	backs, Lea. Ends	2 25
Dress caps, men's, doz.	7 50 to 19 50	Ladies' Furnishings.	
Dress caps, boys', doz.	7 25 to 10 25	Middy Blouses, red, green, or navy	
Men's & Ladies' Umbrellas 10 50 to 48 00		wool flannel, each	4 00
Men's "Scotch Tweed" Caps, Silk		Serge middy blouses, each	3 50
Lined, Plated Backs, One Piece		Volle waists, doz.	9 00 to 15 00
Tops, Extra Quality	16 50	Georgette waists, each	4 00
Men's, Boys' and Ladies' Straw		Creme De Chine waists, each	3 25
Hats, "Peanuts"	2 00	Tricollette waists, each	3 25
Children's Dresses.		Bungalow percale aprons, dz.	7 50 to 9 50
Children's Gingham Dresses 9 00 to 22 50		Bungalow Gingham aprons, doz.	13 50





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

#### Armour-Wilson Merger Up Again.

Although the merger of Armour & Co. with Wilson & Co. was planned early in April and then abandoned, it is now the subject of serious negotiations. It has reached the stage where lawyers and accountants are called into conference.

Nothing has been concluded. No principal in the deal can truthfully predict whether anything will come of it. The obstacles are so numerous and so great that they have hope, but not confidence of success. The fact that they deserve success and the public is entitled to the economies which such a merger would effect may or may not have any bearing on a final disposition of the matter.

Industry offers few examples of economic waste comparable to that caused by duplication of plant and equipment on the part of the meat packers. Throughout the country, Swift, Armour, Wilson and Morris maintain branch houses alongside of or across the street from each other. Cudahy adds something to the confusion. All the operations of one packing plant are duplicated in that of another in the adjoining yard. Refrigerator lines parallel each other to reach every hamlet in the country.

Millions of dollars are wasted in this manner annually. The operating head of one concern hazards the guess that his own company duplicates unnecessarily the operations of other packers to the extent of \$25,000,000 annually. These millions would be saved to cattlemen, consumers and packing house stockholders if properly regulated combinations were permitted to the fullest extent consistent with public policy.

The Armour-Wilson deal must have the consent of the courts which entered the famous consent decree curbing the activities of the packers and enjoining them against anything that smelled like combination. It must be accepted by the Secretary of Agriculture, who is empowered by the packers' act to exercise broad powers of supervision and prevent combination, and it must be passed by the Department of Justice as not in conflict with the Sherman and Clayton acts.

These hurdles may be too high for the present. Time will level them, however. This is coming to be an age of combination. It is developing, however, quite differently from that period of monopoly building which marked

the erection of the United States Steel Corporation, gave Teddy Roosevelt an arena in which to swing the big stick and the Taft administration its business-baiting opportunity.

Public sentiment will impel these combinations and they will be subject to public regulation. This is indicated by the amazing change in public sentiment toward the railroads and the utilities. The American consumer knows to-day that there is efficiency in combination, even in monopoly. He believes that capital invested in industry is as rightfully entitled to an adequate return as workers are to a decent wage. He realizes that business men know purchasing power comes from the masses and high wages spell prosperity.

The United States Steel Corporation has been attacked and cursed by the uplifter as have few business organizations, yet the masses are coming to know what was understood years ago by students; that the corporation, despite any chicanery that may have attended its organization and early operations, has proved one of the most powerful factors for good in our whole industrial structure. It prevented the widest flights of steel prices when profiteering was easy and tempting and checked demoralization when deflation was at its worst.

If there were but two great packing companies in the country instead of five (some day there will be but one) cattlemen would bank more dollars every year, consumers would pay less for meat products, packers would have less grief and more profits and the industry could be stabilized far beyond anything possible at present.

Packing is not the only industry that will congeal into great groups under this influence. Public ownership has failed. Public regulation has been a signal success despite the demagogues that controlled many regulating commissions before the public will was registered. The American people waste enough every year to sustain them. This waste will dwindle until there is real efficiency in business.

#### Grief For a Bad Check Artist.

Bay City, Aug. 29.—This is to advise you that we have arrested the bad check artist who has been working the State under the names of Richard Saunders, Richard Simpson and Richard Sanders. He cashed four checks in Bay City yesterday, and one with us at 5:30 just as we were closing. It was not many minutes after we had cashed the check that we knew he was a crook and we got busy and had him arrested in Saginaw this morning. We are going to see that this fellow gets the limit, and we do not think he will bother Michigan merchants again.

H. G. Wendland.

## PIOWATY METHODS INSURES PLEASURE AND PROFIT TO YOUR FRUIT AND VEGETABLE DEPT.



M. PIOWATY & SONS, of Michigan

### MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

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

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MAKES  
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Insist Upon  
*Tea Table*  
 FLOUR

IDEAL  
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STANDS FOR QUALITY  
 IN DAIRY PRODUCTS



Better  
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Better  
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The Repeat Sales makes it profitable for "Grocers" to handle these lines.

**KENT STORAGE COMPANY**  
 GRAND RAPIDS - BATTLE CREEK  
 Wholesale Distributors

Order a bunch of **GOLDEN KING BANANAS** of  
**ABE SCHEFMAN & CO.**  
**Wholesale Fruits and Vegetables**  
 22-24-26 Ottawa Ave. Grand Rapids, Mich.  
 WHEN YOU THINK OF FRUIT—THINK OF ABE.

WHEN you want to change your equipment let us plan your wants. We can do so in both rebuilt and new Store and Office Fixtures.

**Grand Rapids Store Fixture Co.**

7 Ionia Ave. N. W.

Grand Rapids, Michigan



### Should Seek the Man.

Grandville, Aug. 29—In the old days it was said that the office should seek the man and not the man the office. I have said this was in the old days; well, it was a long time ago at any rate; so long, in fact, that most people have no memory of the time.

This scramble for office is certainly sickening. I sometimes wonder if it is possible for a man worthy of public trust to go out and make a scramble for official position. From town clerk to President and the hustle is on, and the idea of the office seeking the man has long been an unknown quantity.

Now that we have the primary method of nominating men for office, why may not the people themselves take hold of this matter and choose from among their number a man who will represent them in an honest and conscientious manner? It is an idea worth considering, is it not?

In our own county there are a dozen men striving to become sheriff. How many of them are fully competent for the place? Hard to tell, since few of the contestants are known to the people. The one who circulates the most pictures and makes the loudest holler is very apt to pull down the prize.

And in this way our offices are filled.

As we go on up the line we find four men contesting for the senatorial toga. It is a fine job, all right, and when once secured is apt to be held for several successive terms.

What is the prospect for getting a genuine statesman for senator? Not encouraging when one reads the various mouthings of the four candidates in question. One would be led to believe that not one of the contending candidates is fit for the job, let them tell it themselves. If half that is said about one another is true it would be far better to bunch the whole pack and drop them into the sewer and pick a man for the high office of United States senator from among the common people.

In casting an eye over the field there is little to encourage the patriotic voter in going to the polls this primary year. Better, perhaps, take to the woods and forget all about it.

Politics is a queer mess, and yet we must have it else the country would go to rack and ruin.

The office should seek the man. In such manner only can we expect to fill official positions with the right sort of timber. No man with a spark of self respect will get out on the hustings and shout for himself. It is indecent, as the old lady said about her brother John sparking the widow of his neighbor who had but recently died.

Personally there may be little to choose between the four candidates now running for United States senator, but since we must choose or go without representation in the upper house of Congress it would probably be as well to close our eyes when we enter the booth and mark our ballot without seeing. Then there is the oft times resort to voting for the least of two or more evils, which will certainly have to be done this year if never before.

There live in every community men of caliber, men of unshakable integrity who would no more think of demeaning themselves by rushing into the market place, shouting themselves hoarse in praise of their own capabilities for official position, than they would think of robbing a bank.

We pass by such citizens and take up with the blatherskites who get themselves before the public in an offensive and disgusting manner. The primary by way of reforming corrupt politics, was intended to do away with these methods of self advertisement and get down to brass tacks by selecting the most capable men for official position. Has it done this? Not necessary to answer the question, since everybody knows that the remedy has proved worse than the disease, and the political conditions are two to one worse to-day than they were under the old convention rule.

What, then, is the remedy?

For one thing, more interest in politics. There is nothing evil about political activity of the right sort, no more than there is in preaching the gospel in our churches. There are honest politicians (do you believe that?) as well as slippery sinners, and these are the ones who ought to be considered when we, the people come to make up our tickets at the primaries.

Mentioning the four candidates for senator, would it not be a grand and wholesome surprise if the electorate could put their heads together and nominate a man entirely outside that quartet of self advertisers? There certainly are as good fish in the sea as has ever been caught, and one of these is badly needed just now to line up our countrymen for an honest as well as a capable man for that high office.

If permissible by law it would be a grand thing for every voter to write in the name of his choice for the senatorial toga. Almost every voter knows of some man, either personally or by reputation, who is his ideal for the position of United States senator, and it should be his or her privilege to cast a ballot for that person. Naturally this would give the different election boards extra work in counting up, yet it would express the wishes of the people in a manner most emphatic and wholly in the interest of good government and honest expression of opinion.

I am not expecting such an innovation to take place all at once, yet the time will surely come when the office will seek the man and this year is a good time to begin trying it out.

Under present conditions most voters will either refrain from voting, else cast ballots for the least of four evils. You "pay your money and you take your choice."

Old Timer.

### Named.

The Chinaman could speak but little English and the Englishman could speak no Chinese; nevertheless, the dinner went off agreeably.

There was one dish that pleased the Englishman. It was a rich stew of onions, pork, mushrooms, and a dark, tender, well-flavored meat that tasted like duck.

The Englishman ate heartily of this stew. Then he closed his eyes, lifted his hands and shook his head with an air of ecstasy.

After this compliment to the dish, he said interrogatively: "Quack, quack?"

"No, no," said the Chinaman. "Bow-wow."

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

**Merchant Millers**

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants

**New Perfection Flour**

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks



"Yellow Kid" Bananas are a wholesome and delicious summer fruit that is inexpensive and very healthful.

"A pound of Bananas is better than a pound of meat."

**Vinkemulder Company**

Grand Rapids, Mich.

**M. J. DARK & SONS**

GRAND RAPIDS, MICH.

Receivers and Shippers of All

**Seasonable Fruits and Vegetables**

**OELERICH & BERRY CO.**



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



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



**Old Manse Syrup**

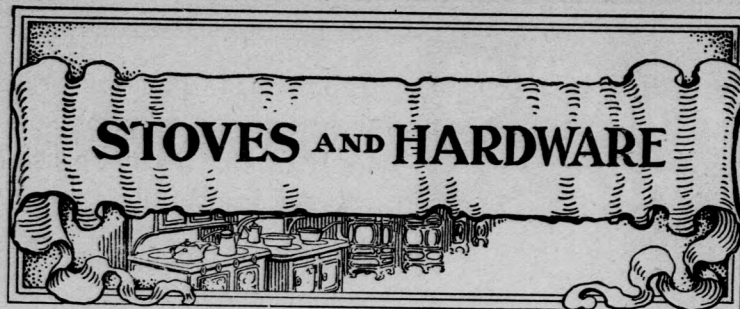
It always pays to  
**BUY THE BEST**

Distributed by  
**ALL MICHIGAN JOBBERS**

Packed by  
**OELERICH & BERRY CO.**

**CHICAGO, ILL.**





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

#### Experienced Dealer Tells of Stove Selling Methods.

Written for the Tradesman.

A city hardware dealer who has had considerable—and successful—experience in stove selling discussed with me the other day his methods. In part he said:

"In order to make the most of the stove business, the most important point is to see that you have high quality goods. The man who pays attention to this and goes after the business in the right way cannot help building up a good trade. When you handle a good stove—one that you know you can guarantee and back to the limit—it inspires confidence in your purchasers.

"Then, too, with a good line you can get a good price, and people, even in times like these, would sooner pay a little more for an article they know is good than buy one they are not sure about for a little less money.

"In these days of specialization, I believe in handling only one line of stoves. When I started in business in a country village a good many years ago, I handled one stove only and advertised it, and nothing else. The result was that where my predecessor used to sell five or ten stoves a year, I sold over 100 every year in the short time I was in business in the place. This can only be accounted for by the fact that I was handling only one line, but I pushed that line and went out after the business, whereas the man I bought out used to wait for it to come to him. I have always made a hobby of stoves, and intend to make them my life work.

"When I came to this city, I decided to handle only one line; and during the first year I was in business here I sold more stoves for the firm I represented than any of their other agents that had been in the game for many years. I look at it this way. When a man has three or four different makes on the floor and a customer comes in and says she likes a certain stove, the dealer is going to praise that stove to the skies. If, however, after hearing all the arguments in favor of this stove, the customer goes along and looks at another make and wants to know all about it, what is the dealer going to say? He has to show preference to either one or the other. By handling only one make—if it is a good one—

and advertising that make to the limit, your store becomes known to the people in your community as the place to get that certain stove.

"I have found this out, for in our large city most of my trade comes from districts far from where my store is located; in fact, I hardly do any business at all right in my immediate neighborhood, most of my orders coming from the outlying districts.

"A man must have absolute confidence in what he sells so that he will be able to instill that confidence into his customers. If you can convince the customer that you have implicit faith in the stove, the battle is practically won.

"In order to do this, a salesman must know all about the working parts of the stove. It does not do for him to stand there and say, 'Now, here is a good stove for \$80.' The customer wants to know why it is a good stove, and will not be convinced until shown.

"I believe in getting a good price for my stoves; and any stove dealer or hardware dealer can get his price if he will only stick out for it. A man who is afraid to ask a fair price is either lacking in confidence or is conducting his business along the wrong lines. Every one has more confidence in an article that sells for a good price, one that has a reputation behind it, than in one that is not so well known at a little less money.

"However, we always keep a couple of cheap stoves on the floor, but never push the sale of them until we have exhausted our efforts on the higher class stoves. It is a rule of the store that a salesman must always show the good goods first, and then if the customer says she cannot afford that much, she is shown the cheaper lines.

"With every new stove that leaves our store goes a positive guarantee that if the stove does not give satisfaction, money will be refunded. If a customer comes in and acknowledges that she does not know anything about some particular stove, we tell her she does not need to know anything, that we will put the stove in her house, show her how to work it, and if, after thirty days trial, it is not giving satisfaction, we will take the stove down again and refund her money. We would much rather have them send the stove back and refund their money than to have them keep the stove and tell their friends that it is a poor one. They cannot get away from a positive guarantee like that, and it creates confidence in our goods.

