

The Father and His Son

The Father of His Country has a family of parts;
Some are sons of industry and some pursue the Arts.
Some follow the professions and some are peaceful sons,
While some are strong, aggressive, military sons of guns.

The sons of this great family should see their duty clear,
To strive for God and country without a thought of fear;
They should seek the prize of righteousness like a sprinter as he runs.
The father's done his duty, but how about his sons?

When the British soldiers blundered he diminished their defeat;
With the sons of old Virginia, he covered their retreat,
And when the ragged army was camping in the gorge,
He raised the soldiers' spirits as they froze at Valley Forge.

When the nation started, in chaos and in strife,
He led his people onward to a higher, broader life,
When difficulties faced him he was never known to squeal,
But met the situation with sacrifice and zeal.

He took things as he found them, not to serve as an excuse,
And his colored bondsmen always met with kindness, not abuse.
His life was spent in changing the conditions that were wrong.
He fought the battles of the weak with the army of the strong.

But how about the sons that he has left to do the work?
We've never shown a yellow streak, but don't we sometimes shirk?
Our father had a cousin, the unselfish LaFayette,
Don't you think we owe his people a square and honest debt?

Our sacrifice is trifling, our benefit is large,
Their country's devastated, they were foremost in the charge,
There are others who have suffered, they are hungry, they are chill,
While their industry does languish, will a pittance pay the bill?

Some of us have fallen on the easier walks of life;
While some eke out existence through a long and strenuous strife.
If we find a line of cleavage shall we hammer in the wedge,
Or close the gap that widens, don't you think we'd better hedge?

The man who labors with his hands has helped to win the day.
Don't you think the world would brighten if he had a little play?
A little more of comfort and a little time to think,
Can't we show him how to spend the coin he used to spend for drink?

With the plea of economics we have shut down on his beer,
We have closed the warm saloon where he was wont to go for cheer,
And he plays the game quite fairly at some small sacrifice,
While the Red Lane lies wide open to the man who has the price.

We lick up bootleg liquor caring not just how it came,
We knock the politician but don't care to play his game;
Our aims are somewhat selfish, we're inclined to let things drift,
And the way he spends our money doesn't just encourage thrift.

Some incline to give the Sabbath wholly up to trade and play,
While the square-toes with their blue laws would wholly spoil the day.
Won't the pennies wait till Monday, can't golfing wait till noon,
And the day of recreation be an everlasting boon?

Our faults lie on the surface; underneath I think we're sound.
But it takes a jolt to move us from our daily routine's round;
But I hope that we can act with reason, not with guns,
And the father will look down with honest pride upon his sons.

Granger Whitney.

SOLD EVERYWHERE

RYZON

REG. U.S. PAT. OFF.

BAKING POWDER

Increased leavening power.
Home-baking insurance
—no bad luck.

You use less

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

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

If your jobber cannot supply you
address 40 Rector St., New York

Bound to Boost Your Sales

A straight path gets you "there" quickly.

That's the reason we're taking the straight path of newspaper
advertising to put over the message that FLEISCHMANN'S
YEAST cures constipation.

We're sending customers right up to your counter thoroughly
sold on FLEISCHMANN'S YEAST. A little reminder from you
will work wonders with your sales. Try it.

The Fleischmann Company

A New One Every Week

A new breakfast cereal is born every week, and a
certain number of your customers will try "the new
ones"—but they always come back to

Shredded Wheat Biscuit

the one staple universal cereal food, always the
same high quality, always clean, always pure, always
wholesome—100 per cent. whole wheat, made
digestible by steam-cooking, shredding and baking.
A steady demand all the year that yields a good
profit to the distributor.

MADE ONLY BY

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



Hart Brand Canned Foods

FRUITS

Red Sour Cherries	Black Raspberries
Red Raspberries	Pears
Strawberries	Plums
Blackberries	Peaches
Gooseberries	Apples

VEGETABLES

Peas	String Beans
Corn	Green Lima Beans
Pumpkin	Red Kidney Beans
Succotash	Squash

HART BRAND canned foods are prepared from the finest products of the garden, orchard
and farm. They are gathered and packed in the most prime condition.

HART BRAND canned foods are sterilized by heat alone and packed under the most sanitary
conditions.

JUNE GARDEN PEAS fresh to your table from **HART BRAND** cans ready to serve.

Put the Summer Garden in Your Winter Pantry.

HART BRAND gives you selection from the finest garden peas, the best succulent sweet corn,
the highest quality string beans, lima beans and succotash.

Michigan Canned Foods for Michigan People

Prepared by W. R. ROACH & COMPANY
Main Office: GRAND RAPIDS, MICHIGAN

MICHIGAN TRADESMAN

Fortieth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 24, 1923

Number 2053

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.

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TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

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HEADED UNITARIAN WAY.

In his sermon in New York City Sunday morning Rev. Dr. Percy Stickney Grant said nothing which intensified his clash with Bishop Manning. He made even clearer than before, if possible, his non-acceptance of the doctrines of the church to which he belongs and of which he is an official representative, but he did not challenge the right of the duly constituted authorities of that church to determine its doctrines or to withdraw recognition from a clergyman who refused to preach them. On its face Dr. Grant's position is inconsistent. He wears the garb, uses the building and enjoys the salary of an Episcopal clergyman while denouncing its cherished beliefs. If he should attempt to maintain this position he would be rendering a poor service to religion or to freedom of speech. He would be guilty of a breach of trust.

There is more in the matter than this, however. While it is possible to look upon Dr. Grant's position as a defiance, it may in fact be a challenge—a challenge to his congregation and even to the entire church to consider whether it does actually accept its creed in the traditional way. Political and theological formulas are reinterpreted by successive generations; they repeat the same words but they invest them with different meanings. A clergyman who found that his conception of his church creed had undergone a change might feel himself justified in using his pulpit to get his case clearly before the public in advance of a trial for heresy. The same influences which had wrought a revolution in his own thinking must have affected the thinking of others also. Beliefs which would be condemned by an overwhelming majority if the vote was taken without discussion might in the process of discussion be discovered to be held by a very large minority, not a few of whose members might be surprised to find out that they did not

really think what they had always supposed they thought.

Dr. Grant cannot deny the authority of the canons of his church. He must either preach its doctrines or submit to dismissal. But he is not to be hastily condemned for doing what he can to compel a frank facing of the question of just what those doctrines are.

CHEAP MONEY ADVOCATES.

No one identified the so-called Progressive movement with cheap money agitation when it began a decade ago, but some self-styled Progressives of to-day show a peculiar revulsion to hard money. Many of them are strong supporters of the Ford and Edison currency theories; a few are even advocating the issue of billions of dollars in the form of inconvertible currency, like the old-fashioned greenbacks, to pay the soldiers' bonus and to build good roads. Their attack on the Federal Reserve Board is likewise based on opposition to its stand for sound money and banking principles. The liberal provisions of the Capper bill for rural credits do not appease the cheap money members of the farm bloc, who are demanding still more extended credit facilities so that the farmers may realize higher prices for their products. They refuse to believe that the credit which will enhance the prices of farm products will also increase the prices of things which the farmer has to buy, and that when the inevitable reaction follows a period of inflated prices the farmers invariably are among the worst sufferers.

An invaluable medium for attracting business to a bank is a new and imposing building. Even though there may be other banks with more resources, the public unconsciously associates size with prestige and eventually your bank will be known as the "big bank" and reap the reward that comes with such a standing. Before building, it is wise to consider whether a building should be erected which will be devoted exclusively to banking or whether a combined bank and office building would be more desirable. Oft-times, if the financial condition of the bank warrants it, the first type of building meets requirements, but, on the other hand, the combined office and bank building will not only increase the bank income by its rents, but sooner or later the tenants will become customers, and thus contribute to revenue in two ways. Should it be inadvisable or premature to erect a combined office and bank building, the difficulty may be overcome by building the structure so that it will suffice for the present banking needs and permit of adding upper floors at a later date.

BARKING UP WRONG TREE.

It looks as though Attorney General Daugherty had been a little overzealous in his instructions to the Federal District Attorney at San Francisco in suggesting proceedings by the latter against the Builders' Exchange of that city. He suggested that arrangements for refusing to sell materials to contractors employing only union labor, and all similar acts were in violation of the Clayton act. He urged that attorney to give early attention to the activities of the local material men and, if conspiracy were shown, to present the matter to the grand jury for action. At the outset, however, a snag has been struck, perhaps more than one. To begin with, the Clayton act has no bearing on any actions which are confined within the boundary of any one state. It only applies to interstate dealings. As whatever the San Francisco Builders' Exchange is doing applies merely locally, it does not come within the purview of the Federal authorities acting under any of the anti-trust legislation. Then, too, California has some anti-trust law of its own. Under this it has been decided in that State that labor unions have the right to boycott in labor disputes. The corollary would appear to be that employers have the same right, in accordance with the fine old legal and common sense axiom that what is sauce for the goose should be sauce for the gander. In fact, this is now being adjudicated in the California State courts. There have been two decisions by lower courts, one favoring employers and the other the unions, and an appeal is now pending in the latter before the Superior Court. How the Federal authorities can interfere is a puzzler.

TO WEED OUT INCOMPETENTS

Of the nearly 24,000 cases of business failures in 1922, a pretty large percentage was of those who should never have gone into the occupations in which they succumbed. Sometimes this was because of a lack of capital, but at other times it was due to ineptitude or want of energy. The condition is one that is everywhere recognized, but the remedy is yet to be found. So rare is even a suggestion for betterment in this direction that one which was put forth the other day attracted much notice. This was that some advisory authority should be established with power to declare a person or group of persons competent or otherwise to enter any particular business. There is some such safeguard now as concerns corporations which sell stock to the general public, and there are also laws which have a deterrent influence because they provide penalties for misrepresentation intended to secure a commercial rating or to establish credits.

But who is competent to gauge the capacity of a man? There is no end of flourishing business houses which were founded with little or no tangible capital, but with plenty of skill, faith, zeal and courage on the part of the founders. What many of them set out to do would have been declared impossible of achievement by any committee that appraised the ventures in advance on a cold blooded, if logical, basis. But the seemingly impossible was done and the work stands. A damper on ambition that would stop achievements of this kind is inconceivable.

A CORELESS APPLE.

Apples without cores or seeds are promised by a discovery announced at Abbotsford, Canada, the particulars of which have just been received by the Department of Commerce from Consul-General Halstead. According to the announcement a seedless and coreless variety of Fameuse apple has been developed, which differs slightly in shape from an ordinary Fameuse by being longer and flatter at the ends, but with a typical coloring and flavor. Except for a slight marking on the flesh which outlines the situation of the core in an ordinary apple, there are neither core nor seeds.

The apples were developed in an orchard at Abbotsford and the discovery that they were out of the ordinary was an accident. They had come from a new block of Fameuse, about eight years old, bearing for the first time in market quantities. The discovery was made while grading for market, but unfortunately no record was kept of the tree or trees producing the new fruit, and it will not be before another harvest that steps can be taken for its commercial development.

CHANGES IN CIRCULATION.

The effect of the holiday season on monetary circulation is shown by the recent report of the Treasury Department giving the per capita circulation as \$41.80 on December 1 and as \$42.81 on January 1. This means an increase of \$1.01 per person, but at first sight this may appear to the usual Christmas shopper as hardly adequate to meet the extra demand for ready cash in the holiday period. It is to be noted, however, that not only is the volume of money greater at this time, but that the rate of turnover of money is greatly accelerated. If a dollar turns over twice as fast during a season of brisk trading as it does at other times the net result is the same as if the quantity in circulation had been doubled. The decrease of \$98,000,000 in Federal Reserve note circulation last week, as indicated above, shows that the December gain in total money volume has already been largely wiped out.

SUCCESSFUL SALESMEN.

L. F. Hake, Coffee Salesman for Worden Grocer Company.

Louis F. Hake was born in Grand Rapids Aug. 2, 1880. The antecedents of his parents were German on both sides. His father, the late William Hake, was at one time a traveling salesman. Louis was one of a family of twelve children, eleven of whom are still living. Of the nine boys in the family, eight of them have been commercial travelers at some period of their careers. This is probably the most remarkable record ever presented by any family in the country.

Mr. Hake attended both public and St. Andrews schools, graduating from the English course at Notre Dame university in 1898. While at this institution he took and completed courses in business and advanced accounting. His first employment after finishing school was as book-keeper for the Grand Rapids Board of Public Works. He was subsequently promoted to the position of clerk of the Board. After three years faithful service in the city hall, he resigned to take the position of Secretary and Treasurer of the Sheboygan Light, Power and Railway Co., Sheboygan, Wis. While with this corporation he installed a system of accounting which is still in use by that organization. Three years later he returned to Grand Rapids and formed a co-partnership with his brother, Paul J., to engage in the sale of flour under the style of Hake Bros. The firm handled the output of the Muskegon Milling Co. The failure of the latter at the end of the year caused a dissolution of the firm and Louis covered Michigan the next three years for the Washburn-Crosby Milling Co., of Minneapolis. For the next two years he managed the branch office of the same corporation at Lima, Ohio. He then returned to Grand Rapids and made a contract with W. F. McLaughlin & Co., of Chicago, to handle the coffee lines of the latter in Michigan. He continued with this house for thirteen years. Last month he transferred himself to the Worden Grocer Company and will handle the coffee lines of that house hereafter.

Mr. Hake was one of the organizers of the Hake Timber Land Co., Inc., which held large tracts of timber land in Morehouse Parish, La. He served the organization as Secretary and Treasurer as long as it continued in existence.

Mr. Hake was married May 22, 1907, to Miss Mary Buerger, of Milwaukee. Five brothers and their wives embarked on the steamer Naomi at Grand Haven the night before to attend the wedding. The vessel caught fire shortly after leaving port and all the passengers were taken back to Grand Haven without the loss or injury of a single occupant of the vessel. Three children have come to grace the family circle—Anna, aged 14; John, aged 12; Marion, aged 10. The family have only recently taken possession of a new home they erected at 547 Glenwood avenue, S. E.

Mr. Hake is a member of St. Mary's church and the U. C. T. He insists

that his only hobby is work. He attributes the remarkable success he has achieved as a coffee salesman to the fact that he "keeps everlastingly at it",



Louis F. Hake.

but in the opinion of the Tradesman a pleasant personality and a thorough knowledge of the business have both had much to do with his high standing as a salesman and business man.

Items From the Cloverland of Michigan.

Sau't Ste. Marie, Jan. 23—Charles Field's Nationals, headed by Charles Field, the well-known clothier and sportsman, are to be congratulated on the good work they have done so far this season. Although pitted against the old leaguers of the copper country, the team is making a fine showing and

their progress is being watched with interest by the hockey fans here.

S. D. Newton, of the Booth-Newton Co. has been appointed trustee in the bankruptcy proceedings taken by the creditors of Archie Campbell & Son, formerly in the grocery business here. Referee in bankruptcy, R. T. Looney, named Ed. Stevens, Mervin Roe and Harvey Morris as appraisers. It is the contention of many of the creditors that the Gannon Grocery Co. should replace about \$400 worth of goods taken from the store on the strength of a chattel mortgage. Just what action will be taken in the case is not known, but a decision by Mr. Looney is expected shortly.

Ed. S. Royce, our well-known auctioneer, has returned from a several weeks' visit at Dallas, Texas. He was glad to get back and says the Soo is good enough for him.

Those who bear their troubles bravely always seem to have more of them to bear than anyone else.

If business was as good in all lines as it is in the hockey line, we would have the best times in history. Last week hundreds of people were turned away from the Canadian Soo rink, being unable to get admission. Many from the American side had to return to their homes across the ice and wait for the next game for which they have placed their orders long in advance.

Paul Hagen, proprietor of a small cigar store on Portage avenue, decided to close his place of business for an indefinite period on the advice of our Chief of Police, who is opposed to the "get-rich-quick" game.

Percy Patterson, a former well-known Sooite and prominent National Guardsman, had the distinction recently of introducing Colonel Alvin Owsley, National commander of the American Legion, to approximately 450 men at a dinner given in Fort Worth post of the American Legion.

August A. Anderson, of Chatham, has purchased a prize bred calf de-

scendant of an animal which sold for \$25,000 a short time ago, from the stock farm at Big Bay. It shows that stock men are figuring on larger returns and will in time discontinue the use of scrub bulls.

"The dangerous thing about shoveling snow is that you are liable to fall down on the job."

The Lower Peninsula is away in the lead when it comes to smallpox, which is rapidly gaining ground there, while Cloverland seems to be without a case on record. Time to knock on wood.

The Marquette Lion's Club will adopt resolutions urging the purchasing of Isle Royale as a Michigan State park.

The commercial colony at Gladstone has been growing steadily since the winter season began. The fishing industry now forms one of the most interesting temporary occupations.

"We never want another war and we never want another peace like this one."

Fritz Lind, former manager of the Standard Oil Co. at the Ishpeming and Negaunee branch for the past several years, has been transferred to a similar position at the Soo. His transfer is a well-merited promotion, for Mr. Lind has been in the employ of the company for many years. We welcome Mr. Lind to our beautiful city, where he will make his home in the future.

Always something to be thankful for. The U. S. is assured its supply of gas.

N. J. LaPine, of Gladstone, the popular Soo line salesman for the Cornwell Co., is in the city this week on business. William G. Tapert.

Your time is worth money in proportion to what you make it produce. It is worth fully as much when devoted to thought as action, provided action follows thought.

Richards Storage Company

Grand Rapids, Michigan

\$100,000

7% Preferred Stock Par Value \$10.00

LOCATION:

Corner of Ottawa Avenue and Michigan Street and Ionia Avenue and Michigan Street. The only centrally located ware house in Grand Rapids with a full block on Michigan Street from Ottawa Avenue to Ionia Avenue, with 224 feet on Ionia Avenue and 195 feet on Ottawa Avenue. This location is very advantageous, being one block from Court House, two blocks from City Hall and two blocks from new Hotel Rowe.

BUILDING:

The warehouse consists of two buildings of brick, steel and concrete construction, entirely fireproof throughout, the building on Ionia Avenue is from four to seven stories and the building on Ottawa Avenue is five stories. Large steel and concrete vault for silverware and other valuables. Special facilities for Piano, Victrolas (heated), for Rugs (moth proof), for Trunks, Chests, Etc., for Automobiles and Trucks. Special facilities for shipment of carload lots.

IMPROVEMENTS:

The buildings are being improved to make them in every way the most modern storage plant in Michigan, new elevators of 10,000 pounds capacity are being installed, also new heating plant. When completed we will have 150,000 SQUARE FEET OF FLOOR SPACE. THE LARGEST STORAGE WAREHOUSE IN MICHIGAN.

MANAGEMENT:

The officers and directors of this company are experienced men who are familiar with the requirements and prospects of this business in Grand Rapids. Mr. Richards, the company's president, is an experienced storage man, having been connected in the past with the Shank Storage Co. Every man in the organization has a record for successful business achievements in high-class, legitimate local enterprises.

FUTURE OUTLOOK:

The storage companies now operating in Grand Rapids are doing a capacity business. In fact, the several existing companies cannot hope to keep up with the needs of this growing city. The Richards Storage Co. brings to this field the largest and best built structure for storage purposes—of massive brick, stone and steel fireproof construction with deep walls capable of withstanding any strain that can possibly be put upon them with strength to spare. The confidence inspired in the minds of the public will quickly win business with people who are particular about the building where they store their precious valuable household effects.

For information, call on or write

CHAS. E. NORTON
INVESTMENT SECURITIES

CITIZ. PHONE 51384—BELL MAIN 1073

521-22-23 Michigan Trust Bldg.

GRAND RAPIDS, MICHIGAN

Pro and Con the Invasion of Germany.

The following letter was recently received by W. W. Welch, of Cor-rigan, Hilliker & Corrigan, and summarizes the consensus of New York opinion regarding the present situation in Europe. Opinions seem to be divided rather sharply into two schools of thought.

One view is that while France's rough-shod methods may not be the best way to the end in view, there is no question of the justice of that end and that it may be the only way to bring Germany face to face with the facts that she was beaten in the war and must now pay up the limit for the damage she has done, or starve. The view is further advanced that with a nation like the Germans nothing will be so salutary as bringing home to them in a way that every individual in Germany can understand the fact that they were beaten in the war and must now make terms with France that will be satisfactory to her; that things have been brought to a head and that Germany will capitulate after she sees there is no loop-hole and make a real reparation settlement direct with the French; that this will take place much more swiftly than would have happened under a policy of delay and conciliation; that once such a settlement is made it will be a real settlement and upon such basis recovery in Europe will be much more rapid than heretofore. This is obviously the optimistic side.

The other view is in very sharp contrast. Those holding this view say that France has dealt a body blow to Germany by a policy that almost completely severs the Ruhr from Germany; she is imperiling the stability of all of Europe. It is granted, for the purpose of argument, that France may be able to conciliate labor in the Ruhr by high wages payable in a sounder currency than the marks, to which labor has been accustomed; that France will be able to run the industries of the Ruhr on her own account and for her own profit, instead of for the profit of the big German industrialists who have grown immensely wealthy at the expense of the country; and in short, that France will be able to effect a virtual annexation of the Ruhr and incorporate it as part of their own country and their own economic life for a short or long time, dependent wholly upon Germany's future attitude. Having granted as much as this, the question is then asked, but what is to happen to the remainder of Germany? In round numbers 60,000,000 people lived in Germany before the war, of which not over 40,000,000 could be supported by agriculture and the remaining 20,000,000 were supported by the intensive industrial activities and particularly by a lucrative foreign trade. Take the Ruhr away and industrial Germany is dead. What will happen to the 20,000,000 Germans who cannot possibly live in an agricultural Germany? Poverty and even starvation stares them in the face. Under such circumstances one of two things is likely to happen. A man of iron like old Bismarck or like the new Mussolini may arise, take advantage of the desperation of the masses and start some real trouble. No matter

whether such trouble ultimately results in the triumph of Germany over France and the repudiation of the Versailles treaty, or whether it results in France "wiping Germany off the face of the map"—the result for the world as a whole will be little different. Europe cannot stand a further fierce and costly struggle and the pre-war civilization of Europe cannot survive with either France or Germany "wiped off the face of the map."

The other alternative is a Bolshevik dictator co-operating with the Soviet of Russia with the chaos and threat that this involves to Europe as a whole and France and England in particular. No way out is seen other than vigorous intervention by the United States, which it is expected will not be forthcoming and might even be too late now.

One can take his choice between these two or map out his own interpretation of what is now going on. Either way I am inclined to think he will be wrong for I doubt whether any man, or group of men, has the wisdom or foresight to predict the future under such unprecedented conditions. I am inclined to think that the outcome may be just as unusual as the situation is unusual and as has so often been the case in history, ultimate results be wholly different from that which contemporaries foresaw at the time.

Personally Mr. Welch does not consider that the talked of co-operation of Soviet Russia will prove to be a serious factor, for, as he says, one must not forget that it is now 20 to 30 degrees below zero and that even when the world war was on, the Russians dug themselves in from November to April. With their present demoralized transportation, they would be unable to get any support to Germany until next spring, and by that time the present European condition will probably be straightened out.

My Auto 'Tis of Thee.

My auto 'tis of thee,
Short road to poverty,
Of thee I chant.
I blew a pile of dough,
On you three years ago:
Now you refuse to go,
Or won't or can't.

Through town and countryside,
You were my joy and pride,
A happy day.
I loved the gaudy hue,
The nice white tires, new,
But you're down and out for true,
In every way.

To thee, old rattlebox,
Came many bumps and knocks,
For thee I grieve.
Badly the top is torn,
Frayed are the seats and worn;
The whooping cough affects thy horn,
I do believe.

Thy perfume swells the breeze,
While good folks choke and wheeze
As we pass by.
I paid for thee a price,
'Twould buy a mansion twice,
Now everybody's yelling "ice"—
I wonder why.

Thy motor has the grip,
The spark plug has the pip,
And who is thine.
I, too, have suffered chills,
Fatigue and kindred ills,
Endeavoring to pay my bills,
Since thou wert mine.

Gone is my bank roll now,
No more 'twould choke the cow,
As once before.
Yet, if I had the mon,
So help me, John,—amen,
I'd buy a car again,
And speed some more.

The less you listen the less you learn.

The Man Who Knows is The Man Who Wins

1923 is destined to be a year of facts and figures. Whether we like it or not, we will be forced to steer our business ship by the compass of fact, since there is nothing in the way of precedent to guide us. From the standpoint of retail merchandising we are still facing many new and untried conditions.

Naturally the first thing the merchant needs is facts about his own business. He needs to know the condition of his business, his stock, his accounts and his organization. His inventory will give him a part of these facts, but he should dig still deeper as he plans his future.

Next he needs facts on his community—his sales territory. He needs to know how much building is contemplated, how much state, county and municipal work is planned; how much money from payrolls is to be expected; what the crop conditions and crop acreages indicate. In short, he must know the buying power of his community as it affects the goods he carries.

With the buying power conservatively estimated, his next step is to ascertain the wants and needs of his community. If there is a tendency toward dairying, he should know the extent of that tendency and the field of sales it entails. If there are changes in crops, he should know the changes and the effect on merchandise he now carries. It is only through knowledge of this kind that he can intelligently buy with a reasonable expectation of rapid turnover and net profit.

But facts on your business and your community are not in themselves sufficient. The successful handling of a retail grocery store is no longer a neighborhood problem. Business now depends upon so many different factors that what affects it in one locality eventually affects it in all the other localities. Therefore the wise merchant will carefully study the facts in regard to crops, manufacturing conditions, buying trend and power from a nation-wide angle.

There are other facts also to be taken into consideration—facts which have a direct bearing on business this year. These facts deal with price tendencies and transportation of merchandise from the factories to the jobbers, and from the jobbers to the merchants. They deal further with raw materials, fuel conditions and the labor situation. Fuel shortages and labor troubles create shortages, hinder deliveries of merchandise and force merchants to buy further ahead than they would under ordinary conditions.

The business and industrial situation as a whole merits an optimistic view at this time. The recovery of business in this country since the depression in the latter part of 1920 and the first half of 1921 has been comparatively rapid. It is far better than we had reason to expect at the beginning of last year. The advance in prices of agricultural products, while not enough to place them on an equal basis with other commodities, has aided materially. Building activities bid fair to continue throughout the coming building season. The most serious impediments seem to be the car shortage, the fuel situation and the labor problem.

It is not a case of worrying over the future, but one of sensible preparation that will ensure success. The man who knows is the man who wins. Get the facts.

WORDEN GROCER COMPANY

Grand Rapids

Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.

MOVEMENT OF MERCHANTS.

Lowell—M. P. Schneider & Son succeed Lalley & Schneider in the clothing business.

Jackson—The Liberty Auto & Supply Co. has changed its name to the Gildersleeve-Solomon Co.

Ironwood—John P. Bekola has closed out his stock of boots and shoes and retired from business.

Wyandotte—The First Commercial and Savings Bank has increased its capital stock from \$50,000 to \$100,000.

Saginaw—J. W. Symons, Sr., local wholesaler, is recovering from a broken arm suffered in an auto accident.

Sault Ste. Marie—The Broadwell Branch Co. has removed its business offices to 288 Winder street, Detroit.

Port Huron—The First National Exchange Bank has changed its name to the First National Bank of Port Huron.

Nashville—W. A. Quick has sold his grocery stock and store fixtures to Frank Caley, who has taken possession.

Hudsonville—D. E. Alward has engaged in the hardware business. The stock was furnished by the Michigan Hardware Co.

Detroit—The Filmolens Sales Co., 1923 Ford building, auto light lenses, has increased its capital stock from \$7,500 to \$35,000.

Ishpeming—Walter Erickson, who recently purchased the Talo block, will occupy one store in the building with a stock of groceries about Feb. 1.

Ishpeming S. D. Cohen, proprietor of the Style Shop, is remodeling and enlarging his store which will enable him to add to the stock, several new lines.

Mt. Morris—Frank W. Sump, who conducts a general store on R. R. 1, has sold his store building and stock to Leo Himelhoch, who has taken possession.

Allegan—The Bucher jewelry store has been moved from the Marty block to the Mosier block, on Hubbard street, a better building as well as better location.

Clare—George Phelps, proprietor of a restaurant, has purchased the Hammond restaurant at Mt. Pleasant and will conduct it in connection with his business here.

Adrian—The Cuthbertson Motor Sales Co. has been incorporated with an authorized capital stock of \$15,000, all of which has been subscribed and paid in cash.

Ludington—Leo Grundeman, grocer, was the highest bidder for the City Bakery, owned by the estate of Anton Hank. He will be given title and possession March 21.

Detroit—The Crosstown Corporation, 5066 Woodward avenue, automobile accessories, supplies and garage, has increased its capital stock from \$100,000 to \$150,000.

Amble—The Amble Marketing Association has been incorporated with an authorized capital stock of \$20,000, of which amount \$4,400 has been subscribed and paid in cash.

Olivet—George Bruce, of Byron, has purchased the Ballard garage and automobile supplies, accessories, etc., and will continue the business under the management of his son, Charles Bruce.

Bronson—Daniel Baldwin has purchased the store building and stock of general merchandise of John Stuart, located between Burr Oak and Bronson, taking immediate possession.

Grand Rapids—The vacant store at 1369 Plainfield avenue has been leased for ten years by the Martin Stores Corporation, which will occupy it with a stock of \$10 suits or men March 1.

Detroit—The Garton-Fisher-Wills Co., 118 Michigan avenue, wholesale millinery, has increased its capital stock from \$30,000 to \$50,000 and changed its name to the Kerr-Hodeland Co.

Lansing—The Lansing Storage Co., 410 North Washington street, has been incorporated with an authorized capital stock of \$25,000, of which amount \$10,500 has been subscribed and paid in cash.

Detroit—John F. Fisher, Inc., majestic building, has been incorporated to deal in general merchandise with an authorized capital stock of \$3,000, all of which has been subscribed and paid in cash.

Detroit—The Michigan-Oklahoma Lumber Co., 832 Dime Bank building, has been incorporated with an authorized capital stock of \$15,000, of which amount \$8,000 has been subscribed and \$6,000 paid in cash.

Flint—Sax, Inc., 105 First street, has been incorporated to deal in gowns, wraps, lingerie, millinery, etc., with an authorized capital stock of \$25,000, of which amount \$7,000 has been subscribed and paid in cash.

Detroit—The Industrial Lumber Co., 1302 Real Estate Exchange, has been incorporated with an authorized capital stock of \$25,000 common and \$25,000 preferred, \$20,000 of which has been subscribed and paid in cash.

Gladwin—Charles Wolohan, Inc., has taken over the elevators of Flynn & Wolohan and C. A. Francis and will continue the former under the management of Frank Flynn and the latter under the management of Glenn Wagar.

Grand Rapids—Greep & Timmer, who have conducted two meat markets for several years, have dissolved partnership. John J. Greep takes the market at 15 West Leonard street and Peter Timmer takes the market at 1301 Alpine avenue.

Kalamazoo—P. B. Rickenmore and J. Stahl have formed a copartnership under the style of the Rickenmore & Stahl Hardware Co. to engage in the hardware business at 114 Portage street. The Michigan Hardware Co. has the order for the stock.

Detroit—Frank Streb, 9929-31 Gratiot, has merged his hardware business into a stock company under the style of the Frank Streb Hardware, Inc., with an authorized capital stock of \$50,000, \$30,000 of which has been subscribed and paid in property.

Traverse City—The Mapel-Gipp Co. has been incorporated to deal in dry goods, ready-to-wear garments for women, etc., at retail, with an authorized capital stock of \$25,000 common and \$5,000 preferred, all of which has been subscribed and paid in cash.

Lansing—R. N. Burlingame, for several years a members of the firm of Houghton & Burlingame, druggists at the corner of Cedar street and

Washington avenue, has opened a drug store of his own at the corner of Ottawa street and Butler boulevard.

Detroit—Louis Rabaut, wholesale dealer in toys, 1303-4 Majestic building, has merged his business into a stock company under the style of Louis Rabaut, Inc., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in property.