"In dealing with complaints, when a customer comes in and says a stove is not working right, we never try to

## 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



lead them to believe that the fault is not with the stove but with the person who operates it, but we let them leave the store under the impression that it may be the stove. Then we go and demonstrate that the stove can be made to work right if directions are followed, and leave them in a happy frame of mind. I know of some stove men who wait three or four days before investigating the complaint of a customer. This is bad business and causes ill feeling, or dissatisfaction.

"In my opinion, hardware and stoves do not go well together. By this I do not mean that the two cannot be sold under the one roof, but I think there should be one or more men devoting their time to stoves alone. We used to handle hardware along with stoves for the first few years we were in business. During the first year we cut out hardware and specialized in stoves we found our business increased \$20,000. In a small store, where the man who sells a pound of nails is supposed to sell a stove if the opportunity arrives, I do not think that the same forceful salesmanship can be brought out. Then, too, when you are carrying a general line of hardware, it may be that a man comes in for a package of tacks, while another may be waiting to purchase a stove. You have to neglect either one or the other, and while the sale of a stove is much preferred to selling a package of tacks, no dealer wants to offend any men. Therefore I say that, in order to produce best results, stoves should be made a department set apart by themselves.

"Another thing about displaying stoves right in with the hardware stock. I have been in many hardware stores which carry stoves, and in most of them I have found the tops and shelves of the ranges littered with kitchen utensils and other hardware articles. This not only detracts seriously from the effectiveness of the display, but also causes extra work in that when a customer comes to look over the range, all these articles have to be removed.

"We, of course, have to sell quite a few stoves on the credit plan but in the years we have been in business I don't think we have lost one half of one per cent. We use the lien note method considerably, but very seldom have to take stringent methods to bring back a stove. Our gas ranges, however, are nearly all sold on a cash basis. This, no doubt, is due to the fact that a better class of people purchase these goods.

"All our goods are marked at the cash price, and we have signs at intervals throughout the store stating this fact, but making it known that satisfactory terms can be arranged. From a person that asks credit we get a note, adding 10 per cent. to the cash price. We have tried both methods—that of marking up the price sufficiently high so as not to charge interest when credit is given, and having a low cash price and charging interest—and we have found that the latter method is the best. Supposing a dealer has a stove he sells for \$38 cash. A customer may come in, you don't know whether he will pay cash or want credit, and asks the price. If you take

it for granted that he wants credit and tell him the price is \$42, he will likely tell you he can get the stove down street for \$38 and go down there, only to find when he does that he will be charged interest. I find it is much better to have one price and explain to people asking credit our business methods.

"We never hold any special sales. A stove is not a thing that a woman will buy and take home for future use, like she will a waist, when she sees a very attractive price. No woman will purchase a stove unless she is badly in need of it. The purchase of a stove in almost every household is quite an event.

"Judicious advertising has gone a long way to build up the extensive business we are doing. During the busy season in the fall, we use large display space three times a week in the city dailies.

"We handle a great many second hand stoves. Very often when we sell a new stove, we are asked to take an old one in part payment. We are always willing to do this if the old one is in such shape that we can fix it up to look anywhere decent. The second hand goods are shown in our large basement, away from the new lines; but we never take a person down stairs to look these over until we are convinced that we cannot sell him a new stove. We have a large workroom at the back of our store where these old stoves are taken apart, cleaned and repaired and polished, until they are fit to be shown.

"Every man who handles stoves should have repairs on hand for any part of every stove he handles. A customer who wants some part right away is not pleased when you tell him you will have to send away for it and maybe not get it for three or five days. We have a separate room at the back of the store, in which are stored all the various parts required for the lines we sell. We can give a customer any piece in five or ten minutes."

Victor Lauriston.

#### America the Beautiful.

Duluth, Aug. 29—There is an anthem which is satisfying and which is used very generally throughout our land, though no claim has been made, as far as I know, for its rank as our National anthem. May I call your attention to "America the Beautiful"—written by Katherine Lee Bates, head of the Literature Department of Wellesley College? It seems to have been found just the song for varied large gatherings, and has been used in widely different sections of our country, from California to Massachusetts. It is satisfactory for present needs, up to date, noble and uplifting, with true ideals of "brotherhood."

Mrs. G. M. Grace Basford.

#### Automobile in the Bible.

Manistee, Aug. 29—What do you think of Nahum's description of motors? "The chariots shall rage in the streets, they shall jostle one against another in the broad ways; they shall seem like torches, they shall run like the lightning."—Nahum, 2d Chapter, 3-4 Verses.

Ruth Faure.

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

### Learn More—Earn More!

You want to start into a good position which will lead you steadily up the ladder of success.

FALL TERM SEPTEMBER 5



Michigan's most successful Business School for over a quarter century.

Why not get out of the rut? Write for our beautiful new catalog. It is free.

## MCCRAY REFRIGERATORS for ALL PURPOSES

Send for Catalogue

No. 95 for Residences  
No. 53 for Hotels, Clubs,  
Hospitals, Etc.  
No. 72 for Grocery Stores  
No. 64 for Meat Markets  
No. 75 for Florist Shops

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

## TAKING INVENTORY

Ask about our way

BARLOW BROS. Grand Rapids, Mich.

### 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

## Signs of the Times Are Electric Signs

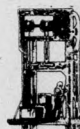
Progressive merchants and manufacturers now realize the value of Electric Advertising.

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

### THE POWER CO.

Bell M 797

Citizens 4261



### 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

## 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

The past week has seen a steady advance in wheat both in the option and in premiums. The better informed millers and grain men think that wheat will sell at a strong premium the coming year and that there is little likelihood of much decline. There are a few who believe that there will be further reductions when the heavy movement of wheat sets in next month.

We confess we do not know, but to your judgment we will add our co-operation, if you will let us figure with you, so that you may book your flour at the very lowest price at which quality flour can be bought.

It is our idea that we can win a share of your business if we furnish you the finest flour you can buy at a price that is thoroughly in line. We know we can make money for you if you will let us work with you, and we cordially invite you to wire us at our expense at any time for a quotation on Fanchon Red Star, the finest flour on the market.

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





### Gabby Gleanings From Grand Rapids.

Grand Rapids, Aug. 29—Unity. What means it to you? When you come to the meetings do you come with the one idea of how you can help your fellow man, or just to pass away the time? Does not the lecture on the "Ray of Hope" convey to your mind the one idea of Unity, how we as a Unit are helping the widows and orphans of our Brothers passed on? Do we stop to think that some day, we know not when, our widows may need the helpful hand of our brothers, not perhaps financially, but to let them know that United you are with them, ready to help and advise and aid them, when and where you can. This thought of Unity is beautiful; it is being demonstrated each and every day. "By ourselves we can do nothing," but aided by the omnipotent Father of all and united together, we can do all things. It behooves each and everyone of us to see to it that we bring into the fold at each meeting some other commercial traveler who, like you, believes in Unity, Charity and Temperance. These three words, small, but large with meaning, and words that we as U. C. T. must live up to.

G. W. Knapp & Sons have sold their grocery stock at Big Rapids to F. H. Sprague, of Orno.

Chris Peterson, formerly owner and proprietor of the City laundry, at Big Rapids, will open a store with men's ready-to-wear and will occupy living rooms on the second floor.

John Trim has purchased the meat market and milk station of Ben Miller, at Albion, after having been associated with the business for about three years.

Lewis & Pratt are installing machinery for a 50-barrel-a-day flour mill in connection with their feed mill at Albion.

Carl L. Mauer, the Cadillac druggist, was in the city one day last week. He recently returned from Germany, where he spent some time in visiting relatives. He says the German people are fifty years behind the times in every possible department of life. They read only German newspapers, which contain no news from any country except Germany. Because of this fact, the German people know no more about what is going on in America, England and France than they would if they were in the center of Darkest Africa. They naturally assume that Germany contains all there is worth knowing and worth having in this world. They all appear to want a kaiser—not the one who cowardly left the German people in the lurch at a critical period in the kaiser's war, but some one who can rule them with an iron hand and force them to work and act and think exactly as the kaiser directs. In other words, the German people are without any initiative whatever and feel that they must be led around like dumb, driven cattle or they cannot exist. This applies to the German people who live in the towns and country districts. Those who live in the cities may possess more initiative, but Mr. Mauer is firmly of this opinion that the German people will never be content until the monarchical system of government is restored in Germany.

Clarence J. Farley, President of the Grand Rapids Dry Goods Co., left

Monday for New York, where he will spend a week purchasing new goods for fall and winter trade.

F. L. Stevens, proprietor of the Stevens Hotel, at Fennville, is certainly one of the most generous men in the hotel profession. A representative of the Tradesman called on him last Saturday to congratulate him on the excellent reputation his hotel enjoys among the traveling public. "I am the wrong one to blame," replied the genial landlord, "anything good around this place is due to the efforts of my wife, who is boss of the dining room, the kitchen and the sleeping rooms. She runs her end better than I could, but I do my best to keep the offices and toilets decent." Very few landlords are so magnanimous as Mr. Stevens—especially when the wife is not within hearing distance.

Fennville is very busy these days assisting the farmers to market their fruit. This week is expected to be the big week for plums. The cannery started on peaches last Saturday.

One of the pleasing features of Fennville is the continued activities of J. E. Hutchinson, who has been the dominant character of the place for nearly forty years—first as merchant, then as banker, then as miller and now as cannery. Mr. Hutchinson is very fortunate in the selection and education of his sons who afford him yeoman service in his various enterprises.

F. J. Fessenden who conducts a most remarkable drug establishment at Charlevoix, has sold his drug stock at Central Lake to Zeno Schoolcraft, who has conducted a drug store at Bellaire for several years. Mr. Schoolcraft will conduct both the Bellaire and Central Lake stores hereafter.

The hope of the world is in keeping the spark of ambition alive and burning in every human being. When men cease to improve themselves and their conditions, society is in danger.

Meet obstacles—or meet failure.

If you fear changes, you're not filling your job one hundred per cent.

The highest form of salesmanship is nothing but service.

If Lincoln found time occasionally to smile, even in the midst of war, why should we go around with chronic grouches because of our petty inconveniences?

"Nobody is essential." But that's no reason why you shouldn't make yourself as essential as you can.

The fellow who feels above his job will always have others above him.

You cannot help the kind of brains you are born with, but you can help the kind you go through life with. And that is what counts.

Never let depression depress you, or you are done for.

Really big men love to lock arms with difficulties that would floor weaklings. They find joy in heroic effort.

The man who wins is he who holds on until he can hold on no longer—and then doesn't give up. Don't be impatient. The biggest jobs in America are nearly all held by men over 45, most of them over 50.

John A. Raymond, Lansing, who has been connected with the Standart Hardware Co., of Detroit, for the past twenty years in the capacity of traveling salesman, has recently been promoted to salesmanager, with headquarters in Detroit. He will assume

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

# RAMONA

THEATER

## Keith Big Time Vaudeville

Mats.  
3 p. m.  
Prices  
10c  
and 25c

Think of it! You can see seven acts of real Keith Big Time Vaudeville any matinee (except Sunday) for same price as a picture show.

Eves.  
8:30 p.m.  
Prices  
35c, 55c  
and 75c

## Plan to Picnic at Ramona

Our Beautiful Grove With Its Chairs and Tables Amid Shade Trees at Your Disposal

**NEW MERTENS FIRE PROOF**  
One half block East of the Union Station  
GRAND RAPIDS MICH

**Henry Smith FLORIST**  
139-141 Monroe St.  
Both Phones  
GRAND RAPIDS, MICH

**CODY HOTEL**  
GRAND RAPIDS  
RATES \$1.50 up without bath  
\$2.50 up with bath  
CAFETERIA IN CONNECTION

**CUSHMAN HOTEL**  
PETOSKEY, MICHIGAN  
The best is none too good for a tired Commercial Traveler.  
Try the CUSHMAN on your next trip and you will feel right at home.

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

## HANNAFORDS NEW CAFETERIA

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

For The Past 10 Years  
Prop. of Cody Hotel Cafeteria

## HOTEL WHITCOMB

St. Joseph, Mich.  
European Plan

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

Remodeled, refurbished and redecorated throughout.

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

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

J. T. TOWNSEND, Manager.

## PARK-AMERICAN HOTEL

Near G. R. & I. Depot

Kalamazoo

European Plan \$1.50 and Up

ERNEST McLEAN, Manager

## Beach's Restaurant

Four doors from Tradesman office

QUALITY THE BEST

## 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.



his new duties about Sept. 1, and will probably be settled in his new home by that time. Mr. Raymond is a Rotarian, a member of the U. C. T., Knights Templar, and is the present President of Lansing Shrine club.

To sway others, don't be easily swayed yourself. Have deep-rooted convictions.

No shipowner would appoint as skipper a man who hadn't encountered and buffeted many storms. Let this thought comfort and sustain you when sorely pressed.

Twenty years for education; forty years for perspiration; twenty years for recreation.

Henry J. Vinkemulder was so elated over the advent of his first grandchild—a son born to Blake Vinkemulder and wife—that he nearly forgot he was an impending millionaire through the discovery of oil on his Texas lands. He recovered his equilibrium later in the day long enough to exhibit a photograph of the second largest well in Texas which has "come in" within twelve miles of his lands.

Moses Dark & Sons were the successful bidders for the Piowaty warehouse at Martin. Their bid was \$5,500. It is asserted that the building, which is constructed of brick, is easily worth \$10,000, which means that the Dark house has made a ten strike in acquiring the property. It is excellently located to house onions raised on the Joseph Deal marshes East of Martin.

#### Hides and Pelts Continue Firm.

Country Hides—Continue firm but quiet. Heavy steers listed 13@15c asked; heavy cows and buffs, 13@14c asked, with tanners interested at the inside price; extreme weights, 15c bid and up to 16c asked; native bulls, 10@11c; glue hides, 7@7½c asked.

Calf and Kip—Quiet and unchanged. Packer calf listed 22@23c asked; first salt Chicago calfskins offered at last sale price of 21c; resalted lots of calf quiet and unchanged at 15@20c asked, depending on the quality, the latter for fresh lots of resalted cities.

Horse Hides—Steady. Some recent business in fair quality mixed lots at \$4.50. Some tanners willing to take on stock running well to renderer takeoff at this figure, with holders asking \$4.75@5, and up to \$5.50 asked for straight renderer stocks, with full heads and shanks, and of heavy average.

Dry Hides—Quiet. All weight flint dry stock available at 17c, delivered, with the usual reductions for the salted and damaged stocks.

Sheep Pelts—Firm. Best quality packer lambs last brought \$1.55, and shearlings 95c; dealer lots of current receipts listed from 50c@1.25 depending on the percentage of lambs and general quality of the lot in question.

#### The Tyranny of Style.

Detroit, Aug. 29—Could you through your paper help me to form a league of women whose aim is to free themselves from the tyranny of styles and whose motto would be "Beauty and comfort first and then style?" Why can't America have her own styles? Why should we wear our skirts so as to look awkward, or so long as to hamper our freedom? And why should any one censure us for having our hair short or long?

Gene W. Davis.

The chap who is always ready to quit at a quarter to twelve need not worry about his future. He has none.

#### Rapid Growth of Silver Fox Industry.

Greenville, Aug. 29—Silver fox farming bids fair to attain proportions equaling those of the live stock industry of Michigan, judging by the increasing number of farmers who are acquiring small "pens" of the animals. The silver fox is a money maker for the raiser who starts modestly, learns the business and then expands his holdings. Quick profit seekers who start with a big ranch and no knowledge of the business are headed for grief, however. Within the last several years, there have been many farmers and business men in Michigan that are devoting the most of their time to fostering the industry.

Despite the fact that silver fox pelts bring fancy prices in the fur markets, where they are considered rarities, comparatively few of the animals are slaughtered for this purpose. At the present time the industry is undergoing a process of stabilization. Most fox farmers raise them for breeding purposes. There are between 10,000 and 15,000 silver foxes in captivity in the United States.

Until recent years there were no fox farms in the United States. The Prince Edward Islanders had a monopoly on the industry, largely through the belief that the animals would only thrive in extremely cold climates. This fallacy has long ago been exploded by those in Michigan who went into the silver fox industry. The climatic conditions of Michigan have proven to be ideal in producing some of the finest pelts sent to the sales.

The fact that the industry is in its infancy is demonstrated by Claude C. Cole, who is one of the pioneer fox farmers and first to take up the business of fox farming in Michigan. Mr. Cole, now at the head of the Greenville Silver Black Fox Co., has not only built up a most profitable business, but has succeeded in interesting many farmers and business men by getting them started in this new industry.

Fox farming, while interesting, is apt to prove burdensome to the inexperienced breeder. Men who have raised families of a dozen children can duplicate their troubles by acquiring a like number of silver fox cubs. Most of the raisers' troubles come when the young are only a few weeks old. However, they require only minimum attention as they mature.

They generally breed in January or February and the young are born in fifty-one days. A nursery-like stillness must be maintained about the ranch during the season. Keepers must move about cautiously to avoid frightening them, as their sight, smell and hearing are intensified far beyond their natural keenness at that time. Only persons who have been in or near the pens for some time previously can approach the animals, and even these must always wear the same clothes when entering.

The whelps are blind for three weeks after birth. When four weeks old the mother carries them to a sunny spot and they learn to lap milk. At six weeks they shed their milk teeth and rapidly mature.

The silver black fox is an offshoot from the common red species. It has beautiful glossy raven blue black hair. It is tipped with silver over the forehead and the hips and has a silver tipped tail. The value of the animal varies according to the amount of silver on its pelt. A rancher will receive from \$300 to \$1,000 for pelts and registered, pedigreed breeding stock ranges in value from \$1,500 to \$2,500 per pair.

The natural habitat of the silver fox is in the Yukon territory and it was not until 1887 that it was domesticated for commercial purposes. George E. Dalton, of Tignish, P. E. I., and Robert T. Oulton, of Alberta, were the founders of the industry. They

first experimented with the red fox and by conducting a general correspondence with the fur trade and with the trappers they gathered information which aided them in crossing breeds.

Enterprising neighbors soon followed their lead and in 1891 the total pelt value was \$300,000 from the industry. Its growth was rapid and in 1911 and 1912 the demand for breeders could not be met. The prices paid for breeders during this time ranged from \$5,000 to \$35,000 per pair.

The United States Department of Agriculture has done much to foster the silver fox industry the last few years.

W. E. Zank.

#### How Fashions Are Followed.

The Associated Men's Neckwear Industries is conducting a country-wide survey of what the men on the streets of our principal cities are wearing around their necks. The main object is to determine the relative popularity of cut silk and knitted silk as material for neckties. The survey has been completed for New York, Philadelphia, Baltimore, and St. Louis, and shows that for all except the last-named city the cut-silk tie outnumbers its knitted rival in a ratio of approximately two to one. In St. Louis the survey showed 48 per cent. wearing cut silk, 43 per cent. knitted silk, and 9 per cent. "miscellaneous" neckwear. The term "miscellaneous" evidently includes anything from the washable cotton tie to the red bandanna handkerchief. The greater prevalence of the knitted tie in the West is attributed to the fact that fashions spread Westward, and the knitted tie, which was quite fashionable in the East two years ago, is now disappearing from this section, but has not yet served its full turn in the Mississippi Valley and beyond. Moreover, it was noted that in the Eastern towns the knitted tie was most frequently seen in the poorer sections, where fashion counts for very little and where the remaining stocks of knitted neckwear are being dumped at bargain prices. A survey of other apparel subject to changes in style would probably show similar results.

#### Mercantile Change at the Head of Pine Lake.

Boyne City, Aug. 29—We are informed that S. B. Neymark has purchased the interest of Mr. Wolfson in the dry goods firm of Wolfson & Co. Mr. Neymark will remain in Boyne City and continue the business. Mr. Wolfson has his eye on the Great West and will at least see what it has to offer. Mr. Neymark, who remains here, has established by his uniformly courteous treatment of his customers and fair dealing a very enviable place in the esteem of the community.

We begin to miss the faces of the summer visitors. We want to say this: that this season we have noticed the absence of the road hog, that bane of the native resident which made life a nightmare and was a menace to life. Time was when the summer visitor seemed to think that he owned the earth—anyway the roads—and that the native had no rights to anything but the tall grass; but this season has seemed at least to bring different spirit and our transient riends have been doubly welcome, not tolerated because they bring a bunch of money.

We were pleased to welcome Mr. Stowe and his wife, who made us a call last week, accompanied by Good Roads Hamilton, of Traverse City. The thing that we did not like was

that his visit was so brief that we had no chance to give him a more extended welcome and show off the wonderful changes that have taken place in our community since he was here before, ten years ago. Maxy.

#### George Cameron Fired By the McCall Co.

George Cameron, who is alleged to have stuffed orders he received from dry goods dealers while in the employ of the McCall Co., has been discharged by that house because his employer found him unreliable and dishonest. The Tradesman's authority for this statement is James J. Gaynor, special representative for the McCall Co., who called at the office Tuesday and stated that all of the musses Cameron had gotten the house into by his unfortunate methods would be straightened out by the house as fast as the complaints are brought to the attention of the executive offices of the company.

Another pattern salesman will have to be raked over the coals by his employer unless reports coming to the Tradesman are greatly exaggerated. W. E. Abbott, who represents the Pictorial Review Co., handling the Excella line of patterns, played one dealer against another while in the city this week in such a way as to lead to the belief that he may not be entirely trustworthy. If Mr. Abbott can make any valid explanation of his conflicting statements while in Grand Rapids, the Tradesman would be pleased to hear from him.

#### The Land Will Do It.

Marquette, Aug. 29—The number of men of 50 years and over who urgently need something to do is increasing in an inverse ratio to the number of jobs available for such men. The man who has passed his best days and has not acquired a competency is traveling a hard road.

There is one chance for that kind of man. Nothing in this country is so plentiful, so cheap and so satisfying for a home as a piece of land. It is true, a lifelong business man out of employment because he is growing old cannot hope to plow and sow and reap and do it all himself, but the essential things that make for a good home in the country are a piece of ground with a garden, a flock of chickens, a cow and a pig, and any old man of ordinary activity can attend to them.

In Michigan, and I presume in other states land can always be bought at low prices and on easy terms. There are thousands of acres that would make thousands of homes for such men, homes where the grass would grow, flowers bloom, fruit and vegetables come with little work, chickens and turkeys almost find their own living, and clear spring water at every door.

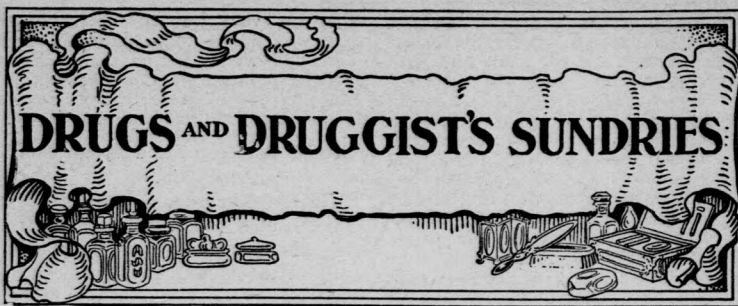
The great cities will be better for their leaving and the country will be better for their coming.

Edmund Sehon.

Detroit—The Mid-West Sacramental Wine Co., 1301 Rivard street, has been incorporated to manufacture and sell wine for sacramental purposes at wholesale, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Grand Rapids—The Johnson, Handley, Johnson Co. has been incorporated to manufacture and sell furniture, etc., continuing the business established and conducted for many years by the Criswell Furniture Co.





**Mich. State Pharmaceutical Ass'n.**  
 President—George H. Grommet, Detroit.  
 Secretary—L. V. Middleton, Grand Rapids.  
 Treasurer—E. E. Faulkner, Middleville.  
 Executive Committee—J. A. Skinner, D. D. Alton and A. J. Miller.

**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.  
 November Meeting—Grand Rapids, Nov. 21, 22 and 23.

#### How To Achieve Success as Prescription Pharmacist.

The building of a successful, prescription business, by the pharmacist, how is that to be accomplished? The question is too complex to be answered categorically, as the condition governing the success of such an enterprise vary in every locality.

It is very easy to retail advice based on one's own experiences, but whether such advice will be of benefit to those established in localities of a different nature, is an open question.

Consequently, all that is left for the writer of this essay, who has been fairly successful in a modest way, in making the prescription department the greatest revenue producing asset of his establishment, will be to give a resume of his system and experiences in building up this asset.

#### The Store.

The pharmacy or drug store should be located in a well populated neighborhood, and should show all of the characteristics of the apothecaries shop. That means that drugs and medicines and goods of a medical and surgical nature should occupy the principal space of the store and be constantly in the view of the public patronizing the establishment, while toilet and fancy articles and even patent medicines should be placed more or less in the background. That there should be a good and fairly complete stock of such commodities on hand goes without saying, as the demand will come from the public if you once have their prescription patronage. The attempts to build up a business by the exhibition of non-pharmaceutical articles, tends to crowd out the real drug business. As an example of this I recall seeing a drug store some time ago located at a very prominent corner in New York, with a sign on the window, "This is a Drug Store."

See that the store is always immaculately clean, if possible, and don't be sparing with paint for the walls and fixtures, and have the place well lighted at all times. The few extra dollars spent for lighting the interior of a

store should bring more business than a flashy electric sign on the outside.

#### The Employees.

The help ought to be employed so that there will be at least one man present who will give practically his entire time to pharmaceutical work and one whose duty it will be to attend to the counter, and look after the wants of the patrons. Nothing is more aggravating to the customer waiting for a prescription to be compounded, than to see the man who is supposed to attend to that duty, rushing out from behind the prescription counter every few minutes to sell some non-pharmaceutical article, thus delaying the delivery of the medicine, so necessary for the suffering patient at home. I realize that this is difficult to obviate in a small store, but for safety's sake, no pharmacy should be in charge of one man only, especially in large cities, as recent experience has proven. All prescriptions should be checked as to ingredients and quantities, and that would require a second man, and in small stores the apprentice could be readily trained to assist in that work, which would add to his experience and training. Have your prescription work done quietly and quickly, with a minimum amount of conversation behind the prescription counter, if there are more than one there. The finished prescriptions should be delivered in the shortest possible time, for the theory that delay in delivering prescriptions impressed the public, has been exploded long ago. What the people want is service, and a speedy kind at that.

In case of repetitions, see that the bottle or package, if it is to be used for a second time, is thoroughly cleaned and a new label written or typed. I consider that the use of a typewriting machine is a distinct advantage, as the chirography of most of the people in our calling is notoriously poor; a second hand machine can be bought for a few dollars, and last for years with ordinary care.

#### Stock.

See that your stock of pharmaceuticals and chemicals is fairly complete even if it is not large. In fact it is an advantage probably, to carry a small stock, as it enables a quick turnover of much prescribed goods and a frequent freshening up of stock.

#### Prices.

Prices should be moderate, in accordance, naturally with the financial quality of the patrons but figured after taking into consideration, cost, time consumed in preparation, and other overhead. A reasonable profit should be exacted for proprietaries dispensed as prescriptions.

#### Patrons.

Patrons should be treated in a polite dignified manner, no matter what their standing. If there are foreigners among them, as is often the case in large cities or industrial centers, and the English language is difficult to them, try to pick up a little of their vernacular and set them at ease.

If your client is cranky, use tact and speed in getting his wants satisfied. Put up with his crabbedness in a diplomatic manner and get him out of the store quickly, so that other customers may not be affected.

Be obliging and helpful to your customers, and create a spirit of friendship between yourself and your neighbors, if you are in a neighborhood store, and get them to feel that your establishment is a necessity to them.

Cultivate the good will and friendship of the physician without getting too intimate. Confine your social relations with the physicians to places away from your store, just as you would not wish to pay a social call on a doctor at his office, during his office hours. In all, let your bearing toward the physician be one of polite and dignified equality.

Summed up, a properly kept pharmacy, with efficient employees, and with a well selected stock of pharmaceuticals and chemicals, and with a diplomatic and friendly attitude towards its patrons and a dignified and polite intercourse with the physicians, coupled with the proper location, should be of immense value and assistance in the building up of a good remunerative prescription business.

#### Physicians.

Prove to the physician of your neighborhood as well as those prescribing for your patrons, that you are filling their orders properly, by using only the best ingredients, accurately putting them up in a clean, neat manner, and have the pills, powders or capsules of a uniform size and shape, and see that many repetitions are of the same appearance as the original prescription.