Detroit—Roy F. Nathan, who conducts a men's furnishings store at 2970 Woodward avenue, has merged his business into a stock company under the style of the Roy F. Nathan Co., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$1,000 in cash and \$9,000 in property.

Kalamazoo—Santiga & Tazaleer, grocers at the corner of Ransom and Park streets, have dissolved partnership and the business will be continued by James Tazaleer, who has taken over the interest of his partner. Timothy Santiga will open a grocery store under his own name at the corner of North and Park streets, Feb. 1.

Sturgis—R. L. Webb, who has been secretary-treasurer and manager of the Citizens Lumber Co. since its organization several years ago, has resigned to accept a responsible position with the Carbon Coated Paper Co. He is succeeded by Henry T. Miller, office manager of the company and an experienced lumberman, formerly of Chicago.

Muskegon—Aunt Molly's Kitchen, Ninth and West Clay streets, manufacturer and dealer at wholesale and retail in confectionery, supplies, ingredients, by-products, etc., has merged its business into a stock company under the style of Aunt Molly's Kitchen, Inc., with an authorized capital stock of \$25,000 common and \$20,000 preferred, of which amount \$22,000 has been subscribed and \$18,000 paid in property.

Cadillac—Henry Aldrich since 1891 a business man here, has sold his clothing store to Henry Klein, of Detroit. Mr. Aldrich came here in 1881 and clerked in a grocery store. Ten years later he entered the clothing business. He owned one of the lots on which the Elks' temple is built and since the erection of that structure has occupied one of the stores on the ground floor. He holds membership No. 1 in the Elks' lodge and was the second exalted ruler here.

Detroit—The wholesale merchants bureau of the Board of Commerce, will make a trade promotion trip to Lansing Tuesday, Feb. 6. The party will leave Detroit by the Pere Marquette Railway at 8 o'clock in the morning. The day will be devoted to calls on business men of Lansing. The party will be entertained at dinner in the Kerns Hotel in the evening. Harold H. Emmons, President of the board, and Harvey J. Campbell, Secretary, will go with the party, which will return Wednesday.

Ishpeming—Walter Erickson is making preparations to open a cash and carry grocery in the Talo building, corner of Division and First streets, in the space now occupied by Peter

Sorminen. Mr. Erickson purchased the Talo block three years ago. He has had considerable experience in the grocery business, having been manager of the co-operative store at Park City, near Republic, for several years, later representing a wholesale grocery house in this territory. He expects to be ready for business in about a week.

Allegan—Frank H. Green, who has conducted a grocery store in the Sherman House block in this city for thirty-eight years, has decided to retire from the business this spring. But few changes have been made in the interior of the store during all these years. The store was kept clean and tidy but the number of times it has been painted could be counted on one hand. Several years ago an addition was added to the rear of the store which was used for warehouse purposes. Charles L. Green has been with his brother all the time and the brothers enjoyed the esteem and confidence of a large number of people in this section.

Manufacturing Matters.

Detroit—The Frazer Paint Co. has increased its capital stock from \$100,000 to \$250,000.

Grand Rapids—The Gunn Furniture Company has increased its capital stock from \$75,000 to \$1,000,000.

Allegan—Baker & Co., furniture manufacturer, has increased its capital stock from \$65,000 to \$250,000.

Bay City—The Henry C. Weber Construction Co. has increased its capital stock from \$20,000 to \$100,000.

Detroit—The Keystone Stucco Co., 5077 Grand River, has changed its name to the Keystone Materials Co.

Vassar—The Detroit Creamery Co. has purchased the buildings and equipment of the Halpin Creamery Co.

Detroit—The Western Gear Manufacturing Co., 3428 Scotten avenue, has changed its name to the Western Gear Co.

Grand Rapids—The Tunis Johnson Cigar Co., 236 Pearl street, has increased its capital stock from \$10,000 to \$100,000.

Port Huron—The Mueller Metals Co., has decreased its capital stock from \$3,000,000 to \$70,000 and 23,000 shares no par value.

Highland Park—The Highland Park Creamery Co., Inc., 13473 Woodward avenue, has increased its capital stock from \$50,000 to \$150,000.

Detroit—The Detroit Pure Food Co., 8629 Woodward avenue, has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and \$1,000 paid in cash.

Detroit—The Aaron-DeRoy Motor Car Co., Woodward at Garfield, has been incorporated with an authorized capital stock of \$200,000, \$50,300 of which has been subscribed and paid in cash.

Detroit—The Maurice Fraser Co., manufacturer and dealer in ink products, office supplies, etc., 246 Bagley avenue, has merged its business into a stock company under the same style, with an authorized capital stock of \$12,000, of which amount \$6,100 has been subscribed and \$2,750 paid in cash.

Essential Features of the Grocery Staples.

Sugar—The market is 10 points lower than a week ago. New York refiners are now on a 6.70c basis, f. o. b. New York. Local jobbers hold cane granulated at 7.45c and beet granulated at 7.35c.

Tea—The demand is increasing steadily. Prices continue full and buyers are apparently becoming confident that tea at present prices is good property. About the firmest lines in tea are Ceylons, Indias and Javas.

Coffee—The market, so far as green Rio and Santos is concerned, sold green and in a large way, showed a sharp advance early in the week, but the firmness did not last and as the week closes the condition is a little sluggish. All grades of Rio and Santos coffee show a slight fractional advance as compared with last week. The jobbing market for roasted coffee is about unchanged. The advance was due to an increased firmness in Brazils and the reaction is apparently due to increasing uncertainty in European politics. As to milds the situation is about unchanged. The demand is not very active and prices are about unchanged.

Canned Vegetables—Nearing the end of the month and with many prominent factors to be absent from the market this week, the prospects are for another dull period of trading. Among the vegetables tomatoes and peas have been the leaders in the important packs with asparagus a feature in the less plentiful offerings. Tomatoes have ruled firm in the country with moderate buying by the jobbing trade. There have been a number of quotations on new packs from the South, but with little buying so far. Peas are also becoming more prominent as to 1923 packs, but next week will bring that phase of the market to the fore. Spot peas remain firm and high in all grades. Corn has been a slow seller in standards but fancy has been firm in all varieties. Golden Bantam is in light supply.

Canned Fruits—An unsettled peach outlook is in sight, with added weakness since standards and seconds have been reduced on the Coast by one of the largest packers. With a larger supply of that class of fruit than anticipated canners evidently have come to the conclusion that the salvation of the market depends upon a reduced retail price in order to affect a clearance. Buying by jobbers has decreased and a liquidation is more desired than an adding to present stocks. Low grade apricots are also weaker. The better grades are not active. Hawaiian pineapple remained firm all week and was well taken when it was offered. It was perhaps the most sought item in the entire list of canned foods. Apples were dull.

Canned Fish—There is no material change in any of the fish offerings. Salmon continues to move through its narrow channels as determined by local consumption but there is only light buying on the Coast. Despite local support Western interests hold the market firm. Sardines of all types are in nominal demand. Maine packs are stronger in the country than on the

spot and this is also true of California sardines. The remainder of the line is taken as it is needed to fill in. Consumption at this season is never very heavy and is no more than normal.

Dried Fruits—The dried fruits situation is not very satisfactory to the holder. Demand for everything is rather quiet, with no pep to it, and most of the lines are easy. Prunes are easy and neglected. Retailers are selling prunes, but not very briskly. Raisins are still weak and nobody appears to want them very actively. Apricots are quite dull on account of the high price and peaches are quiet as the spring demand has not yet appeared.

Rice—Domestic rice is firm in tone, even though the volume of trading is comparatively light. Jobbers are moderate buyers, mainly for transient outlets, and retailers are doing hardly more than their normal business. Strength in the South is felt here and to a considerable extent causes the present firmness of the market. Foreign rice is steady and in fair request with stocks of moderate size.

Syrup and Molasses—Molasses is selling about as usual during this season of the year, prices being unchanged for the week. Sugar syrup steady to firm, with a good firm undertone and a fair demand. Compound syrup selling seasonably at unchanged prices.

Cheese—The market is steady, with a very light consumptive demand at prices ranging about the same as a week ago. Stocks of cheese in storage are ample and the prices are much higher than they were a year ago. The future course of the market depends entirely on the consumption.

Provisions—Everything in the smoked meat line is steady at unchanged prices, with a fair consumptive demand. Both pure lard and lard substitutes are unchanged, with a light demand. Barreled pork, canned meats and dried beef are also in fair demand at unchanged prices.

Salt Fish—The demand for mackerel is not much heavier this week than it has been, but there is some indication of increased demand due to the coming Lenten season. Prices on all grades of mackerel remain unchanged from a week ago.

Hides, Pelts and Furs.

Hides	
Green, No. 1	10
Green, No. 2	09
Cured, No. 1	11
Cured, No. 2	10
Calfskin, green, No. 1	14
Calfskin, green, No. 2	12½
Calfskin, cured, No. 1	15
Calfskin, cured, No. 2	13½
Horse, No. 1	4 00
Horse, No. 2	3 00
Pelts.	
Old Wool	75@1 50
Lambs	50@1 25
Shearlings	50@1 00
Tallow.	
Prime	@7
No. 1	@6
No. 2	@5
Wool.	
Unwashed, medium	@35
Unwashed, rejects	@30
Unwashed, fine	@35
Furs.	
Skunk, No. 1	3 25
Skunk, No. 2	2 25
Skunk, No. 3	1 25
Skunk, No. 4	60
Mink, Large	7 00
Mink, Medium	5 00
Mink, Small	3 50
Raccoon, Large	5 00
Raccoon, Medium	3 50
Raccoon, Small	2 50
Musk rats, Winter	1 50
Musk rats, Fall	1 00
Musk rats, Small Fall	50
Musk rats, Kitts	10

Review of the Produce Market.

Apples—Jonathans, Spys and Baldwins fetch \$1.75@2.25 per bu. Western box apples are now sold as follows: Roman Beauties, Winesaps and Black Twigs, \$3; Delicious, \$4.25.

Bananas—8c per lb.

Butter—The market is steady at prices ranging about the same as last week, with only a moderate consumptive demand. The make of butter is increasing to some extent and the recent high prices have curtailed the consumption to a considerable extent. Stocks of storage butter are considerably under what they were a year ago. The future course of the market depends entirely on the consumptive demand. While we are likely to have a further decline, we do not look for much lower prices. Local jobbers hold extra at 48c in 63 lb. tubs; fancy in 30 lb. tubs, 50c; prints, 50c. They pay 23c for packing stock.

Cabbage—75c per bu.; red 90c per bu.

Carrots—\$1 per bu.

Cauliflower—\$3.50 per dozen heads.

Celery—50c per bunch; extra jumbo, 70c.

Cocoanuts—\$6.50 per sack of 100.

Cranberries—Late Howes are \$5.50 per ½ bbl. (50 lbs.)

Cucumbers—Illinois hot house, \$4.50 per doz.

Egg Plant—\$3 per doz.

Eggs—The market on fresh eggs is firm at prices ranging about the same as last week. The production of fresh eggs is increasing as the season advances and the price depends considerably on weather conditions. The receipts of fresh eggs are being absorbed on arrival. Stocks of storage eggs are considerably in excess of what they were last year. We look for lower prices on storage eggs in the near future. Local jobbers pay 36@37c for fresh. Cold storage operators are offering their supplies as follows:

Firsts ----- 32c
Seconds ----- 26c
Checks ----- 24c

Grapes—Calif. Emperors, \$7 per 30 lb. keg; Spanish Malagas, \$9.50 for 40 lb. keg.

Green Onions—Chalotts, 85c per doz. bunches.

Honey—32c for comb; 25c for strained.

Lettuce—Hot house leaf, 24c per lb.; Iceberg from California, \$5.50 per case.

Onions—Home grown, \$2.75 per 100 lb. sack.

Lemons—The market is now as follows:

300 size, per box ----- \$8.00
360 size, per box ----- 8.00
270 size, per box ----- 8.00
240 size, per box ----- 7.50

Oranges—Fancy Sunkist Navals are now sold on the following basis:

100 ----- \$4.75
126 ----- 5.25
150, 176 and 200 ----- 5.50
216 ----- 5.50
252 ----- 5.50
288 ----- 5.50
324 ----- 5.50

Choice, 50c per box less.

Floridas are now sold as follows:

126 ----- \$5.50
150 ----- 5.50
176 ----- 4.50

200 ----- 4.50
216 ----- 4.50

Parsley—50c per doz. bunches.

Peppers—Florida, 75c for small basket containing about 18.

Potatoes—Home grown, 50c per bu.

Poultry—Local buyers now pay as follows for live:

Light fowls ----- 13c

Heavy fowls ----- 19c

Heavy springs ----- 18c

Cox and Stags ----- 10c

Radishes—90c per doz. bunches.

Squash—Hubbard commands \$1.50 per 100 lbs.

Strawberries—Floridas bring 60@65c per qt.

Sweet Potatoes—Delaware kiln dried command \$2.25 per hamper.

Tomatoes—6 lb. basket of California, \$1.75.

Turnips—\$1 per bu.

Day of Personal Journalism Has Not Passed.

E. A. Stowe, editor and publisher of Michigan Tradesman, Grand Rapids, is a splendid refutation of the popular theory that the day of personal journalism has passed.

No doubt the Danas and Wattersons have gone forever from the daily newspaper field, but among the business publications one often finds men who, like Mr. Stowe, are personally in intimate contact with their readers.

When weather conditions permit, he drives over the State, meeting the retail merchants for whom the Tradesman is edited, and getting their ideas on merchandise and methods, at the same time passing on to them the product of his rich experience.

He recently took a trip to Chicago for the special purpose of investigating what he believed to be a shady, premium scheme which was being offered in his territory, and the fearless way in which he denounced it, after investigation, indicated a reason why the retailers like to read his paper.

Mr. Stowe has just started his fortieth year as editor and publisher, having founded his publication in 1883. He says he will probably retire after he has rounded out half a century at the job; but those who knew him best have a shrewd suspicion that he will start right in on his second half-century of service.—Class.

Years, Not Days.

In referring last week to the forgeries committed by officers of the Salvation Army, the word "years" should have been used, instead of "days."

Sir Harry Lauder said at one of his numerous farewell banquets in New York: "We Scotch are a much-maligned people. A Londoner said to me one night: 'A conundrum for you, Sir Harry, "What's the difference between a Scotchman and a coconut?" 'Give it up,' I said, after a bit of hard thinking. 'You can get a drink out of a coconut,' said he."

Detroit—The Krihner Tripoli Co. has been incorporated to manufacture and deal in plasters, polishers supplies, etc., with an authorized capital stock of \$60,000, of which amount \$25,000 has been subscribed and \$22,500 paid in in cash.

IN THE REALM OF RASCALITY.

Cheats and Swindles Merchants Should Carefully Avoid.

Some methods of fake song publishers were described at the recent convention here of the Music Teachers' National Association by William Arms Fisher, manager of Oliver Ditson and Company, Boston music publishers, in a talk on "Song Sharks and Their Victims."

"Having received hundreds of pitiful letters from victims of these sharks," said Mr. Fisher, "I wrote some verses, entitled 'The Ache in My Heart For You,' and sent them to the advertisers whose names I found in the pages of over forty magazines. From the flood of answers, the contracts for signature, booklets of instructions and circulars warning me of fraud by the other fellows, I let these people show me their methods."

"These are for the most part to charge a would-be song writer from \$5 to as high as \$90 for supplying music for his verses, promising to secure publication of the result from a reputable music publishing house. This turns out to be a printing establishment, generally the shark's own shop, which turns out a few copies of the song, and that is all that happens."

"These swindlers are careful to keep within the postal laws, but the post office authorities at Washington have been advised of the extent of their practices, and are taking hold of the matter, recently closing up a Chicago concern which is reported to have cleaned up over \$500,000 in the last three years. So great is the evil that the Music Publishers' Association of the United States, the Music Publishers' Protective Association and the Music Industries Chamber of Commerce have issued a warning against the sharks through the Better Business Bureau of the Music Industries Chamber of Commerce."

Mr. Fisher said that the widely-published fact that George M. Cohan received \$25,000 for "Over There" had, through swindles, cost gullible versifiers anxious for "easy money" more than a million dollars.

Hold Up Freight Shipments.

Scranton, Pa., Jan. 23—City detectives have broken up a clever scheme by which business men of Scranton, Albany, and other cities have been victimized, it is alleged, when they arrested David Strachan, residence not given.

Strachan is alleged to have represented himself as the agent of the Railway union yardmen of America, a benevolent, fraternal and insurance order. He would outline to business men that union yardmen are the real workers in the railroad business and that they handle the freight for the wholesaler and from the latter to the retailer. Hence they could speed up or hinder shipments. The merchant was asked to take space in the magazine with the understanding that if he failed to contribute he might find his consignments of goods delayed.

Fake Stocks in 1922 Cost \$600,000,000.

Atlantic City, N. J., Jan. 23—Promoters of spurious stocks mulcted the public for more than \$600,000,000 during the last year, according to a resolution adopted to-day by the Executive Board of the Associated Advertising Clubs of the World. Oil promotions proved to be the most profit-

able for the swindlers, it was declared, one scheme alone, that of reorganizing defunct concerns, cost their victims over \$30,000,000.

In the resolution the board urges Congress to enact special appropriations for the curtailment of fake promotions, and asks National, State and city authorities to give greater attention to the swindles that for "daring and big clean-ups, have been unsurpassed in the history of the country."

Swindlers in Texas are going to extreme lengths in putting over their oil schemes, according to William P. Green of New York, Director of the National Vigilance Committee. "Deprived of the advertising columns of most newspapers," he said, "promoters are resorting to the publication of their own journals, through the columns of which they feature the schemes in which they are interested. Another clever method is to merge defunct oil companies, the stockholders of which are then approached with the appeal that an additional payment will save their original investments."

He said that the Federal Government is making intensive efforts to prevent promoters of the fraudulent schemes from using the mails, and that during the year it has made some notable round-ups.

The resolution states that as a result of a recent investigation by the association's National Vigilance Committee, it has obtained facts about one oil promotion scheme in Texas, which making a specialty of consolidating defunct companies, has taken in more than seventy-five such companies, the capitalization of which aggregates more than \$150,000,000, in which it is conservatively estimated the public has lost in the neighborhood of \$30,000,000; that frauds of all classes during the past year will be in excess of \$60,000,000; and declares that the failure to curb such operations is a serious contributing cause to public unrest.

The resolution calls upon Congress and all other legislative bodies, to make appropriations adequate to meet "these growing crimes against the people," and urges all newspapers and other periodicals "to open their columns to a full discussion of this situation, particularly toward warning the public and commending public officials who do their full duty toward the suppression of such operations."

A decision was reached to organize a bureau in Washington to establish a contract with the Department of Commerce. It was asserted that such a branch would prove invaluable as a fact-gathering agency for advertising knowledge.

George W. Hopkins of New York, Chairman of the Speakers' Bureau of the Associated Advertising Clubs, said that the committee had received requests for 800 or 900 speakers. The bureau was established last September.

The proposition of a great advertising exposition in New York City was informally discussed. It was announced that the committee in charge, of which John H. Logeman of Chicago is chairman, will meet in Chicago Jan. 19 and determine upon definite action. The object of the exposition is to illustrate to the business man the sales-creating power of advertising and to show the public the service value of advertising.

Atlantic City is making big plans for the June convention, which will meet here for the first time. John H. Logeman, chairman of the Educational Exhibit, reported that the exhibits at the coming convention will require twice the amount of space of former years. He said that all of the twenty-three departments of National advertisers in the organization would participate, and that twenty-four foreign countries would be represented.

Remarkable Record of Accomplishments.

Detroit, Jan. 23—The annual report of the Better Business Bureau makes

the following showing of accomplishments:

Gerard-Summers Co.: About \$400,000 had been taken from Detroit investors in this oil lease project. The Bureau's investigation indicated that only 21 per cent. of the money had gone into the oil project. Blue sky warrants issued for the promoters. Some of the original investors, organized as the Richards Oil Co., bought in the property at bankruptcy sale.

Point-of-Purchase Association: This "Flashing Sign" advertising project was sold to more than 600 retailers in Detroit alone on representations that rental contracts had been made for the display space with National advertisers. The Bureau's investigation resulted in a Wayne county grand jury probe, following by a Nationwide Federal investigation, as the result of which forty-two indictments were returned charging fraud through the mails.

L. J. Sinkula & Co.: Though no "investor" reported a loss or entered a complaint, late in 1921 this office started an investigation of this alleged "brokerage" firm working among the foreign population. On the eve of an intensive sales program, wherein 200 salesmen were to be sent out for a grand clean-up, the offices were raided and two of the promoters, who had fled, were arrested later, brought back to Detroit and convicted of larceny.

Other cases: Advised that certain brokers were circulating "scare rumors" to depress the market for certain stock, this office investigated and reported to the Michigan Securities Commission. A license was suspended.

In several instances where stock purchasers could not secure deliveries from brokers, after paying for the stock, the Bureau, through efficient co-operation by the Michigan Securities Commission, secured speedy deliveries. In one instance a firm suspended. In another instance the broker's license

was revoked following a complaint.

With the redemption by the Government of a large amount of Victory bonds and war saving stamps, the Bureau, in a warning published in daily and Sunday newspapers here, cautioned the public not to be misled by promises of fabulous returns on investments.

Exposure of many schemes by the Bureau shows that the cost of operating the investment division has brought dividends countless times over and has contributed to a large extent to the campaign to educate the people along sound lines with the view to retaining them as one of the city's greatest assets—a saving and judiciously investing people.

Better Business Bureau.

The Metropolitan Way.

A dignified Philadelphian had advertised for a stenographer. Among the numerous applicants for the position was a beautiful, statuesque blonde who had recently arrived from New York. Her businesslike manner so pleasingly impressed the merchant that he straightway engaged her at a liberal salary. On the morning of her first appearance she went to her employer.

"I presume," she remarked, "that you begin the day over here much the same as they do in New York?"

"Oh, yes," rejoined the employer, still perusing a letter he was reading.

"Well, hurry up and kiss me, then, I want to get to work," came the startling reply.

When selling goods, don't drum with your fingers or use your hands in any way to distract the buyer's attention from the goods you have set before him.

Market Information January 23, 1923

The market on Cotton, Wool and Silk Goods has advanced from 10% to 25% due to advances in the raw materials and higher labor costs. Further advances are expected due to shortage of raw materials and advancing wages.

It is felt that Cotton will continue as high or higher until the new crop and that as high or higher prices will continue until the fall season. Prices have been made on Outing Flannel for fall at an advance of approximately 20%. Blankets will be higher.

Wool Goods are advanced from 10% to 25% for fall including Underwear, Pants, Mackinaws, etc.

All Silks are up from 10% to 25% due to the advances of raw silk as the Japanese have control of the market.

We have covered on practically every item for Spring and a great many for fall and will continue to sell as long as assortments are available but if we have to again go in the market, we may not only have to pay advances but may not be able to get such good assortments as the volume of business in the market has cleaned up the better assortments.

We suggest that you cover for a reasonable quantity of merchandise both for your current and future needs for Spring and Fall as we believe that such a program will be to your advantage.

Our salesmen are carrying samples and soliciting your business on this basis.

GRAND RAPIDS DRY GOODS CO.
Wholesale Only.

ALBERT MURRAY, PRESIDENT
CHARLOTTE, MICH.

JOHN MUFFLEY, VICE PRESIDENT
KALAMAZOO, MICH.

L. H. BAKER, SEC'Y-TREAS.
LANSING, MICH.

H. J. VREDEVELD, ASSISTANT SECRETARY

G. G. MADAN, ASSISTANT TREASURER

MICHIGAN SHOE DEALERS MUTUAL FIRE INSURANCE COMPANY

DIRECTORS

EDWARD STOCKER, DETROIT, MICH.
H. P. WOODWORTH, LANSING, MICH.
A. V. FRIEDRICH, TRAVERSE CITY, MICH.
A. J. SCHULTZ, MUSKEGON, MICH.

LANSING, MICHIGAN

January
25th
1923

To Our Policy Holders,
All Over Michigan.

Gentlemen:

Our printed financial statement was mailed
you this week.

The figures speak for themselves, and their
message is a very cheerful one to the merchants who
are carrying their insurance with us. The following
gains, made by the Company during the past twelve
months, register the growing sentiment for mutuality
in Fire Insurance,- a direct result of the application
of the Golden Rule to this branch of business:-

Gain in Assets,	24%
Gain in Reserve for unearned premiums,	55%
Gain in Insurance in force,	26%

Sound finances, and prompt and fair loss
adjustment, coupled with the Mutual Principle, which
places the affairs of the Company in the hands of the
insured and gives him the benefit of the mutual saving,
(\$153,200.00 actually returned to Policy Holders
since organization), are responsible for our past
success and presage a splendid future for our Company.

Yours Mutually,

MICHIGAN SHOE DEALERS MUTUAL FIRE INS. CO.



Secretary-Treasurer.

LHB HV

BETTER CARE

FEWER FIRES

LOWER COST

THE FARM BLOC PROGRAMME.

The programme of the farm bloc during the remainder of this session of Congress has been limited to securing the enactment of three measures—namely, rural credits, "truth-in-fabric," and the anti-filled milk bills. The Capper rural credits bill, as passed by the Senate last Friday, is now in the hands of the House Committee on Banking and Currency, and will be taken up in the near future. The House Committee, however, is not likely to report the bill until after the Lenroot bill is passed by the Senate. The Lenroot bill, creating a new farm credits department in each of the twelve Federal land banks, is expected to require at least a week in the Senate and possibly more. While the bill is expected to be passed, attempts will be made to amend it in various ways. The more radical members of the Senate do not think that it goes far enough, while the more conservative Eastern Republicans hold that it goes too far. Some of the more strenuous champions of the downtrodden farmers allege that this does not confer sufficient relief and they will endeavor to obtain support for other measures to supplement this one. One feature of the Capper bill that has attracted much attention in financial circles is the provision empowering the Federal Reserve Board to rediscount nine months' unsecured agricultural paper. A late amendment also allows the Reserve banks under certain conditions to increase their dividends to 9 per cent. in lieu of the present legal limit of 6 per cent. The adoption of this amendment cuts the ground away from those who have been trying to interest Congress in a proposition to limit profits of joint stock loan banks to 6 per cent., on the assumption that the latter should be subjected to the same restrictions as are imposed on Reserve banks. A second measure on the farm bloc programme, the anti-filled milk bill, has already passed the House and will probably have no opposition in the Senate.

The third measure favored by the farm bloc, the "truth-in-fabric" bill, just renamed the "woven fabrics bill," will encounter strong opposition from representatives from the manufacturing states. Designed ostensibly to protect the consumer of woollen goods, it is aimed really to favor the wool growers of the Western States by creating a prejudice on the part of the public against reworked wools. It is pointed out that certain very low grade woollens of poor construction could truthfully carry a label showing that they were composed of 100 per cent. virgin wool, while much superior fabrics containing a small proportion of reworked wool would carry a label that would prejudice the uninformed buyer against them. To create an exclusive demand for virgin wool goods would help the wool grower alone. As an antidote to this measure a bill, known as the Lodge-Rogers bill, is now before Congress. This is patterned after a law of Great Britain which has proved effective in preventing misrepresentation of merchandise. It applies to all goods offered for sale and not to woollens

alone, and imposes heavy penalties for false branding, but does not make labelling compulsory.

FEELING OF OPTIMISM.

Not in many months were there so many meetings of producers in various lines and of wholesalers as was the case in New York City last week. Prominent among the manufacturers were those of boots and shoes, hardware, straw hats, furs, paper and corrugated and fiber boxes. The wholesalers included the National association of dry goods men and the allied bodies handling knit goods, dress fabrics and notions. Representative men were there from all over the country. Nor was all of their time given over to discussions of conditions and suggestions for improving them. Many of the wholesalers came with the purpose to buy after looking over the field, and quite a number did so. Such persons, with the numerous representatives of department and other retail stores, made up the largest lists of buyers recorded for a long period. Both in the discussions that were had at the conventions and in the buying that was done was apparent the feeling of optimism that has been gaining since the year began. The urge to buy has been stimulated by the general conviction that prices now quoted will be even higher later on. In merchandise, as in stocks, the tendency always is to buy on a rising market. Wholesalers, however, are still displaying caution because, as they assert, retailers are taking counsel of their fears and are insisting that they will not be able to pass on to the consuming public the higher prices that must be obtained.

That such higher prices will have to be faced, however, seems certain in view of the advanced cost of many raw materials, rising wage scales and the increases which the tariff has brought about. They will be more perceptible when the Fall retail buying by the public begins. It seems to be considered likely that there will not be as much opposition to the higher prices by the classes of wage workers whose pay has been or will be raised as by those whose incomes are more or less fixed. The attitude of the agricultural portion of the population will be determined in great measure by the size of the year's crops and the market prices obtained for them. The outlook, as well as it can be guessed at so far ahead, is regarded as promising. With an average yield of the principal farm crops, prices should be such as to furnish a fair profit. This is particularly the case since the indications all favor a continued demand for foodstuffs from European countries. But rising costs of production, with the accompaniment of higher prices, do not in general commend themselves to thoughtful merchants because there can be no promise of permanence in such a condition. It is only a question of time when a further readjustment of relative values must be had. This will necessarily imply a recasting of the wage scales, with the very probable result of resistance to reductions and the usual strikes or lockouts. The more inflated values become the harder it will be to lower the levels.

WOOL TENDING HIGHER.

Here and abroad, the tendency is toward higher prices for wool of all grades. This is shown in the public auction sales in Australia and elsewhere in foreign countries and in the transactions on this side of the Atlantic. Crossbreds have shared in the advances even more markedly than have the finer varieties. There is now in this country a very large stock of wool, and this has tended to halt contracting for wool now on the backs of sheep in the West. Between now and Feb. 1 there will be a series of conventions of wool growers' associations in various Western States to decide upon the course to be pursued regarding the clip of the coming spring. Conditions all seem to favor rather a strong and unyielding attitude. In the goods market the principal factor in corporation dress fabrics announced prices the other day on a limited line of eleven serges and one wool crepe for delivery up to July. A quite marked advance was made. Of much more interest was the announcement, by the American Woolen Company, fixing next Monday and Tuesday for its openings of woollens and worsteds, respectively. No intimation was given as to prices, but it is well understood that there will be no uniform advance, some fabrics being raised proportionately more than others. No advance of more than 20 per cent. is considered likely in any of the fabrics. Cheapness will be attained in manipulated cloths. The openings will set the pace for the next heavyweight season, and it is believed that advances will follow initial sales. Other openings of fall woollens will succeed the American's during the next five or six weeks. It is said that a fair amount of orders "at value" have already been put in by the cutters.

COTTON'S MAIN COMPETITOR.

Quotations have continued to rule high in the cotton market during the past week. Optimists are even inclined to believe that they will go still higher before this year's crop begins to move. It brings up the question as to the point where cotton will be too costly to use for many purposes. When it reaches much beyond 30 cents per pound it will find a formidable competitor in flax, which can be grown in many more places than can cotton and which gives a greater average yield per acre. This may yet bring about a renaissance of linen shirts and collars, now almost nonexistent. The next cotton crop continues to excite attention, both here and abroad, as so much depends on its size. It is stated officially that the supply of calcium arsenate, the insecticide used against the boll weevil, will be inadequate and that economy in the use of it will be imperative. Consumption of cotton in domestic mills in December was almost 50,000 bales less than in the month before and exports were 150,000 bales less. The rise in the raw material has been reflected in the increased prices of cotton goods of all kinds. Especial strength and firmness has been shown in fabrics, both unfinished and finished. Compared with a year ago, the

added cost of gray goods is almost the same per pound as that of the raw cotton. During the last week duck lines were withdrawn preparatory to higher prices, muslins were advanced and so was a line of hosiery. Colored and printed fabrics are sharing in the rise. The knit underwear and sweater lines are in continued demand.

FARMERS AND LABOR UNIONS.

The outbreak of mob violence in Arkansas last week, which resulted in the death of a union railway laborer, is indefensible and regrettable. It serves, however, to illustrate the lack of any real bond of sympathy between farmers and organized labor. The welfare of the farmers is closely linked with well-ordered transportation service. Moreover, these men who work from sun to sun and at harvest time even longer have no sympathy with restricted hours and overtime. Consequently when the union thugs and murderers proceeded during a period of nearly two years to interrupt railway service by burning bridges, blowing up tracks and damaging rolling stock, so that the people living along the line affected were sometimes deprived of railway services for days at a time, the rural folks finally took the law into their own hands and after lynching one striker drove 200 others from the town of Harrison. The exasperation to which these people had been driven does not excuse their lawless conduct, but if there had been the feeling of common interests between farmers and labor that is sometimes alleged to exist a conflict like that just described could never have occurred. Any alliance between the farmer and union labor groups for political purposes is purely one of convenience.

European news had its effect on business and financial developments during the past week. This was shown particularly in the case of foreign exchange and foreign bonds, but the influence was apparent also on prices of domestic securities and in the cotton market. During the preceding week stocks had shown surprising resistance to the alleged bearish significance of news from Europe, but there was some reaction early in the past week, which was followed, however, by substantial recovery. News of domestic business continued generally favorable. The output of the steel mills has gone slightly higher since the turn of the year, and the prospects of a repetition of a coal strike on April 1, which a few weeks ago were a matter of serious consideration, are now regarded as extremely remote. All price indices indicate that the general upward trend of wholesale prices has been checked, at least temporarily, although wages and living costs continue to advance. A further decline in the circulation of reserve notes of the Federal Reserve Banks and a gain in the ratio of reserves to liabilities show the continuation of readjustment after the usual demand for funds at the end of the year.

The clerk who gets the bigger job is the one who isn't afraid to be bigger than the job he already has.

FINANCIAL STATEMENT

Merchants Life Insurance Co.

Des Moines, Iowa

December 31, 1922

ADMITTED ASSETS

Mortgage Loans on Real Estate	\$4,528,676.26
Policy Loans and Premium Notes	428,915.37
Bonds—U. S. Government	120,506.00
Bonds—Municipal, Etc.	171,117.75
Cash in Banks and in Office	212,536.49
Interest due and accrued	136,206.30
Net Uncollected and Deferred Premiums	206,938.31
All other Assets	5,005.87

Total Admitted Assets \$5,809,902.35

LIABILITIES, CAPITAL AND SURPLUS

Legal Reserve	\$4,181,165.00
Special Reserve Funds	808,873.75
Premiums paid in advance	22,744.70
Reserve for Taxes	54,429.74
Claims Reported or in Process of Adjustment	73,271.50
All Other Liabilities	43,335.17
Capital Stock	\$400,000.00
SURPLUS	226,082.49
Surplus to Policy Holders	626,082.49
Total	\$5,809,902.35

Securities on Deposit With Insurance Department to
Protect Policy Contracts \$5,008,335.64

Insurance in Force Dec. 31, 1922 \$77,122,136.00

William A. Watts, President

Ransom E. Olds, Chairman of Board

Claude Hamilton, Vice-President

Clay H. Hollister, Treasurer

For Agency Contracts Address

A. G. GREEN, State Manager

Mich. Trust Building, Grand Rapids, Mich.

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ESTABLISHED 1863

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

Buy Safe Bonds
from

The Old National



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



STRAIGHT
SIZE—

The Johnson
Original 10¢ Cigar

VAN DAM

MANUFACTURED BY
TUNIS JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN



Resolutions Adopted at National Shoe Retailers' Association Convention.

Whereas—Careful survey of the leather and materials markets and direct investigation with representative manufacturers producing the various grades of footwear consumed by the American public, covering every important shoe manufacturing center, seems to establish the fact that prices for leather and materials have been stabilized whereby fluctuations either up or down will be of such small extent as not to materially disturb the present selling prices now established; therefore, be it

Resolved—That it is imperative for the welfare of all branches of the shoe industry and the buying public that the members of the National Shoe Retailers' Association, and all retail shoe merchants, place their orders for staple merchandise sufficiently in advance of each season to enable the manufacturers to produce the necessary shoes to supply the country's needs at the lowest economic cost, through their ability to place their raw material needs without interfering with the law of supply and demand, through the placing of tremendous orders at a date too close to the expectant date of delivery.

Compliance with this resolution on the part of our membership and all shoe merchants will enable them to supply the average man or woman with satisfactory footwear at from \$5 to \$10 per pair. Within this range of prices the great majority of shoes may be supplied to public, paramount in the world for good looks, good fitting and good service.

Shoes purchased above the maximum price quoted represent either luxury or extreme style footwear, for which the loss to the merchant handling must be compensated when they cease to be in demand.

By any standard of value, shoes are the least expensive article of dress, and the most important.

Resolved—That the N. S. R. A. is unalterably opposed to all governmental interference with business through regulatory legislation based on the fallacious theory that by government and paternal regulation the law of supply and demand can be made to perform its functions in opposition to its natural flow, as it has been conclusively proven by the experience of the ages that wherever competition is found without the restraining influence of collusion and monopoly, profiteering not only did not but could not exist.

We recall Abraham Lincoln's simple recipe, "Government is instituted to do those things for us as we, in our in-

dividual capacity, cannot do for ourselves or as well."

The Government should see that there is no such thing as collusion and monopoly, since there is no restraint of trade, and the road of commerce is left wide open for competition. When a government accomplishes this, the race for the public favor becomes so intense that only the fittest survive, and thus people are served by the very essence of ability that it brings forth.

We advocate more efficiency in government, National, state and city, and call for the speedy liquidation of unnecessary bureaus built up through the exigencies of war which tend to maintain and extend a war-time rate of taxation.

We commend President Harding's policy of "more business in government and less government in business," which is being so ably carried out by that great step forward in governmental economy through the installation of the National Budget System, and we strongly recommend to our respective state legislatures and municipal governments similar adoption of this example of economy and efficiency set by our National Government.

Resolved—That the N. S. R. A. take a decided stand against the practice of manufacturers taking orders for delivery for specific dates when they know at the time the order is placed that the delivery will be delayed, to the loss and annoyance of the retail merchant who placed this order in good faith.

Resolved—The N. S. R. A. will condemn on the part of its members the promiscuous cancellation of orders, placed and accepted in good faith, returning merchandise without justifiable cause, or the making of unjust claims.

All disagreements between members of the N. S. R. A. and members of the N. B. and S. Manufacturers' Association which cannot be settled by amicable agreement between the interested parties should be referred to the joint arbitration committee of the two associations.

Resolved—That we believe good results will be obtained from the appointment of a field secretary whose duties it shall be to visit all state and local conventions and likewise to keep in close touch with all local organizations and as far as possible with individual merchants, thus having a more direct point of contact between the National and all affiliated organizations and individuals, thereby promoting the growth and prosperity of the N. S. R. A. by increasing its membership, and likewise be of greater service to the individual retail dealer and the entire retail shoe industry.

Resolved—That a detailed and complete financial report for the present fiscal year and each year to follow shall be prepared by the National treasurer and presented in typed and printed form for the consideration of directors at their annual meeting, and later be published in the monthly bulletin, so that all members will know from what source our revenue is obtained and for what purposes disbursements were made.

Resolved—That the N. S. R. A. take a decided and positive stand against the evil of shoe manufacturers and shoe wholesalers selling direct to the consumer. This practice in shoe manufacturing centers and by jobbers in the larger cities is working a great deal of harm to the retail shoe

merchants. We recommend that the National secretary call this to the attention of such manufacturers and wholesalers who may resort to this unethical practice, with the request that they discontinue it.

Resolved—That the joint styles committees of the allied industries of shoes and leather be requested to advise all members of the industry against the habit of unfavorable comments applicable to prevailing styles for footwear, as frequently with a mistaken idea of progressiveness such comments are taken too seriously and active styles are prematurely and unnecessarily disturbed as to their retail value. General retailing and general manufacturing are unquestionably stimulated through the element of new

Herold-Bertsch Shoes

Michigan  Made



You'll Need This Oxford for Spring Business

Made throughout of genuine high quality leather, in our great modern shoe factory by skilled workmen.

Our spring line of oxfords can be retailed at \$5 to \$6 with good profit. Make up your order now. Write for folder.

HEROLD-BERTSCH SHOE CO.
GRAND RAPIDS

H-B Hard Pans wear like iron.

You tune up to the best in Shoes when you place your order for

**ROUGE REX, MORE MILEAGE
PLAYMATE, RUTH AND
SHUR-SNUG LINES OF**

Hirth-Krause Co.

Tanners & Shoe Mfgs.

Grand Rapids, Mich.

things, but propaganda tending in any way to weaken the value from a style viewpoint of shoes on the retailers' shelves or in the course of manufacture is a detriment to the industry as a whole.

Resolved—That we appreciate the splendid co-operation given to this, the twelfth annual exposition, by the shoe manufacturers and wholesalers.

We believe that by this co-operation the entire industry, through its various branches of manufacturing, wholesaling, retailing and service to the public, has been elevated to its present pinnacle of success.

Resolved—That the National Shoe Retailers' Association, in convention assembled, spread upon its records and express to the Honorable Sydney Anderson of Minnesota, member of Congress, its commendation and thanks for the fair, impartial and searching survey of retail prices and profits conducted by him as chairman of the Congressional Joint Commission of Agricultural Inquiry, which showed conclusively and officially that retailers' profits are only a minute fraction of the difference between the cost of production and the retail price, and this Association urges its members and all retailers of shoes to acquaint themselves fully with the details of this investigation.

Resolved—That the N. S. R. A., in convention assembled, expresses confidence and reposes hope for the success of the efforts now being made by our President, Warren G. Harding, to assist in the settlement of the serious economic conditions of the nations of Europe, to the end that those nations and the United States of America may adjust their financial and economic situation in any way that will insure peace and prosperity to the world.

Resolved—That we recognize if we of America are to share in fullest measure in the restoration of prosperity, we must give cognizance of the importance of developing markets abroad for our agricultural and manufacturing industries, upon which the general welfare of our people is largely dependent.

Resolved—That we assure the President of the good-will and support of this Association in his efforts to assist in the settlement of these and other great questions which affect the welfare of our people, and pledge him our support in any way possible to attain this purpose.

Resolved—That due to the growth of the N. S. R. A. from a small and comparatively unknown organization outside the trade to what is conceded to be the largest in point of numbers, and the most influential Nationally of any of the craft associations, numbering among its membership shoe merchants from every state in the Union, it has arrived at that point in its career where a code of business ethics exemplifying its high purpose and for the guidance of its members should be adopted.

Incident of White Pine Days Near Cadillac.

Grandville, Jan. 23—The days of the white pine industry have long ago gone from good old Michigan, but the humors and adventures of those old days still linger in the memory of many who formed a part of that great

army of skidders, choppers, sawyers and teamsters as well as millmen of the period.

I call to mind some incidents of a nature calculated to fetch to those old time lumberjacks a grin of approval or a chuckle of delight.

Up in the North woods, not a hundred miles from Cadillac, was a small mill town which shall be nameless.

At the time, something over forty years ago, a large crew of men was employed in the mill and another in the woods. The village consisted of a few shacks, the company's store, blacksmith shop and the mill.

All the diversion the men had must needs be provided by themselves.

One source of amusement was to trump up some charge against an innocent member of the crew, have a fake sheriff arrest him and bring him before the court for trial.

Usually the poor victim was sentenced to the penitentiary for a term of years. Some pretended friend, however, usually managed to get the frightened prisoner to one side, advising him to flee for his life. I remember one such poor fellow fled in the dark to a thicket down near the river where he nearly froze, and starved before he was rescued, with a promise of pardon for his wrong doing.

At the lumber camp in question came a young West Virginian, enrolling himself among the crew. His odd ways and Southern drawl at once attracted the notice of the lumberjacks, who, of course, resolved to make the Southerner the subject of a joke.

A self-constituted committee took it upon themselves to see that the tenderfoot was duly drawn over the coals.

At the boarding house was a young grass widow who waited on table and she and the young Virginian were soon good friends. This gave the plotters their cue and they planned to arrest him and have a big Saturday night trial.

The book-keeper, a young married man by the name of Hank Lawrence, heard their plans. As he was something of a joker himself, and as all of the trials had gone one way, he conceived the idea of changing the program somewhat and give added sport to the august occasion.

For sheriff the lumberjacks usually selected a burly blacksmith named Wellington Sharkey, who, although he usually carried a jolly countenance, could when occasion required look very fierce and act the officer of the law with becoming sternness.

Sharkey had the muscle of a Heenan, so was able to carry out objectors should it become necessary.

The stage was all set for the performance to be pulled off Saturday evening. The trial judge was arranged for and two young Irish teamsters were selected to act as attorneys, and everything looked as though a record breaking trial would be pulled off.

Saturday noon Hank called the blacksmith aside and asked him if he was to act the part of sheriff at the coming diversion.

"Why, certainly," chuckled the big fellow. "Didn't think I'd go back on the boys did you, Hank?"

"No I didn't; but see here, Wellie, this is different, this thing the boys are putting over on that Southern fellow. He's from West Virginia you know."

"Sure I know, a Southerner. We'll make him think Hades has broke out for noon before we get through."

"Say," and Hank tapped the other confidently on the arm. "That fellow carries a gun. Down in the country where he comes from they shoot at the drop of the hat. I thought I'd tell you so you wouldn't go into this rashly. You and a lot of the boys are likely to get shot full of holes to-night, mind what I tell you. You have a family, Wellie, and it's going to invite them to be widow and orphans, that's what."

After finding that Sharkey would not listen, Hank said: "No doubt that man you propose to arrest is a desperado from down South up here to get away from the beaks of the law."

Going to the Virginian Hank posted him as to what was up and asked him to aid in turning the tables on the boys. The former consented, and hunting up a Colt's navy of the vintage of '64, Hank loaded it with blanks, and fixed up a sling so the intended victim could draw quickly since he was no novice with that kind of artillery.

After supper a crowd of lumberjacks gathered before the store to witness the arrest as the Virginian came after his mail. As he came out the sheriff put out his hand telling him he was a prisoner.

And then the fireworks started. Quick as a flash the Virginian's gun came out and began to bark. The muzzle of the shooter was pointed at the boys, who, at the second shot,

started and ran toward the mill. Three more shots finished the rout of the jokers, who reached the mill but a little ahead of Hank Lawrence, who asked breathlessly if anyone was killed.

"No, thank God for that!" yelled one of the boys, after which they all related how near they had been to death and escaped. They decided the Southerner was game and after that left him severely alone.

However, the joke was too good to keep and gradually leaked out. Some of the actors in that pinewoods drama are still living and, no doubt, if they read this will recall the incident with a smile.

Old Timer.

When a new line of goods comes into the store, make it your business to be the first to be well informed about them. That will probably make you first in point of sales.

HOCKA-RAC

Our 1923 line is now ready
and our traveling representative
will start out on the
road February 1.

We bespeak for our men the
considerate attention of the
trade. Our line is larger and
stronger than ever.



Perry Glove & Mitten Co.
PERRY, MICH.

Wm. D. Batt
FURS
Hides
Wool and Tallow

Agents for the
Grand Rapids By-Products Co.'s
Fertilizers and Poultry Foods.

28-30 Louis St.
Grand Rapids, Michigan

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KNITTING MILLS

Manufacturers
of
High Grade
Men's Union Suits
at
Popular Prices

Write or Wire
Grand Rapids Knitting Mills
Grand Rapids, Mich.



Vultures Which Are Parading Like Peacocks.

From the many articles written of late, one might be led to believe that the only place to become a millionaire over night or perhaps get a fair run for your money was in Texas, but for once you are wrong, all wrong, as Kentucky also can do it according to the literature published by one "oil outfit" which we have on file. Perhaps many of our readers, who have invested in Texas "wall paper" stock might like to know more about this Kentucky proposition. So here it is: Old Kentucky the Home of Shallow Wells and Bourbon.

Not forgettin' the fast horses and the blue grass, as well as the Colonels—God bless 'em." But they've got oil wells. I know they ain't got no gushers. But what the heck's the good of a gusher if she don't keep on gushing? I prefer a well that costs less to drill, and a big sight less to operate and will pump from ten to one hundred barrels from now until the "baby has whiskers." About a buck a day it costs down there to operate a well. Not much when you compare it to fifteen hundred a month that I know one man spent on each of seven wells in a certain field in this country (name on request.) I don't want to publicly say who or where. I ain't no knocker, what else I am. And ole Allen county has some of the best oil wells pumpin' away twenty-four hours a day three-sixty-five days a year; no holidays or Xmas or Sundays; they don't take time to vote down there, but grind out the dough for the folks that own them.

Folks, I've just about told you my story and sung my song. One hundred acres of real oil land, two wells guaranteed to you to produce the black liquid gold by the two bits of the months. Six-eighths of the oil to you. Dividends every thirty days. Capital \$100,000. Units \$1. If that isn't a real proposition, then I'm a bigger fool than the old man thought I was when a boy. If you don't figure this a real money making joint where you won't get wealthy over night, but where you not only get a run for your kale seed but you will have a steady income month in and month out, then you haven't the brains that God gave a duck. Folks let's go. Let's get down to brass tacks. Make tracks for the Western Union and shoot me a wire; then take the old fountain pen, drag out the check book and let's have it. The only worry you will have is to cover the check by the time I send it

back. Not hard to do. Let's go, Big Boy, Lets go.

If there are any of our readers still unconvinced that a fortune awaits them in Kentucky, we will have to say, as most of our prospectuses do, "further information upon request."

Many may be of the impression that it takes an artist to "do you in oil," but if you could spend the time with us to go through the many pieces of oil literature that we receive daily, you would be firmly convinced that you are wrong. We will, however, admit that there is many an artist in the oil game, and many can also do you with "water." Some may feel after this or that unfortunate investment that there is no money in the oil business, but that's where they are wrong, because the money they sent to some gusher shooting outfit without investigating "still" in it?

Some of the newest "jollies" of the year are the so-called "Certificates of Subscription Rights" about which we have previously written. However, the biggest "bunk" of those sheets are the "expiration dates." As our organization acts as a clearing house for information on stock-selling schemes in every part of the United States and Canada, we receive from our co-operating organizations many specimens of literature. Of the certificates mentioned, we have received in one case, ten specimens issued by the same concern, but each dated a week ahead. Of course, the party receiving one of these, does not get the extension granted by the later certificates, because, as his particular one reads, "The Right to Subscribe will be forfeited and this certificate made void and of no value and the subscription money returned unless letter containing subscription and remittance is postmarked not later than 3 p. m. August 25, 1922." The issue (as far as the party receiving it is concerned) ends at the date mentioned. But the promoters of the Bunkum Radio Corporation and the Nipping Us Mines Extension Company go merrily on their way. We have found that the Postal Service has been unusually good in these cases as no letters have been postmarked

PERKINS, EVERETT & GEISTERT

CITZ. 4334.

BELL, M. 290.

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Direct wires to every important market east of the Mississippi.
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Chicago First National Bank Bldg. Telephone Main 656 Citizens 4212
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later than 3 p. m. on the dates mentioned so no money has had to be returned.

To our minds some of the most unfortunate pieces of promotion that are "jolly" the unsuspecting public today is the type of the "so-called" unincorporated Banks and Trust Companies of Texas, which are being used as a cloak for the promotion of certain oil outfits. In some of the literature now being circulated the word "unincorporated" is printed under the bank's name so small as to require a magnifying glass to discover it. These concerns in many cases issue as a part of their literature a telegraph blank printed in full except for the number of shares you desire to purchase or reserve for you in the oil company they happen to be promoting. The investor not being sufficiently informed is led to believe that he is sending his money to a bank or trust company, a sound financial institution, protected by the National or State Government. That such a concern with a name like the "American Bank" or the "National Trust" would not be simply a promoting agency, that the oil-company office and the office of the financial organization was one and the same place.

In one case we found a Texas oil company boldly circulating literature with the statement printed on the front "Guaranteed by the ----National Bank of ----Texas" while inside they set forth in glowing type "To our knowledge we are the only oil organization in the world giving a National Bank guarantee." Our organization made short work of this proposition by calling the attention of the U. S. Treasury Department to this literature with the result that we were advised it was being done without the knowledge of the bank in question and that the literature had been withdrawn. Some of it, however, had already been circulated and a few investors induced to invest on the strength of the statement made.

We could go on and give you instance after instance that has come to our attention, cases we have turned over to the Post Office Department or the Treasury Department or local prosecuting officials. We could give you additional lines of "jolly" handed out by the salesmen of this or that bunkum outfit, and numerous cases of the "follies" that have resulted by well meaning and hard-working people investing without first enquiring into the merits of the proposition.

The literature that has come to us has covered every field of investment or promotion endeavor. Promoters that we have interviewed in many cases have handed us the biggest lines of "jolly" in talking about the wonderful merits of their particular scheme—but—when we always get to that part of our interview where we ask them for their cash statement, we realize the "folly," because it isn't forthcoming in most cases.—Ralph W. Budd in Magazine of Wall Street.

Pattern Companies Merge.

Royal Pattern Co., Inc., has merged with the Vogue company. The Vogue Pattern Co., Inc., has merged with the Vogue Co.

The World's Gold Output.

The world's gold production last year is estimated at \$315,000,000, which is a little better than the output for 1902 and a little worse than that for 1903 and all subsequent years. In every year from 1906 to 1917 inclusive the output was in excess of \$400,000,000, and the peak of \$468,000,000 was attained in 1915. Since that year world production has been steadily declining. At first glance this does not look very promising for the speedy return of the countries of Europe to the gold standard, but the hopeful aspect of the situation appears in the revival of interest in gold mining in various parts of the world. Gold mines in this country that had remained closed for years resumed operations late in 1922, and the output of Canada increased from \$19,000,000 in 1921 to nearly \$30,000,000 in 1922. The labor situation in South Africa, which has been partly responsible for the diminished output in that region, is reported to be improving. In this connection it is to be noted also that prior to 1913 it was generally believed by economists that too much gold was being produced for the welfare of the world. The main difficulty now is not that gold is too scarce, but that it is too unevenly distributed. In the three years 1920-1922 inclusive net imports of gold into the United States, amounted to \$993,000,000, and this was almost identical with the total world production in the same period.

Joint Stock Land Banks.

The Association of Joint Stock Land Banks is taking steps to correct the impression which has been created by some circulars sent out from Washington to the effect that Senator Borah was sponsoring a bill to limit the earnings of the joint stock land banks to 6 per cent. It develops that Senator Borah is not the author of the bill, but introduced it only by request, and has no intention to pressing its passage. The origin of the bill is unknown, but its passage is being advocated by an association styling itself the Taxpayers' News Service Bureau, whose circulars do not reveal the names of those identified with the organization. The Association of Joint Stock Land Banks expresses the opinion that the limitation of the earnings of joint stock banks to 6 per cent. would hamper the further expansion of these useful institutions and would thus work injury to borrowing farmers. Numerous joint stock land banks have reached the limit for loans and bond issues permitted by law until they further increase their capital stock. The association announces that the measure aimed at limiting the profits of these institutions has no serious backing before Congress, and that prospective purchasers of such stock need not be deterred on this account from investing.

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GRAND RAPIDS, MICH.

Three Big Points in the Adjustment of Claims.

The three elements essential to a successful adjustment of a customer's complaint are self control, a smile and the information that the store stands ready to make an adjustment satisfactory to the customer, regardless of where the fault lies, according to E. R. Messick, of the Strawbridge & Clothier store, at Washington, D. C.

"There should be no quibbling or argument with a customer concerning a claim," he says in a recent issue of the store's house organ. "It has been said the customer is always right and, while we all may not subscribe to that statement, there is no disputing the fact that, right or wrong, an adjustment should be made, even at a loss to the business. It should be made to retain the confidence of the customer and assure her leaving with a feeling of perfect satisfaction and good will toward the business.

"There is a psychology about adjustments which is not generally appreciated. A customer may make a claim which, without proper thought, seems unreasonable—but is it? Some circumstance, some incident, a word from a friend or relative, has created an impression or idea in the mind of that customer. She is earnest and sincere, and whatever the adjuster's thought might be concerning the justice of the claim, he should put himself in the customer's place, for the time being, and look at the situation from the customer's point of view. His duty is to satisfy and convince the customer. This may be accomplished by sympathy, smiles—real smiles, not grins nor smirks—and a sincere interest in her problem.

Executives delegated to make adjustments are often at a great disadvantage by reason of the customer's frame of mind when he or she reaches the court of last appeal. Women sometimes are in tears or in a highly nervous state, some aggravatingly aggressive. The wise adjuster calls psychology to his aid. Obviously, no adjustment can be made until the customer is pacified; therefore, it is often necessary to spend more time in an effort to bring about a different state of mind than to the adjustment itself. How easy to continue the disagreeable discussion of a dispute—how difficult to send the customer away happy—not with the thought that she has won her point by reason of her superior pugnacity or aggressiveness, but that this business house treats customers fairly.

"Successful houses insist that no customer be allowed to leave displeased.

Shall I Forget?

I do not think I shall forget—
Although I said I would—
For I have tried so long and hard
And yet it does no good.

Just when I think I have forgot
I find myself once more
Reviewing all the memories
I have reviewed before.

I do not think I would forget—
Although I thought I must
When I had seen my dearest dreams
Lie shattered in the dust—

For I have learned remembering,
Although it brings my tears,
Is sweet to hold against my heart
As I go down the years.
Abigail Cresson.

Right of Tenant To Remove Fixtures.

The question of the right to fixtures, as between landlord and tenant, upon the expiration of lease, is one of great importance to every retail merchant who rents or leases a location. The point has been the subject of a great many lawsuits, and it may be noted at the outset that the court decisions upon it are not in accord; it follows then, that this point of law cannot be covered by the statement of a hard and fast rule. However, owing to the importance of the subject a brief review of the high spots, and in particular the danger spots, may prove of interest and profit.

In the first place, generally speaking, a merchant has the right to remove his trade fixtures at the expiration of his lease, providing they may be removed without causing damage to the building to which they are attached. However, where such fixtures are of a permanent nature, and cannot be readily removed we have a more difficult situation. And in many cases it has been held in the absence of a contract to the contrary, such fixtures become the property of the landlord upon the expiration of the tenancy.

Of course, each case of this kind must necessarily be decided in the light of the particular facts involved; the nature of the tenancy, the kind, quality, and character of the fixtures as well as the method used in attaching them to the building or walls must also be considered. And even then, as noted above, owing to the different holdings in the various states no general rule can be stated that will cover the point in all jurisdiction and circumstances. Facts which in some states would permit the tenant to remove his fixtures might be held insufficient to justify such removal in others.

It would then seem but prudent for the merchant to provide in his lease for the removal, or for his property right in fixtures placed by him upon the premises. If this is done in a clear manner it may be the means of preventing an after dispute and possible loss upon the expiration of his lease. And if not in all cases, such a provision should certainly be placed in every lease.

So far, so good, and now we come to another phase of this question that has to do with protecting the merchant's interests in his fixtures upon the expiration of his lease, when there is a renewal. If his lease has provided that he may remove his fixtures at this time, or if he is given this right through the nature of the fixtures or by statute well and good; if he removes them in accordance with his rights there may be no cause for dispute. But!

Suppose for example he desires to renew his lease for perhaps another term of years. Now, we will say, that the first lease provided for his, the merchant's, right to remove his fixtures but in the second lease this point is not mentioned. In such a case, under some of the court decisions, the tenant loses his right to his fixtures providing they have been permanently attached to the building.

This rule, it is true, is not followed in all states, and in some states it has

been expressly changed by statutes, but nevertheless it is followed in other states, and should not be overlooked by the merchant when he is renewing his lease. He should be certain of the law of his State before his renewal lease is signed, and see to it that all his rights are preserved. So, to sum up:

Where a merchant rents or leases a location the question of his right to the fixtures, he places upon the premises, at the expiration of his term, should be carefully looked into. Especially is this point of importance where such fixtures are perhaps of great value and are to be attached in a permanent manner to the building or room occupied.

It may be his right to such fixtures is preserved by statute; or his right in

such fixtures may be well defined by the court holdings of the State in which he proposes to do business; or the nature of the fixtures may be such as to give him the right of removal and ownership in any event. If so, well and good.

But the important point for the merchant in situations of this kind is to be sure of his ground before he enters into possession and attaches his fixtures. And if there is any doubt about his rights under the statutes, or court holdings of his State, he should in justice to himself have his rights carefully defined in his lease. Reasonable precautions at the beginning of a lease on the question of the rights to fixtures may prevent a serious after dispute with probable loss.

Leslie Childs.

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Gompers on the Wrong Track, As Usual.

Grandville, Jan. 23—The liquor interests have not lain down and died by any means. Read this caption in a daily paper and think what it means. "Gompers plans labor mobilization for beer!"

The head of the American federation of labor taking a stand against the homes and happy firesides of America for the purpose of boosting light wine and beer. There is no such thing as light wine; there is no such thing as non-intoxicating beer. Let it be understood that this latest effort for the modification of the Volstead act is in favor of a return to the saloon and there'll be not enough left of the whiskyites to fill a bunghole.

The women of America have placed a ban on whisky selling and whisky drinking. With the ballot they armed for the defense of their homes and little ones and it ill behooves a man posing as the greatest labor leader of the world to fraternize with brewers for the avowed purpose of bringing back booze to this country.

Mobilization of the forces of organized labor for a modification of the Volstead act which would provide for the manufacture and sale of beer and light wine, was arranged for at a conference Sunday between Samuel Gompers, president of the American federation of labor, and the executive board of the brewery workers international union at the latter organization's headquarters here. This at Cincinnati.

What does this mean?

It is proposed that this great labor organization take over the cause of the drink bund, and come to the front with an effort to bring back the days of liquor drinking with all its old-time horrors, from which we have for a time been so happily freed.

Individual union men there are who will be above this thing, but should the unions attempt to enter the political field as advocates of beer and wine, that day will prove a sorry one for organized labor. The American people have endured much in the past from strikes and bludgeon murders, but the time is here when such diabolisms can no longer be carried on in the name of any class.

The ballot in the hand of the American woman is a potent power for good in this anti saloon crusade at least. Thousands of homes once blighted by the rum demon have been rescued to liberty and freedom before the law. Thousands of starved and freezing little ones now find a change for the better in their homes, and this because of the Volstead law and its partial enforcement. Time is required to make the law wholly a success, but that time will surely come. Public opinion is almost everywhere behind the enforcement of this law which has brought renewed life and hope to so many American homes.

With all this regenerating process going on, a crafty old booze fighter professing to have the well being of the laboring class at heart, deliberately proposes to bring back all the horrors of the liquor traffic once more. This man must know, if he knows anything, that the liquor evil has been the bane of our mid-class life in America. Why he should deliberately plan to reinstate King Alcohol is a puzzle hard to solve. Boss Gompers has this time taken a false step which will lead to the downfall of the great organization of which he is the head. Whom the gods would destroy they first make mad, and it seems that this labor leader must have taken leave of his senses to undertake such a herculean and unrighteous task as the securing of the reinstatement of the liquor traffic.

The saloon and its attendant evils have gone out of public life in America forever. It is a splendid fact that this is so. Banks, business firms, all productivity is profiting by the change, and all the brewery and labor

organizations in the world can effect no return to the days of intoxicating beverages.

The American ballot wielder, including our millions of glorious womanhood, have voted it out, where it will stay forever.

The Volstead act was the most glorious consummation of all the hopes of the great home mass of our people in America, and that act will ever remain a part of the constitution of our common country. Boss Gompers has not read the signs aright. It is pitiable to see a man of his station in life butting his head against a stone wall in the interest of the worst element of society.

Public opinion is stronger than law. Public opinion backs the Volstead act to the limit. Bootleggers and sneaking booze dealers under cover may flourish for a brief time, held in contempt by every honest man and woman in the land, but they cannot overturn the onward progress of anti-saloon law.

What the electorate of the Nation says goes.

Is it conceivable that the women of our land can ever be brought to vote back wine and beer which would be but the forerunners of the saloon with all its hectic crimes against society?

We have no fear of the splendid womanhood of America. The ballot is an all powerful weapon with them, and there are men enough to stand with them to keep in subjection the minority of whisky-lovers of this Nation.