If the doctor is constantly having his attention called to the fact that many of his patients are having their prescriptions filled at a certain pharmacy, he will soon come to the conclusion that the proprietor of that certain pharmacy understands his business and will recommend him to his other patients. Robert S. Lehman.

#### Uprooting Our Human Ills.

People are losing their teeth nowadays as never before. Voluntarily, however, to a large extent. They are glad to get rid of them.

"Really my dear, they aren't worn any more," said a woman of fashion, lighting a fresh cigarette. "Except, of course, the kind you buy. They are infinitely less troublesome."

Doctors nowadays are constantly sending patients to the dentist's to have their teeth examined. Teeth are suspected of causing all sorts of bodily mischiefs. Is it just a new medical fad?

Evidence seems to show that in the main it is not. There is excellent reason for believing that teeth are accountable for many physical ailments whose origin has hitherto been deemed mysterious.

The physical "miseries of old age," of which so much is said in the literature of older days, do not so commonly or so severely afflict us moderns in later life. This is particularly true of rheumatism and gout; and one important reason seems to be that our teeth are better cared for and preserved.

A decaying tooth is a germ factory. It is producing a continual supply of noxious bacilli which, being swallowed, are likely to find their way through blood vessels and lymph channels to the joints, where they lodge, multiply, feed upon the tissues and set up inflammation. The result is what we call rheumatism.

But incomparably worse than the decayed tooth is the abscessed tooth. You may go about for years with a dozen abscesses at the roots of your teeth and never suspect anything wrong in that quarter, though in the meantime perhaps they are causing you utmost distress with one malady or another.

Your dentist gives you no warning; the presence of abscesses is no more apparent to him than it is to you. But the time comes when your physician is led to suspect that your teeth may be making the trouble. He tells you to have your jaws X-rayed, and thereby the source of the mischief is revealed.

You get rid of the infected teeth and pretty soon you find that you are getting well.

What happens in such a case is this: The abscesses, formed by pus-producing bacteria, are squeezed every time

THE NEW NATIONAL CONFECTIONERS SLOGAN IS,

Remember Everybody Likes CANDY

MAKE USE OF THIS SLOGAN IN YOUR STORE AND ON YOUR WINDOWS

ALSO REMEMBER EVERYBODY LIKES GOOD CANDY.

ARE IN THIS CLASS.

Putnam Factory, Grand Rapids, Michigan



one chews. The squeezing presses pus out of them and a poisonous "toxin" is thereby forced out, to be carried by the blood stream and through lymph vessels to other parts of the body. There is no telling where it will do mischief. Quite possibly it may affect the eyes.

The writer knew a man whose eyes were entirely disabled by a cause that seemed mysterious. Blindness threatened him. The oculist said, "The trouble comes presumably either from your teeth or from your tonsils." Removals of the tonsils did no good. Most of the man's teeth were pulled out, but he did not get well.

Now here was a curious point. The remaining teeth received from the X-rays a clean bill of health; they were declared a'l right. Nevertheless, in desperation the man had them pulled out, seven in all, and three proved to be abscessed. Out of one of the sockets there dropped a pus sac as big as a very large pea.

When this was accomplished the man's eyes got rapidly well. They had been suffering from toxin poisoning.

Unfortunately, the X-rays, while often furnishing valuable affirmative evidence where tooth infections are concerned, are not to be counted on for reliable negative testimony. In other words, if they say that your teeth are not abscessed they may be lying. This is liable to leave the sufferer up in the air. His only way to be absolutely sure is to sacrifice all his teeth.

The Cabaret and the Fountain.

The cabaret idea has been extended to soda fountain shops and to drug stores and confectioneries in which fountains are operated, and is proving unusually successful in the smaller communities, where a space for dancing and the installation of a coin-in-the-slot orchestra or automatic piano

is said, in some instances to have resulted in a 200 per cent. increase in business, says the Soda Fountain. That this increase in trade would warrant many proprietors in providing dancing space even though it necessitated moving into larger quarters, goes without saying; but do not get the idea that the addition of the dancing feature would require a hall. On the contrary, it needs surprisingly little space; for the dance floor is usually given over to a few good dancers, and the majority of patrons listen to the music and look on. If properly handled, there is no doubt that the soft drink cabaret will pay, and at the same time will be minus the immediate and consequent evil of the old time "institution."

### Bound To Fight, Anyhow.

Early in the war a merchant in a British Columbia town decided that either he or his assistant must enlist. As he was single and his mother and sister were well provided for by reason of their interest in the store, he thought it was his duty to go.

The assistant, a young fellow named Collins, agreed promptly, and presently found himself in command of the business.

Half a year later, however, the merchant was dumfounded to meet his late assistant, attired in khaki, "somewhere in France."

"What the deuce are you doing here?" he demanded. "Didn't I tell you that you were to stay at home and run the store?"

"So I thought at the time," was the response, "but I soon found out it wasn't only the store I was in charge of, but all your womenfolk, too. So I said to myself: 'if you've got to fight, go and find some one you can hit!' So I enlisted."

## 1922—HOLIDAY SEASON—1922

Grand Rapids, Sept. 10.

We are pleased to announce that our line of Holiday Goods and Staple Sundries will as usual be displayed here in Grand Rapids in our own building for the months of September, October and November. The line is complete and will be ready for inspection on or about September 10th. We cordially invite our friends and customers to visit us and see the line.

**Hazeltine & Perkins Drug Co.**  
**Grand Rapids, Michigan**

## Wholesale Drug Price Current

Prices quoted are nominal, based on market the day of issue.

Acids			Almonds, Sweet,			Tinctures		
Boric (Powd.)	17½@	25	Imitation	60@1	00	Aconite		@1 80
Borix (Xtal)	17½@	25	Amber, crude	2 00@2	25	Aloes		@1 45
Carbolic	34@	39	Amber, rectified	2 25@2	50	Arnica		@1 10
Citric	57@	65	Anise	1 25@1	50	Asafoetida		@2 40
Muriatic	3½@	5	Bergamont	1 00@6	25	Belladonna		@1 35
Nitric	9@	15	Cajeput	1 50@4	00	Benzoil		@2 10
Oxalic	20½@	30	Cassia	2 50@2	75	Benzoil Comp'd		@2 55
Sulphuric	3½@	8	Castor	1 40@1	70	Buchu		@2 55
Tartaric	40@	50	Cedar Leaf	1 50@1	75	Cantharides		@2 85
			Citronella	1 20@1	40	Catechu		@2 20
			Cloves	3 25@3	50	Cinchona		@1 75
			Cocunut	25@	35	Colchicum		@2 10
			Cod Liver	1 30@1	40	Cubebs		@3 00
			Croton	2 25@2	50	Digitalis		@1 80
			Cotton Seed	1 25@1	35	Gentian		@1 85
			Cubebs	9 00@2	00	Ginger, D. S.		@1 80
			Eigerson	75@1	00	Gualac		@2 20
			Eucalyptus	1 50@1	75	Gualac, Ammon.		@2 00
			Hemlock, pure	1 50@1	75	Iodine		@2 95
			Juniper Berries	2 50@2	75	Iodine, Colorless		@1 50
			Juniper Wood	1 50@1	75	Iron, clo.		@1 35
			Lard, extra	1 25@1	45	Kino		@2 50
			Lard, No. 1	1 00@1	20	Myrrh		@1 55
			Lavender Flow	5 00@6	25	Nux Vomica		@3 50
			Lavender Gar'n	1 75@2	00	Opium, Camp.		@8 50
			Lemon	75@2	00	Opium, Deodoriz'd		@1 70
			Linsed Boiled bbl	1 03@1	11	Rhubarb		@1 70
			Linsed bbl less	1 03@1	96			
			Linsed, raw, bbl.	@	94			
			Linsed, ra. less	1 01@1	09			
			Mustard, artifil. oz.	@	50			
			Neatsfoot	1 15@1	30			
			Olive, pure	3 75@4	50			
			Olive, Malaga,					
			yellow	2 75@3	00			
			green, Malaga,	2 75@3	00			
			Orange, Sweet	4 50@4	75			
			Origanum, pure	2 50@2	50			
			Origanum, com'l	1 00@1	20			
			Pennyroyal	2 50@2	75			
			Peppermint	4 00@4	25			
			Rose, pure	12 00@16	00			
			Rosemary Flowers	1 50@1	75			
			Sandalwood, E.					
			Sassafras, true	1 50@1	80			
			Sassafras, art'l	1 00@1	25			
			Sparmint	4 50@4	75			
			Sperm	2 40@2	60			
			Tansy	16 50@16	75			
			Tar PSP	5 00@5	00			
			Turpentine, bbl.	@1	33¾			
			Turpentine, less	1 39@1	47			
			Wintergreen,					
			leaf	6 50@7	00			
			Wintergreen, sweet					
			birch	3 25@3	60			
			Wintergreen art	8 00@1	10			
			Wormseed	5 00@25	25			
			Wormwood	17 00@17	25			



# GROCERY PRICE CURRENT

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

## ADVANCED

Mich. Cheese  
Longhorn Cheese  
Quaker Macaroni  
Wheat

## DECLINED

Mich. Beans  
Bulk Olives  
Lard Compound  
Hams, Boiled  
Beans, Cal. Limas

## AMMONIA

Arctic Brand  
16 oz., 2 doz. in carton,  
per doz. 1 75  
I. X. L., 3 doz., 12 oz. 3 75  
Parsons, 3 doz. small 5 00  
Parsons, 2 doz. med. 4 20  
Parsons, 1 doz., lge. 2 85

## AXLE GREASE



48, 1 lb. 4 25  
24, 3 lb. 5 50  
10 lb. pails, per doz. 11 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. 92 1/2  
K. C., 15c doz. 1 37 1/2  
K. C., 20c doz. 1 80  
K. C., 25c doz. 2 30  
K. C., 50c doz. 4 40  
K. C., 80c doz. 6 85  
K. C., 10 lb. doz. 13 50

Queen Flake, 50s, kegs 11 35  
Royal, 10c doz. 95  
Royal, 6 oz., doz. 2 70  
Royal, 12 oz., doz. 5 20  
Royal, 5 lb. 31 20  
Rumford, 10c doz. 95  
Rumford, 8 oz., doz. 1 85  
Rumford, 12 oz., doz. 2 40  
Rumford, 5 lb. doz. 12 50

Ryzon, 4 oz., doz. 1 35  
Ryzon, 8 oz., doz. 2 25  
Ryzon, 16 oz., doz. 4 05  
Ryzon, 5 lb. 13 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 Cer'l 2 20  
Quaker Puffed Rice 5 40  
Quaker Puffed Wheat 4 30  
Quaker Bfst Biscuit 1 90  
Ralston Purina 4 00  
Ralston Branzen 2 70  
Ralston Food, large 3 60  
Ralston Food, small 2 90  
Saxon Wheat Food 3 90  
Shred. Wheat Biscuit 3 85

## Post's Brands.

Grape-Nuts, 24s 3 90  
Grape-Nuts, 100s 2 75  
Postum Cereal, 12s 2 25  
Post Toasties, 36s 2 85  
Post Toasties, 24s 2 85

## BROOMS

No. 4, 4 String 4 00  
Standard Parlor 23 lb. 5 50  
Fancy Parlor, 23 lb. 7 00  
Ex. Fancy Parlor 25 lb 8 50  
Ex. Fey, Parlor 26 lb 9 00  
Toy 2 25  
Whisk, No. 3 2 25  
Whisk, No. 1 3 00

## BRUSHES

Solid Back, 8 in. 1 50  
Solid Back, 11 in. 1 75  
Pointed Ends 1 25

## Stove

No. 1 1 10  
No. 2 1 35  
No. 3 2 00

## Shoe

No. 1 1 10  
No. 2 1 35  
No. 3 2 00

## BUTTER COLOR

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

## CANDLES

Electric Light, 40 lbs. 12 1  
Flumber, 40 lbs. 12 3  
Paraffine, 6s 14 1/2  
Paraffine, 12s 14 1/2  
Wicking 40  
Tudor, 6s, per box 30

## CANNED FRUIT.

Apples, 3 lb. Standard 1 75  
Apples, No. 10 5 50  
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 11 50  
Cherries, No. 2 3 00@3 50  
Cherries, No. 2 1/2 4 00@4 95  
Cherr's, No. 10 11 50@12 00  
Loganberries, No. 2 3 00  
Peaches, No. 1 1 85  
Peaches, No. 1, Sliced 1 40  
Peaches, No. 2 2 75  
Peaches, No. 2 1/2, Mich 2 60  
Peaches, 2 1/2 Cal. 3 00@3 75  
Peaches, No. 10, Mich 7 75  
Peaches, No. 10, Cal. 10 50  
Pineapple, 1, slic. 1 60@1 75  
Pineapple, No. 2, slic. 2 90  
Pineapple, 2, Brk slic. 2 25  
Pineapple, 2 1/2, sliced 3 90  
Pineapple, No. 2, cru. 2 25  
Pineap., 10, cru. 6 50@7 00  
Pears, No. 2 2 25  
Pears, No. 2 1/2 4 25  
Plums, No. 2 2 25  
Plums, No. 2 1/2 3 00  
Raspberries No. 2, blk. 3 25  
Rhubarb, No. 10 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, Minced, No. 1 2 50  
Finnan Haddie, 10 oz. 3 30  
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 75  
Lobster, No. 1/2, Star 2 75  
Shrimp, No. 1, wet 1 75  
Shrimp, No. 1, dry 1 75  
Sard's, 1/2 Oil, k. 4 25@4 75  
Sardines, 1/2 Oil, k'less 3 85  
Sardines, 1/2 Smoked 7 00  
Sardines, 3/4 Mus. 3 85@4 75  
Salmon, Warrens, 1/2 2 75  
Salmon, Warrens, 1 lb 4 00  
Salmon, Red Alaska 2 85  
Salmon, Med. Alaska 2 60  
Salmon, Pink Alaska 1 45  
Sardines, 1/2, ea. 10@23  
Sardines, 1/2, ea. 25  
Sardines, Cal. 1 75@2 10  
Tuna, 1/2, Albocore 90  
Tuna, 1/2, Nekco 1 65  
Tuna, 1/2, Regent 2 25