The handwriting is on the wall. Gompers is evidently drunk with power. Should he carry his labor organization with him that hour will see the doom of union labor organizations in America. Old Timer.

Wages Still Advance.

The turn of the year brought additional wage increases. The National Industrial Conference Board states that during the month ended January 15 only one decrease was reported, while there were twenty-three cases reported of wage increases. Since October 15 there have been seventy-one reported increases and only three cases reported in which wages have been reduced. The upward movement has been under way now for about ten months. During November and part of December the number of changes in wage scales was very small, and it appeared that a condition of relative stability had been attained after the numerous increases granted during the late summer and early autumn. The number of changes during the month ended January 15 was about double that of the preceding month, and the board attributes this to the negotiation of new agreements between employers and employees at the end of the year.

Michigan Fabric Bill.

Lansing, Jan. 23—Michigan has joined the ranks of State legislatures to introduce "Truth-in-Fabrics" bills. The bill introduced here provides for the labeling of all fabrics, including cottons, rubber, leather, woollens and all patented processes. The label must describe the component elements of the fabric. Enforcement of the law would come under the supervision of the State Department of Agriculture. When the bill was introduced several years ago it was defeated by manufacturing interests in the State.

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Still Solving the Problem of the Universe.

Grand Rapids, Jan. 23—President Harding, his cabinet and the leaders in Congress are wrestling once more with the immigration problem. Employers in various sections of the country complain of a labor shortage and, although they have warned against pressing the demand for an easing off of the restrictive features of the immigration laws, the upward tendency in wages, which will probably cause another advance in commodity prices, strongly reinforces their argument.

The disposition of the average member of the law-making body is rather to add to the restrictions already on the statute books.

Yet the operation of the present law, especially the 3 per cent. quota provision has yielded surprises and suggests some changes. For instance, Great Britain, Germany, France and the Scandinavian countries failed to send enough emigrants to fill their respective quotas during the year just closed. Only 68 per cent. of the British quota was filled and but 26 per cent. of the German, Southern and Eastern countries filled their quotas and have been informally suggesting and requesting upward revision of the immigration limit.

Opposition to such revision brings forth some curious suggestions. It is said, for example, that additional British, German, French and other immigrants might be attracted by offering financial aid and encouragement to desirables contemplating immigration but lacking the means to carry out their desires.

While it is not likely that Congress, catering as it does to the outrageous demands of union labor organizations, would be inclined to take any immediate action looking toward this method of securing desirable emigration, it is not beyond reasonable hope that the new blood which is being infused into that organization may at some time in the future divorce itself from the dangerous influence of union labor leaders and conspirators and develop some program which will increase the numbers of desirable immigrants and reduce the quota of such coming from undesirable localities.

This problem must eventually be faced and cannot be passed over indefinitely. If we need more labor, as now seems evident, vote-snaring methods must be relegated to obscurity and more encouragement offered to intelligent and peace loving elements who are willing and anxious to make the United States their permanent abode, a class which will add dignity to the cause of honest labor and strength to our industrial resources.

When this has been accomplished and our legislative institutions take some sensible action toward the organization and perfection of an apprentice system, which will encourage the youth of our country to acquire an honest vocation without interference from thugs who masquerade as union labor leaders, then we will be able to say that honest industry is no misnomer, slavery has in reality been abolished and a new era will bring prosperity to all who deserve it.

Congressman Upshaw, of Georgia, announces that he will produce an explosion in the National capital sufficient to blow off the dome of that edifice if the eighteenth amendment to the constitution is not rigidly enforced.

He has not mentioned the fact that for over a quarter of a century, Georgia has had on its statute books, laws more radical than the Volstead provision, which have been rigidly enforced against the negro, but winked at whenever the Governor of Georgia wished to extend an invitation to a neighboring executive, or some scion of aristocracy felt the necessity of a gargle or an application to his gums for toothache.

He has also overlooked the fact that

certain other amendments to our constitution seem to need as much attention as the one regulating well developed thirst.

Some time way back in the seventies a handful of misguided voters backed up the action of the legislatures of two-thirds of the states in an effort to secure human rights for the black man. The aforesaid misguided individuals were laboring under the delusion that a race of beings who were doing the lion's share of the work in providing sustenance for embryo colonels and their ancestors, ought to have some say-so in the matter of how they should be governed and taxed. So these legislatures of these thirty odd states proposed that if these black men were denied the rights provided for them that Uncle Sam would just naturally slap their so-called superiors on the wrist. The fact of these amendments not being enforced never seemed to worry the ancestors of Congressman Upshaw, so why should he become excited because a more recent enactment is not being carried out to the letter, just because folks have not yet familiarized themselves with its provisions?

For the encouragement of Congressman Upshaw I would like to make the prediction that after the Volstead law has been in force for upwards of fifty years, it may be just as rigidly enforced as the fourteenth and fifteenth amendments.

After several years of silence certain advocates of blue laws have again come out into the open and we will begin to hear the expounding of isms galore.

Thanks to the vigilance of news gatherers and other publicity channels, their work has never secured any tangible foundation, but this is an age of reform propaganda, meritorious and otherwise, and we may expect much of this kind of evangelism.

The real aims of these self-constituted regulators of human conduct have heretofore faced exposure before they had proceeded far enough to convince thinking people that they were anything more serious than jesters, hence their reforms have been more or less false alarms.

However, a dispatch from Washington indicates that blue law supporters have decided that the time is ripe for action, hence we expect an army of long haired males and short haired females to bore the public and tantalize statesmen.

Among these aggregations we find the International Reform Bureau, Lord's Day Alliance and other associations of crape hangers girding their loins for an attack on something, everything except the Amalgamated Association of Dyspeptics.

These affiliated associations have now petitioned Congress to pass laws closing Sunday theaters, motion picture houses, refreshment parlors, drug stores, boot blacking stands and garages. Literature is being sent broadcast asking that a ban be placed on Sunday newspapers and railway trains.

The inference to be derived from all this activity is that the ordinary human being who is satisfied to attend to his own affairs, and leave others to follow their own inclinations, must be made to feel that the "holier than thou" fanatics are among God's chosen and have by some divine dispensation been constituted their brother's keepers.

The unsuccessful attempts of the police organizations in some sections of the country to enforce the Volstead act, shows the utter foolishness of attempting a reform without the backing of public sentiment. During the period when local option was in force in Michigan we came nearer securing an observance of the liquor laws than at any time before or since. Communities who were in favor of enforcing the provisions of that law, did so. Other districts which had legally expressed disapproval of suppression regulated it according to their own lights.

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CHICAGO



When universal prohibition became a fact the result was just the same. The communities which favored its enactment enforced its provisions, but so far as the general results were concerned the bone dry law was no more effective than the local option measure.

I am not inveighing particularly against the prohibition law, but criticising all classes of legislation where one class has an inclination to lord it over another.

Years ago we used to have it instilled into our cranium every Sunday of the year that only the adherents of a certain faith—the one you happened to be affiliated with—would be finally redeemed and if you were possessed with any feeling of compassion you might reason to your personal dissatisfaction that such a position was a trifle unfair to the poor benighted individual who possessed not your advantage of environment; but as years passed your views became more liberal, and if your mentality was anywhere near normal, you were willing to admit that perhaps members of other denominations might qualify.

The whole trouble with the American people is that they are too much subjected to the whims of more or less misguided reformers and we have drifted from that delightful state where we were supposed to be protected in our lives, liberty and the pursuit of happiness. We were taught that our forefathers were the inventors of liberty and that we had a monopoly on that commodity; that other nations were ruled by despots, etc., and it is quite possible our forefathers had a definite idea of such a citizenship. They possibly thought they possessed greater liberty because they were not born to any particular station or class. They probably exaggerated the extent of degradation under which the citizenship of other nations existed, hence they were strong for so-called liberty.

They were not government ridden. They were not constantly under police surveillance, and they were not interfered with in their private rights and individual enjoyment. They traveled as they wished when and where they pleased. A decent, honest citizen had no laws to bother him. In all these respects he was a free man. Imprisonment for debt was prohibited by a National constitution. If he was unable to pay overburdensome taxes the doors of a Fort Leavenworth were not yawning for him. He had every reason to believe that it was this liberty which constituted the United States an asylum for the unfortunate and oppressed in monarch ridden countries.

To-day the thinking American is inclined to think of himself as Government bound. In other words that the only way this great boon of liberty may be preserved for him is throughout the guardianship of the Government. He feels that he is no longer a free agent but simply a ward of the Government, and the most of these inconveniences, disturbances and regulations have been brought about by the aforesaid "holier than thou" reformers.

Frank S. Verbeck.

Likes the Poems Handed To Tradesman Readers.

Fremont, Jan. 26—Ever since I have become acquainted with the Michigan Tradesman, I have greatly admired the poems that appear on the cover of each issue, in fact I am sure that 90 per cent. of the readers of the Tradesman think as much of those poems as the magazine itself, and that is saying a lot. In my travels in the insurance business I come in contact with the readers of the Tradesman, and I have heard a great many comments of approval about those poems.

I heard a man say the other day that he had never met the editor of the Tradesman, but that he knew that the editor's heart was right or he would never select such wonderful poems to adorn the front cover of his magazine. Many times have I found where those verses have been cut out and framed. In the lobby of

of the Steel Hotel, at St. Johns, I think that they have three different covers of the Tradesman hanging in the lobby. It may be that you know those things; but I have been thinking for some time to write you a few lines of approval. And if some time I run on to some poems that strike my fancy, and I send them on to you, if you like them and can make us of them, you are welcome, and if they don't meet with your approval, just pass them on to the waste paper basket.

Last summer, when traveling in the Upper Peninsula of Michigan, I met Dr. C. F. Whiteshield, of Powers. Dr. Whiteshield is quite a poet and he has baskets of stuff in his den that he has composed from time to time. Much of it is real stuff. Dr. Whiteshield has a drug store at Powers and has a large practice as a physician.

You know they call the Upper Peninsula "Cloverland" and the Upper Peninsula people have commercialized that name in referring to their part of the State. They have printed a little booklet of the history of the Upper Peninsula, called "Romance in Cloverland." I am enclosing a copy of this booklet to you herewith. If you will turn to the inside of the front cover you will find a poem by Dr. C. F. Whiteshield, "Legend of the Lonesome Pine." Just before I came across this booklet I had been traveling along Cloverland trail, and I was greatly impressed on coming to the pine tree in the center of the road surrounded with an iron fence, I later learned of its history and the poem by Dr. Whiteshield is very fitting for this stately pine.

I was thinking that maybe you could use this poem on The Lonesome Pine in the Tradesman. I know that it would please your readers of the Upper Peninsula and it would also please its composer, Dr. Whiteshield, and it will surely strike a responsive chord in the hearts of whoever reads it.

H. G. Bundy.

Legend of the Lonesome Pine.

Within the trail marked Cloverland
A monster Pine Tree reigns as king;
With head upreared to meet the sky,
Broad spreading branches reaching high,
Amidst the scenic Clover trail
So grand that you would never fail
To stop, and wonder in amaze
How came this pine in such a place;
The only pine that's to be seen
Within this virgin forest green
Of hardwood reaching miles away,
Thru which the deer in summer play,
Which oft you see beside a brook
Or rill within some shady nook;
And dreamily you wonder why
Trail builders passed the pine tree by
And built around this lonely tree
The trail, as you can plainly see,
Which gently right and left does swing
As tho' on sacred land.

The whiskered trailmen, roughly dressed,
Approach to lay the monarch low;
Hoar frost and ice begrim each face,
Yet they are of a rugged race,
And dash the snow and ice aside,
Then raise their axes true and tried;
Yet ere can fall disfiguring blow,
And Indian, softly in the snow
Comes 'round the tree with raised hand
And utters softly this command:
"Cut not this tree; it branches guide
My tribe when hunting far and wide;
It serves as beacon every day
And can be seen for miles away,
And 'neath its branches counsel we
Have held beyond the memory
Of father of the oldest chief—
With Manitou, is our belief;
So if 'tis felled, at once our tribe will go
And dig the war axe from its place of rest."

And so the woodsmen left the Lonesome Pine,
And all the world for it must turn;
For centered in the trail it stands
Protected now by loving hands;
'Tis dedicated to our brave
Who lost their lives beyond the wave;
And every woman, every man,
In this great State of Michigan
Whose sons across the water went
Salutes the Lone Tree Monument.
'Twas the noble red man's shrine,
But now beneath the Lonesome Pine
With bated breath we seem to hear
The faintly whispered words of cheer:
"Honor your dead, but help the living,
Great Manitou continues giving
His blessings to all men below
With love and care where e'er we go."
So may we the lesson learn
Of Love, 'neath the Lonesome Pine.
Dr. C. F. Whiteshield.

Powers, Mich.

MR. STORE OWNER

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WINDOW DISPLAY INFORMATION

that can be used by your window trimmer, to make live-business-getting window displays the same as the big stores use, through our complete

WINDOW DISPLAY SERVICE

We are equipped to build backgrounds, scenic settings, or furnish you with any kind of Window Trimming Materials.

WINDOW DISPLAY ADVERTISING SERVICE CO.
McMullen Bldg., Grand Rapids, Mich.



How About That Desk?

Both New and Rebuilt Desks
at Prices that Surprise the
Most Discriminating Buyer.

GRAND RAPIDS STORE FIXTURES CO.
7 Ionia Ave., N. W. Grand Rapids, Mich.

In the past few years you've been wished a Happy and Prosperous New Year on every hand.

So have we.

Such an avalanche of good wishes makes a fellow kinda stop and think: for, of course, prosperity in the good year '23 depends on the individual himself.

We know what we're going to TRY to do to make the wishes of our good friends come true.

What could add more to your happiness and prosperity in '23 than acquiring that biggest and best of all flour accounts—RED STAR.

The exclusive control of RED STAR is guaranteed to bring you not only additional prosperity, but happiness, and contentment.

RED STAR is in truth the biggest and best flour account available—one that will increase your distribution, add new customers, hold them and give bigger and better satisfaction.

LIS!EN! Each and every sack of RED STAR is a SEED THAT GROWS. Sow it in your fertile territory and you will reap a crop of which we will both be proud.

JUDSON GROCER COMPANY
GRAND RAPIDS, MICHIGAN

Grand Rapids Calendar Co.

572-584
Division Ave., S. Publishers Grand Rapids, Michigan

ADVERTISING SPECIALTIES



Michigan Retail Dry Goods Association.
 President—J. C. Toeller, Battle Creek.
 First Vice-President—F. E. Mills, Lansing.
 Second Vice-President—W. O. Jones, Kalamazoo.
 Secretary-Treasurer—Fred Cutler, Ionia.
 Manager—Jason E. Hammond, Lansing.

Dry Goods Men To Meet in Grand Rapids.

Lansing, Jan. 23—The next convention of the Michigan Retail Dry Goods Association will be held at Hotel Pantlind, Grand Rapids, Tuesday and Wednesday, March 6 and 7.

President Toeller has announced the following standing committees.

Program—W. O. Jones, Kalamazoo; E. K. Pearce, Quincy; G. E. Martin, Kalamazoo; John Rickey, Charlotte; H. E. Beadle, Sturgis.

Nominations—L. M. Schroder, Battle Creek; D. F. Comstock, Ypsilanti; M. I. Jacobson, Jackson; H. P. Streng, Kalamazoo; Edward Vogel, Chelsea.

Insurance—B. E. Ludwig, Albion; A. K. Frandsen, Hastings; D. Mühlethaler, Harbor Beach; H. G. Wesener, Saginaw; L. W. Stein, Allegan.

Legislative—The President, First Vice-President, Second Vice-President and Ex-Officio Directors Christian and Knapp.

Membership—Detroit Stores: J. B. Sperry, Port Huron; H. N. Bush, Flint; G. R. Jackson, Flint; Oscar Webber, Detroit; W. N. Benge, Ann Arbor.

Membership—Jackson Stores: L. G. Cook, Jackson; George T. Bullen, Albion; F. T. Ingram, Jackson; F. E. Baker, Lansing; W. J. Dancer, Stockbridge.

Membership—Grand Rapids Stores: C. W. Carpenter, Kalamazoo; F. J. Zeilinski, Manistee; H. J. Mulrine, Battle Creek; Fred Cutler, Ionia; W. J. Carl, Muskegon Heights.

These committees were appointed with reference to convenient distance from Battle Creek and Lansing, so that they can get together to confer with each other with as little loss of time and traveling expenses as possible.

Mr. Toeller had in mind, also, the expression on the questionnaire sent out last October of persons stating their willingness to serve on committees. Attention is called to the Legislative Committee. During the session of the Legislation of 1923 some quick action may be required and it was thought best to delegate the watching of the Legislation proceedings to the Manager, who is in close touch with executive officers.

Jason Hammond, Manager.

Definition of a Straw Hat.

"What is a straw hat?"

An official answer to this question was sought by the Customs Division of the Treasury Department at the convention of the National Association of Straw Hat Manufacturers, held in New York City last week. A committee headed by A. G. Keeshan, of the Bonar-Phelps Co., was appointed to draw up an answer, and after due deliberation issued the following definition:

"The sensible answer is the hat that women wear in Winter and men wear in Summer. But this is not enough for the Customs Division of the Treas-

ury Department at Washington, which asks the question. It seems the reason for seeking information is the fact that a shipment of harvest hats such as farmers wear has been held up lately pending the decision of the appraisers, who have discovered that although they have been imported in the past under the classification of straw hats, they actually are not made of straw but of chips and shavings.

"This has opened the whole question as to when a straw hat is a straw hat and why. The Government has learned, however, that the straw hat which 50,000,000 men put on their heads on May 15 is really and truly made of straw—wheat straw, especially grown for the purpose by curious and ancient methods in Japan, China, Switzerland and Italy. American straw will not do and American workmen could not make the braid even if they had the straw.

"This material is used because it has been discovered after exhaustive tests that straw which is woven, beached, pressed and shellacked combines in the greatest degree the quality of lightness with the ability to deflect the rays of the sun. Thus the heads of men are at one and the same time sufficiently protected from the burning rays of the sun and artistically decorated with a hat that makes them look young and handsome.

"Yep—your solid mahogany table may be pine, with a paper-thin mahogany veneer; your wife's sealskin furs may be dyed rabbit and your Scotch may be embalming fluid mixed with turpentine, but at least your straw hat has been ascertained to be 100 per cent. straw. A has the bootlegger! Vive the hatter!"—New York Times.

Small Stocks in Hands of Retailers.

Retail stocks are reported as very low in all parts of the country, and buyers are now flocking to the distributing centers of the East and Middle West in unusual numbers. They are finding wholesale prices generally higher than they were at the time of their last visit. Manufacturers and wholesalers have already encountered the problem of higher prices and it is now the retailers' turn. Hitherto the latter offered stiff resistance to price advances as they doubted whether consumers were ready to buy freely at higher levels. The liberal buying of the holiday season, however, has proved reassuring, and very little talk is now heard of a possible repetition of a buyers' strike. With cotton now above twenty-eight cents and, according to some forecasters, likely to advance to thirty, with consumption of wool forging ahead of production, with flax exceedingly scarce, and with increasing demand for raw silk, to say

nothing of higher labor costs, there appears to be only one way in which retail prices of dry goods can move, and dealers are convinced that consumers can gain nothing by postponing their purchases.

The Bandanna Vogue Spreads.

The vogue for bandannas, which has spread like wildfire in the last several weeks, has finally invaded the field of women's sleeping garments. At least this is so in effect, for a popular pajama model for women is made with a collar that closely resembles the vivid articles now in such high vogue for street wear. A two-piece pajama suit for women that has been put out by another manufacturer bears a striking resemblance to a sport shirt, except that it is trimmed with a ribbon

fluting of a contrasting color. The newest thing in the treatment of night-gowns shows a use of slits with trimmed edges. These appear in the skirt of the gown, as well as in the shoulders, to which are attached various novelties in the way of sleeves.

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.

Duro Belle

HUMAN HAIR NETS

MORE PROFIT TO YOU!

An unbeatable combination—a nationally advertised human hair net of unsurpassed quality at \$10.80 per gross. Other quality hair nets cost \$12.00 per gross—so in the sale of DURO BELLE your profit is greater by \$1.20.

NATIONAL TRADING COMPANY

630 SO. WABASH AVE.

CHICAGO, ILL.

We are Showing a

MEN'S PERCALE DRESS SHIRT WITH BAND

@

\$8.75

That is worth more money today and will be worth still more in the Spring.

Now on the Floor.

Daniel T. Patton & Company

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

SPECIALS

You no doubt have received our

SPECIAL CIRCULAR

which was mailed last Saturday.

Prices have advanced since that time on many orders accepted at prices on printed Circular.

Look over the list very carefully, and give your order to our Salesman, or send us your orders, by mail. **PURCHASE NOW.**

Quality Merchandise—Right Prices—Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Hat Trimmings Varied.

Every possible trimming, apparently, is being used by modistes on women's Spring hats, according to the current bulletin of the Retail Millinery Association of America. Ribbon and bow trimmed hats are seen for almost every occasion, these decorations being used for trimming "dressy" hats as well as those for street wear.

"Quills are achieving the same distinction in a quieter way and in more vivid colorings," the bulletin continues. "Among them are quills resembling parrot breasts and long, pasted effects of burnt peacock on the paddle order. The ostrich that is used would put that bird to shame, so well shaded and banded are the colorings. Ombre effects dominate in all kinds of feather fancies.

"Lace laid over flowers and drawn to a bow or pompom knot at the side of an off-the-face shape is a popular method of using two trims that are now in fashion. Then again, lace draped over the crown falls down the wearer's back in a curtain effect on some large hats made without backs. High wired effects of lace carry out the Louis XVI line of high back and broad sides that the fashion plates ordain.

"The new flower trimmings are used to face coronet cuffs and for making thick roll bands about the crown if small flowers are used. If large roses or dahlias are chosen, they are usually seen in the form of high pompom choux that are placed at the left side of the crown. Violets, bachelor's buttons, bluettes, buttercups and small pink flowers are used for flat effects in applique, often with single-ply splits of braid. Sometimes a band of leaves is finished with a cluster bouquet of small flowers on one side of a small poke shape. Various hues of rose, with some yellow and bright blue, are the general colors seen in flowers just now. The various violet shadings are also favored."

New Combination Veil.

Basing its hopes on increased popularity for draped veils, a New York house is now placing a new type on the market which it expects will prove a good seller. This is a combination of a square veil with a fancy mesh inserted to fit closely over the face, while having the draped effects at the back of the hat. It is available in a range of colors, with black, brown, navy and taupe being featured by the concern. Colored embroideries have been utilized as decorations for some of the veils. They wholesale from \$18 per dozen up. The same firm thinks the Shetland veil is "coming back" strong in both square and long draped effects.

Can't Use "Silkoline."

Washington, Jan. 23—Melvin Behrend and Leopold Behrend, conducting a business under the firm name of Behrend's, have received an order from the Federal Trade Commission to cease and desist using the word "Silkoline" unless the substance, fiber and material contained therein are fully designated. The store recently advertised comforts for sale under the caption "Silkoline Covered Comforts" and the commission rules that this statement led the public to believe that these comforts were made of silk, whereas the fabric advertised does not contain silk.

Retail Grocers and General Merchants Convention.

Cadillac, Jan. 23—Some of those who will address the delegates at the convention in Lansing, Feb. 21 and 22 are men of National prominence who are well qualified to talk to us on the every day problems that are confronting the retailers. One of these men is Charles W. Myers, who is manager of the sales extension and advertising of Morris & Company, packers, Chicago, and who has spent nearly eighteen years in this particular line of work and who enjoys the acquaintance of retail grocers from coast to coast and from the Canadian border



Charles W. Myers.

to the Gulf. He is one of the outstanding figures in the retail food industry to-day and his address on "What do People Want?" carries with it a real message which every retail grocer will be fortunate, if it is possible to be at the convention to hear it.

W. R. Roach, Nestor of the canning industry, will be there to give us one of his inspiring addresses which enabled so many of the delegates at the twenty-third annual convention to go home and put into practice some of the suggestions offered by Mr. Roach at that time, and which has proved of dollars and cents value to those who made use of the tips offered.

John A. Green, of the American Sugar Refining Co., will give the delegates an opportunity to see the processes used in planting, growing, marketing and manufacturing sugar by a series of moving pictures which he will explain as the pictures are shown. The suggestions made in the address by this retail grocer of many years' experience are of much value to those who are desirous of absorbing every practical method of meeting chain store competition, as well as keeping the balance on the right side of the ledger.

It only remains for those who are engaged in the most important and necessary branch of all business—that of retailing of foods—to show they are interested in the progress and betterment of conditions in their own line. J. M. Bothwell, Sec'y.

New Line of Bracelets.

Novelties in the form of enameled wire bracelets, in snake effects, are among the new things of this type to be offered to the trade. The bracelets came in one, two and three strands and in a number of colors, that include

purple, dark blue, green, black, silver, pink, red, etc. The ends of the bracelets are finished in conventionalized bud effects set with rhinestones, imitation rubies and other colored stones of that order. Only one kind of stone, however, is used in any one article, its color harmonizing with that of the bracelet. The single-strand bracelets wholesale at \$42 a gross, while the two and three strand bracelets are priced at \$72 and \$84 per gross, respectively.

White Shirt Again Favored.

Many observers in the shirt trade feel that it is safe to bank on the Spring and Summer again being "white shirt" seasons. The garment of plain color last year, either with or without attached collar, had everything its own way, and no sign, it is said, of

any reaction has been noted recently. Next to white, retailers feel that solid colors, without collars attached, will fare well, these followed by simple colored stripes. According to all accounts, the day of the shirt in gaudy, loud effects, once favored, is past. There seems little chance, with consumers' tastes as they are now, of their coming to the fore again soon.

Unselfishness.

He's true to God who's true to man
wherever wrong is done
To the noblest and the weakest 'neath
the all-beholding sun,
That wrong is also done to us; and they
are slaves most base,
Whose love of right is for themselves,
and not for all their race.

The best thing about telling the truth is you don't have to remember what you said.

A Message to Investors:

THE WOLVERINE CARTON COMPANY of Grand Rapids, Michigan, has purchased a factory and will begin the manufacture of high grade folding paper cartons, as soon as its machinery is delivered and installed.

The Company is capitalized at \$300,000 7% Cumulative Preferred Stock and 30,000 Shares of Non-Par Stock, which is ample capital to secure the plant, all necessary machinery, and provide working capital sufficient to enable the Company to take advantage of discounts on raw material purchased.

The field for folding paper cartons is unlimited, as more and more products are being added each year to the list of goods packed in folding paper cartons. The manufacturer demands the printed folding paper carton as an advertising medium; the retailer demands it because it is more easily handled and there is less waste; and the consumer demands it because it is sanitary and convenient.

Right in Grand Rapids there is great demand for such cartons among manufacturing and wholesaling concerns, and naturally they prefer to purchase their cartons in Grand Rapids, where they can obtain better service and can save the freight on the delivery of the cartons.

THE WOLVERINE CARTON COMPANY has already purchased its plant, and it is a factory which is admirably suited to the manufacture of folding paper cartons. An inter-urban line running past the plant, and a railroad sidetrack running right to the plant facilitates the delivery of raw material to the plant and the shipment of the finished cartons.

The Company is to be managed by a Board of Directors made up of experienced, capable and reliable business men, and the factory where the cartons will be produced is to be managed by men of long and successful experience in the folding paper carton business.

Investigation has shown that the folding paper carton business is one of the most universally successful industries of the country, and investors not already aware of the earnings made by companies in this business would be surprised to learn of the fine earnings made by folding carton companies.

Let us tell you of the possibilities of an investment in the WOLVERINE CARTON COMPANY. Clip and mail the coupon below.

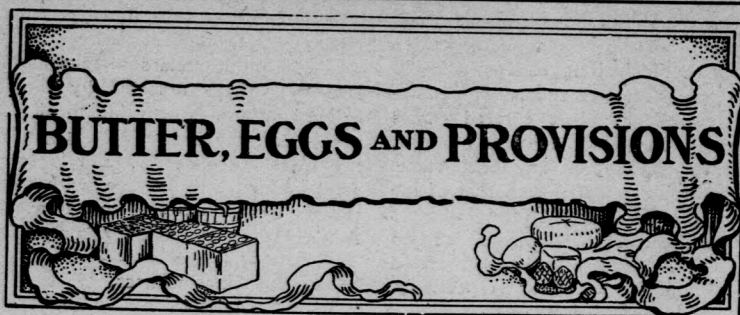
F. A. SAWALL COMPANY,
313-14-15 Murray Building,
Grand Rapids, Michigan.

Gentlemen:

Please send me full information regarding the earning possibilities of an investment in the Wolverine Carton Company.

Signature.....

Address.....



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.

Requirements of the Michigan Ice Cream Law.

T. H. Broughton, director of the bureau of dairying, Michigan Department of Agriculture, has recently issued a circular to ice cream manufacturers of the State calling attention to certain requirements of the law. The circular says:

"Only milk, cream, eggs, sugar, gelatine, etc., may be used in making ice cream. Ice cream is considered adulterated if it be sold as an imitation of or under another name, if it contains less than 10 per cent. milk fat, or more than seven-tenths of one per cent. gelatine or similar substance.

"Every ice cream factory should have a license obtained from the Commissioner of Agriculture. The fee is \$5.

"For your information we wish to state that considerable complaint has been received by this department indicating that an excess of gelatine or vegetable gums is being used in ice cream. These complaints have come from the consuming trade and give us the impression that the trade quite readily notices ice cream that does not quickly melt when exposed to a warmer temperature. We are not only interested in having the law complied with, but we have at heart the welfare of the ice cream business and expect to assist in the upbuilding of the industry as much as possible, we are endeavoring to concentrate the work with those inspectors who understand the business in a general way.

"Prof. O. E. Reed of the College announces the appointment of Prof. Lucas who is a widely known ice cream man. With the services of Prof. Lucas and Prof. Goodwin, as well as others at the College, there would seem to be no reason why ice cream manufacturers should not avail themselves of all information possible to improve their product. We are satisfied that this should be done, on account of the great variation in samples already obtained."

122,105 Retail Butchers in U. S.

There were 122,105 retail butchers in the United States when they were counted by enumerators for our most recent census. At the same time, the population of the United States numbered 105,710,620, or about 20,000,000 consuming families.

In the course of a year those butchers collectively come into contact

with every one of those consuming families, many times.

Now it is obviously easier and less expensive for the Institute, with its constructive educational material, to reach 122,105 butchers than to reach 105,710,620 consumers.

Please look at the number of butchers and the number of persons again. Notice that there is one butcher to 865 persons.

This means that, as an average, one butcher reaches families comprising 865 persons.

They sell nearly all of the meat that is sold.

They talk with the consumer while she is buying her meat.

Litchi Chinese Peanut.

What the corner peanut stand is to the American, the litchi peddler is to the Chinese, says Consul Price, in a report to the Department of Commerce. The litchi is grown on a tree about the size of an apple tree, which does not mature until the 20th year. The fruit grows in clusters of from three or four to a dozen, is green at first and ripens to a bright strawberry red. For export the litchi is dried in the sun. In the process, the skin becomes brown and with the shrinking of the flesh, which becomes detached from the skin, takes on the aspect of a shell, whence comes the erroneous designation "litchi nut."

Canned Corn on the Cob.

As a novelty to be developed into a larger seller, some canners continue to pack a limited output of corn on the cob. Gallons have been used for Evergreen and other large varieties, which pack about six ears to the can. Golden Bantam has been put up this season in a special can which contains four ears. The corn is already processed and all that is required is to heat the container. Those who have tried samples have had the most success when they have punched a small vent hole in the top of the can before heating. When this was done the corn gave complete satisfaction.

Originator of Margarine Dies.

The original maker and first manufacturer of oleomargarine in this country is dead at his home in New Haven. Nathan Eastbrook, eighty-eight years old, died in the New Haven hospital as the result of gas poisoning. Eastbrook was found asphyxiated in his home recently as a result of gas being accidentally turned on. He was a native of Herkimer, N. Y., and served during the civil war as quartermaster in the 34th New York Volunteer Company.

Some sales managers send out more misfits than clothing stores.

NUCOA

"The Wholesome Spread for Bread"
I. VAN WESTENBRUGGE
Carload Distributor

GRAND RAPIDS

MUSKEGON

Learn to Say—

MiLola

8 Select Sizes
10c to 20c

Distributed By

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WHOLESALE GROCERS

GRAND RAPIDS

DETROIT

BLUE GRASS

BUTTER and EVAPORATED MILK

FRESH and SWEET



ARE LEADERS

AT YOUR GROCER

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.

MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
Grand Rapids, Michigan

THE TOLEDO PLATE & WINDOW GLASS COMPANY

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

All kinds of Glass for Building Purposes

501-511 IONIA AVE., S. W.

GRAND RAPIDS, MICHIGAN

Only Landlords Furnishing Good Service Will Survive.

Grand Rapids, Jan. 23—Edward R. Swett, of the Occidental Hotel, Muskegon, left the other day for a month's vacation in the Sunny South, and a treat to himself which he well deserves. Mr. Swett, I am happy to say, has created a wonderful business for the Occidental property and while it is true this enormous undertaking was started at a time when the peak of prosperity had passed, there was never a moment when he waned in his enthusiasm and now those familiar with the importance of his undertaking realize he has made good and congratulate him on his successful performance. During the furniture convention in Grand Rapids all of the Muskegon hotels did a rushing business, but have during the same period taken wonderful care of their regular patrons.

George Woodcock, of the Hotel Muskegon, is specializing on sea food in his cafe. He receives daily shipments from the sea shore and places on his menu many delicacies not to be found in any restaurant outside of the larger cities.

Speaking of Muskegon, I am reminded that J. H. Wieggers, who has filled the position of clerk at the Occidental for the past thirteen years, has purchased and taken possession of the Hotel Wigton, at Hart. The Wigton has for many years been one of the most prosperous institutions of its kind in Western Michigan, and Mr. Wieggers, with the co-operation of his estimable wife, has started right in to add to its laurels. Their meals are excellent and with the completion of contemplated improvements, their hotel will certainly be deserving of increased patronage.

Mr. and Mrs. C. W. Bosworth, well-known host and hostess of the Park Hotel, at Mt. Pleasant, which they disposed of last year, have purchased the Elk Tavern, at Elk Rapids, which has been closed for some time and will immediately re-open same to the traveling public. Mrs. Bosworth will really manage the hotel, while her husband will continue his work of promoting a resort proposition near Elk Rapids. I will say that if Mrs. Bosworth will continue to produce those doughnuts which made the Park Hotel famous, there will be no sort of doubt as to the success of the present venture.

The country hotels of Michigan which are making the most satisfactory financial records for themselves are the ones which make a specialty of cordiality and good service.

Once in a while I run across a hotel operator who thinks because he is possessed of the only hotel in his particular town, he can pull off all sorts of raw stunts and put them over, but some of the methods he practices only help to push him along on the road to self-destruction.

There are quite a large number of the smaller Michigan hotels, located in towns which naturally could not give them inadequate support were it not for the fact that such hotels are drawing a large percentage of their trade from neighboring towns, in which the hotel proprietor is possessed of the notion that all he is there for is to perch himself behind the counter and rake in the cash.

The traveling man, for instance, is becoming used to greater luxuries than he ever enjoyed before and, while he does not care to be entertained with great ostentation, he does want to be accorded a reasonable amount of business courtesy, and he is bound to discriminate between the institutions which look after his physical welfare and the ones which have constituted themselves as beneficiaries from his expense fund.

The next few years will show the results of the weeding out process in the ranks of country hotel landlords, and the survivors in the profession

will be such as to-day are performing a meritorious service to their patrons.

The landlord who repeatedly sets out illy cooked food and accompanies it with the excuse that his source of supplies is limited will be succeeded by the individual who starts you along your day's routine with a palatable cup of coffee, a dainty breakfast nicely cooked and carefully served, and does not make you feel that you have got to patronize him, because he has the only hotel in town. He will make his hotel so much better than his town warrants that his townsmen will take pride in his achievements and try to live up to his standards.

Much complaint is made of the sameness in country hotel bills of fare; that is to the effect that while the preparation of the food is above criticism, the guest knows before he enters the dining room just what is going to be offered to him, which detracts from his enjoyment of same.

I have in mind a real country hotel, in a small town, which fills its dining room daily and turns away patrons every night for the reason its meals, carefully prepared, are simple, and for the benefit of such hotel men as are anxious to please but have a limited source of supplies I have made a selection at random from such menus and offer them here:

Dinners

Cream of Tomato Soup	Dill Pickles
Celery	Roast Chicken with Dressing, Roast Beef
Steamed and Mashed Potatoes	Sugar Peas
Mashed Hubbard Squash	Fruit Salad
Mince and Custard Pie	Bread Pudding
Chicken Broth with Rice	Pickled Beets
Cottage Cheese	Fried Chicken, with Cream Gravy
Fried Fresh Halibut	Browned and Mashed Potatoes
Stewed Tomatoes	Fried Parsnips
Cold Slaw	Apple Pie with Cheese, Chocolate Pudding
Bean Soup	Sliced Onions
Pickles	Roast Sugar Cured Ham, Roast Beef Ribs
Escalloped Potatoes	Mashed Ruta Bagas
Sweet Corn	Salmon Salad
Pumpkin Pie	Mince Pie
Vegetable Soup	Picallilli
Celery	Beefsteak Pie
Roast Pork, with Apple Sauce	Mashed Potatoes
Steamed Potatoes	Fried Parsnips
String Beans	Apple Salad
Rice Pudding	Mince Pie with Cheese
Here I give you an ideal breakfast menu. It will answer for the regular morning bill with the alternation of cooked cereals and ham and bacon:	Michigan Apples
Grape Fruit	Stewed Prunes
Baked Apples	Corn Flakes
Grape Nuts	Cooked Cereal
(Change cooked cereal daily)	Bacon
Country Sausage	Eggs to order
Wheat or Buckwheat Cakes	Toast
Postum	Coffee

Suppers

Oyster Stew	Dill Pickles
Beefsteak	Breaded Pork Chops
Baked and French Fried Potatoes	Johnny Cake
Apple Sauce and Cake	Chicken Soup
Cold Slaw	Beefsteak
Baked Corn Beef Hash	Baked Potatoes
Stewed Tomatoes	Muffins
Sauce and Cake	Oyster Cocktail
Celery	Beefsteak
Fried Chicken, cream gravy	Fried Potatoes
Baked Sweet Potatoes	Beet Salad
Tea Biscuits and Honey	Baked Apple with Whipped Cream

The real idea I am trying to convey is that by using a simple menu, the limitations of the local dealer are not drawn upon so largely and your meal, instead of being of the "cut and

SKIM MILK WANTED.

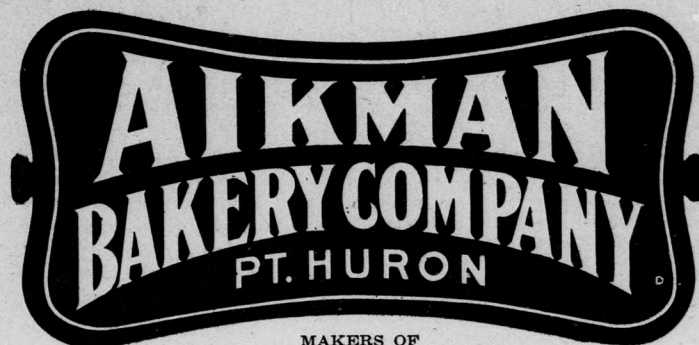
We will buy skin milk or deteriorated cottage cheese. Write if you have a surplus now or later in the season.

TEESDALE GLUE CO.
320 Douglas St., Grand Rapids, Mich.

Moseley Brothers

GRAND RAPIDS, MICH.

Jobbers of Farm Produce.



MAKERS OF

FANCY COOKIE CAKES AND CRACKERS

LONG ISLAND SANDWICH—Our Specialty

Samples sent on request.
Phone—Melrose 6929

Detroit Branch
3705 St. Aubin Ave.



"YELLOW KID" BANANAS

always give complete satisfaction

DELICIOUS
NUTRITIOUS
WHOLESOME

Mail orders solicited and given prompt service.

The Vinkemulder Company
GRAND RAPIDS, MICHIGAN

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

Receivers and Shippers of All

Seasonable Fruits and Vegetables

HEKMAN'S

At
Every Meal
Eat
HEKMAN'S
Crackers and
Cookie-Cakes

Grocers—Hekman quality is established. Growing demand demonstrates it. Are YOU participating?



Hekman Biscuit Co.
Grand Rapids, Mich.

dried" variety, is an agreeable surprise to your patrons.

Avoid the use of ill-smelling compounds in your cooking. If you have not sufficient wholesome bacon fryings, use fresh lard, but in limited quantities. Above all see that your food comes to the table piping hot on warm dishes; have your table neatly laid; eschew paper napkins; instruct your waiters to watch out for the requirements of diners at all times, and I predict you will build up and retain a patronage, where other methods would fail.

The writer recently contributed a list of menus of simple meals to the Restaurant Bulletin which was favorably commented on by several chefs of known reputation. E. M. Statler, of hotel fame, strongly recommends the simple meal for country hotels. None of the supplies required are unobtainable. The parcels post will bring them to you if the local dealer lacks sufficient enterprise to provide them.

Frank S. Verbeck.

Looking Forward To Biggest and Best Convention.

Marine City, Jan. 23—The twenty-ninth annual convention and hardware exhibition of the Michigan Retail Hardware Association will be held in Grand Rapids, Feb. 6, 7, 8 and 9. Hotel headquarters and the convention sessions will be held at the Hotel Pantlind and the exhibition will be at the Klingman furniture exhibition building.

We plan on having a very strong program this year. Some of our members have consented to give short talks on subjects of vital interest to the trade. We have some high-class talent from outside. Some of the best speakers on merchandising subjects in the United States will address us. As usual, the question box will be one of the big features and an entire session will be given over to the discussion of the many knotty problems confronting the dealers at the present time. The hardware dealer who attends may rest assured that the program will be unusually interesting and instructive. Every minute of the four days will be profitably employed.

Ample entertainment will be provided. Tuesday evening there will be a theater party at the Empress theater and on Thursday night there will be a banquet and entertainment at the Coliseum. Dr. Marion Leroy Burton, President of the University of Michigan, will be the main speaker. There will be special entertainment provided for the ladies.

Courteous treatment, efficient management and the lack of unnecessary additional expense, coupled with the splendid patronage from our members have made the Michigan Retail Hardware exhibit one of the very best in the United States. We found this year that it was necessary to add additional room to take care of the many applications for space received from manufacturers and jobbers. Our members are taking more interest in the exhibit each year, and with a view to encourage this feeling, a buyers' contest will be conducted, as heretofore. Dealers will receive prizes, according to the number of orders placed. Karl S. Judson, who has so efficiently managed our exhibits in the past, will again serve as exhibit manager.

We have the largest State association of hardware dealers in the United States, with a membership of 1600. We are looking forward to our biggest and best convention.

A. J. Scott, Sec'y.

Seeks Stenographers.

The Civil Service Commission announces that there is a shortage of young men eligible to fill stenographic positions in the Government offices in Washington. Examinations are held throughout the country on the second Tuesday of each month.

Some Methods of a Successful Hardware Dealer.

Written for the Tradesman.

As often as not, the hardware dealer succeeds less by the adoption of new and spectacular selling methods than by the steady application of old principles that have been tried and proved right by many predecessors.

I recently enquired into the methods of a successful dealer in a community of approximately 15,000 people. I found one dominant objective: to show the goods in such a manner as to create the largest possible sales and to allow the carrying on of business in a manner most advantageous to customers and dealer—not forgetting to keep an eye on the expense side of the question.

The store itself is 125 feet long. A number of little ideas have been introduced in the arrangements. On the left hand side are three special display tables, with display space underneath and at the back a raised shelf that allows additional goods to be shown. This proves an efficient method of showing goods and attracts attention because it is somewhat different from the usual arrangement. It facilitates the display of many small lines that are usually difficult to show effectively. These tables also have at the rear a compartment for storage.

Good use is made of silent salesmen for showing glassware and silver. Behind the silent salesmen the shelving has been removed and special plate glass shelving installed in its place. This arrangement is singularly effective for the display of fancy lines. An attractive setting invariably enhances the appearance of such lines.

There are also specially arranged display spaces for hammers, saws and other tools. A special rack has been arranged for bolts, both front and rear being fitted with numerous compartments for all sizes of bolts, each compartment properly labeled. The rack is sufficiently low not to hide the shelving behind.

Another useful idea is a holder for advertising material supplied by manufacturers whose goods are handled in the store. This stand is a revolving structure, four feet high, placed at one end of the counter. It is built pyramid style, with spaces down each side to hold advertising matter properly assorted, while the space underneath is used for surplus supplies. The proprietor is a strong believer in the proper use of every bit of such advertising material. The store's name is placed on everything handed out. Advertising material is placed in parcels sent out from the store, and it is found of a good deal of assistance in working up the interest of the customers, particularly in new lines.

The proprietor also keeps advertising matter in his office in properly assorted form, and makes a practice of sending out something with every letter. He looks after this himself, as he knows best just what is likely to interest each customer. It takes only a moment of his time when he is signing the letter to insert some suitable advertising material.

The display windows are specially arranged with a deep inward slope and are found valuable sales creators.

Special arrangements are made for their regular trimming by an expert window dresser. Displays are planned a week or more ahead, so that if the proprietor is absent, the displays are changed just the same.

The windows are well lighted, and the lighting is so arranged as to make the store front stand out. The lights are at the front and top of the window this being found to show up to the best advantage without dazzling people who desire to view the displays. Plenty of light draws attention to the store and from an advertising standpoint proves a good investment.

The window lights are so wired that no light is wasted unnecessarily. There are two switches, so that either all or half the lights may be turned on. Some displays do not require the full

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.
2344 Lake St., Kendallville, Ind.



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.

Foster, Stevens & Co. Wholesale Hardware

157-159 Monroe Ave. :: 151 to 161 Louis N. W.

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

battery of lights. There is also a separate switch for electric sockets at the bottom of the window, in order to secure current for the operation of electrical displays.

The lights are left burning at night after the store is closed and a novel method is used for turning them off at the hour desired. This is done by a simple little contrivance, the revolving arm on an alarm clock doing the work effectively.

Plenty of light is admitted to the interior of the store by day, the closed-in back of the windows being of glass, while light also comes in over the top of the window construction.

In advertising, a special week-end price on a few lines has been tried out and found a good business attractor, the retail department doing an increased business as a result. The special prices brought people to the store and afforded an opportunity to sell them other goods.

The proprietor does not believe in price cutting, but finds that occasional "specials" are valuable. As an instance, he had, late in the summer, about six dozen screen doors that had been on hand for a considerable time. Rather than carry them any longer a special price was quoted. The special attracted many people, there being 25 women in the store at one time during the sale. Not only were the "stickers" cleared off, but many of the higher-priced doors were sold, and at a good profit.

As an instance of how the standard of sales can be raised by intelligent salesmanship, a razor incident is cited. A man came in and asked: "Where are those cheap razors you were advertising?" The store had not been advertising any cheap razors, but the salesman promptly asked: "How cheap do you want them—one dollar?"

"Have you them any cheaper?" enquired the customer.

"Yes, we have them as low as 69 cents," was the reply. But at the same time the salesman showed the \$1 razor. He didn't, however, give the customer a chance to say he would take that razor.

"Here," he said, producing a widely advertised brand of safety razor, "is a \$5 razor. You've heard of it, I guess?"

"I suppose this and the \$1 razor are just the same, except in price," jibed the customer.

"No, there is as much difference as between a \$5 bill and a \$1 bill," returned the salesman; and proceeded to show the actual difference. The upshot of it all was, that the customer took the \$5 razor when he had come for a real cheap one. Many salesmen would merely have sold the cheap razor without any attempt to show the better article; when the latter not merely ensured better satisfaction but yielded the store a larger profit.

The proprietor is firmly convinced that a retailer who conducts a credit business should thoroughly protect himself against loss from unreliable customers. He was driven to this conclusion by actual experience. He conducted business for some years and accumulated a large number of bad accounts on his books, through not being strict enough regarding the granting of credit. He came to the

conclusion that as he had to give references at the bank when securing credit, so should the customer in asking credit of the merchant.

As a result of this conclusion he commenced a credit reference and credit reporting system among the merchants of his community. By this system a person asking for credit has to fill out a reference form giving such particulars as property owned, his bankers and his credit limit, how long he has resided in town and district, where he previously resided, and who granted him credit at his former place of residence. Information is then secured from other dealers; and on the basis of this information credit is granted or refused.

"It is pretty difficult," the merchant said, "to conduct a hardware business without extending credit. By this system we offend a few and possibly lose a certain amount, but it is more than made up to us by the amount saved in the smaller number of bad accounts. The merchant extends all credits personally, and talks plainly to applicants. For instance, if a customer comes in and asks for credit the merchant says, 'Certainly, if you can give us surety of your ability and willingness to pay,' and he is asked for references.

"It is pretty straight talk," the merchant adds, "but no man can expect to receive credit without giving us some assurance of his reliability. A man can be sized up pretty well by the manner in which he answers the questions put to him." Victor Lauriston.

Preliminary Programme For State Hardware Meeting.

Monday Evening—Feb. 5.

8 p. m. Meeting of the Executive Committee and Advisory Board, mezzanine floor, Hotel Pantlind.

Tuesday Morning.

9 a. m. The exhibit hall will be open in the Klingman furniture building at the corner of Ottawa avenue and Lyon street, with the entrance on Ottawa avenue. The office of the Secretary will be located in this building and members should register there upon arrival and secure identification badge, theater ticket, banquet ticket, etc. Clerks will be on hand to receive applications for membership and dues from active, associate and honorary members.

12 Noon. The exhibit hall will be closed.

Tuesday Afternoon.

(Open session. Everybody invited.) 1:30. Meeting called to order in the assembly hall in the Hotel Pantlind by President Charles A. Sturmer.

Invocation by Past President, Charles M. Alden, Grand Rapids.

Song, "America" led by William Moore, Detroit.

Address of welcome by Hon. William Oltman, Mayor of Grand Rapids. Response to address, J. Charles Ross, Vice-President, Kalamazoo.

Annual address of President, Charles A. Sturmer, Port Huron.

Announcement of committees.

Address—"The Safety of the Republic," Lee H. Bierce, Secretary of the Grand Rapids Association of Commerce.

Song by delegates.

Address—"Community Spirit and the Business Man," Dr. Alexander Karr, Chicago, Ill.

Remarks by representatives of the manufacturers, jobbers and the press.

Adjournment at 4 p. m.

* All members appointed for committee work should remain and arrange for meetings of their committees.

4 p. m. The exhibit hall will be open until 6 p. m.

Tuesday Evening.

8 p. m. Theater-party at the Empress theater. Tickets given out at the Secretary's office must be exchanged for coupon seats before 7 o'clock Tuesday evening. An excellent vaudeville program is promised.

Wednesday Morning.

(Open Session. Everybody invited.)

9 a. m. Meeting called to order.

Opening song by delegates.

Address, "Efficiency in Business," E. L. Prentice, Grandville.

Discussion of above subject.

Address—"Stocks, Profits and Balances," George W. Schroeder, Eau Claire, Wis.

Discussion.

Address—"Store Records," Past National President, Samuel R. Miles, Argos, Ind.

Discussion.

Address—"Relation of Stock Turnover to Net Profit," Martin L. Pierce, Promotion Manager Hoover Suction Sweeper Co., North Canton, Ohio.

Adjournment at noon.

Wednesday Afternoon.

1 p. m. The exhibit hall will be open at this time and will remain so until 6 o'clock.

Wednesday Evening.

7:30 p. m. (Question box session for hardware dealers only.)

Annual report of Secretary, Arthur J. Scott, Marine City.

Annual report of Treasurer, William Moore, Detroit.

The remainder of the evening will be devoted entirely to the "Question Box" in charge of Charles A. Ireland, Ionia, Scott Kendrick, Ortonville and J. Charles Ross, Kalamazoo.

7:30 p. m. Exhibit hall will be open to the public until 10 p. m.

Thursday Morning.

9 a. m. Opening song by the delegates.

Address—"A Hardware Man's Interest in Consolidated Schools," Herman C. Meyer, Boyne Falls.

Discussion.

Address—"The Psychology of Window Advertising," William L. Fuhrer, Boyne City.

Discussion.

Address—"How to Build a Selling Program," Frank Stockdale, Chicago.

11:30 a. m. Report of Committee on Nominations.

Election of officers.

Adjournment at noon.

Thursday Afternoon.

1 p. m. Exhibit hall will be open until 6. The entire afternoon can be profitably spent by the delegates, visiting exhibitors. Don't forget the attractive prizes offered in the buying contest.

Thursday Evening.

7 p. m. Banquet and entertainment at the Coliseum. Don't miss this, as it will be one of the most enjoyable features of the convention. Dr. Mar-

ion Leroy Burton, President of our State University, will make the principal address. His subject will be "Education and Citizenship." Delegates will meet in the lobby of the Hotel Pantlind, 6:30 sharp and go in a body to the Coliseum.

Friday Morning.

8 a. m. The exhibit hall will be open until 12 o'clock. Don't go away without placing an order with every exhibitor whose line of goods you can use to advantage.

Friday Afternoon.

(Executive Session for hardware dealers only.)

1 p. m. Report of Committee on Constitution and By-Laws, Auditing and Resolutions.

Consideration of committee's reports.

Report of committee on next place of meeting.

Selection of next city.

Unfinished and new business.

Adjournment.

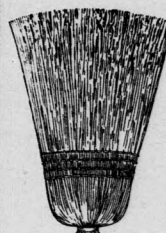
The new Executive Committee will hold a meeting at the Pantlind Hotel immediately following adjournment.

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

TAKING INVENTORY

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

R. & F. Brooms



THE
DANDY
LINE

Also
B. O. E. LINE

Prices

Special ----- \$ 8.00
No. 24 Good Value 8.50
No. 25 Velvet -- 9.50
No. 27 Quality -- 10.75
No. 22 Miss Dandy 10.75
B. 2 B. O. E. -- 10.00

Freight allowed on
shipments of five
dozen or more.

All Brooms
Guaranteed

Rich & France

607-9 W. 12th Place

CHICAGO, ILLINOIS



Gabby Gleanings From Grand Rapids.

Grand Rapids, Jan. 23—"It is the best Christmas in years for me," said a Michigan traveler whom I overheard relating his experiences to a friend. "Several years ago on Christmas eve, our little girl, who was our pride and joy, died as I was hurrying home from a long trip, cut a trifle short on account of receiving a wire that she was seriously ill. A few years later just about Christmas time her good mother passed on to her reward, so you can imagine that Christmas time has ever since brought little else but sorrowful memories to me. I have for years made a practice of contributing various sums to organizations or societies supposed to look after the unfortunate people at this time of the year and while I hope that I am wrong in the impression formed by visiting some of them, yet for various reasons I could not help thinking that in some instances at least considerable of the amounts contributed never reached the bottom and I decided this year to play Santa Claus myself. I found a very needy and worthy family in which there was a little girl six or seven years old who was severely burned eight weeks before and while she was improving slowly, yet she had not walked since the accident. She had one doll, acquired in better days, and had expressed a wish that Santa Claus might bring her a little wash tub, so she could wash her dolly's clothes when she was able to walk again. I found a set which included tub, board, wringer, basket, line and pins, a splendid picture and story book and half a dozen monogram handkerchiefs. Then I got a big basket and filled it with groceries, some nuts, candies and oranges, also a big fat chicken which I stuffed with \$5 worth of milk tickets. I had these taken to the house on Christmas eve by one of the neighbors who promised not to reveal to them the source from which the gifts came. Yes, I have been successful in a way, though I would willingly make any kind of a sacrifice if by doing so I could bring back the wife and little girl who were so dear to me. We cannot always understand why misfortune comes to us, but if you want to experience an inner joy and satisfaction, do something like that I have described for those who are needy and worthy and not let them know where it comes from."

For a month past three cheap gamblers have been operating on the evening trains between Grand Rapids and Chicago. Part of the time they work on the P. M. and part of the time on the M. C. One of the men is small, with a bullet head. The second is a large man, with a broad rimmed hat, affecting the Western style. The third is tall and rather slim. They are not dressed as well as gamblers generally are. They are not finished gamblers, because they are crude in their methods. One of them selects the victim and asks him to engage in a little friendly game. If the suggestion is acted on, the two repair to the parlor section, which has already been reserved by the gang, who evidently "work in cahoots" with the porters. After a little the other two join the party and ask permission to "sit in." The stakes are matches to begin with, but if the man selected for the victim appears to be sufficiently

gullible, the game is changed from bridge to high card (stud poker) and the amount at stake gradually increases in amount. Of course, the gamblers are crooks and the game is so crooked that the victim stands no show. Within the past month twelve Grand Rapids men have been filched out of \$25 to \$75 and reports are current that as high as \$500 has been extorted from men who permitted their sporting blood to lead them astray. As soon as the victim has parted with his money, the three crooks immediately go forward to the smoking car and jump off the train the first time it stops. The Tradesman has reported this situation to the managements of the M. C. the P. M. and the Pullman Palace Car Co., but no action has evidently been taken by either organization to put a stop to the machinations of the crooks.

The Clare Sentinel of Jan. 19 contains the following reference to the death of "Tip" Calkins, who was known and respected by nearly every Michigan traveling man:

Again the city of Clare was called upon to mourn the departure of one of its respected and highly esteemed pioneer citizens when news reached this city last Friday morning that J. W. Calkins had passed away suddenly the night previous at the home of his son, Charles, at Lansing, where he had gone to spend the winter.

Although he had been in poor health for many months, no one thought the end so near. He was in his usual good spirits up until Tuesday evening of last week, when he was taken worse, but nothing that would seem serious. Thursday he continued worse and at 9:30 that evening, passed from this life.

John W. Calkins was born in New York State, June 22, 1846, where he grew to manhood. In the year 1868 he came to Isabella county and located at Rosebush, then called Calkinsville. Two years later he came to this city and entered the hardware business, which he conducted for several years. In the year 1872 he was united in marriage to Miss Mary Callam, of Canada. To this union were born two children, one dying in infancy and Charles W., of Lansing.

He sold his hardware business to Wm. H. Goodman in 1880 and moved his family to Arizona, where he lived until 1891 when he returned to this city and built the Hotel Calkins, which he conducted, until it was destroyed by fire, Tuesday, Jan. 20, 1920, with the exception of a few years, during which time he leased the same in order to obtain sufficient rest. Since the fire he has conducted a hotel at Houghton Heights during the summer. Mrs. Calkins died Nov. 10, 1921. Following her death Mr. Calkins practically retired from business life. His helpmate who had worked diligently by his side through their wedded life had gone and he had not the heart nor strength to go further, and retired to his home.

During his career as landlord of the Calkins, "Tip," as he was known by both young and old, gained for himself hosts of friends from all parts of the State. His genteel manner was ever present. Commercial travelers were always glad to reach "The Calkins," and many times they came miles in order to Sunday with him. It did not matter to him whether they came in early or late, he was ever ready to admit them and see that they were tucked away in one of his comfortable beds. As a citizen he was for anything that would benefit the city of Clare and was always ready with his help or finances to forward its best interests. He had the honor of painting the first United States flag that was raised in Clare.

Besides his son, the deceased is survived by three brothers, Bert, of Rosebush; James, of Lake George, and Fred who resides somewhere in the West.

The remains were brought to this city Saturday and taken to his late home, where the funeral services were held Sunday morning, conducted by Rev. Lohmes in charge of the local Masonic lodge, of which he has been a member for many years. The remains were laid to rest in Cherry Grove.

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



HOTEL WHITCOMB

St. Joseph, Mich.
European Plan

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

Remodeled, refurnished and redecorated throughout.

Cafe and Cafeteria in connection where the best of food is obtained at moderate prices.
Rooms with running water \$1.50, with private toilet \$1.75 and \$2.00, with private bath \$2.50 and \$3.00.

J. T. TOWNSEND, Manager.

OCCIDENTAL HOTEL

FIRE PROOF

CENTRALLY LOCATED

Rates \$1.50 and up

EDWARD R. SWETT, Mgr.

Muskegon Mich.

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION

Citizens Long Distance Service



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

20,850 telephones in Grand Rapids.

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QUALITY THE BEST

HANNAFORDS NEW CAFETERIA

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For The Past 10 Years

Prop. of Cody Hotel Cafeteria

CUSHMAN HOTEL

PETOSKEY, MICHIGAN

The best is none too good for a tired Commercial Traveler.
Try the CUSHMAN on your next trip and you will feel right at home.

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.



Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

The annual U. C. T. banquet is scheduled for March 3. That is on a Saturday and the place will be the Pantlind Hotel, as usual. It is too early to say much about the program for that evening. The committee on arrangements consists of Kaser, Hulden and Dolson; entertainment, Lypps and Viergever. Capt. Walter Burgess is chairman and general supervisor of all committees. Fact is, the whole show is on the Captain's shoulders. At the committee meeting Saturday, he remarked thusly: "I have a habit of getting things done; it's part of my training. Since you've given me this job of chairman I shall expect every man to do his full duty. There will be no buck-passing and no 'letting George do it.' With that the Captain gave each member a certain task in addition to his committee work. 'Write it down,' said the Captain, 'and when you've finished that job, call me up and report; if you need help, I'll be with you.'"

Dan Viergever, who has represented the Woodhouse Company for a long time, will sell Van Dam cigars for the Tunis Johnson Cigar Co., after Feb. 1. Since all U. C. T. members have a habit of plugging for one another it will be easier sailing for Dan than if he were a rank outsider. Van Dam cigars were popular from the start and are on sale in many states throughout the Middle West.

Ted Hensel is leaving Grand Rapids this week and will make his future home at Indianapolis. Ted has been taken on by the N. K. Fairbank Company, of Chicago, and hereafter will hob-nob with the famous "Gold Dust Twins." He will be greatly missed in U. C. T. circles, for he has been a faithful worker and popular among the boys. Ted was known as a "pinch-hitter" and always came to bat with a smile. He was a good entertainer and his place will be hard to fill.

Robert Elwanger is again confined to his home. "Bob" is a hard worker and, like many others, has over estimated his strength. A few weeks' rest is necessary before he can travel as before.

The city of Kalamazoo is all cluttered up with auto busses. Some disgruntled citizen of that thriving manufacturing center saw fit to throw a wrench at the street railway company, and by persistent propaganda has succeeded in holding up another franchise. It is up to the voters shortly as to whether a municipal bus line will supplant the street railway. Kalamazoo's taxes, already causing general complaint, must necessarily be boosted sky-high if the proposed plan is adopted. As a result new industries will avoid Kalamazoo when seeking a location. Several thriving concerns, although well established and considered as permanent, may move to other cities.

The close of the January furniture market, Saturday, Jan. 20, brought the total number of buyers up to 2,577, positively the largest furniture market ever held in the world. There is not much danger of Chicago ever having a better market than Grand Rapids. Just to show the growth of this market we will go back to January of 1921, where we find 1688 buyers. Then January of 1922, 2122; the July market of 1922, 2507 buyers, which up to that time was the big market. It must be remembered, however, that the midsummer market is always a larger market in point of attendance than the January market. Yet, the January market of 1923 went nearly 100 over the July market of 1922.

Buyers were registered from forty-three states and also Canada, the latter country sending twenty buyers. The State of Ohio led the list with 357 buyers; Michigan next with 300; New York third with 267 and Illinois, 233.

The volume of business written up, as near as we can get at it, also runs so large as to be a record market, outside of the crazy markets during

the war period. There were over 500 lines listed as being shown here and every line has from one to three sellers and during the season a great many of the factories sent representatives both from their office force and the designing room; also the finishers, so that with 500 lines shown it is safe to estimate that they brought at least 1500 people to Grand Rapids during the market. This would bring a grand total of the number of people brought to Grand Rapids in the furniture industry during the three weeks of the market as running over 4000.