## CANNED MEAT.

Bacon, Med. Beechnut 2 70  
Bacon, Lge. Beechnut 4 50  
Bacon, Large, Erie 2 25  
Beef, No. 1, Corned 2 60  
Beef, No. 1, Roast 2 60  
Beef, No. 1/2, Rose Sil. 1 75  
Beef, No. 1/2, Qua. sil. 2 25  
Beef, No. 1, Qua. sil. 2 35  
Beef, No. 1, B'nut, sil. 5 70  
Beef, No. 1/2, B'nut sil. 3 15  
Beefsteak & Onions, 1 3 35  
Chili Con Can., 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 15  
Potted Meat, 1/2 Libby 50  
Potted Meat, 1/2 Libby 90  
Potted Meat, 1/2 Rose 80  
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 00  
Sliced Ox Tongue, 1/2 4 30  
Calf Tongue, No. 1 5 00  
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 15  
Boneless Pigs Feet, pt. 3 15  
Boneless Pigs Feet, ct. 5 50  
Sandwich Spread, 1/2 3 00

## Baked Beans.

Beechnut, 16 oz. 1 50  
Campbells 1 25  
Climatic Gem, 18 oz. 95  
Fremont, No. 2 1 15  
Snider, No. 1 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 75  
Wax Beans, 2s 1 35@3 75  
Wax Beans, No. 10 6 00  
Green Beans, 2s 1 60@4 75  
Green Beans, No. 10 8 25  
Lima Beans, No. 2 Gr. 2 00  
Lima Beans, 2s, Soaked 95  
Red Kid., No. 2 1 20@1 55  
Beets, No. 2, wh. 1 60@2 40  
Beets, No. 2, cut 1 25@1 75  
Beets, No. 3, cut 1 40@2 10  
Corn, No. 2, St. 1 00@1 10  
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, Choice 38  
Mushrooms, Sur Extra 65  
Mushrooms, 2, E.J. 1 25@1 80  
Peas, No. 2, Sift. 1 60@2 10  
June 1 90@2 10  
Peas, No. 2, Ex. Sift. 1 90@2 10  
E. J. 1 90@2 10  
Peas, Ex. Fine, French 32  
Pumpkin, No. 3 1 60  
Pumpkin, No. 10 8 75  
Pimientos, 1/2, each 15@13  
Pimientos, 1/2, each 27  
Swt. Potatoes, No. 2 1 15  
Saurkurt, No. 3 2 15  
Succotash, No. 21 60@2 35  
Succotash, No. 2, glass 3 45  
Spinach, No. 1 1 35  
Spinach, No. 2 1 35@1 50  
Spinach, No. 3 2 15@2 25  
Spinach, No. 10 5 75  
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  
Libby, 14 oz. 2 90  
Libby, 8 oz. 1 90  
Van Camp, 8 oz. 1 90  
Van Camp, 16 oz. 3 15  
Lilly Valley, pin. 2 95  
Lilly Valley, 1/2 Pint 1 80

## CHILI SAUCE.

Snider, 16 oz. 3 50  
Snider, 8 oz. 2 35  
Lilly Valley, 1/2 Pint 2 40

## OYSTER COCKTAIL.

Sniders, 16 oz. 3 50  
Sniders, 8 oz. 2 35

## CHEESE.

Roquefort 85  
Kraft Small tins 1 40  
Kraft American 2 75  
Chili, small tins 1 40  
Pimento, small tins 1 40  
Roquefort, small tins 2 25  
Camembert, small tins 2 25  
Brick 23  
Wisconsin Flats 23  
Wisconsin Daisy 23  
Longhorn 23  
Michigan Full Cream 22 1/2  
New York full cream 26  
Sap Sago 48

## CHEWING GUM

Adams Black Jack 65  
Adams Bloodberry 65  
Adams Calif. Fruit 65  
Adams Chicks 65  
Adams Seren 65  
Adams Yucatan 65  
Beeman's Pepsin 65  
Beechnut 70  
Doublemint 65  
Juicy Fruit 65  
Peppermint, Wrigleys 65  
Spearmint, Wrigleys 65  
Spic-Spana Mxd Flavors 65  
Wrigley's P-K 65  
Zeno 65

## CHOCOLATE.

Baker, Caracas, 1/2s 35  
Baker, Caracas, 1/4s 35  
Baker, Premium, 1/2s 35  
Baker, Premium, 1/4s 35  
Baker, Premium, 1/2s 35  
Baker, Premium, 1/4s 35  
Hersheys, Premium, 1/2s 35  
Hersheys, Premium, 1/4s 35  
Runkle, Premium, 1/2s 35  
Runkle, Premium, 1/4s 35  
Van Camp Small 1 10  
Van Camp, Med. 1 65

## COCOA

Baker's 1/2s 40  
Baker's 1/4s 42  
Bunte, 1/2s 43  
Bunte, 1/4s 35  
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, 1/4s 28  
Huyler 36  
Lowney, 1/2s 40  
Lowney, 1/4s 40  
Lowney, 1/2s 38  
Lowney, 1/4s 31  
Van Houten, 1/2s 75  
Van Houten, 1/4s 75

## COCOANUT

1/2s, 5 lb. case Dunham 50  
1/2s, 5 lb. case 48  
1/2s & 1/4s, 15 lb. case 49  
Bulk, barrels 39  
96 2 oz. pkgs., per case 3 09  
48 4 oz. pkgs., per case 7 00

## CLOTHES LINE

Hemp, 50 ft. 1 50  
Twisted Cotton, 50 ft. 1 75  
Braided, 50 ft. 2 75  
Sash Cord 3 75

## COFFEE ROASTED

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

## McLaughlin's XXXX

McLaughlin's XXXX pack-  
age coffee is sold to retail-  
ers only. Mail all orders  
direct to W. F. McLaugh-  
lin & Co., Chicago.

## Coffee Extracts

N. Y., per 100 11  
Frank's 50 pkgs. 4 25  
Hummel's 50 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, 4 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 50  
Every Day, Tall 4 50  
Every Day, Baby 3 30  
Goshen, Tall 4 25  
Goshen, Gallon 4 25  
Oatman's Dun., 4 doz. 4 26  
Oatman's Dun., 8 doz. 4 40  
Pet, Tall 4 40  
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 35  
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.

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  
Blashops, 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.

Little Valentines, 100 37 50  
Victory, 50, Wood 75 00  
DeLux Inv., 50, Wd. 95 00  
Royal, 25, Wood 112 00  
Abram Clark, 50 wd 58 00  
Alvas, 1-40, Wood 125 00

## Webster Cigar Co.

Plaza, 50s, Wood 95 00  
Coronado, 50s, Tin 95 00  
Belmont, 50s, Wood 110 00  
St. Reges, 50s, Wood 125 00  
Vanderbilt, 25s, Wd 140 00

## Ignacia Haya

Extra Fancy Clear Havana  
Made in Tampa, Fla.  
Delicades, 50s 115 00  
Manhattan Club, 50 135 00  
Bonita, 50 150 00  
Queens, 25s 180 00  
Perfecto, 25s 185 00  
Corono, 25s 240 00

## Starlight Bros.

La Rose De Paris Line  
Coquettes, 50s 65 00  
Caballeros, 50s 70 00  
Rouse, 50s 115 00  
Peninsular Club, 25s 150 00  
Chicos, 25s 150 00  
Palmas, 25s 175 00  
Perfectos, 25s 195 00

## Rosenthals Bros.

R. B. Londres, 50s,  
Tissue Wrapped 58 00  
R. B. Invincible, 50s,  
Foil Wrapped 70 00

## Union Made Brands

El Overture, 50s, foil 75 00  
Ology, 50s 58 00

## Our Nickel Brands

Tiona, 100 31 00  
New Currency, 50s 35 00  
Lioba, 100s 35 00  
New Pantella, 100 37 50

## Cherokees

Old Virginia, 100s 23 50

## Stogies

Home Run, 50, Tin 18 50  
Havana Gem, 100 wd 26 00  
Dry Siltz, 100s 26 50

## CIGARETTES.

One Eleven, 15 in pkg 96  
Beechnut, 20, Plain 5 65  
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  
Sweet Strike, 20s 6 90  
Sweet Caporal, 20, pl. 6 90  
Windsor Castle, 20, pl. 6 90  
Chesterfield, 10 & 20, Pl. 6 90  
Piedmont, 10 & 20, Pl. 6 90  
Spur, 20, Plain 6 00  
Sweet Tips, 20, Plain 7 50  
Idle Hour, 20, Plain 7 50  
Omar, 20, Plain 8 00  
Falks Havana, 20, Pl. 9 75  
Richm'd S Cut, 20, pl. 10 00  
Richm'd S 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, cork 11 50  
Helmar, 10, Plain 11 50  
Herbert Tarryton, 20 12 25  
Egyptian Str., 10 ck. 12 00  
Murad, 20, Plain 15 50  
Murad, 10, cork or pl. 16 00  
Murad, 20, cork or pl. 16 00  
Luxury, 10, cork 16 00  
Melachrino, No. 9, 10 16 00  
cork or plain 16 00  
Melachrino, No. 9, 20 16 00  
cork or plain 16 00  
Melach'o, No. 9, 10, St. 16 50  
Melach'o, No. 9, 20, St. 16 50  
Natural, 10 and 20 16 00  
Markaroff, No. 15, 10 16 00  
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 21 00  
Bremsing Own, 10, Pl. 23 00  
Ambassador, 10 30 00  
Benson & Hedges 55 00

## CIGARETTE PAPERS.

Riz La Croix, Wh., dz. 48  
Riz La Wheat Br., dz 48  
Riz Tam Tam, pr doz. 42  
Zig Zag, per 100 7 25

## TOBACCO—FINE CUT.

Liggett & Myers Brands  
Hiawatha, 10c, doz. 96  
Hiawatha, 16 oz., dz. 11 00  
Red Bell, 10c, doz. 96  
Red Bell, 35c, doz. 2 95  
Red Bell, 75c Pails, dz. 7 40  
Sterling, 10c, doz. 96  
Sweet Burley, 10c, dz. 96  
Sweet Burley, 40c foil 3 85  
Swt. Burley, 95c Dru. 8 50  
Sweet Cuba, 10c, dz. 96  
Sweet Cuba, 40c, doz. 3 85  
Sweet Cuba, 95c Pail 8 50  
Sweet Orange, 10c, dz. 96

## Scotten Dillon & Co. Brand

Dan Patch, 10c, doz. 90  
Dan Patch, 16 c., dz. 7 50  
Ojibwa, 10c, dz. 96  
Ojibwa, 8 oz., doz. 3 85  
Ojibwa, 95c, doz. 8 50  
Ojibwa, 95c, doz. 8 50  
Sweet Mist, 10c, doz. 96  
Uncle Daniel, 10c, doz. 96  
Uncle Daniel, 16 oz. 10 20

## Liggett & Myers Brands.

Briar Pipe, doz. 96  
Cuban Star, L. C., 10c 96  
Cuban Star, Pails, dz. 6 90  
Corn Cake, Gran. 5c 48  
Corn Cake, Gran. 10c 96  
Corn Cake, Gran. 25c 48  
Corn Cake, Gran. 50c 48  
Duke's Mixture, 10c 96  
Glad Hand, L. C., 10c 96  
Growler, L. C., 10c 96  
Growler, L. C., 25c 2 50  
Growler, L. C., 50c 5 00  
La Turka, Plug C. 15c 1 44  
Noon Hour L. C., 10c 96  
O. U., Gr. Cut P., 10c 96  
O. U., C. P., 90c Jars 9 00  
Pilot, Long Cut, 25c 2 50  
Pilot, Long Cut, 50c 96  
Pilot, Long Cut, 75c 96  
Pilot, Long Cut, 100c 96  
Summertime, 10c, doz. 96  
Summertime, 30c, dz. 2 90



Summertime, 65c Pails 6 50  
Sweet Tip Top, 10c, dz 96  
Velvet, Cut Plug, 10c 96  
Velvet, Cut Plug, 10c 96  
Velvet, Cut Plug, 10c 96  
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  
Buzs, L. C., 10c, doz. 96  
Buzs, L. C., 35c, doz. 3 30  
Buzs, L. C., 80c, doz. 7 90  
Chips, P. C., 10c, doz. 96  
Honest Scrap, doz. 96  
Open Book Scrap, doz. 96  
Stag, Cut P., 10c, doz. 96  
Union Leader, 10c tin 96  
Union Leader, 50c tin 4 80  
Union Leader, \$1 tin 9 60  
Union Leader, 10c, dz. 96  
Union Leader, 15c, dz. 1 44  
War Path, 35c, doz. 3 35

## Scotten Dillon Co. Brands.

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

## Pinkerton Tobacco Co. 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 &amp; 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, 17c, dz. 1 53  
Prince Albert, 8 oz. 96  
tins, without pipes 6 72  
Prince Albert, 8 oz. 96  
and Pipes, doz. 8 88  
Prince Albert, 16 oz. 12 96  
Stud. Gran. 5c, doz. 43  
Whale, 16 oz., doz. 4 80

## Block Bros. Tobacco Co. Brands.

Mail Pouch, 10c, doz. 96

## Falk Tobacco Co., Brands.

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

## Superba Tobacco Co. Brands.

Sammy Boy Scrap, dz 96  
Cigar Clippings 96  
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 &amp; Bro. Co.'s Brands.

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

## United States Tobacco Co. Brands.

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

## Snuff.

Copenhagen, 10c, roll 64  
Seal Blandening, 10c 64  
Seal Göteborg, 10c, roll 64  
Seal SWE. Rapee, 10c 64  
Seal Norkopping, 10c 64  
Seal Norkopping, 1 lb. 85

## CONFECTIONERY

Stick Candy Pails  
Standard 18  
Jumbo Wrapped 19  
Pure Sugar Stick, 600's 4 20  
Big Stick, 20 Lb. case 18  
Mixed Candy Pails  
Kindergarten 18  
Leader 16  
X. L. O. 16  
French Creams 18  
Cameo 19  
Grocers 11

## Fancy Chocolates.

5 lb. Boxes  
Bittersweets, Ass'ted 1 75  
Choc Marshmallow Dp 1 60  
Milk Chocolate A A 1 95  
Nibble Sticks 2 00  
Primrose Choc. 1 25  
No. 12 Choc. 1 20  
Chocolate Nut Rolls 1 90

## Gum Drops Pails

Anise 17  
Orange Gums 17  
Challenge Gums 14  
Favorite 20  
Superior 19

## Lozenges. Pails

A. A. Pop. Lozenges 16  
A. A. Pink Lozenges 16  
A. A. Choc. Lozenges 17  
Motto Hearts 19  
Malted Milk Lozenges 21

## Hard Goods. Pails

Lemon Drops 19  
O. F. Horehound Dps 19  
Anise Squares 19  
Peanut Squares 19  
Horehound Tablets 20

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

## Specialties.

Arcadian Bon Bons 19  
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 cases 21  
Five cases 20 1/4  
Ten cases 20  
Twenty-five cases 19 3/4  
6s and 4s.  
Less than 5 cases 20 1/4  
Five cases 19 1/4  
Ten cases 19 1/4  
Twenty-five cases 19

## COUPON BOOKS

50 Economic grade 2 50  
100 Economic grade 4 50  
500 Economic grade 20 00  
1,000 Economic grade 37 50  
Where 1,000 books are ordered at a time, specially printed front cover is furnished without charge.