Very good reports were heard from the different visitors in regard to the way they were handled at the hotels and with the added rooms to the Pantlind Hotel and the new Morton House there will soon be more room to take care of visitors to the furniture market and it is a safe bet that increased hotel facilities and the additions to the furniture exhibition buildings will not only bring more buyers, but there will also be more lines shown and the time is not far distant when the January and July market seasons in Grand Rapids will bring an influx of 5000 people. This will mean a lot of money distributed that goes into all channels of trade in Grand Rapids.

Work will start very soon on the Rindge building to add the additional five stories. Leases are now being written and it is fully expected that the building will be ready for occupancy for the July market. Negotiations are also on for doubling the size of the Furniture Temple.

With this last report, here's hoping that each season the furniture market will grow larger and larger.

The You-See-Tee Club held the first luncheon of 1923 in the Rotary room of the Pantlind Hotel Saturday, Jan. 20. There was a good attendance and the Club members had the pleasure of entertaining C. V. Calkins, manager of the Wright House, Alma. Mr. Calkins is also Treasurer of the Michigan State Hotel Association and in his talk gave the assurance that it was the wish of the members of the Michigan State Hotel Association to give just as good service as it was possible to do for the rates charged and also to show as much consideration as possible to the traveling men. Clare is always welcome and it is hoped that he will be able to dine again at some future time with the You-See-Tee Club. At the close of the luncheon, it being the annual meeting, Captain Walter N. Burgess was elected President; John B. Olney, Vice-President; Homer R. Bradfield was re-elected to succeed himself as Secretary-Treasurer. Immediately after the election President Burgess appointed a booster committee and went into an executive session with this committee. Just what was done at this meeting we are unable to say, but from the personnel of the committee we predict much good from their efforts. The next regular luncheon will be Saturday, Jan. 27, and the committee in charge promises something good in the way of entertainment.

Postal cards have been received by different traveling men from James H. Bolen, who left with his wife and family a short time ago for California. One postal card gives the pleasant information that the thermometer stands at 99. Flowers are in bloom everywhere. Jim sends best regards to everybody. His address is 306 East Howard street, Glendale, California.

G. W. Rouse, President of the Worden Grocer Company, spent Monday and Tuesday of this week in New York City.

At the annual meeting of the Merchants Life Insurance Co., held here last Thursday, the report of President Watts showed a net gain of \$180,000 during 1922, being 45 per cent. on the \$400,000 capital stock. The direc-

tors decided to place the company on a 10 per cent. dividend basis, payable 2½ per cent. quarterly. The first quarterly payment will be made Feb. 1.

W. R. Roach, the master canner, has recovered from his recent illness to such an extent that he is able to dress and move around the house. It is a great disappointment to him to be unable to attend the annual convention of the National Canners Association at Atlantic City this week.

Living Costs in Various Cities.

The Bureau of Labor Statistics has just reported changes in living costs between September and December, 1922, in thirty-one important cities. In every case there was an advance, which ranged from 0.1 per cent. in Seattle to 3 per cent. in Philadelphia. There were only two other cities—Memphis and New Orleans—in which the advance amounted to less than 1 per cent., and Denver was the only other in which the advance amounted to as much as 3 per cent. The average rate of advance for the thirty-one cities amounts to 1.7 per cent. As usual, there is in some cases a wide discrepancy between the changes in neighboring cities. Thus the increase was three times as great in Mobile as in New Orleans, and over twice as great in Cleveland as in Cincinnati. Fortunately, there was only 0.1 per cent. variation between Los Angeles

and San Francisco, and this is too small to cause any municipal heart-aches on the Pacific coast.

Buy in Hand To Mouth Fashion.

Written for the Tradesman.

Continued quietness in export business on wheat and flour is having the usual effect on prices in this country.

There has been a fairly good recession in values, but the market conditions surrounding both wheat and flour are in such shape it is difficult to tell just what will happen in the immediate future. There may be some more reaction. Of this we are reasonably certain, however: If the market does break much more from the present basis, both wheat and flour will be mighty good property. In the meantime, it appears advisable to buy in a hand to mouth fashion.

Lloyd E. Smith.

It isn't stinginess but good business sense that makes it wise to avoid using too much paper and twine and otherwise wasting material.

It's the PANTLIND
in
GRAND RAPIDS
Rooms with Bath \$2.50 and up

CITIZENS' MUTUAL AUTO INSURANCE CO.

HOWELL, MICH.

Figures taken from Annual Statement, December 31, 1922.
Claims and Losses Paid, 1922

504 Fire and Theft	\$ 83,714.77
146 Personal Injury	46,109.10
600 Property Damage	40,689.35
2,067 Collision	124,633.99
3,326	\$295,147.21

Total Claims and Losses to Date

10,969, Amounting to \$1,261,697.99

Assets, Dec. 31, 1922

Cash in Banks and in Office	\$173,215.01
Office Site and Building	27,727.44
Furniture and Equipment	12,000.00
Salvage Department	6,200.00
Accounts Receivable	4,702.20
Accrued Interest, Cert. of Deposit	2,654.80
Total	\$226,499.45

Cash Surplus Increased From \$80,083.07 to \$173,215.01;
A Gain of Over 100 Per Cent.

More than 16,000 persons killed, nearly 200,000 injured by automobiles in the United States last year. Car owners paid the bill. Are you protected against this hazard by adequate automobile insurance?

AUTO INSURANCE AT COST PLUS SAFETY

Proceedings of Grand Rapids Bankruptcy Court.

Grand Rapids, Jan. 15. On this day was held the first meeting of creditors in the matter of John H. Kinsey, Bankrupt No. 2206. The bankruptcy was present in person and by attorney, Horace T. Barnaby. Several claims were allowed against the estate. Frank V. Blakely was elected trustee and the amount of his bond placed by the Referee at \$300. The bankruptcy was then sworn and examined without a reporter. The first meeting of creditors was then adjourned no date.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Winfield Maynard, Bankrupt No. 2215. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankruptcy is a resident of the city of Muskegon and is a laborer. The schedules list assets in the sum of \$175, all of which are claimed as exempt, and liabilities in the sum of \$2,453.50. The first meeting has not been called from the fact that there are no assets in the estate over and above those claimed as exempt. When the funds written for have been furnished, the first meeting will be called and note of the date made here. A list of the creditors of the bankrupt—all located in Muskegon—is as follows:

Voss & Co.	\$1,650.00
Jas. Balbirnie	75.00
Rose & Sons	70.00
Dr. Bussard	50.00
Paul Bayer	147.00
Langeland Mfg. Co.	17.00
John Kolem	100.00
John Hartsema	9.00
Dr. Marshall	10.00
Wislogel & Co.	4.00
Liberal Credit Clothing Co.	13.00
Wm. Kieffer	36.00
Dr. Laurin	10.00
Dr. Eames	3.00
Guy Speed	10.00
Jewel Tea Co.	10.00
Tom Oosting	7.00
Prosperity Laundry Co.	10.00
Mellema Bros.	90.00
Albert Damm	4.50
LaFayette Transfer	6.00
Little Henry's Store	30.00
Cornelius Hulzema	40.00
L. B. Smith	18.00
Muskegon Dairy	6.50
Muskegon Rag & Metal Co.	16.00
Dr. Cavanaugh	5.50
Dr. Steele	2.00

Jan. 15. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of William Mandel, Bankrupt No. 2214. The matter has been referred to Benn M. Corwin as referee in bankruptcy and who also has been appointed receiver. A custodian has been appointed and has the place in charge. The bankruptcy is a resident of the city of Grand Rapids and conducted a men's and ladies' furnishing goods store. The schedules of the bankrupt list assets in the sum of \$11,950, of which \$250 is claimed as exempt to the bankrupt, and liabilities in the sum of \$4,587.03. The first meeting of creditors will be held on Jan. 29. A list of the creditors of the bankrupt is as follows:

Boyce Bros., Grand Rapids	\$389.33
International Handkerchief Mfg. Co., New York	18.50
Adolph Spatz & Co., Chicago	14.00
Harold Bertsch Shoe Co., Grand R.	28.00
G. R. Dry Goods Co., Grand Rapids	6.00
S. Deichess Co., Chicago	10.50
Phoenix Shirt Mfg. Co., Chicago	73.50
I. H. Rohde & Co., Chicago	121.75
Selz, Schwab & Co., Chicago	196.17
Standard Garment, Toledo	78.00
Wilson Bros., Chicago	50.00
H. L. Willing Co., Detroit	58.00
Phillips-Jones Co., New York	75.00
Cluett Peabody & Co., Chicago	145.20
Isadore Weinberg & Co., Chicago	461.58
Endicott Johnson Co., Endicott, N. Y.	283.70
D. Mainan Mfg. Co., Chicago	76.25
Daniel T. Patton, Grand Rapids	191.50
Atlas Hosiery Mills, Chicago	15.00
Malperowitz & Son, Chicago	68.00
Barnett Jaffe, New York	178.00
Carson-Pirie & Scott Co., Chicago	502.00
Detroit Suspender Co., Detroit	54.56
Greenfield Glove Mfg. Co., Greenfield, Ohio	45.10
Hoer Adams Shoe Co., Bellville, Ill.	73.90
Heyman & Alexander Co., Chicago	50.50
Joseph Herman Co., New York	166.00
J. B. Hirschfeld Co., New York	250.37
Hackner Bros., Chicago	40.50
Clopper Bros., Cleveland	129.42
Lurie Mfg. Co., Chicago	202.75
J. H. Levy, Cleveland	246.66
Moyer Mfg. Co., Youngstown, Ohio	224.10
Metcalf Neckwear Co., Cleveland	55.19

Jan. 16. On this day was held the final meeting of creditors in the matter of William Vanden Berg, Sr., Bankrupt No. 2139. The bankruptcy was not present in person or represented. The trustee was not present in person. Additional claims were proved and allowed against the estate of the bankrupt. An order was made for the payment of administration expenses and for the payment of the balance of the fund on hand on the tax claim filed as far as the same would pay such claim. The trustee's final report and account were approved and allowed. The case will now be closed and returned to the district court. The final meeting was then adjourned no date.

Jan. 16. On this day were received

the schedules, order of reference and adjudication in bankruptcy in the matter of Robert Spain, Bankrupt No. 2216. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankruptcy is a resident of the city of Muskegon and is a blacksmith by trade. The schedules list assets in the sum of \$100, all of which is claimed as exempt to the bankrupt, and liabilities in the sum of \$1,556.71. Funds having been furnished the first meeting of creditors has been called for Jan. 30. A list of the creditors of the bankrupt is as follows: Shilawasse County Bank, Durand \$189.00; John R. Kelly Co., Owosso 591.96; Shilawasse Coal Co., Durand 45.00; Barton & Garton, Durand 20.00; D. A. Brown, Durand 45.00; F. D. Nisbitt, Durand 50.00; Drs. Fair & Rowley, Durand 40.00; Drs. Hart & Hart, St. Johns 84.50; Elmer Barlow, Durand 90.00; Green & Gobel, Durand 15.00; C. E. Mapes, Durand 359.25; Chick & Gegan, Durand 6.75; Freeman & Co., Durand 7.75; Dr. Edward Carner, Durand 12.50.

Jan. 17. On this day were received the schedules in the matter of Cyclone Motors Corporation, Bankrupt No. 2202. The schedules of the bankrupt list assets in the sum of \$91,664.79 and liabilities in the sum of \$14,721.18. The first meeting of creditors will be held at St. Joseph, Jan. 31. A list of the creditors of the bankrupt is as follows:

The following are preferred labor claims:	
W. K. Korn, Benton Harbor	\$140.00
Teresa Deitle, Benton Harbor	110.00
Frank Courtwright, Benton Harbor	126.00
W. C. Prosser, Benton Harbor	75.00
Dorothy Eaton, Benton Harbor	51.35
W. H. Hearn, Benton Harbor	200.00
J. N. Clock, Benton Harbor	500.00
Frank Moore, Benton Harbor	31.00

The following are creditors holding securities:

Remington Typewriter Co., Detroit	\$ 43.75
Woodstock Typewriter Co., Chicago	70.00
McMullen Machinery Co., Grand Rapids	280.00
Frank Snideman, South Haven	975.00

The following are unsecured creditors:

American Swiss Magneto Co., Toledo	\$ 17.76
American Elec. Co., Chicago	2.30
Automatic File Index Co., Green Bay, Wis.	81.00
Bagby Photo Co., South Bend	23.50
A. Becker & Sons, Benton Harbor	2.25
Benton Harbor Engineering Co., Benton Harbor	3.51
Bramm Heating & Sup. Co., Benton Harbor	70.36
Benton Rogers Co., Cleveland	1.59
Bernard Bandler & Sons, New York	15.00
Benton Harbor Castings Co., Benton Harbor	63.18
B. H.-St. Jo. R. R. & Lt. Co., Benton Harbor	57.52
H. Channon Co., Chicago	8.89
Edw. N. Calhoun, Benton Harbor	4.85
Crescent Engraving Co., Benton H.	6.89
Eugene Deitzgen Co., Chicago	1.50
Diamond Chain & Mfg. Co., Indianapolis	6.34
Delaware Reg. Trust Co., Wilmington, Del.	100.00
Elec. Service Co., Benton Harbor	3.28
Eclipse Mach. Co., Elmira	4.96
Firestone Tire & Rubber Co., Akron	.87
Ferber Furn. Store, Benton Harbor	.36
Forbes Stamp Co., Grand Rapids	5.75
Fafnir Bearing Co., New Britain, Conn.	8.90
Green & Co., Benton Harbor	34.58
Goodyear Tire & Rubber Co., Chicago	57.85
Harven Mfg. Co., Los Angeles	25.20
Howell Elec. Motor Co., Howell	220.50
Hovey Auto Sales Co., Benton H.	594.70
Harris & Reed Mfg. Co., Chicago	1.86
Indiana Engraving Co., South Bend	136.20
Johnson Miller, New York	3.00
Chas. Koffman & Sons, Inc., San Ana, Cal.	3.91
Machinists Supply Co., Chicago	70.64
Sheet Metal & Roofing Co., Benton Harbor	12.60
Mould Brass Foundry Co., Benton Harbor	140.21
Michigan Mut. Liability Co., Detroit	24.00
B. N. Nowlen & Co., Benton Harbor	229.81
Frank Noble, Benton Harbor	568.47
W. E. Noll, Detroit	105.00
Creston Lumber Co., Benton Har.	45.75
Oliver Mach. Co., Grand Rapids	17.83
Palladium Pub. Co., Benton Harbor	30.80
Peters Hdwe. Co., Benton Harbor	47.34
Pier Equipment Co., Benton Har.	277.45
P. F. Rolfe, Benton Harbor	3.15
F. D. Rosback Co., Benton Harbor	4.61
Fasnidmann, South Haven	20.30
The Seiss Mfg. Co., Toledo	1.60
William E. Sheffield Co., Benton H.	5.98
The Sterling Mfg. Co., Cleveland	1.11
South Bend Tribune, South Bend	4.06
W. G. Smith Ptg. Co., Benton H.	224.00
Sieber Oil Co., St. Joseph	406.32
Standard Steel & Bearings, Inc., Philadelphia	19.53
Berton G. Starke, St. Joseph	60.64
S. K. F. Industries, New York	25.24
Slims Magneto Co., East Orange, N. J.	13.50
South Bend Awning Co., South B.	15.00
Upton Mach. Wks., Benton Harbor	63.95
U. S. Elec. Tool Co., Cincinnati	150.00
J. H. Williams & Co., Chicago	4.36
Wheeler-Schubeler Carburetor Co., Indianapolis	10.23
Willard Storage Battery Co., Cleveland	10.89
Zabel & Muller, Chicago	41.50

F. Whitlock, Detroit	50.00
R. L. Polk & Co., Benton Harbor	9.00
City of Benton Harbor, Benton H.	2.75
B. H.-St. Jo. Gas & Fuel Co., Benton Harbor	71.44
Michigan State Tel. Co., Benton H.	53.20
B. H.-St. Jo. R. R. Co., Benton H.	12.73
Western Union Tel. Co., Benton H.	10.23
Angeston-Kox Co., Chicago	1.73
F. C. Anger & Co., Detroit	35.00
E. M. Clough, Benton Harbor	5.50
The Corcoran Victor Co., Cincinnati	2.60
Troxel Mfg. Co., Elvira	2.95
F. A. Smith Mfg. Co., Rochester	2.43
Aparks Withington Co., Jackson	1.60
Auto Metal Products Co., New York	3.65
Klaxon Co., Newark	1.75
New Departure Mfg. Co., Bristol, Conn.	9.65
Scintilla Magneto Co., New York	23.20
Splitdorf Elec. Co., Newark	47.00
American Bosch Mag. Corp., Detroit	10.64
W. C. Hovey, Benton Harbor	3,000.00
W. C. Hertz, Benton Harbor	87.04
J. M. Eaton, Benton Harbor	85.83
J. M. Eaton, Benton Harbor	1,500.00
H. C. Hertz, Benton Harbor	1,000.00
eZnith Carburetor Co., Detroit	22.00

The following are notes:

Francis H. Moore, Benton Harbor	\$550.00
Francis H. Moore, Benton Harbor	500.00
Callender-Sullivan Press, Chicago	810.00

Jan. 18. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Charles Kelly Abbajji, Bankrupt No. 2217. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankruptcy is a resident of Grand Rapids and is a laborer. The schedules list assets in the sum of \$250, all of which is claimed as exempt, and liabilities in the sum of \$10,286.25. The first meeting of creditors will be called and note of the same made here when funds have been furnished for the first meeting of creditors. A list of the creditors of the bankrupt—all located in Grand Rapids—is as follows:

Stiles Bros. Co.	\$858.92
Lewellyn & Co.	110.00
F. F. Wood Motor Co.	104.55
Kent Storage Co.	109.99
Rosendaal Bros.	633.22
Dykstra's Grain Co.	346.72
Michigan Silo Co.	700.00
Ed. Ellis	625.00
Wm. T. Dorgan	118.00
John M. Dunham	150.00
Jack Harden	36.37
Wm. R. McMurray	29.10
Jesse Gingrich	486.00
Daher Abbajji	200.00
Chas. A. Coye	36.00
National Grocer Co.	323.51
Mike Nassif	74.20
Earl A. Hoag	191.66
Joseph H. Benton	20.69
Ford Specialty Rep. Co.	60.00
Edwin Conway	72.10
Fred Haskins	33.76
Mainfield Ave. Storage Garage	43.35
Mentor Co.	unknown
Geo. T. Kendall	500.00
G. R. Savings Bank	2,500.00
Michael Deebis	500.00
Old National Bank	700.00
Geo. Bashara	unknown
Sam Ellis	275.00
Peter Teentvaar	350.00
Custer Smith Grain Co.	97.49

Jan. 19. On this day was held the sale of the assets in the matter of Lorraine Motor Corporation, Bankrupt No. 2193. The trustee was present in person. Various creditors and attorneys were present in person. All of the assets of the estate except the accounts receivable were sold to H. J. Dornbos, of Grand Haven, for \$47,000. An order has been made confirming such sale. The meeting was then adjourned without date.

Jan. 19. On this day was held the sale of the assets in the matter of Midwest Company, Bankrupt No. 2167. The trustee was present in person. The bankrupt company was not present by representation. Various bidders and creditors were present in person. The stock in trade, except such as has petitions to reclaim against it, was sold to D. Nus-

baum, of Kalamazoo, for \$8,800. The fixtures, furniture and equipment, less that upon which there is a petition to reclaim, was sold to Irving Rogers for \$1,200. Both of the sales have been confirmed. The special meeting and sale was then adjourned no date.

Jan. 20. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of James De Vries, Bankrupt No. 2219. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankruptcy is a resident of Grand Rapids and is a laborer by occupation. His schedules list assets in the sum of \$517.20, of which \$500 is claimed as exempt to the bankrupt, and liabilities in the sum of \$705.80. The first meeting of creditors will be called when funds have been furnished for such meeting and note of the same made here when the meeting is set. A list of the creditors of the bankrupt—all located in Grand Rapids—is as follows:

Jordan & Jordan	\$ 85.00
Gerrit Rossink	28.00
De Jager Mulder Co.	8.00
Mariman Bros.	105.00
Fauels-Jergens & Holtvluwer	12.50
Clyde Park Pharmacy	18.10
Muller Shoe Store	11.00
Groens Hardware	2.75
Lucas Mulder	38.00
John Jelsma	5.00
J. P. Haan	4.00
Lass Bros.	11.00
J. Purchase	5.90
E. J. Mansham	6.00
Mentor Co.	12.75
Dr. S. Whinnery	37.00
Dr. VeenBoer	27.00
Dr. Hunderman	7.00
A. E. O'Brien	38.00
Dr. Vis	3.00
Conroy Fuel Co.	10.00
Houseman & Jones	20.00
Geo. Wicks	16.00
Chas. Atkinson	30.00
Winegar Furni Co.	67.00
Vogel Bros	30.00
Chauncy Westover, Nunica	18.00
Standard Education Soc., Chicago	49.00

Jan. 20. On this day was held the first meeting of creditors in the matter of Alvah J. Fuller, Bankrupt No. 2203. The bankruptcy was present in person, but not by attorney. No creditors were present or represented. One claim was proved against the estate. The bankrupt was sworn and examined by the referee without a reporter and from this examination and the schedules filed it appeared that there were no assets which were not claimed as exempt to the bankrupt, therefore an order was made confirming the exemptions to him and closing the estate. The case will now be closed and returned to the district court.

On this day also was held the first meeting of creditors in the matter of Harlie F. Hunter, Bankrupt No. 2197. The bankrupt was present in person and by attorneys, Watt & Colwell. No creditors were present or represented. No claims were proved against the estate of the bankrupt. Chester C. Woolridge, of Grand Rapids, was appointed trustee by the referee and the amount of his bond placed by the referee at \$100. The trustee was directed to investigate the status of certain mortgages and report. The bankrupt was then sworn and examined by the referee without a reporter. The first meeting was then adjourned no date.

In the matter of Arthur A. Allen, Bankrupt No. 2209, the funds for the first meeting have been furnished and such meeting will be held at the office of the referee on Jan. 30.

Jan. 22. On this day was held the first meeting of creditors in the matter of Francis Mapes, Bankrupt No. 2204. The bankrupt was present in person. James English, of Lucas, was elected trustee, and the amount of his bond placed by the referee at \$1,000. The bankrupt was then sworn and examined by the referee without a reporter. The appraisal taken by the receiver was ap-

Putnam's

EASTER COOP ASSORTMENT



CONTAINS

One Large Rooster
Six Chickens
One Large Coop
One Ten Foot Banner
28 Lbs. Eggs in Nest

Cost Dealer
\$6.75

Order Early
PUTNAM FACTORY
Grand Rapids,
Mich.

proved. The first meeting was then adjourned no date.

On this day also was held the first meeting of creditors in the matter of Edw. J. Michmershuizen, et al, and Home Fuel Co., Bankrupt No. 2210. The bankrupts were present in person. Claims were proved and allowed. The bankrupt was then sworn and examined through one of the members of the partnership, by the referee. It appeared from the examination that all of the assets were either valueless or claimed as exempt to the bankrupt and the partners, therefore the exemptions claimed were confirmed and the estate closed. The case will be returned to the district court.

On this day was also held the first meeting of creditors in the matter of Charles A. Brown, Bankrupt No. 2211. The bankrupt was present in person and by attorneys, Eldred & Gemuend. Claims were proved and allowed against the estate of the bankrupt. Frank V. Blakeley was elected trustee and the amount of his bond placed by the referee at \$500. The bankrupt was then sworn and examined by the referee without a reporter. The inventory and appraisal taken by the receiver was adopted by the creditors and approved. The first meeting was then adjourned no date.

Jan. 22. On this day was held the first meeting of creditors in the matter of Harry Hedden, Henry Hedden and Hedden & Son, a co-partnership, Bankrupt No. 2205. The bankrupts were present in person and by Dean S. Face, attorney. Creditors were represented by J. N. Clark, attorney. Several creditors were present in person. Claims were allowed. Cornelius Hoosenraad, of Zeeland, was elected trustee and the amount of his bond placed by the referee at \$1,000. Harry Hedden was then sworn and examined by the referee without a reporter. The first meeting then was adjourned without date.

The French Advance Into Germany Fully Justified.

In spite of the widespread experience of a sentiment adverse to France in her movement into the Ruhr, I believe that there is, at least latent, a general approval of her course in such action, which will soon show itself openly. German authorities complain childishly as of a new Napoleonic invasion. Complaint is, of course, natural under the circumstances. They ignore and expect us to forget the sternness of their occupation of France in 1870. They were not content then with promises to pay or with allowing moratoriums to be lightly disregarded. They kept their grip with inexorable

rigor on French territory until the indemnity was paid; they departed only with cash in hand and then retained, besides, the two great provinces of Alsace and Lorraine for good measure.

When the flurry of the present circumstances is a little over, France will be found to have done not only a justifiable but a wise and businesslike thing in taking this firm step to secure the reparation so much needed by her suffering people. It puts an end to the idle shilly-shally of the last few years and ends an intolerable situation.

As to the historic domination of Germany by Napoleon, that, of course, is beside the issue at present, but I do not refrain, in passing, from offering the opinion that the success and continuance of the plans of that great genius to weld all of Europe into a sort of new Roman Empire, with a uniformity in laws, money, transportation and all the rest, would have been an excellent thing for the human race. It would have prevented at least the growth of the fierce and embittered spirit of nationalism and parochialism so characteristic of our modern times and, of course, the hideous World War. Some of our new generations will be saying, one of these days, not "my country," or "my town," or "my parish," or "my crossroads," "right or wrong," but—with wisdom and kindness—the world is my country.

William Henry Bishop.

Wise Woman.

"There's one thing I don't like about Mr. Grabcoinc."

"What?"

"He doesn't give his wife any credit for his success."

"He couldn't very well do that. She didn't marry him until he was in a position to give her the luxuries to which she had never been accustomed."

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	Aloe	-----	1 45
Carbolic	54@	61	Amber, rectified	2 25@	2 50	Arnica	-----	1 10
Citric	62@	70	Anise	1 25@	1 50	Asafoetida	-----	2 40
Muriatic	3½@	8	Bergamont	5 00@	5 25	Belladonna	-----	1 35
Nitric	9@	15	Cajeput	1 50@	1 75	Benzoin	-----	2 10
Oxalic	20½@	30	Cassia	2 90@	3 25	Buchu Comp'd	-----	2 65
Sulphuric	3½@	8	Castor	1 40@	1 70	Cantharides	-----	2 85
Tartaric	40@	50	Cedar Leaf	1 50@	1 75	Cinchona	-----	2 10
Ammonia			Cintronella	1 00@	1 20	Colchicum	-----	1 80
Water, 26 deg.	10@	13	Cloves	3 00@	3 25	Cubeb	-----	2 30
Water, 18 deg.	8½@	13	Cocoonut	25@	35	Digitalis	-----	1 80
Water, 14 deg.	6½@	12	Cod Liver	1 30@	1 40	Gentian	-----	1 35
Carbonate	20@	25	Croton	2 25@	2 50	Ginger, D. S.	-----	1 80
Chloride (Gran.)	10@	20	Cotton Seed	1 25@	1 35	Guaiac, Ammon.	-----	2 20
Balsams			Cubeb	8 50@	8 75	Iodine	-----	95
Copaiba	60@	1 00	Elgeron	4 00@	4 25	Iodine, Colorless	-----	1 50
Fir (Canada)	2 50@	2 75	Eucalyptus	90@	1 20	Iron, clo.	-----	1 85
Fir (Oregon)	60@	80	Hemlock, pure	2 00@	2 25	Kino	-----	1 40
Peru	3 50@	3 75	Juniper Berries	2 00@	2 25	Myrrh	-----	2 50
Tolu	1 25@	1 60	Juniper Wood	1 50@	1 75	Nux Vomica	-----	1 55
Barks			Lard, extra	1 25@	1 45	Opium	-----	3 50
Cassia (ordinary)	25@	30	Lard, No. 1	1 10@	1 20	Opium, Camp.	-----	85
Cassia (Saigon)	50@	60	Lavendar Flow	5 25@	5 50	Opium, Deodor'd	-----	3 50
Sassafras (pw. 45c)	@	40	Lavendar Gar'n	1 75@	2 00	Rhubarb	-----	1 70
Soap Cut (powd.)	15@	20	Lemon	1 50@	1 75	Paints.		
Berries			Linseed Boiled bbl.	@	98	Lead, red dry	13½@	14½
Cubeb	1 75@	1 85	Linseed bid less	1 05@	1 13	Lead, white dry	13½@	14½
Fish	25@	30	Linseed, raw, bbl.	@	96	Lead, white oil	13½@	14½
Juniper	7@	15	Linseed, ra. less	1 03@	1 11	Ochre, yellow bbl.	@	2
Pricky Ash	@	30	Mustard, artifl. oz.	15@	50	Ochre, yellow less	2½@	6
Extracts			Neatsfoot	15@	30	Putty	-----	5@
Licorice	60@	65	Olive, pure	3 75@	4 50	Red Venet'n Am.	3½@	7
Licorice powd.	70@	80	Olive, Malaga	2 75@	3 00	Red Venet'n Eng.	4@	8
Flowers			Olive, Malaga, yellow	2 75@	3 00	Whiting, bbl.	-----	4½
Arnica	25@	30	Olive, Malaga, green	2 75@	3 00	L. H. P. Prep.	2 60@	2 75
Chamomile (Ger.)	40@	50	Orange, Sweet	4 50@	4 75	Rogers Prep.	2 60@	2 75
Chamomile Rom	@	75	Origanum, pure	@	25	Miscellaneous		
Gums			Origanum, com'l	1 00@	1 20	Acetanalid	52@	58
Acacia, 1st	50@	55	Pennyroyal	2 50@	2 75	Alum	08@	12
Acacia, 2nd	45@	50	Peppermint	4 75@	5 00	Alum. powd. and ground	09@	15
Acacia, Sorts	25@	30	Rose, pure	12 00@	16 00	Bismuth, Subnitrate	3 55@	3 75
Acacia, powdered	30@	35	Rosemary Flowers	1 25@	1 50	Borax xtal or powdered	07@	13
Aloes (Barb Pow)	25@	35	Sandalwood, E.	10 00@	10 25	Cantharides, po	1 75@	5 00
Aloes (Cape Pow)	25@	35	I.	10 00@	10 25	Calomel	1 76@	1 96
Aloes (Soc. Pow.)	70@	75	Sassafras, true	1 50@	1 80	Capsicum	55@	65
Asafoetida	65@	75	Sassafras, arti'l	1 00@	1 25	Carmine	6 00@	6 60
Pow.	1 00@	1 25	Spearment	4 50@	4 75	Cassia Buds	25@	30
Camphor	1 15@	1 20	Sperm	1 80@	2 05	Cloves	47@	50
Guaiac	@	90	Tansy	14 00@	14 25	Chalk Prepared	14@	14
Guaiac, pow'd	@	100	Tar, USP	50@	65	Chloroform	57@	6
Kino	@	75	Turpentine, bbl.	@	64	Chloral Hydrate	1 35@	1 84
Kino, powdered	@	85	Turpentine, less	1 71@	1 79	Cocaine	11 60@	12 25
Myrrh	@	80	Wintergreen, leaf	6 75@	7 00	Cocoa Butter	55@	75
Myrrh, powdered	@	85	Wintergreen, sweet birch	3 75@	4 00	Corks, list, less	40@	50
Opium, powd.	11 00@	11 20	Wintergreen, art	1 05@	1 25	Copperas	24@	10
Opium, gran.	11 00@	11 20	Wormseed	6 00@	6 25	Copperas, Powd.	4@	10
Shellac	1 00@	1 15	Wormwood	13 50@	13 75	Corrosive Sublim	1 48@	1 63
Shellac Bleached	1 05@	1 20	Potassium			Cream Tartar	35@	45
Tragacanth, pw.	2 25@	2 50	Bicarbonate	35@	40	Cuttle bone	55@	75
Tragacanth	2 50@	3 00	Bichromate	15@	25	Dextrine	4½@	15
Turpentine	25@	30	Bromide	45@	50	Dover's Powder	3 50@	4 00
Insecticides			Carbonate	30@	35	Emery, All Nos.	10@	15
Arsenic	18½@	30	Chlorate, gran'r	23@	30	Emery, Powdered	8@	10
Blue Vitriol, bbl.	@	7½	Chlorate, powd.	16@	25	Epsom Salts, bbls.	@	3½
Blue Vitriol, less	8½@	15	Cyanide	35@	50	Epsom Salts, less	4½@	09
Bordeaux Mix Dry	14@	29	Iodide	4 43@	4 65	Ergot, powdered	@	1 50
Hellebore, White	20@	30	Permanganate	25@	40	Flake, White	15@	20
powdered	20@	30	Prussate, yellow	45@	55	Formaldehyde, lb.	19@	25
Insect Powder	50@	85	Prussate, red	65@	75	Gelatin	1 30@	1 50
Lead Arsenate Po.	26@	39	Sulphate	35@	40	Glassware, less 55%	-----	60%
Lime and Sulphur	09½@	24½	Roots			Glauber Salts, bbl.	03½@	10
Dry	09½@	24½	Alkanet	@	40	Glauber Salts less	04@	10
Paris Green	30@	43	Blood, powdered	30@	40	Glue, Brown	21@	30
Leaves			Calamus	35@	75	Glue, Brown Grd	12½@	30
Buchu	1 75@	1 90	Elecampane, powd	25@	30	Glue, White	25@	35
Buchu, powdered	@	20	Gentian, powd.	20@	30	Glue, White Grd.	25@	35
Sage, Bulk	25@	30	Ginger, African, powdered	55@	60	Glycerine	24@	32
Sage, ¼ loose	@	40	Ginger, Jamaica	60@	65	Hops	65@	75
Sage, powdered	@	35	Ginger, Jamaica, powdered	42@	50	Iodine	6 30@	75
Senna, Alex.	75@	80	Goldenseal, pow.	5 50@	6 00	Iodoform	7 60@	8 75
Senna, Tinn.	30@	35	Ipecac, powd.	@	3 00	Lead Acetate	18@	25
Senna, Tinn. pow.	25@	35	Licorice	40@	45	Lycopodium	1 00@	1 15
Uva Ursi	20@	25	Licorice, powd.	40@	45	Mace	75@	80
Oils			Orris, powdered	30@	40	Mace, powdered	95@	1 00
Almonds, Bitter, true	7 50@	7 75	Poke, powdered	30@	35	Menthol	12 50@	12 75
Almonds, Bitter, artificial	2 50@	2 75	Rhubarb, powd.	85@	1 00	Morphine	8 70@	9 60
Almonds, Sweet, true	80@	1 20	Rosinwood, powd.	30@	35	Nux Vomica	@	30
Seeds			Sarsaparilla, Hond.	1 25@	1 40	Nux Vomica, pow.	15@	25
Anise	33@	35	Sarsaparilla Mexican, ground	@	65	Pepper black pow.	32@	35
Anise, powdered	33@	40	Squills	35@	40	Pepper, White	40@	45
Bird, ls	13@	15	Squills, powdered	60@	70	Pitch, Burgundy	10@	15
Canary	9@	15	Tumeric, powd.	15@	20	Quassia	12@	15
Caraway, Po.	55	44@	Valeran, powd.	40@	50	Quinine	72@	1 33
Cardamon	1 80@	2 00	Leaves			Rochelle Salts	30@	40
Celery, powd.	45	35@	Buchu	1 75@	1 90	Saccharine	@	30
Coriander pow.	35	25@	Buchu, powdered	@	20	Salt Peter	11@	22
Dill	10@	20	Sage, Bulk	25@	30	Seidlitz Mixture	30@	40
Fennell	25@	60	Sage, ¼ loose	@	40	Soap, green	15@	30
Flax	08½@	13	Sage, powdered	@	35	Soap mott cast.	22½@	25
Flax, ground	08½@	13	Senna, Alex.	75@	80	Soap, white castile	@	11 50
Foenugreek pow.	12@	20	Senna, Tinn.	30@	35	less, per bar	@	1 25
Hemp	8@	15	Senna, Tinn. pow.	25@	35	Soda Ash	3½@	10
Lobelia, powd.	@	125	Uva Ursi	20@	25	Soda Bicarbonate	34@	10
Mustard, yellow	15@	25	Oils			Soda, Sal	03@	08
Mustard, black	30@	40	Almonds, Bitter, true	7 50@	7 75	Spirits Camphor	@	135
Poppy	2 75@	3 00	Almonds, Bitter, artificial	2 50@	2 75	Sulphur, roll	34@	10
Quince	2 75@	3 00	Almonds, Sweet, true	80@	1 20	Sulphur, Subl.	04@	10
Rape	15@	20	Seeds			Tamarinds	20@	25
Sabadilla	20@	30	Anise	33@	35	Tartar Emetic	50@	25
Sunflower	11½@	15	Anise, powdered	33@	40	Turpentine, Ven.	50@	25
Worm, American	30@	40	Bird, ls	13@	15	Vanilla Ex. pure	1 75@	2 25
Worm Levant	@	4 50	Canary	9@	15	Witch Hazel	1 47@	2 00

Soda Fountains

A New Fountain for the New Year

WE WANT TO TAKE THIS OPPORTUNITY TO ANNOUNCE THAT WE SHALL AGAIN BE THE GENERAL AGENTS FOR MICHIGAN FOR THE GUARANTEE ICELESS SODA FOUNTAIN MADE BY THE FOUNTAIN SPECIALTY CO., OF GRAND HAVEN.

THIS IS A FOUNTAIN OF UNQUESTIONED MERIT AND IT IS BACKED BY A WONDERFUL RECORD OF SERVICE.

NOW IS THE TIME TO MAKE PLANS FOR THE SPRING INSTALLATION OF A NEW FOUNTAIN.

WRITE OUR MR. A. W. OLDS FOR PARTICULARS.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

GROCERY PRICE CURRENT

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

ADVANCED

Canned Pink Salmon
Canned Pumpkin
Twine

DECLINED

Barley
Some Flour
Lamb
Hogs

AMMONIA

Arctic Brand
16 oz., 2 doz. in carton, per doz. 1 75
1 X L, 3 doz., 12 oz. 3 75
Parsons, 3 doz. small 5 00
Parsons, 2 doz. med. 4 20
Parsons, 1 doz., lge. 3 35
Silver Cloud, 3 dz. sm. 4 80
Silver Cloud, 2 dz. med. 4 00
Silver Cloud, 2 dz. lge. 6 70
One case free with five.

AXLE GREASE



48, 1 lb. 4 25
24, 3 lb. 5 50
10 lb. pails, per doz. 8 20
15 lb. pails, per doz. 11 20
25 lb. pails, per doz. 17 70

BAKING POWDERS

Calumet, 4 oz., doz. 95
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., 30c doz. 4 40
K. C., 80c doz. 6 85
K. C., 10 lb. doz. 13 50
Queen Flake, 6 oz. 1 25
Queen Flake, 16 oz. 2 25
Queen Flake, 50 lb. keg 12 12
Queen Flake, 25 lb. keg 14 14
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. 18 00
Rocket, 16 oz., doz. 1 25

BLUING

Jennings Condensed Pearl
C-P-B "Seal Cap"
3 doz. Case (15c) 3 75
Silver Cloud, 3 dz. sm. 3 80
Silver Cloud, 2 dz. lge. 3 80
with perforated crowns.
One case free with five.

BREAKFAST FOODS

Cracked Wheat, 24-2 3 85
Cream of Wheat 6 90
Pillsbury's Best Cer'l 2 20
Quaker Puffed Rice 5 45
Quaker Puffed Wheat 4 30
Quaker Brst Biscuit 1 40
Ralston Purina 4 00
Ralston Branzen 2 70
Ralston Food, large 3 60
Saxon Wheat Food 3 75



Shred. Wheat Biscuit 3 85
Vita Wheat, 12s 1 80
Post's Brands.
Grape-Nuts, 24s 3 80
Postum Cereal, 12s 2 75
Post Toasties, 36s 2 25
Post Toasties, 24s 2 85
Post's Bran, 24s 2 70

BROOMS

Standard Parlor, 23 lb. 8 00
Fancy Parlor, 23 lb. 9 50
Ex Fancy Parlor 25 lb 10 00
Ex. Fcy. Parlor 26 lb 11 00
Toy 2 00
Whisk, No. 3 3 00

Rich & France Brands

Special 8 00
No. 24 Good Value 8 50
No. 25 Velvet 9 50
No. 27 Quality 10 75
No. 22 Miss Dandy 10 75
No. B-2 Best on Earth 10 00

BRUSHES

Scrub
Solid Back, 8 in. 1 50
Solid Back, 1 in. 1 75
Pointed Ends 1 25

Stove

No. 1 1 10
No. 2 1 35

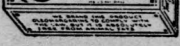
Shoe

No. 1 90
No. 2 1 25
No. 3 2 00

BUTTER COLOR

Dandelion, 25c size 2 85
Nedrow, 3 oz., doz. 2 50

BUTTER SUBSTITUTES



I. VAN WESTENBRUGGE

Carload Distributor
1 lb. cartons 21
2 lb. and 5 lb. 20 1/2

CANDLES

Electric Light, 40 lbs. 12 1
Plumber, 40 lbs. 12 8
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 4 25/4 50
Apple Sauce, No. 2 2 00
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
Blackberries, No. 10 9 00
Blueberries, No. 2, 1-75/2 50
Blueberries, No. 10 11 50
Cherries, No. 2 3 00/3 50
Cherries, No. 2 1/2 4 00/4 95
Cherries, No. 10 11 50/12 00
Loganberries, No. 2 3 00
Peaches, No. 1 1 85
Peaches, No. 2 2 75
Peaches, No. 2 1/2 3 25
Peaches, 2 1/2 Cal. 3 00/3 75
Peaches, No. 10, Mich 7 75
Peaches, No. 10, Cal. 10 50
Pineapple, 1, sil. 1 85/2 00
Pineapple, 2, sil. 2 90/3 25
Pineapple, 2, Brk sil. 2 25
Pineapple, 2 1/2, sil. 3 90/4 25
Pineapples, No. 2, crus. 2 25
Pineap., 10, cru. 7 50/8 00
Pears, No. 2 3 25
Pears, No. 2 1/2 4 25
Plums, No. 2 2 25
Plums, No. 2 1/2 3 00
Raspberries No. 2, blk. 3 25
Raspb's, Red, No. 10 9 75
Raspb's, Black No. 10 11 00
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
Lobster, No. 1 1/2, Star 5 10
Lobster, No. 1/4, Star 2 90
Shrimp, No. 1, wet 1 80
Sard's, 1/4 Oil, k. 4 25/4 75
Sardines, 1/4 Oil, k'less 3 85
Sardines, 1/4 Smoked 7 00
Salmon, Warrens, 1/2 2 75
Salmon, Warrens 1 lb. 3 90
Salmon, Red Alaska 2 80
Salmon, Med. Alaska 1 65
Salmon, Pink Alaska 1 50
Sardines, Im. 1/4, ea. 10 25
Sardines, Im. 1/2, ea. 15 25
Sardines, Cal. 1 75/2 10
Tuna, 1/2, Albocore 1 65
Tuna, 1/2, Nekco 1 90
Tuna, 1/2, Regent 2 25

CANNED MEAT

Bacon, Med. Beechnut 2 70
Bacon, Lge. Beechnut 4 50
Beef, No. 1, Corned 2 65
Beef, No. 1, Roast 2 65

Beef, No. 1/2 Rose Sil. 1 75
Beef, No. 1/2 Qua. Sil. 2 10
Beef, No. 1, Qua. sil. 3 15
Beef, No. 1, B'nut, sil. 5 10
Beef, No. 1/2, B'nut sil. 2 80
Beefsteak & Onions, s 3 15
Chili Con Car., 1s 1 35/2 15
Deviled Ham, 1/2 3 60
Deviled Ham, 1/4 3 60
Hamburg Steak & Onions, 3 15
Potted Beef, 4 oz. 1 40
Potted Meat, 1/2 Libby 50
Potted Meat, 1/2 Libby 90
Potted Meat, 1/2 Rose 80
Potted Ham, Gen. 1/2 2 15
Vienna Saus., No. 1/2 2 30
Veal Loaf, Medium 2 30

Baked Beans

Beechnut, 16 oz. 1 30
Campbells 1 15
Climatic Gem, 18 oz. 1 15
Fremont, No. 2 1 15
Snider, No. 1 1 95
Snider, No. 2 1 35
Van Camp, Small 95
Van Camp, Med. 1 15

CANNED VEGETABLES

Asparagus.
No. 1, Green tips 3 90
No. 2 1/2, Lge. Gr. 3 75/4 50
Wax Beans, 2s 1 35/3 75
Wax Beans, No. 10 6 90
Green Beans, 2s 1 60/4 75
Green Beans, No. 10 8 25
Lima Beans, No. 2 Gr. 2 00
Lima Beans, 2s, Soaked 95
Red Kid, No. 2 1 30/1 65
Beets, No. 2, wh. 1 60/2 40
Beets, No. 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 2 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 1 60
Dehydrated Potatoes, lb 45
Mushrooms, Hotels 38
Mushrooms, Choice 48
Mushrooms, Sur Extra 65
Peas, No. 2, E.J. 1 25/1 80
Peas, No. 2, Sift. 1 60/2 10
Peas, No. 2, Ex. Sift. 1 90/2 10
Pumpkin, No. 3 1 45/1 75
Pumpkin, No. 1 4 00
Pimentos, 1/4, each 15/18
Pimentos, 1/2, each 27
Sw't Potatoes, No. 2 1/2 1 25
Saurkraut, No. 3 1 65
Succotash, No. 2 1 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 50
Spinach, No. 10 6 00
Tomatoes, No. 1 1 30/1 60
Tomatoes, No. 3 1 90/2 25
Tomatoes, No. 2 glass 2 50
Tomatoes, No. 10 5 50

CATSUP

B-nut, Large 2 70
B-nut, Small 1 80
Libby, 14 oz. 2 25
Libby, 8 oz. 1 60
Van Camp, 8 oz. 1 75
Van Camp, 16 oz. 3 15
Lilly Valley, 14 oz. 2 35
Lilly Valley, 1/2 Pint 1 65
Sniders, 8 oz. 1 75
Sniders, 16 oz. 2 75

CHILI SAUCE

Snider, 16 oz. 3 25
Snider, 8 oz. 2 25
Lilly Valley, 1/2 Pint 2 25
Sniders, 16 oz. 3 25
Sniders, 8 oz. 2 25

OYSTER COCKTAIL

Sniders, 16 oz. 3 25
Sniders, 8 oz. 2 25

CHEESE

Roquefort 55
Kraft Small tins 1 70
Kraft American 2 75
Chili, small tins 1 70
Pimento, small tins 1 70
Roquefort, small tins 2 50
Camembert, small tins 2 50
Brick 30
Wisconsin Flats 31
Wisconsin Daisy 31
Longhorn 31
Michigan Full Cream 30
New York full cream 32
Sap Sago 35

CHEWING GUM

Adams Black Jack 65
Adams Bloodberry 65
Adams Calif. Fruit 65
Adams Sen Sen 65

Beeman's Pepsin 65
Beechnut 70
Doublemint 65
Juicy Fruit 65
Peppermint, Wrigleys 65
Spearment, Wrigleys 65
Spic-Span 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
Hersheys, Premium, 1/2s 35
Hersheys, Premium, 1/4s 35
Runkle, Premium, 1/2s 34
Runkle, Premium, 1/4s 37
Vienna Sweet, 24s 1 75

COCOA

Baker's 1/2s 40
Baker's 1/4s 40
Bunte, 1/2 lb. 45
Bunte, 1/4 lb. 45
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 33
Huyler 36
Lowney, 1/2s 40
Lowney, 1/4s 40
Lowney, 5 lb. cans 38
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 Shredded 22
96 2 oz. pkgs., per case 8 00
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 1/2
Maracaibo 23
Guatemala 30
Java and Mocha 39
Bogota 32
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 1 lb. 10 1/2

CONDENSED MILK

Eagle, 4 doz. 9 00
Leader, 4 doz. 6 60

MILK COMPOUND

Hebe, Tall, 4 doz. 4 50
Hebe, Baby, 3 doz. 4 40
Caroline, Tall, 4 doz. 4 00
Caroline, Baby 4 00

EVAPORATED MILK



Blue Grass, Tall, 48 5 00
Blue Grass, Baby, 72 3 75
Carnation, Tall, 4 doz. 5 25
Carnation, Baby, 8 doz. 5 15
Every Day, Tall 5 25
Danish Pride, tall 5 25
Danish Pride, 8 doz. 5 15
Every Day, Baby 4 00
Goshen, Tall 5 00
Goshen, Gallon 5 00
Oatman's Dun, 4 doz. 5 25
Oatman's Dun, 8 doz. 5 15
Pet, Tall 5 25
Silver Cow, Tall 5 15
Silver Cow, Baby 5 25
Van Camp, Tall 6 25
Van Camp, Baby 3 95
White House, Baby 4 75

CIGARS

Lewellyn & Co. Brands
Mi Lola
Capitol, 50s 125 00
Favorita, 50s 115 00
Victory, 50s 95 00
Buckeye, 50s 75 00
Panetela, 50s 75 00
LaSoreta (smokers) 70 00
Wolverine, 50s 75 00
Swift
Wolverine, 50s 130 00
Supreme, 50s 110 00
Bostonian, 50s 95 00
Perfecto, 50s 95 00
Blunts, 50s 75 00
Cabinet, 50s 73 00
Garcia Master
Cafe, 100s 37 50

Worden Grocer Co. Brands

Harvester Line.
Kiddies, 100s 37 50
Record Breakers, 50s 75 00
Delmonico, 50s 75 00
Egure Panetela, 50 75 00
Perfecto, 50s 95 00

The La Azora Line.

Agreement, 50s 58 00
Washington, 50s 75 00
Sanchez & Haya Line

Clear Havana Cigars made in Tampa, Fla.

Specials, 50s 75 00
Diplomatics, 50s 95 00
Bishops, 50s 115 00
Rosa, 50s 125 00
Orig Favorita, 50 135 00
Original Queens, 50s 150 00
Worden Special, 25s 185 00
A. S. Valentine Brands.
Little Valentines, 100 37 50
Victory, 50, Wood 75 00
Royal, 25, Wood 95 00
Abram Clark, 50 wd 53 00
Alvas, 1-40, Wood 125 00

Webster Cigar Co.

Plaza, 50s, Wood 95 00
Pantella, 50, Wood 95 00
Coronado, 50 Tin 95 00
Belmont, 50s, Wood 110 00
St. Reges, 50s, Wood 125 00
Vanderbilt, 25s, Wd. 140 00

Ignacia Haya

Extra Faney Clear Havana
Made in Tampa, Fla.
Delicades, 50s 115 00
Manhattan Club, 50 135 00

Starlight Bros.

La Rose De Paris Line
Caballeros, 50s 55 00
Rouse, 50s 55 00
Peninsular Club, 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 32 00
New Currency, 50s 25 00
New Pantella, 100 37 50
Henry George, 100s 37 50

Cheroots

Old Virginia, 100s 20 00
Stogies
Home Run, 50, Tin 13 50
Dry Slitz, 100s 26 50

CIGARETTES

One Eleven, 15 in pkg. 96
Beechnut, 20, Plain 6-00
Home Run, 20, Plain 6-00
Yankee Girl, 20, Plain 6-00
Sunshine, 20, Plain 6-00
Red Band, 20, Plain 6-00
Stroller, 15 in pkg. 96
Nebo, 20, Plain 7-00
Camels, 20, Plain 6-40
Lucky Strike, 20s 6-40
Sweet Caporal, 20, pl. 6-40
Windsor Castle, 20 8-00
Chesterfield, 10 & 20, Pl. 6-30
Piedmont, 10 & 20, Pl. 6-30
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 1 Cut, 20 ck. 10-00
Fatima, 20, Plain 8-00
Helmar, 20, Plain 10-50
English Ovals, 20 Pl. 10-50
Turkish Trop., 0 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, 10, Plain 15-00
Murad, 10, cork or pl. 16-00
Murad, 10, cork or pl. 16-00
Luxury, 10, cork 16-00
Melachrino, No. 9, 10,
cork or plain 16-00
Melachrino, No. 9, 20,
cork or plain 16-00
Melach'o, No. 9, 10, St. 16-50
Melach'o, No. 9, 20, St. 16-50
Natural, 10 and 20 12-90
Markaroff, No. 15, 10,
cork 16-00
Pall Mall Rd., 20, pl. 21-00
Benson & Hedges, 10 20-00
Rameses, 10, Plain 17-50
Milo Violet, 10, Gold 20-00
Deities, 10 21-00
Condex, 10 22-00
Phillips Morris, 10 19-00
Brening Own, 10, Pl. 28-00
Ambassador, 10 28-00
Benson & Hedges
Tuberettes 55 00

CIGARETTE PAPERS.

Riz La Crix, Wh., dz. 43
Riz La Wheat Br., dz. 43
Zig Zag, per doz 34

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 Falls 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, doz. 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 oz., dz. 7 50
Ojibwa, 10c, doz. 96
Ojibwa, 8 oz., doz. 3 85
Ojibwa, 35c, doz. 8 50
Ojibwa, 90c, doz. 3 00
Sweet Mist, 10c, doz. 96
Uncle Daniel, 10c, doz. 96
Uncle Daniel, 16 oz. 10 20
J. J. Bagley & Co. Brands.
Mayflower, 16 oz., dz. 15 00

P. Lorrillard Brands.

Pioneer, 10c, doz. 96
Tiger, 10c, doz. 96
Tiger, 50c, doz. 4 80
Weyman Bruton Co. Brand
Right Cut, 10c, doz. 95
W-B Cut, 10c, doz. 95

Liggett & Meyers Brands.

Briar Pipe, doz.	96
Cuban Star, L. C., 10c	96
Cuban Star, Pails, dz.	96
Corn Cake, Gran., 5c	40
Corn Cake, Gran., 10c	40
Corn Cake, Gran., 25c	40
Corn Cake, Gran., 50c	40
Duke's Mixture, 10c	96
Glad Hand, L. C., 10c	96
Growler, L. C., 10c	96
Growler, L. C., 25c	256
Growler, L. C., 50c	500
La Turka, Plug C, 15c	144
Noon Hour L. C., 10c	96
O. U., Gr. Cut P., 10c	96
O. U., Gr. Cut P., 90c jars	96
Pilot, Long Cut, 25c	256
Plow Boy, 10c, doz.	96
Plow Boy, 70c Pails, 7	40
Summertime, 10c, doz.	96
Summertime, 30c, doz.	256
Summertime, 65c Pails 6	50
Sweet Tip Top, 10c, doz	96
Velvet, Cut Plug, 10c	96
Velvet, Cut Plug, 10c	96
Velvet, Cut Plug, 8 oz. 6	72
Velvet, C. Pl., 16 oz. 15	84
Yum Yum, 10c, doz.	96
Yum Yum, 70c pails 6	80

P. Lorillard's Brands.

Beechnut Scrap, doz.	96
Buzz, L. C., 10c, doz.	96
Buzz, L. C., 35c, doz.	330
Buzz, L. C., 80c, doz.	790
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, doz.	96
Union Leader, 15c, doz.	144
War Path, 35c, doz.	335

Scotten Dillon Co. Brands

Dan Patch, 10c, doz.	96
Dillon's Mixture, 10c	96
G. O. P., 35c, doz.	300
G. O. P., 10c, doz.	96
Loredo, 10c, doz.	96
Peachy, Do. Cut, 10c	96
Peachy Scrap, 10c, doz.	96
Peninsular, 10c, doz.	96
Peninsular, 8 oz., doz.	300
Reel Cut Plug, 10c, doz.	96
Union Workman Scrap,	
10c, doz.	96
Way Up, 10c, doz.	96
Way Up, 8 oz., doz.	325
Way Up, 16 oz., doz.	710
Way Up, 16 oz. pails 7	90
Yankee Girl Scrap, 10c	96

Pinkerton Tobacco Co.

American Star, 10c, dz	96
Big 9, Clip, 10c, doz.	96
Buck Shoe Scrap, 10c	96
Pinkerton, 30c, doz.	240
Pay Car Scrap, 10c, dz	96
Pinch Hit Scrap, 10c	96
Red Man Scrap, doz.	96
Red Horse Scrap, doz.	96

J. J. Bagley & Co. Brands.

Broadleaf, 10c	96
Buckingham, 10c, doz.	96
Buckingham, 15c tins 1	44
Gold Shore, 15c doz.	144
Hazel Nut, 10c, doz.	96
Kleko, 25c, doz.	240
Old Colony, Pl. C. 17	153
Old Crop, 50c, doz.	480
Red Band, Scrap, 10c	96
Sweet Tips, 15c, doz.	144
Wild Fruit, 10c, doz.	96
Wild Fruit, 15c, doz.	144

Independent Snuff Co.

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.

George Washington,	
10c, doz.	96
Old Rover, 10c, doz.	96
Our Advertiser, 10c	96
Prince Albert, 10c, dz.	96
Prince Albert, 17c, dz.	153
Prince Albert, 8 oz.	
tins, without pipes 6	72
Prince Albert, 8 oz.	
and Pipes, doz.	888
Prince Albert, 16 oz. 12	96
Stud, Gran., 5c, doz.	48
Whale, 16 oz., doz.	480

Block Bros. Tobacco Co.

Mail Pouch, 10c, doz.	96
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Falk Tobacco Co., Brands.

American Mixture, 35c 3	30
Arcadia Mixture, 25c 2	40
Champagne Sparklets,	
30c, doz.	270
Champagne Sparklets,	
90c, doz.	810
Personal Mixture	660
Perique, 25c, per doz.	225
Serene Mixture, 16c dz	160
Serene Mixture, 8 oz. 7	60
Serene Mixture, 16 oz 14	70
Tareyton London Mix-	
ture, 50c, doz.	400
Vintage Blend, 25c dz.	230
Vintage Blend, 80 tins 7	70
Vintage Blend, \$1.55	
tins, doz.	1490

Superba Tobacco Co.

Sammy Boy Scrap, dz.	96
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United States Tobacco Co.

Central Union, 15c, dz.	144
Shag, 15c Tins, doz.	144
Shag, 15c Papers, doz.	144
Dill's Best, 16c, doz.	148
Dill's Best, 16c, doz.	148
Dill's Best, 17c Tins 1	48

Snuff.

Copenhagen, 10c, roll	64
Seal Blending, 10c	64
Seal Göteborg, 10c, roll	64
Seal Sve. Rapee, 10c	64
Seal Norkopping, 10c	64
Seal Norkopping 1 lb.	85

CONFECTIONERY

Stick Candy Pails	
Standard	16
Jumbo Wrapped	18
Pure Sugar Stick, 600's 4	20
Big Stick, 20 Lb. case	18

Mixed Candy Pails

Kindergarten	18
Leader	16
X. L. O.	13
French Creams	18
Cameo	19
Grocers	11

Fancy Chocolates

5 lb. Boxes	
Bittersweet, Ass'ted 1	75
Choc Marshmallow Dp 1	60
Milk Chocolate A A	195
Nibble Sticks	200
Primrose Choc.	125
No. 12 Choc.	160
Chocolate Nut Rolls	190

Gum Drops Pails

Anise	17
Orange Gums	17
Challenge Gums	14
Favorite	20
Superior	20

Lozenges. Pails

A. A. Pep. Lozenges 17	
A. A. Pink Lozenges 17	
A. A. Choc. Lozenges 18	
Motto Hearts	19
Malted Milk Lozenges 21	

Hard Goods. Pails

Lemon Drops	18
O. F. Horehound Dps. 18	
Anise Squares	18
Peanut Squares	20
Horehound Tablets	20

Pop Corn Goods.

Cracker Jack, Prize 3	75
Checkers, Prize	375

Cough Drops

Putnam's	130
Smith Bros.	150

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

COUPON BOOKS

50 Economic grade	250
100 Economic grade	450
1,000 Economic grade	2000
5,000 Economic grade	3750

CRISCO.

36s, 24s and 12s.	
Less than 5 cases	21
Five cases	204
Ten cases	20
Twenty-five cases	194

CREAM OF TARTAR

6 lb. boxes	38
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DRIED FRUITS

Apples	
Evap'd Choice, blk.	15

Apricots

Evaporated, Choice	30
Evaporated, Fancy	34
Evaporated Slabs	28

Citron

10 lb. box	57
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Currants

Package, 14 oz.	27
Boxes, Bulk, per lb.	25

Peaches

Evap. Fancy, Unpeeled	20
Evap. Fancy, Peeled	22

Peel

Lemon, American	24
Orange, American	25

Raisins

Seeded, bulk	14
Seeded, 15 oz. pkg.	15
Seedless, Thompson	13 1/2
Seedless, 15 oz. pkg.	14

California Prunes

90-100 25 lb. boxes	@10 1/2
80-90, 25 lb. boxes	@11
70-80, 25 lb. boxes	@12
60-70, 25 lb. boxes	@13
50-60 25 lb. boxes	@14
40-50 25 lb. boxes	@15 1/2
30-40 25 lb. boxes	@18 1/2

FARINACEOUS GOODS

Med. Hand Picked	09
Cal. Limas	11
Brown, Swedish	08
Red Kidney	09 1/2

Farina

24 packages	210
Bulk, per 100 lbs.	05

Hominy

Pearl, 100 lb. sack	260
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Macaroni

Domestic, 20 lb. box	07 1/2
Domestic, broken bbls.	06 1/2
Armours, 2 doz., 8 oz.	180
Fould's, 2 doz., 8 oz.	180
Quaker, 2 doz.	185

Pearl Barley

Chester	425
00 and 0000	600
Barley Grits	500

Peas

Scotch, lb.	09
Split, lb.	08 1/2

Sago

East India	07 1/2
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Tapioca

Pearl, 100 lb. sacks	07 1/2
Minute, 8 oz., 3 doz.	405
Dromedary Instant	350

FLAVORING EXTRACTS

Jennings	
Pure Vanilla	
Turpenes	
Pure Lemon	

Per Doz.

7 Dram	135
1 1/2 Ounce	175
2 Ounce	275
2 1/2 Ounce	300
3 Ounce	325
4 Ounce	350
8 Ounce	850
7 Dram, Assorted	135
1 1/2 Ounce, Assorted	175

FLOUR AND FEED

Valley City Milling Co.	
Lily White, 1/2 Paper	
sack	
Harvest Queen, 24 1/2	
Light Loaf Spring	
Wheat, 24s	
Roller Champion 24 1/2	
Snow Flake, 24 1/2s	
Graham 25 lb. per cwt	
Golden Granulated Meal,	
2 lbs., per cwt. N.	
Rowena Pancake Com-	
pound, 5 lb. sack.	
Buckwheat Compound,	
5 lb. sack	
Watson Higgins Milling	
Co.	
New Perfection, 1/2s. 7	60
Red Arrow, 1/2s	780

Worden Grocer Co.

American Eagle, Quaker,	
Pure Gold, Forest King,	
Winner.	

Meal

Gr. Grain M. Co.	
Bolted	255
Golden Granulated	270

Wheat

No. 1 Red	125
No. 1 White	123

Oats

Carlots	51
Less than Carlots	56

Corn

Carlots	81
Less than Carlots	86

Hay

Carlots	1600
Less than Carlots	2000

Feed

Street Car Feed	3509
No. 1 Corn & Oat Fd	3500
Cracked Corn	3500
Coarse Corn Meal	3500

FRUIT JARS

Mason, pts., per gross	725
Mason, qts., per gross	850
Mason, 1/2 gal., gross	1150
Ideal Glass Top, pts.	875
Ideal Glass Top, qts.	1100
Ideal Glass Top, 1/2	1500

GELATINE

Jello-O, 3 doz.	345
Knox's Sparkling, doz.	225
Knox's Acidu'd, doz.	225
Minute, 3 doz.	205
Plymouth, White	155

HAND CLEANER



10c size, 4 doz.	360
15c size, 3 doz.	375
25c size, 2 doz.	400
1 case free with 10 cases;	
1/2 case free with 5 1/2 cases.	