## CREAM OF TARTAR

6 lb. boxes 38  
Evap'd Choice, blk. 20

## DRIED FRUITS

Apricots 30  
Evaporated, Slab 30  
Evaporated, Fancy 36

## Citron

10 lb. box 45

## Currants

Package, 15 oz. 18 1/2  
Boxes, Bulk, per lb. 18

## Peaches

Evap. Fancy, Unpeeled 21

## Peel

Lemon, American 24  
Orange, American 26

## Raisins

Seeded, bulk 12 1/2  
Seeded, 15 oz. pkg. 14 1/2  
Seedless, Thompson 13 1/2  
Seedless, 1 lb. pkg. 19

## 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 10  
Cal. Limas 09  
Brown, Swedish 10  
Red Kidney 10

## 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 bbils. 06 1/2  
Armours, 2 doz. 1 60  
Foul's, 2 doz., 8 oz. 1 80  
Quaker, 2 doz. 1 85

## Pearl Barley

Chester 3 75

## Peas

Scotch, lb. 07  
Split, lb. 08 1/4

## Sago

East India 07 1/2

## 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

## Linen 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 1-0, per 1,000 1 20  
Size 2-0, per 1,000 1 45  
Size 3-0, per 1,000 1 65  
Size 4-0, per 1,000 2 10  
Size 5-0, per 1,000 2 45

## Sinkers

No. 1, per gross 65  
No. 2, per gross 80  
No. 3, per gross 90  
No. 4, per gross 1 20  
No. 5, per gross 1 60  
No. 6, per gross 2 00  
No. 7, per gross 2 60  
No. 8, per gross 3 75  
No. 9, per gross 5 25  
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 3 50  
8 Ounce 8 50  
7 Dram, Assorted 1 35  
1 1/2 Ounce, Assorted 1 75

## FLOUR AND FEED

Valley City Milling Co.  
Lily White, 1/2 Paper sack  
Harvest Queen, 24 1/2  
Light Loaf Spring  
Wheat, 24 1/2  
Roller Champion 24 1/2  
Snow Flake, 24 1/2  
Graham 25 lb. per cwt  
Golden Granulated, Meal,  
25 lbs., per cwt., N  
Rowena Pancake Compound, 5 lb. sack  
Buckwheat Compound, 5 lb. sack

## Watson Higgins Milling Co.

New Perfection, 1/8s 7 20  
Red Arrow, 1/8s 7 90

## Worden Grocer Co.

American Eagle, Quaker,  
Pure Gold, Forest King,  
Winner.

## Meal

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

## Wheat

No. 1 Red 92  
No. 1 White 90

## Oats

Carlots 38  
Less than Carlots 46

## Corn

Carlots 72  
Less than Carlots 77

## Hay

Carlots 18 00  
Less than Carlots 22 00

## Feed

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

## FRUIT JARS

Mason, pts., per gross 8 25  
Mason, qts., per gross 9 60  
Mason, 1/2 gal. gross 12 60  
Ideal Glass Top, pts. 9 75  
Ideal Glass Top, qts. 11 50  
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  
Plymouth, White 1 55

## 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 12  
Green, No. 2 11  
Cured, No. 1 13  
Cured, No. 2 12  
Calfskin, green, No. 1 15  
Calfskin, green, No. 2 13 1/2  
Calfskin, cured, No. 1 16  
Calfskin, cured, No. 2 14 1/2  
Horse, No. 1 3 00  
Horse, No. 2 2 00

## Pelts

Old Wool 50@1 00  
Lambs 10@25  
Shearings 05@10

## Tallow

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

## Wool

Unwashed, medium @30  
Unwashed, rejects @20  
Fine @30

## HORSE RADISH

Per doz., 7 oz. 1 25

## JELLY AND PRESERVES

Pure, 30 lb. pails 2 60  
Pure 7 oz. Asst., doz. 1 20  
Buckeye, 22 oz., doz. 2 00  
O. B., 15 oz., per doz. 1 40

## JELLY GLASSES

8 oz., per doz. 35

## MATCHES.

Blue Ribbon, 144 box. 7 55  
Searchlight, 144 box. 8 00  
Safe Home, 144 boxes 8 00  
Old Pal, 144 boxes 8 00  
Red Stick, 720 lb. bxs 5 50  
Red Stick, 144 bxs 5 25

## Safety Matches.

Red Top, 5 gro. case 5 25

## MINCE MEAT.

None Such, 3 doz. 4 85  
Quaker, 3 doz. case 4 00  
Libby Kgs, Wet, lb. 25

## MOLASSES.

New Orleans  
Fancy Open Kettle 60  
Choice 48  
Good 36  
Fair 32

## Half barrels 5c extra

Molasses in Cans.  
Red Hen, 24, 2 1/2 lb. 2 70  
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 1/2 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, 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 15

## NUTS.

Whole  
Almonds, Terregona 22  
Brazil, Large 14  
Fancy mixed 21  
Peanuts, Sliced 16  
Peanuts, Virginia, raw 08 1/2  
Peanuts, Vir. roasted 10 1/2  
Peanuts, Jumbo raw 09 1/2  
Peanuts, Jumbo, rstd 12 1/2  
Pecans, 3 star 22  
Pecans, Jumbo 30  
Walnuts, Grenoble 34  
Walnuts, Sorento 35

## Salted Peanuts

Fancy, No. 1 13  
Jumbo 21

## Shelled

Almonds 50  
Peanuts, Spanish, 125 lb. bags 11 1/2  
Filberts 50  
Pecans 80  
Walnuts 75

## OLIVES.

Bulk, 2 gal. keg 3 00  
Bulk, 3 gal. keg 4 50  
Bulk, 5 gal. keg 7 00  
Quart, jars, dozen 5 25  
1/2 oz. Jar, plain, doz. 1 35  
5 1/2 oz. Jar, pl., doz. 1 60  
10 oz. Jar, plain, doz. 2 35  
16 1/2 oz. Jar, Pl. doz. 3 50  
3 1/2 oz. Jar, stuffed 1 45  
8 oz. Jar, Stu. doz. 2 40  
9 oz. Jar, Stuffed, doz. 3 50  
12 oz. Jar, Stuffed, doz. 4 50

## PEANUT BUTTER.

5 lb. pails advance 1  
3 lb. pails advance 1

## Sausages

Bologna 12  
Liver 12  
Frankfort 16  
Pork 18@20  
Veal 11  
Headcheese 14

## Smoked Meats

Hams, 14-16, lb. 24 @27  
Hams, 16-18, lb. 24 @27  
Ham, dried beef sets 38 @39  
California Hams 14 @15  
Picnic Boiled Hams 30 @32  
Boiled Hams 39 @41  
Minced Hams 14 @15  
Bacon 22 @36

## Beef

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

## Mince Meat

Condensed No. 1 car. 2 00  
Condensed Bakers brick 3 00  
Moist in glass 8 00

## Pig's Feet

1/4 bbls. 2 15  
1/2 bbls. 35 lbs. 4 00  
3/4 bbls. 7 00  
1 bbl. 14 15

## Tripe

Kits, 15 lbs. 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, middles, set 25@30  
Sheep, a skin 1 75@2 00

## Uncolored Oleomargarine

Solid Dairy 20@24  
Country Rolls 22@24  
Gem Nut 22

## RICE

Fancy Head 6 1/2@8  
Blue Rose 07  
Broken 03 3/4

## ROLLED OATS

Steel Cut, 100 lb. sks. 3 25  
Silver Flake, 10 Fam. 1 90  
Quaker, 18 Regular 1 80  
Quaker, 12s Family 2 65  
Mothers, 10s, Ill'num 3 30  
Silver Flake, 18 Reg. 1 40  
Sacks, 90 lb. Jute



SALT	
Colonial 24 2 lb. ---	90
Med. No. 1, Ebls. ---	2 70
Med. No. 1, 100 lb. bbl. ---	90
Farmer Spec., 70 lb. ---	90
Packers Meat, 56 lb. ---	56
Packers for ice cream	
100 lb., each ---	95
Blocks, 50 lb. ---	47
Butter Salt, 280 lb bbl. ---	4 50
Baker Salt, 280 lb. bbl. ---	4 25
100, 3 lb. Table ---	6 07
60, 5 lb. Table ---	5 57
30, 10 lb. Table ---	5 39
28 lb. bags, butter ---	48



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
Stovoil, per doz. ---	3 00

SOAP.	
Am. Family, 100 box ---	5 75
Export, 120 box ---	4 65
Flake White, 100 box ---	4 50
Fels Napha, 100 box ---	5 60
Grdma White Na. 100s ---	4 85
Rub No More White	
Napha, 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 ---	5 50
Jap Rose, 100 box ---	7 85
Palm Olive, 144 box ---	11 00
Lava, 100 box ---	4 75
Pummo, 100 box ---	4 85
Sweetheart, 100 box ---	5 70
Grandpa Tar, 50 sm. 2 ---	0 00
Grandpa Tar, 50 Lge 3 ---	3 35
Fairbank Tar, 100 bx 4 ---	0 00
Trilby, 100, 12c ---	8 50
Williams Barber Bar. 9s ---	50
Williams Mug, per doz. ---	48

Proctor & Gamble.	
Ivory, 100 6 oz. ---	6 50
Ivory Soap Flks., 100s ---	8 00
Ivory Soap Flks., 50s ---	4 10
Lenox, 120 cakes ---	4 50
P. & G. White Napha ---	5 00
Star, 100 No. 11 cakes ---	5 25
Star Nap. Pow. 60-16s ---	3 65
Star Nap. Pw., 100-10s ---	3 85
Star Nap. Pw., 24-60s ---	4 85

Tradesman Brand.	
Black Hawk, one box ---	4 50
Black Hawk, five bxs ---	4 25
Black Hawk, ten bxs ---	4 00

Box contains 72 cakes. It is a most remarkable dirt and grease remover, without injury to the skin.

#### CLEANSERS.

# KITCHEN KLENZER



50 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 50
La France Laun, 4 dz. ---	3 70
Luster Box, 54 ---	3 75
Miracle Cm, 4 oz. 3 dz. ---	4 00
Miracle C., 16 oz., 1 dz. ---	4 00
Old Dutch Clean, 4 dz. ---	4 00
Queen Ann, 60 oz. ---	2 40
Rinso, 100 oz. ---	6 40
Rub No More, 100, 10 oz. ---	3 85
Rub No More, 18 Lg. ---	4 25
Spotless Cleanser, 48, 20 oz. ---	3 85
Sanl Flush, 1 doz. ---	2 25
Sapallo, 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 ---	4 75

SPICES.	
Whole Spices.	
Allspice, Jamaica ---	@13
Cloves, Zanzibar ---	@38
Cassia, Canton ---	@16
Cassia, 5c pkg., doz. ---	@40
Ginger, African ---	@15
Ginger, Cochiti ---	@20
Mace, Penang ---	@70
Mixed, No. 1 ---	@22
Mixed, 5c pkgs., doz. ---	@45
Nutmegs, 70-80 ---	@30
Nutmegs, 105-110 ---	@25
Pepper, Black ---	@15

Pure Ground in Bulk	
Allspice, Jamaica ---	@16
Cloves, Zanzibar ---	48
Cassia, Canton ---	@22
Ginger, African ---	@22
Mustard ---	@28
Mace, Penang ---	@75
Nutmegs ---	@13
Pepper, Black ---	@32
Pepper, White ---	@32
Pepper, Cayenne ---	@32
Paprika, Spanish ---	@32

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	
Corn	
Kingsford, 40 lbs. ---	11 1/4
Powdered, bags ---	03
Argo, 48 1 lb. pkgs. ---	3 75
Cream, 48-1 ---	4 80
Quaker, 40 1 ---	6

Gloss	
Argo, 48 1 lb. pkgs. ---	3 75
Argo, 12 3 lb. pkgs. ---	2 74
Argo, 8 5 lb. pkgs. ---	3 10
Silver Gloss, 48 1s ---	11 1/4
Elastic, 64 pkgs. ---	5 35
Tiger, 48-1 ---	2 85
Tiger, 50 lbs. ---	05 1/2

SYRUPS	
Corn	
Blue Karo, No. 1 1/2, 2 doz. ---	1 88
Blue Karo, No. 5, 1 dz ---	2 40
Blue Karo, No. 10, 1/2 doz. ---	2 40
Red Karo, No. 1 1/2, 2 doz. ---	2 00
Red Karo, No. 5, 1 dz ---	2 80
Red Karo, No. 10, 1/2 doz. ---	2 60

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 ---	10 40
12, 5 lb. cans ---	11 40
24, 2 1/2 lb. cans ---	12 40
24, 1 1/4 lb. cans ---	7 00
5 gal. jacket cans, ea. ---	8 15
36, 8 oz. bottles ---	5 75
24, pint bottles ---	7 25
24, 18 oz. bottles ---	7 75
12, quart bottles ---	6 25

Silver Kettle.	
6, 10 lb. cans ---	8 40
12, 5 lb. cans ---	9 15
24, 2 1/2 lb. cans ---	10 15
48, 1 1/4 lb. cans ---	12 00
5 gal. jacket cans, ea. ---	6 90
36, 8 oz. bottles ---	4 90
24, pint bottles ---	6 00
24, 18 oz. bottles ---	6 25
12, quart bottles ---	5 25

Ko-Ka-Ma.	
6, 10 lb. cans ---	5 40
12, 5 lb. cans ---	5 90
24, 2 1/2 lb. cans ---	6 65
5 gal. jacket cans, ea. ---	4 15
24, pint bottles ---	4 50
24, 18 oz. bottles ---	4 75

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 ---	34@38
Choice ---	45@56
Fancy ---	58@60
No. 1 Nibbs ---	62
1 lb. pkg. Siftings ---	18
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 ---	36
Cotton, 3 ply balls ---	38
Wool, 6 ply ---	20

VINEGAR	
Cider, 40 Grain ---	28
White Wine, 40 grain ---	17
White Wine, 80 grain ---	12
Oakland Vinegar & Pickle Co's Brands ---	
Oakland Apple Cider ---	35
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 90
Bushels, narrow band, wood handles ---	2 00
Bushels, wide band, wood handles ---	2 10
Market, single handle ---	75
Market, extra ---	1 25
Splint, large ---	8 50
Splint, medium ---	7 50
Splint, small ---	7 00

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

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

Mop Sticks	
Eclipse patent spring ---	2 00
No. 2, pat. brush hold ---	2 00
Ideal, No. 7 ---	1 25
12 oz. Cot. Mop Heads ---	1 80
16 oz. Cot. Mop Heads ---	2 40

Pails	
10 qt. Galvanized ---	2 00
12 qt. Galvanized d ---	2 20
14 qt. Galvanized ---	2 40
12 qt. Flaring Gal. Ir. ---	6 75
10 qt. Tin Dairy ---	4 25
12 qt. Tin Dairy ---	4 75

Traps	
Mouse, wood, 4 holes ---	60
Mouse, wood, 6 holes ---	70
Mouse, tin, 5 holes ---	65
Rat, spring ---	1 00
Mouse, spring ---	30

Tubs	
Large Galvanized ---	7 80
Medium Galvanized ---	6 75
Small Galvanized ---	6 00

Washboards	
Banner Globe ---	5 75
Brass, Single ---	6 75
Glass, Single ---	7 00
Double Peerless ---	8 25
Single Peerless ---	7 50
Northern Queen ---	6 25
Universal ---	7 50

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

Wood Bowls	
13 in. Butter ---	5 00
15 in. Butter ---	9 00
17 in. Butter ---	18 00
19 in. Butter ---	25 00

WRAPPING PAPER	
Fibre, Manila, white ---	05 1/2
No. 1 Fibre ---	07 1/2
Butchers Manila ---	06
Kraft ---	09

YEAST CAKE	
Magic, 3 doz. ---	2 70
Sunlight, 3 doz. ---	2 70
Sunlight, 1 1/2 doz. ---	1 35
Yeast Foam, 3 doz. ---	2 70
Yeast Foam, 1 1/2 doz. ---	1 35
YEAST-COMPRESSED	
Fleischman, per doz. ---	28



## Camping Trip Brings Out Home Training.

Written for the Tradesman.

"You were right, Auntie, about the human nature," said my niece, telling me about the camping trip from which she has just returned. "I never saw so much human nature in my life. I didn't know there were so many kinds of people in the world. Fifteen of us, and no two alike.

"It was funny, too, to see girls that you thought were so nice and even-tempered and considerate and all that show their real selves the minute they got where everything wasn't just what they were used to.

"Take Molly—she was just a spoiled baby. There really weren't many mosquitoes—not as many as I expected—but you'd have supposed that every one of them was put there just out of malice to bite Molly. And she was so fussy about her food that she made all the rest of us miserable. I found out that she has been waited on by servants all her life, and never has had to put up with anything she didn't like. I must say, though, that she improved. When she found that people weren't going to wait on her, and didn't have any sympathy for her mosquito bites (being occupied with bites of their own), she did try to adapt herself, and after a few days she got to be almost a good sport.

"The first night we were pretty tired, and everybody just tumbled into her cot, without making sure that she had blankets enough. And it was cold. That is one thing I found out; you must not judge what you are going up against by the heat in the city when you are packing up.

"Harriet was really afraid of the ba'sam bed that the guide made for her. She thought it would be full of 'tree-bugs,' as she called them. She insisted on having a cot, which she brushed off very carefully. And in the morning when she looked up and saw a couple of spiders on the roof of the tent she said she wasn't very well ad would have to go home.

"But Prof. Watkins—he's an entomologist, you know, and really got up the party—took her in hand, and got her so interested in spiders and bugs that she forgot to be afraid of them.

"I tell you, selfishness shows when you are camping. There was one girl—never mind who; no, it wasn't me; I'm selfish enough, but I do try to hide it—who always managed to have the soft spot to sit, the warmest place by the fire, the best things to eat, the best cushion in the canoe. . . Well, we all got onto her, I can tell you.

"Evelyn—that is the girl who is always late to breakfast—was always

late in camp. No matter where we were going, or what we were going to do, she was never ready. Finally we got into the way of just going off without her. For a while she sulked and didn't follow us; just stayed in camp and pitied herself; but when she found that we didn't even act as if we'd missed her she woke up and began to be ready on time. I bet her mother has been waiting around for her all her life.

"And Mary—she always wanted to be 'invited' to go with us, as if it wasn't her party as much as anybody's. Mrs. Watkins noticed that we were always 'inviting' Mary, and told us not to do it. So after Mary had stayed behind with the blues a couple of times she began to belong, and go with us without anything being said to her.

"Betty was the most fun! You never saw anybody who knew so many things. The Professor said he guessed she was born with a monkey wrench in her hand. She could fix a fish net or build a fire or mend anything with a piece of wire. She cleaned fish and helped cook and showed us how to roll out the biscuit dough and wind it around a forked stick like a pretzel and keep it turning before the fire until it baked. Said she learned it from the Indians in Canada. When



## THE GOOD OLD DAYS.

## Fun and Contentment in Ante-Bellum Times.

Grandville, Aug. 29—Ah, the golden butter that mother used to make!

After we had lived off the strong axle grease shipped from Chicago in oak firkins labeled "Butter," this change was like quitting earthly things and flying directly to Paradise.

Our modern boys and girls imagine they have things so much better than did their ancestors, but when you come down to brass tacks there is nothing to it. There was more fun and contentment to the square foot in ante-bellum days than there is to a mile to-day. Old Timer, how do you know? That is putting it squarely isn't it? And I reckon it is up to me to furnish the proof.

Did you ever go miles through a frosty atmosphere to a spelling bee? One time we went with an ox team at that, a score of lightsome, cheerful lads and lassies piled into a long, straw-filled box on a pair of bob sleds. We made the old woods ring with our songs, (I didn't sing) shouts and laughter. We forgot cold fingers and toes, frosted nose and ears, over the hilarity of the occasion, and when our best speller, Eleanor Ann, spelled down two other schools we felt as proud as peacocks. It was good wholesome fun anyhow, with no accidents to mar its joyousness.

There was fine skating on the big river, too, and many a lad has buckled or tied on his best girl's skates with an elation that no auto joy ride can give to-day.

Down the long expanse of glaring ice, through between the wood-clad hills, at a pace that would shame the best roadster of to-day, sped the girls and boys of old Muskegon days. There was fun enough for a million with only "us girls and boys" to enjoy it all.

Racing was indulged in. Lines were formed and the skaters sped down across the white plain to the ring of steel, the cheers of many hands, and shouts of those who hailed the victor at the last.

At one time, when as clerk in the pinewoods store I saw now and then nobby people from the city, noted their very precise manners and refined speech, I envied them their good fortune and vowed that some time I would quit the big woods and become a city man myself. I have wandered far from the ancestral home since then, among cities and towns, along lakes and rivers, but never during it all has the o'd, solid delights of backwoods days ever come to me.

The good old days! Yes, they were good old days all right, and we of the woods, not appreciating them then, realize in after life how much cause we had to rejoice in that time of youth, fervid enthusiasm, unspoiled by the conventions of polite society.

We had no libraries to consult, yet there were solid books to read such as were furnished by Dickens, Thackeray and others although I, as a lad, did not take to the reading of Dickens. Sylvanus Cobb, Jr., was my ideal fiction writer, the fellow who contributed so liberally to Gleason's Pictorial of Boston and afterward to Bonner's New York Ledger.

The political bible was Greeley's Tribune, which was so well distributed among the hardy sons of the North woods. It was the Tribune that taught the rising generation of that day to look with horror upon slavery as exemplified by Missouri border ruffian efforts to force the curse upon the territory of Kansas. "Bleeding Kansas!" It was such tales as came from the border land that fired the Northern heart and soon after placed the musket of the liberator in the hands of hardy, liberty loving men of the woods and prairies.

The soldiers of that new country

were hardy veterans from the outset and after sweeping their way, under Western leaders, to the Gulf, they turned about and went to the assistance of the East, placing a Western soldier at the head of the oft-defeated Army of the Potomac. Not until then did the crown of victory perch upon Northern arms. It was the sons of the West who made good when all others failed. It is a magnificent heritage handed down to us by the soldiers who followed Grant and Sherman.

After that war for the Union things in the woods were not quite as before. Men who had been content to delve day by day in our little backwoods settlements, having been into the whirl of the world's most thrilling experiences, were not satisfied with this narrow environment. Many of them went out to conquer, and did so, as witness the strong characters who made up our House and Senate immediately subsequent to the stirring scenes of the Civil War.

That wild West experience was a good school for many a boy, and as he looks back over the years to-day you will find no word of condemnation from his lips of the part he played with others in the rugged wilderness.

The skating, sleigh riding, coasting, spelling, writing and dancing of the winter season was supplemented in summer by canoeing, swimming, berrying, fishing and horseback riding, so that no minute went to waste either summer or winter. It was a glorious experience, destined never to be again in this good old United States of ours.

There is no real West to-day.

The game that abounded in every nook and corner of the woods has all gone the way of the red Indian. Trout, trout, Allice, Indian Bill and the rest of that band of invincibles are long since of the past. The Indian of yesterday has passed forever to that happy hunting ground so charmingly pictured by America's poet laureate in Hiawatha.

Those were good old days, let the modern sneer as he will at the old man's reminiscing. Modern improvements are, to the lingering relic of the past, but a sacred marring of the landscape of yesteryear.

Old Timer.

## How the West Feels About It.

The recent decline in the price of wheat has been disappointing to the producers, says a business man who has just completed a trip through the grain belt, but they are not discouraged as they were when the big break came two years ago. The low price is offset in good measure by the unusually fine crops. These good crops have been raised at a minimum of expense, and the reduction of freight rates has also mitigated the farmers' feeling that they have a grievance. Finally, the farmers during the past two years have been practicing the strictest economy and have already reduced their debts, many of which were incurred by unfortunate plunges in real estate speculations when prices were at the war-time peak, to a point where they can see their way out of the woods. Even if wheat stays at a dollar, though the West believes that when the export demand reaches its full volume it will send prices much higher, the farmers will still come through in much better shape than they did a year ago. Naturally, however, they are not happy at seeing other prices advance while the prices of their products take the toboggan, and merchants in agricultural regions are noting a strong resistance to higher prices for commodities of necessary consumption.

## BUSINESS WANTS DEPARTMENT

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

Want to hear from party owning a good general merchandise business or other business for sale. State cash price and particulars. John J. Black, 130 St., Chipewawa Falls, Wisconsin. 854

For Sale—Only laundry in town of 3,500. Will sell reasonable. Good reason for selling. For information, write Island City Laundry, Grand Ledge, Mich. 888

Exchange—Good forty-acre farm, stock and tools, for country store. De Coudres, Bloomingdale, Mich. 889

WANTED—To hear from merchants with stocks of goods to sell or trade. Write us—we have waiting lists of prospects. MERCANTILE BROKERAGE CO., MANCHESTER, TENN. 890

FOR SALE—Hardware and implement stock in good Southern Michigan town, on main line railroad, in good farming country. Good roads, schools, and churches. Also a 150-acre farm, well located, with good buildings. Would sell one or all, account too much to handle to attend to all. Address No. 891, care Michigan Tradesman. 891

For Sale—Grocery and meat market, stock, fixtures and building. Best location in town of 300. High school, good farming and fruit country. \$4,000 cash, terms balance. Address No. 892, care Tradesman. 892

For Sale—Grocery in small town. Good trade. Reason for selling, other business. Address No. 893, care Michigan Tradesman. 893

ICE CREAM, CONFECTIONERY, light lunch. Excellent location. Near Buick factory. Wonderful bargain. Preferably cash. Illness reason for selling. Address George Rae, 901 Rankin St., Flint, Mich. 894

For Sale—General store. Good business, country location ten miles south of Grand Rapids on Division Road. Paul Brink, Ross, Mich. 878

For Sale—Good clean stock of dry goods, hardware, groceries, and boots and shoes. Will inventory around \$5,000. You cannot put up buildings for price asked. Dwelling adjoining store. Located in a good farming community. Inquiries solicited. B. B. Norton Co., Owners, Lachine, Mich. 880

## 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.

For Sale—Cash registers and store fixtures. Agency for Standard computing scales. Dickery Dick, Muskegon, Mich. 643

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 274 East Hancock, Detroit. 666

For Sale—Undertaking and furniture stock, aggregating about \$6,000. Will rent or sell building. Established twenty-one years. Always made money. Address No. 834, care Michigan Tradesman. 834

## MAN WANTED

A man that has gone to the top—in present position—Must be familiar with all lines of general merchandise—with some advertising and card-writing experience.

ARROW ADVERTISING SERVICE  
914 Lindquist Bldg., Grand Rapids

To Trade—I have a beautiful 160-acre farm three miles from Mt. Pleasant, Michigan, two miles from Normal college, to trade for a stock of good merchandise. This is a high-class place. Good reason for dealing. N. D. Gover, Mt. Pleasant, Mich. 884

FOR SALE—Overland garage, 33x120 ft., two-story brick building. Best location in town. A nice all-year-around business. Reason for selling, owner's failing health. A fine place for a hustler who can handle lots of help. Will sell all or part, and lease building. Overland Garage, A. G. Faist Prop., Chelsea, Mich. 886

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—Confectionery and ice cream parlor in one of the best cities in Michigan. Population 6000, and only two soda fountains in the city. Doing a good business. Reason for selling, have two stores. Will sell on reasonable terms. For particulars, write B. Mazzolini, St. Johns, Mich. 872

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

Want whole or part stocks shoes, men's wear or general mdse. E. C. Greene & Co., Jackson, Mich. 887

## Bond Printing

Is a Business in Itself

It requires not only the proper Bond Blanks but a knowledge of Bonds coupled with skill and painstaking care.

We Have the Blanks  
We Have the Skill  
We Use the Care

BOND PRINTING  
IS OUR BUSINESS

We undoubtedly print more Bonds and Certificates of Stock than any other printers in Michigan

TRADESMAN COMPANY

## GRAND RAPIDS SAFE CO.

Dealer in

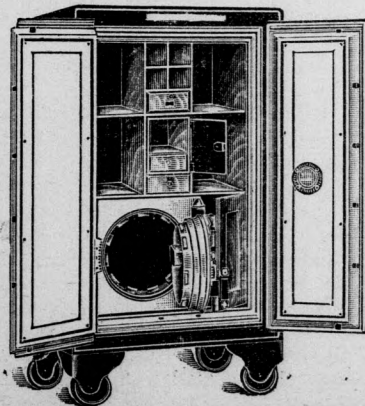
Fire and  
Burglar Proof  
Safes

Vault Doors and Time Locks

Largest Stock in the State.

Grand Rapids Safe Co.

Grand Rapids, Mich.





**MIGHT CATCH THE HUMOR.**

When a man plants a tree for you he has to be a licensed forester. At least that is the rule in some places, and is coming to be the rule in others. If he hauls your trunk from the railway station, he has a license for that. If he teaches your children, he has a license. If he vaccinates you, he has a license. If he looks at your sick dog, he has one. He can't even put in your plumbing or string your light fixtures without a certificate of his ability safely and properly to perform those services. Preachers, lawyers, food handlers, chauffeurs, pilots, and a long list of others all have licenses. But when a man decides to run for office and gets up on the platform with the representation of himself as able and capable at informing you about public affairs, no license is required of him. He can err or prevaricate about the fundamental facts of our Government and none may deny him the right.

Not only may he offend in this manner. He does do it. To-day on a score or more platforms the candidate is stating naked facts, drawing bogus conclusions and appealing to false prejudices. And it is all to get votes. It does not cost the State of Michigan, for example, \$1,000 a year to keep any student in any State institution of learning for a year. But the statement has been made several times in the current campaign for an office which involves State educational institutions as much as it does the martial laws of Patagonia. It would be almost easier to enumerate the truthful assertions of candidates than to set down a list of the untruthful ones now being given currency.

It is a pity that candidates cannot be forced to undergo some sort of examination which will test their fitness to judge of the truth and their willingness to cling to it, once they recognize it. If they could be placed under some sort of bond, moral or financial, to keep the truth, as it were, until safely elected to office, how different would politics be! It almost makes one wonder why a candidate doesn't come out on a platform of disagreeable truth just for the publicity which the novelty of it would assure to him. The voter might catch the humor of it and vote for him out of respect for his nerve.

**BACK TO BARTER.**

In Boston many years ago a canny landlord leased a piece of real estate for a long term of years at an annual rental of so many bushels of wheat. As dollars cheapened, the value of the wheat rose compensatingly, and so the rent remained nearly stable in purchasing power from year to year. Not exactly, of course, but the variation between the purchasing power of that rent fifty years ago and to-day is far less than if the rent were paid in money.

Lately the Germans have been adopting this method. A peasant woman the other day leased so many acres for so many pounds of butter per annum. As the mark descends, her rental butter rises in value. This practice is bound to become common wherever and whenever money be-

comes insecure and unstable. In a pinch of that sort every one realizes that money is not wealth and acts accordingly. In that conviction a trader exchanges one reality for another and the age of barter is reborn.

Thus simple folk record their conviction that fiat money becomes vitiated money whenever a government overworks its currency presses. A strong government with a determined taxation programme and the confidence of its people can keep far more fiat money circulating than the total value of the "things" set aside and hoarded for its redemption. But a government weak in those respects cannot long keep its people measuring values in money when things are what they really want. Of course, from the standpoint of convenience and civilization and all that sort of thing, barter is a step backward. But under the circumstances, may it not be a sensible step? At least the move recommends itself to common sense, since practical, common-sense persons practice it.

Barter in Europe will continue sensible and popular until the fundamental desires of the common man with something to trade are met equally well by the state's measuring rod—money. That rod having become too elastic to be depended upon, they who value stability go back to the fountain head of trade. From them the statesmen of Europe might learn that politics may have the first word but economics always has the last.

**BETTER SALES METHODS.**

The Harvard Bureau emphasizes the need of three things in the retail jewelry business, and its recommendations apply in some degree to other lines of trade. First, there should be a more active interest in merchandising, including display, salesmanship, advertising, and particularly the selection and aggressive selling of merchandise adapted to the special needs of the clientele of each separate store. In the second place, there is need for a more rapid rate of stock turnover. Most stores have a low rate of turnover, with the result that in years of receding prices there is a heavy loss on inventory values and a serious increase in carrying charges and other expenses. Finally, there is the need of reducing operating expenses. The retail jewelry business made a poorer showing in this respect in 1921 than almost any other line. This reduction of cost per unit of sales can be effected in part by observing the first and second of the foregoing recommendations, but still further economies can be effected through a careful analysis of the methods of the individual firm.

**OUR EXPORTS TO EUROPE.**

Our interest in Europe's buying power is brought home to us by the figures of exports to various countries during the fiscal year ended June 30, just published by the Department of Commerce. Exports to Europe fell off 40 per cent., and exports to Great Britain, our best European customer, dropped 36 per cent. The absolute decline in value of exports to Europe was \$1,340,000,000 and in exports to Great Britain it was \$482,000,000.

Part of this was due, of course, to changes in price levels, but since the average decline in wholesale prices in the two comparative periods was approximately 20 per cent., it is evident that the loss in trade may be explained only partly on this ground. Europe apparently has been able to buy only about 80 per cent. of her accustomed purchases from this country, and even this has necessitated our extending credits to purchasers amounting to several billions of dollars.

**CHEAP GRADES OF TEXTILES.**

Regardless of all the theoretical discussion that has been going on in trade circles with regard to emphasizing quality rather than price, it appears that the textile and clothing concerns which are determined to get the business are making every effort to keep prices near the levels of last year's prices, although obviously the quality will not be the same. The consuming public is not yet reconciled to higher prices, but rather insists that prices must go still lower, while producers and distributors have been insisting that prices must eventually advance. An unusual quantity of re-worked wool and of wool and cotton mixtures is reported as going through the mills. This will not only bring a larger amount of low-grade, cheap fabrics on the market, but so far as these compete with higher-grade materials they will tend to depress the price of the latter.

**Canned Cider Good Way To Use Apples.**

The canning of sweet cider is increasing. The Department of Agriculture has just issued a bulletin, 1264, in which are discussed all the problems of cider making, from the selection of the fruit to the marketing of the finished product.

There are a number of canneries in the United States which specialize in the canning of cider and, singular to state, the canned cider seems to keep better in the cans than do canned apples from which it is made, for the reason, probably, that being a liquid it can be more thoroughly sterilized than can the apples.

The blending of different varieties of apples seems to produce better results and flavor. The early varieties of apples are more tart than the late varieties, but as some sugar is used in the canned cider that difference could be overcome.

There are certain Government regulations which apply to the manufacture of fruit juices which the bulletin explains. It can be obtained by writing to the U. S. Department of Agriculture, Washington, D. C., and asking for it by the number.

Why could not the canners of Michigan utilize the early crop of apples now going to waste in this State for cider canning? There is a good sale for it.

Detroit—The Mann-Stevenson Feed Co., 5228 Grand River avenue, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed, \$514.70 paid in in cash and \$9,035.30 in property.

**Give Us Back the Big Stick.**

Lansing, Aug. 29—I wish to congratulate you because of your well taken position and fearlessness in the editorial in the last issue of the Michigan Tradesman on the executive attitude toward the strike evil now threatening the American people and their industries and the livelihood of the strikers, their dependents and the public at large. You have wielded a blow on the head of a nail that should have been driven home long before the incipency of action.

Blind fools, the so-called working men, are led around by a gang of grafters masquerading as labor leaders and working men's friends. The majority of mankind have but one commodity for sale—God given time. If it is not sold, and rightly, each day as it is given to us, it is gone forever. Price matters not. A moment squandered is gone forever. It can never be recalled or recompensed for; it is in the beyond. A few agitators, drawing large salaries, sapped from ignorant men, hold their jobs and perpetrate strikes for selfish motives, not love of general humanity. No two men are alike, nor can they perform and accomplish like results, therefore cannot by joining a union bring mankind to a common level or equality of wage and manner of living. Every man has a right to quit work if he so desires, but there should be a law making it piracy to keep those who will and want to work from assisting in keeping the great looms of life in action. Capital may be arrogant and sometimes those who have it in control may be oppressive, but with all of that there are too many to-day who are not giving value received for what they get. Both capital and labor are necessary but labor should work with capital and not for it, as is done in many cases. If mankind could be made to see that each in a way is dependent on the other and more of the Golden Rule could be applied, there would be less of strife and misery in the world. The American vision seems to be obscured by the getting of the dollar, rather than the uplift of mankind. What we need and must have in home, city, society, state, and government, is men of strong, God-given character, even if they have to flourish the Big Stick, as one great American, Theodore Roosevelt, dared to do when occasion demanded.

G. W. Burhans.

**Out of the Frying Pan.**

The proceedings brought against Will S. Canfield by the Crete Milling Co., in which he was arrested on a capias, were quashed by Judge Dunham when it was shown that the Crete Milling Co. had no standing in court because it was a foreign corporation and had not secured a license to do business in this State, as required by law. This leaves Canfield in a worse predicament than he was before, because the penalty for doing business by the representative of an unauthorized corporation in this State is very severe—\$500 fine and one year's imprisonment in the county jail. Canfield had a contract to act as agent for the Crete Milling Co., on which it is alleged he made default.

Hillsdale—Joseph Baumgarten has purchased the interest of his partners, P. Ericson and R. Buchner in the Hillsdale Manufacturing Co., pants and overalls, and will continue the business under the same style.

A ginger-snap is made of ginger and dough, and the clerk who is looking for a snap should remember that if he has the ginger he can get the dough. The result will be the best kind of a snap.



# Motor Mileage Books



You business men who have used Railroad Mileage Books know their advantages—Why not provide yourself, your family, your employees with the same convenience, when you or they travel by automobile? You can do so with the coupon books sold by the Standard Oil Company, (Ind.)

Here are some of the advantages:

1. Coupons accepted as cash for RED CROWN GASOLINE, POLARINE, or any other S. O. Co. Product.
2. Good at any of our Service Stations anywhere and at many garages.
3. Save time and trouble of making change, keeping records of deliveries, filing invoices, checking statements.
4. Enables you to send any employee to our station and have exact check on every gallon that goes into each auto.
5. For your protection no detached coupons are accepted—numbered book must be presented and coupons detached by our agent.
6. Whenever requested, agent will give receipt showing exact amount of products delivered.
7. If wife or daughter drives a car she can get supplies as needed without the bother of paying cash, or at home can have coupons detached for tank wagon deliveries.
8. Any representative of the S. O. Co. will supply you with a book.
9. \$10.00 book contains cash value 190—5c coupons and 50—1c coupons.
10. \$25.00 book contains cash value 490—5c coupons and 50—1c coupons.

*You will be pleased with these coupon books.*

At any service station of the

**Standard Oil Company**  
(Indiana)

910 So. Michigan Ave., Chicago  
Michigan branches at Detroit, Saginaw, Grand Rapids



# H. LEONARD & SONS

Importers and Manufacturers' Agents

Grand Rapids, Michigan

## FIVE AND TEN CENT GOODS

They are the profitable lines and we show one of the largest assortments of best sellers that has ever been shown in this country.

## TINWARE, GALVANIZED WARE, HOUSE FURNISHING GOODS

Wooden Wares, Silver Wares, Refrigerators, Imported and American China, Glassware Hotel and Restaurant Goods.

## TOYS, BOOKS, DOLLS AND GAMES

for HOLIDAY TRADE

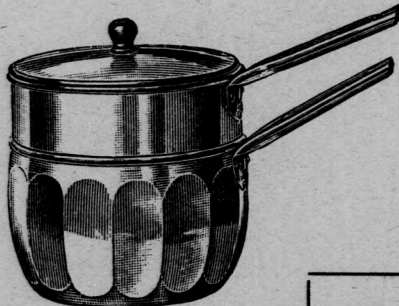
Holiday Bills Date as of Nov. 1, 2% 10 Days.

The Children Must Be Served.

You will find our *Prices Low*—our goods marked in plain figures and plainly printed so that you know we must make the *Rock Bottom Price* the very first time. You will like our ways, because we try to serve you, and you can

## REAP A HANDSOME PROFIT--WRITE FOR CATALOG

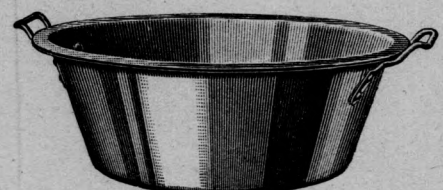
Come in person if possible and look over our 20,000 square feet of samples.



6-1 1/2 qt. Colonial Double Boilers



6-3 qt. Convex Sauce Pans



4-10 qt. Dish Pans



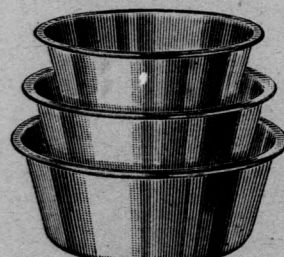
6-1 1/2 qt. Percolating Coffee Pot



6-5 qt. Pudding Pans (large size)



6-4 qt. Covered Preserve Kettles



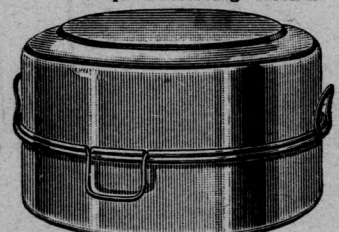
6-Pudding Pans Sets  
1-1 1/2-2 qt.



4-5 qt. Tea Kettles



4-6 qt. Preserving Kettles



4-Medium size Round Roasters

## The 99c Assortment

50 Biggest and Best Values

—Every Offered in—

## Real Aluminum Cooking Utentils

Big, full capacity utensils that will bring the crowds buzzing to your store. Don't confuse these items with the ordinary, flimsy, undersized utensils which have fooled so many dealers.

50 Items sell at 99c each Bring You ----- \$49.50  
Costs You (Average 75c each) ----- 37.50

HERE'S YOUR QUICK PROFIT 32% ----- \$12.00

Big Window Trim furnished FREE with each assortment. Big two color main Banner 41 inches wide and three two-color round posters 13 inches wide.