HORSE RADISH

Per doz., 7 oz.	125
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JELLY AND PRESERVES

Pure, 30 lb. pails	315
Pure 7 oz. Asst., doz.	120
Buckeye, 22 oz. doz.	200
O. B., 15 oz., per doz.	140

JELLY GLASSES

8 oz., per doz.	35
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MATCHES.

Blue Ribbon, 144 box.	755
Searchlight, 144 box.	800
Safe Home, 144 boxes	800
Red Stick, 720 lb. box	560
Red Diamond, 144 lb. 5	575

Cleveland Match Co.

Old Pal, 144 Boxes	800
Buddle, 144 Boxes	575

Safety Matches.

Quaker, 5 gro. case	475
Red Top, 5 gro. case	525

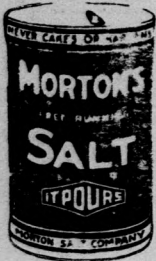
MINCE MEAT.

None Such, 3 doz.	485
Quaker, 3 doz. case	375
Libby Kegs, Wet, lb.	24

MOLASSES.

SALT

Colonial 24, 2 lb. ----	90
Med. No. 1, Bbls. ----	2 70
Med. No. 1, 100 lb. bgs	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 30
28 lb. bags, butter ----	48



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

SOAP

Am. Family, 100 box	6 00
Export, 120 box	4 90
Flake White, 100 box	5 25
Fels Naptha, 100 box	5 60
Grdma White Na. 100s	5 00
kub No More White	
Naptha, 100 box	5 50
Swift Classic, 100 box	5 25
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 90
Pummo, 100 box	4 85
Sweetheart, 100 box	5 70
Grandpa Tar, 50 sm.	2 00
Grandpa Tar, 50 Lge	3 35
Fairbank Tar, 100 bx	4 00
Trilby, 100, 12c	8 00
Williams Barber Bar. 9s	50
Williams Mug, per doz.	48
Proctor & Gamble	
5 box lots, assorted	
Ivory, 100, 6 oz.	6 50
Ivory Soap Flks., 100s	8 00
Ivory Soap Flks., 50s	4 10
Lenox, 120 cakes	3 65
Luna, 100 cakes	4 00
P. & G. White Naptha	5 25
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

CLEANSERS.

KITCHEN
LENZER

80 can cases, \$4.80 per case

WASHING POWDERS.

Bon Ami Pd, 3 dz. bx	3 75
Bon Ami Cake, 3 dz.	3 25
Climaline, 4 doz.	4 20
Grandma, 100, 5c	4 00
Grandma, 24 Large	4 00
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 60
Luster Box, 54	3 75
Miracle C., 12 oz., 1 dz	2 25
Old Dutch Clean, 4 dz	4 00
Queen Ann, 60 oz.	2 40
Rinso, 100 oz.	6 40
Rub No More, 100, 10	
oz.	3 85
Rub No More, 18 Lg.	4 25
Spotless Cleanser, 48,	
20 oz.	3 85
Sani Flush, 1 doz.	2 95
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	@45
Cassia, Canton	@16
Cassia, 5c pkg., doz.	@40
Ginger, African	@15

Ginger, Cochon	@20
Mace, Penang	@70
Mixed, No. 1	@22
Mixed, 5c pkgs., doz.	@45
Nutmegs, 70-80	@35
Nutmegs, 105-110	@30
Pepper, Black	@15
Pure Ground in Bulk	
Allspice, Jamaica	@16
Cloves, Zanzibar	@50
Cassia, Canton	@22
Ginger, African	@22
Mustard	@28
Mace, Penang	@75
Nutmegs	@32
Pepper, Black	@18
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.	1 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	1 1/4
Elastic, 64 pkgs.	5 35
Tiger, 48-1	2 85
Tiger, 50 lbs.	04 3/4

CORN SYRUP.



GOLDEN-CRYSTAL-WHITE-MAPLE

Penick Golden Syrup

6, 10 lb. cans	2 55
12, 5 lb. cans	2 75
24, 1 1/2 lb. cans	1 95
Crystal White Syrup	
6, 10 lb. cans	2 95
12, 5 lb. cans	3 15
24, 1 1/2 lb. cans	2 25

Penick Maple-Like Syrup	
6, 10 lb. cans	3 70
12, 5 lb. cans	3 90
24, 1 1/2 lb. cans	2 75
Above prices apply to	
Southern Michigan, Ohio	
and Indiana.	

Corn

Blue Karo, No. 1 1/2,	
2 doz.	1 94
Blue Karo, No. 5, 1 dz.	2 70
Blue Karo, No. 10,	
1/2 doz.	2 50
Red Karo, No. 1 1/2, 2	
doz.	2 24
Red Karo, No. 5, 1 dz.	3 10
Red Karo, No. 10, 1/2	
doz.	2 90

Imt. Maple Flavor.	
Orange, No. 1/2, 2 doz.	2 75
Orange, No. 5, 1 doz.	3 90

Maple

Green Label Karo.	
23 oz., 2 doz.	6 69
Green Label Karo,	
5 1/2 lb., 1 doz.	11 40

Maple and Cane	
Kanuck, per gal.	1 60
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

Old Manse.	
6, 10 lb. cans	10 40
12, 5 lb. cans	11 00

24, 2 1/2 lb. cans	12 00
24, 1 1/2 lb. cans	6 75
5 gal. jacket cans, ea.	8 15

36, 8 oz. bottles	5 75
24, pint bottles	7 25
24, 18 oz. bottles	7 50

12, quart bottles	6 50
Silver Kettle.	
6, 10 lb. cans	8 40

12, 5 lb. cans	9 15
24, 2 1/2 lb. cans	10 15
48, 1 1/2 lb. cans	12 00

5 gal. jacket cans, ea.	6 90
36, 8 oz. bottles	5 00
24, pint bottles	6 25

24, 18 oz.	6 50
12, quart bottle	5 50
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 25

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 25
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	46
Cotton, 3 ply balls	46
Wool, 6 ply	20

VINEGAR

Cider, 40 Grain	22
White Wine, 40 grain	17
White Wine, 80 grain	22

Oakland Vinegar & Pickle	
Co.'s Brands.	
Oakland Apple Cider	25
Blue Ribbon Corn	20
Oakland White Pickling	20

No charge for packages.

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.	80

WOODENWARE

Baskets	
Bushels, narrow band,	
wire handles	1 90
Bushels, narrow band,	
wood handles	2 00
Bushels, wide band	2 10
Market, drop handle	75
Market, single handle	90
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 Trays	4 50
No. 2, Star Egg Trays	9 00

Mop Sticks

Trojan spring	2 00
Eclipse patent spring	2 00
No. 2, pat. brush hold	2 00
Ideal, No. 7	1 35
12 oz. Cot. Mop Heads	2 25
16 oz. Cot. Mop Heads	3 50

Pails

10 qt. Galvanized	2 35
12 qt. Galvanized	2 60
14 qt. Galvanized	2 90
12 qt. Flaring Gal. Ir.	6 75
10 qt. Tin Dairy	4 80
12 qt. Tin Dairy	5 40

Traps

Mouse, wood, 4 holes	60
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	1 00
Rat, spring	1 00
Mouse, spring	30

Tubs

Large Galvanized	8 50
Medium Galvanized	7 50
Small Galvanized	6 60

Washboards

Banner Globe	6 00
Brass, Single	7 00
Glass, Single	6 75
Double Peerless	8 25
Single Peerless	7 50
Northern Queen	5 75
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

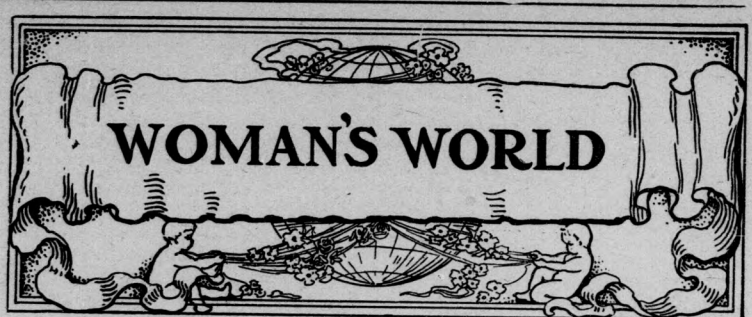
Fibre, Manila, white	05 1/2
No. 1 Fibre	07 1/2
Butchers Manila	06 1/2
Kraft	09

YEAST CAKE

Magic, 3 doz.	2 70
Sunlight, 3 doz.	2 70
Sunlight, 1 1/2 doz.	1 35
Yeast Foam, 3 doz.	2 70
Yeast Foam, 1 1/2 doz.	1 35

YEAST-COMPRESSED

Fleischman, per doz.	28
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Problem of Daughter Home For
Eighteen Days.

Written for the Tradesman.

"Katharine home for eighteen days! What in the world shall I do with her?"

I confess that I did not know at first what the woman meant. She was talking about her sixteen-year-old daughter, who was coming home the following day from boarding school for the Christmas holidays. Her only child.

"Aren't you glad?" I asked.

"Why, I suppose I am—or ought to be. Of course I am very fond of Katharine. She seems a nice, sweet girl. She is very devoted to me; writes to me every week most dutifully, and I try to answer every letter, when I am not too busy. But I feel as if I didn't know her very well. Really, you know, I never have seen much of Katharine."

"What in the world do you mean? Isn't she your own child?"

"Oh, yes, indeed. My own child and nearly seventeen. But I don't really understand her, and I feel that she doesn't understand me. She has been away from home, at school, most of the time since she was twelve years old, and before that she always had a governess—a very competent woman. Before the governess she had nurses. It is the luckiest thing, of course, that my husband left me enough so that I was always able to employ people who knew the nursery business. I don't know what I should have done if I had been poor. I never cared for children."

"Didn't you ever try, after Katharine was born, to learn the 'nursery business'?"

"Oh, dear, no. It isn't in my line in the least. And I am a very busy woman socially. I have belonged to all sorts of things, ever since I got out of college. I didn't want to have any children, but my husband did, and when Katharine came he was delighted and devoted a great deal of time to her. But she was only two years old when he died. Since then I always have had competent women to look after her, employed the best teachers and tutors for her, and when she was twelve sent her to Miss —'s School, where she has been happy and has done extremely well, I believe. At least, I have had several enthusiastic letters about her from the school. She is ready for college now and next year will go to one."

"Which one?"

"I don't know. I am letting her decide that for herself. Of course I wanted her to go to my own college; but she says it is too 'cold and high-brow.' I don't know exactly what she

means by that. She says she doesn't want to go to 'any lonesome place'; and, strange to say, she says she is going to have a lot of children and take care of them herself, and she wants to go somewhere and learn how to do it. Certainly she doesn't resemble me. I guess it's heredity—her father liked children."

"I'd rather think," I said, "that love of children is native—hereditary, if you like—in all women."

"It isn't hereditary in me."

It so happened that I saw quite a little of Katharine after she did come home for those dreadful "eighteen days." I did not tell her what her mother had said to me; of her own accord she gave me the other side of it:

"I did want to get acquainted with my mother this Christmas. She was awfully good and unselfish, to give up all the time to my enjoyment. I wrote to her long ago and asked her not to accept a lot of invitations for me; I wanted to stay at home quietly with her; but she said she wanted me to have the best time in the world and not to mind her being lonesome.

"You see, I never have seen very much of my mother. Ever since I can remember I have had nurses and governesses and I went away to school when I was twelve. I don't remember my father at all; he died when I was a baby. My mother has told me often that he was very fond of me. It seems as if I had always had lots of friends and acquaintances—people have been very good to me—but I never had any parents the way other girls have.

"I tell you one thing!" (There was a certain note of defiance—almost indignation—in the way she said this.) "After I leave college I'm going to get married just as soon as I can find a man that will do at all—the one thing I shall insist upon will be that

he loves children—and I'm going to have just oodles of children. And I shall not care whether they have any education at all. I'm going to spend my time just tending to them and loving them. They're not going to be lonesome all their lives, as I have been!"

Prudence Bradish.

(Copyrighted, 1923.)

A Safe Partner.

The Halls believe that their Tommy, aged five, will make his mark.

Last summer the youngster was seen walking slowly along the hotel porch, thoughtfully scanning the faces of guests seated there. Finally he stopped at the chair of a friendly old lady.

"Say, Mrs. Smith, can you crack nuts?" he enquired, his hands in his pockets.

"Why, no, dearie, I can't," she replied. "You know I've lost most of my teeth."

"That's what I thought," said Tommy, extending his two hands confidently. "Will you keep these nuts for me while I go get the rest of 'em?"

Salesmanship is a sort of mental window display. Don't try to exhibit too much of a variety at one time.

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.

For Sale—Old established poultry, egg, and grocery business. Full particulars given to anyone interested. Address No. 26, care Tradesman. 26

For Sale—Men's clothing and furnishing store located in Detroit's best outskirt sections. Good reason for selling. Address No. 27, care Michigan Tradesman. 27

FOR SALE—Shoe stock and fixtures. Nice new store upstairs. In city of 50,000. A dandy proposition for right party. A one-year lease from April 1, and it can be had as long as buyer wants. Address Box 800, Kalamazoo. 28

FOR SALE—An old established grocery business in best location in city. Stock and fixtures at inventory. Box 278, Saginaw, Mich. 29

FOR SALE—Hotel and restaurant with a dandy trade, central location. Write G. F. Benham, Owosso, Mich. 30

A SACRIFICE—Clean stock and fixtures general merchandise. Will sell buildings store dwelling joining and garage. Good farmers' trade. Poor health. Price \$6,500. B. B. Norton, Lachine, Mich. 31

For Sale—One marble soda fountain and mahogany back bar, carbonating machine, and other equipment of Olympia Candy Co. Taken on chattel mortgage. For sale cheap. Benton Harbor State Bank, Benton Harbor, Mich. 32

For Sale—Clean stock of groceries, shoes and furnishings in live town near Detroit. Good opportunity to put meats in connection. Good proposition that would pay to investigate. Address No. 33, care Michigan Tradesman. 33

FOR SALE—DRY GOODS, GROCERIES, CROCKERY. EXCELLENT LOCATION in town of 500, Kent Co. Doing best business in town. About \$8,000 required. Never offered for sale before. BRICK BUILDING. REASONABLE RENT and insurance. Good reason for selling. Address No. 25, care Michigan Tradesman. 25

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—Hay and poultry house, large poultry yards, on P. M. main line. Side track to building. Address S. V. Garlinger, Lake Odessa, Mich. 7

CASH For Your Merchandise!

Will buy your entire stock or part of stock of shoes, dry goods, clothing, furnishings, bazaar novelties, furniture, etc. LOUIS LEVINSON, Saginaw, Mich.

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 1250 Burlingame Ave., Detroit, Mich. 566

FOR SALE—Good money-making grocery and market in a town of 1500. Located in postoffice block. Inquire of Wm. F. Barchett, Watervliet, Mich. 11

KWIT YOUR KICKIN

About business. Have an Arrow Sale by

THE ARROW SERVICE
Cor. Wealthy St. & Division Ave.
Citz. 62374 Grand Rapids, Mich.

For Sale—Cash registers and store fixtures. Agency for Standard computing scales. Dickory Dick, Muskegon, Mich. 643

If you are thinking of going into business, selling out, or making an exchange, place an advertisement in our business chances columns, as it will bring you in touch with the man for whom you are looking—THE BUSINESS MAN.

DICKORY DICK THE SCALE EXPERT. MUSKEGON, MICH. 939

For Sale—Country store and general stock, almost new frame building. Fine farming section in Central Michigan. About \$7,000 required. Address No. 5, care Michigan Tradesman. 5

Why Not Have a Sale—Unload your surplus stock. Write for particulars. L. J. Crisp, Sales Conductor, Elk Rapids, Mich. 4

Business For Sale—Consisting of dry goods, shoes and men's furnishings. Located at Springport, Mich. About \$3,500. Time given on part. Write E. D. Collor, Springport, Mich. 15

For Sale—Clean stock of groceries and fixtures. The leading store in live town of 1250 population. An unusual proposition. It will pay you to investigate. Address No. 17, care Tradesman. 17

MEAT MARKET—Main meat market in best town in Central Michigan. Gross business \$70,000 annually. Fine equipment. Wire or write Hugh Watson, Mt. Pleasant, Mich. 18

PHELPS CAFETERIA, CLARE—Only cafeteria in one of the best towns on the greatest tourist state road in Michigan. \$2,000 buys it. Write W. J. Cooper, Mt. Pleasant, Mich. 19

Wanted—An experienced salesman, for the state of Indiana, to sell patent medicine. Address No. 21, care Michigan Tradesman. 21

A. E. GREENE SALES CO.

Merchandise Sales Specialists. Conduct business—building, reduction or complete closing-out sales for retail merchants. Terms, dates, etc., no obligation. Now booking sales for Jan. 27 and Feb.

216 E. Main, Jackson, Mich.

Lily White

"The Flour the Best Cooks Use"



A GOOD RECIPE FOR EGG ROLLS

Into a pint of Lily White flour sift two teaspoons baking powder and sift again. Rub into the flour one teaspoon butter. To one cup of sweet milk add a pinch of salt and one beaten egg, then the flour. Make a soft dough, even if it requires a little more flour. Roll very thin, use a large round cutter, butter the top, fold over, brush again with butter, and bake in hot oven.

Bakes Delicious Rolls

What is more appetizing than nicely browned, light, hot rolls? Hot rolls with melting butter and honey. Breakfast, luncheon, dinner—any time—they always appeal. They invite the taste, they satisfy a craving hunger. Lily White, "The Flour the Best Cooks Use," bakes delicious rolls—light, tender, wonderfully flavored, digestible and wholesome. Make some hot rolls with Lily White tomorrow. Your success will surprise you and delight the family. If you haven't Lily White on hand by all means call your grocer—now.

Why You Should Use Lily White

REASON No. 22

Endorsed by Thousands of Good Cooks

Lily White is made of the finest wheats grown in America. The milling process is extensive and complete to the most minute detail. The best cooks use Lily White because they know it is the best flour. Try Lily White. Read our guarantee.

Our Guarantee

We Guarantee you will like Lily White Flour, "the flour the best cooks use" better than any flour you ever used for every requirement of home baking.

If for any reason whatsoever you do not, your dealer will refund the purchase price.---He's so instructed.

VALLEY CITY MILLING COMPANY

GRAND RAPIDS, MICHIGAN

"Millers for Sixty Years"

Ads like these are being run regularly and continuously in the principal papers throughout Michigan. You will profit by carrying Lily White Flour in stock at all times, thereby being placed in position to supply the demand we are helping to create for Lily White Flour.

GRAND RAPIDS SAFE CO.

Dealer in

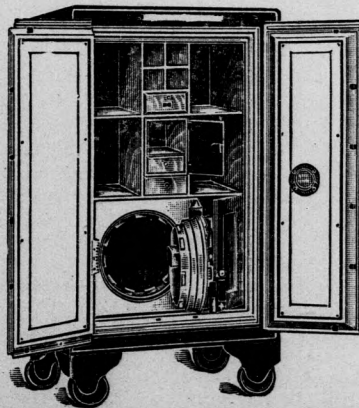
Fire and Burglar Proof Safes

Vault Doors and Time Locks

Largest Stock in the State.

Grand Rapids Safe Co.

Grand Rapids, Mich.



Petoskey Portland Cement Co. in Excellent Condition.

Because the directors of the Petoskey Portland Cement Co. deemed it wise to pass the Jan. 1 dividend, some unfavorable comment has resulted in certain quarters which is without justification. Because the Tradesman has absolute confidence in the integrity and good faith of the officers of the company, it recently requested an explanation from Secretary Galster, who promptly and cheerfully responded, as follows:

It is with pleasure that we enclose herewith, special delivery, copy of the financial statement of the Petoskey Portland Cement Co. and also the Petoskey Transportation Co. as of December 31. You will note that the Cement company has notes payable of \$402,600; \$400,000 of this amount we owe to the Transportation company and the \$2,600 is for a water softener plant. This has not been paid for because the plant was put in and guaranteed to do certain work and give satisfactory results, and the payments were strung along for a year. It is proving satisfactory, however.

At the present time we have 125,000 barrels of cement in our two stockhouses and will continue storing cement until spring opens up, at which time we expect to have over 200,000 barrels, besides the amount we will manufacture during the summer. We have set the mark for 700,000 barrels for this year. The cement is now being put into the stockhouse at cost and the profit will show up during the months in which it is sold. We feel the results will be most gratifying to you and all of our stockholders.

We expect to resume dividends on July 1. We also expect to reduce our indebtedness during the coming year and carry over enough surplus so that next year it will not be necessary for us to pass the dividends during the winter months. We plan to store 10,000 tons of coal on our dock for emergency. This will be brought in by our boats.

We regret that our profits for 1922 were not as great as we anticipated, but we had many obstacles to overcome which you know about. There is absolute harmony now in our company. Our officers and directors have formulated a policy whereby there will be no new construction work done. No one can spend a dollar unless he can show the board of directors and management where it is necessary. We are on a strictly operating basis. I am sure the results will be very satisfactory.

We will send you another letter after the meeting Wednesday giving you all the information. We feel very optimistic for the year 1923 and know that next January we will not have any apologies to make, and believe you will feel at that time that your confidence has not been misplaced.

The annual report discloses that the cement company is in a very strong position, with \$151,387.41 cash on hand, \$60,209.40 accounts receivable and \$11,085.75 notes receivable. It has stock and supplies on hand to the amount of \$160,908.53. The total indebtedness is \$456,274.92. The profits for 1922 were \$128,340.76. They would probably have been in excess of \$200,000 if it had not been for the coal shortage. No holder of the stock need have any fears for the future, because the company is bound to develop into a great money maker before many more years roll around.

The Light of America Triumphant.

Detroit, Jan. 23—In studying the lives of the men whom God used as His instruments to bring forth our beloved Nation, America, one is im-

pressed with the solid foundations laid in young manhood—foundations reared on individual struggles for righteousness and willingness to endure, to sacrifice gladly for the achievement of the great purpose—the unfoldment and preservation of American ideals. This holy seed of pure Americanism was unconsciously germinating in Benjamin Franklin, when, at the age of 12, he rebelled against power unjustly used, and after turbulent, boyish struggles, took passage from Boston to New York and finally landed penniless and alone in Philadelphia. But, never alone, as he testified in his expression of child-like faith (which was the keynote of his life of extraordinary achievement) written to George Whitefield: "That Being who gave me existence and through almost three score years has been continually showing His favors upon me, whose very chastisements have been blessings to me, can I doubt that He loves me? And if He loves me, can I doubt that He will go on to take care of me?"

This same childlike faith and spirit of self-sacrifice inspired and miraculously sustained young George Washington in his pioneer hardships and dangers, and we find this flame unextinguished when the father of our country, at Valley Forge, knelt, as a little child, asking for guidance at that crucial hour. Young Abraham Lincoln kept the torch blazing through deprivations and his childlike faith laid the spiritual foundation which prepared him for his great work of preserving the Union. It seems right and important to emphasize this cornerstone, which was early laid in the characters of the makers of America, as a persuasive call to our young people to-day—future citizens of an unprecedented era—to rise to their individual responsibilities and possibilities and build on this same imperishable foundation.

America is now paying homage to Benjamin Franklin, and the details of his great life work are being recounted throughout the country. But I return once more to the childlike faith which gave him his sense of values and quick perception of the simple, homely things. An undercurrent of protective tenderness especially manifested itself in Franklin's love for Washington and in his understanding of the Gethsemane through which the Father of our Country must pass to fulfill his great mission of giving birth to this Nation. When, under the old elm tree at Cambridge, Washington took the oath as Commander-in-Chief of the Continental Army, Franklin, in talking with his guest, John Adams, poured forth his affection for Washington and concluded with this statement: "Above all, Washington has a sense of oneness of America. Massachusetts and Georgia are as dear to him as Virginia!"

As we ponder these words, "the oneness of America," we see the tower of Babel crumbling, and the purpose and mission of our great Federal Republic—her divine oneness—being revealed in its splendor. This unity is the light of divine democracy, the light of America triumphant, in whose radiance will be revealed all her pioneer spiritual prophets who were divinely commissioned to guard the "young child" America. Frank Stowell.

The Tradesman again warns its readers against having any dealings with the Standard Detective Bureau of Muskegon. The methods employed by the concern are not such as to commend it to business men who deal fairly.

Flint—The Flint Pneumatic Tool Co., 416 East Third street, has been incorporated with an authorized capital stock of \$50,000 preferred and 500 shares at \$10 per share, of which amount 280 shares have been subscribed and paid in in property.

Sell Raw Peanuts as a Specialty.

Norfolk, Jan. 23—New merchandising methods which the Peanut Growers' Association expects to apply to the sale of peanuts are expected to revolutionize the industry and to place it on a much higher plane in the merchandising world than it has ever occupied before.

Instead of allowing the sale of peanuts to rest on the haphazard machinery of chance and the small vendor, the association proposes to put it on the most approval basis for merchandising and to sell through the same channels of trade as govern the movement of most of the other important foodstuffs. Brokers, jobbers and retailers will handle the products of the growers, which will be backed up with advertising and demonstrations.

Plans for the adoption of the new methods are complete and will be put into practice for the first time in a campaign here in Norfolk, the home of the association, which numbers some 5,000 growers in Virginia and North Carolina among its members. The campaign here started to-day.

Its central idea and the central idea of the whole merchandising plan will be to make it easy for consumers to purchase shelled raw peanuts in convenient pound packages from their corner groceries or wherever they buy their foodstuffs. The association has adopted a new and suitable carton with the name of "Pickaninny Peanuts" and the head of a pickaninny as the distinguishing symbol of the brand.

In preparation for the campaign here the association has placed the boxed and branded nuts in jobbing houses and with brokers and in the vast majority of retail grocery and cash and carry stores in the city. Demonstrators and specialty salesmen and newspaper advertising will be used to put the new article over. E. M. De Pencier, who was formerly with the Sun-Maid Raisin people, is salesmanager of the Growers' Association and has planned the campaign and the subsequent development of the selling idea.

Mr. De Pencier declares that he believes it will be possible to increase consumption of peanuts to a very remarkable extent. Everybody likes the product, he says, and proves such a liking by buying and eating peanuts at baseball games and circuses.

The only reason that peanuts have not been used to a greater extent in the home is not lack of favor for the nuts but lack of facilities to secure them. The provision of such facilities through the use of the carton method will revolutionize the industry and make it very much more profitable for the farmers, as well as giving consumers graded, selected nuts for a lower price. It is estimated that the cost of the nuts, cleaned and shelled, in the carton is from five-eighths to one-half of the cost of the nuts as usually sold from the vendors' stands in the shell and roasted and yet the return to the farmer will be larger.

This is the second year that the Peanut Growers' Association has actually participated in marketing the product of peanut growers in this region. Although the organization was formed three years ago, it did not begin to function as a marketing agency until 1921. During the summer of 1922 it had a complete reorganization, and secured the services of Mr. De Pencier. The association has suits for damages pending under the Anti-Trust law against a number of cleaners, and has also pending suits to enforce its marketing contracts with members in this State and North Carolina.

Bank Deposits Equal a City of 125,000.

Battle Creek, Jan. 23—The rank and file of Battle Creek people have, on deposit in local banks, savings totaling \$14,580,000, a sum equal to nearly a third off the assessed valuation of the city, \$48,450,580.

The per capita deposits for Battle Creek are \$364.50, a sum more than twice as large as the average national per capita figure of \$151 shown in recent statistics compiled by D. Woodworth, deputy manager of the American Bankers' Association, as the average for the whole country.

Large Account List.

Mr. Woodworth, in his recently published report, declares "The rank and file of the American people are strong enough financially, including their holdings of all securities on top of their savings, to take over the war debt of the American Government."

If Battle Creek joined in such a plan she could show returns equivalent to those of a city of 125,000 population, on the basis of the average of bank deposits the country over.

In many Battle Creek families, each individual carries a separate savings account in local banks. Many carry more than one account in one bank or carry accounts in more than one bank.

The sum of \$14,580,000, deposited to the credit of Battle Creek people in local banks, does not include the approximately one-fifth of a million dollars which have been invested in war savings stamps of the issue of 1918, which were retired January 1, and which are, in many instances, being converted into short term treasury certificates.

This old world, with all its radios and telephones and automobiles and sky-scrapers, is not so very different from the world our fathers knew. Conditions change, but fundamentals remain identical. Human nature continues to be ruled by faith or suspicion, by hope or despair, by love or hate. Success continues to be measured by the same yard-stick—a job well-done is a job well-done, just as it was a hundred years ago.

The patience, nerves and physical endurance of salesmen and saleswomen will be sorely tried many times between now and Christmas. If you are a proprietor or a store manager remember that the customer is not always right. The men and women behind the retail counters are entitled to more credit and much more tolerance than most of us are in the habit of giving them.

Detroit—The Alfred O. Blach Co., 555 Beaufait street, manufacturer and dealer in case-hardening hardware, allied products, appliances, etc., has merged its business into a stock company under the same style, with an authorized capital stock of \$30,000, all of which has been subscribed and paid in, \$5,191.46 in cash and \$24,808.54 in property.

Detroit—The Flat-Wash Window Co., 1401 Ford building, has been incorporated to manufacture and deal in windows, window parts, appliances and builders' hardware, with an authorized capital stock of \$100,000, \$51,000 of which has been subscribed and paid in in property.

Adrian—The Michigan Producers Dairy Co. which plans the erection of a factory in this city, has leased a portion of the Oliver Instrument Co. plant, and immediately will begin the manufacture of dairy products, a portion of the machinery having already arrived.

Anyone can talk, but it takes a clever person to understand.

DRINK
DWINELL-WRIGHT CO'S
WHITE HOUSE
COFFEE



**BEST
GROCCERS**

Every Grocer Knows the
Superb Character of
"WHITE HOUSE" Coffee;
and Freely Acknowledges
Its Commanding
Worth.

SUITS WHEN OTHERS DISAPPOINT

LEE & CADY—Detroit

Wholesale Distributors of
Dwinell-Wright Co.'s Products

**The Name on the Sack is a
Guarantee of its Contents**

When specifying cement insist that it be the kind with the
name—

**NEWAYGO
PORTLAND
CEMENT**

on every sack.

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

Newaygo Portland Cement is not limited in use to the 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.

Newaygo Portland Cement Co.

General Offices and Plant
Newaygo, Mich.

Sales Offices
Commercial Savings Bank Bldg.
Grand Rapids, Mich.

**Advertise
Your Store**

Use the manufacturers' advertising
to advertise your store by stocking
nationally known merchandise.

Selling well known brands gives you
a reputation for dealing in quality
goods as nationally advertised prod-
ucts must be backed by quality.

K C
Baking Powder
Same price for over 30 years

25 ounces for **25¢**

nationally known—highest quality
—enables you to offer your cus-
tomers a real baking powder bargain
—under-selling your outside compe-
tition.

Besides, the price is established.

That Protects Your Profits

**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

WHEN WINTER COMES



GUARD YOUR HAULING COSTS

COLD weather imposes new operating conditions on your trucks and automobiles. These must be met if your machines are to deliver maximum service. Nearly all makes and types of engines require a lighter grade of Polarine Oil in winter than in summer.

Heavy oil congeals in cold weather and does not flow easily through the lubricating system. Unless the correct winter grade of oil is used, some parts of your engine may operate without oil until the heat from the engine causes it to flow readily. Scored cylinders, burned bearings and a host of other damages result when this condition occurs.

Not only do you pay for these repairs, but while they are being made you lose the time of the machine and the driver as well.

If you would guard your hauling costs, use Polarine. It is made in four grades—Medium Light, Medium Heavy, Heavy and Extra Heavy, one of which lubricates correctly your machine during cold weather.

Do not rely on hearsay or the judgment of those not qualified to select this correct grade. Remember there is only the right grade and the wrong grade of lubricating oil—there is no such thing as a second best grade.

Consult the latest Polarine Chart of Recommendations, which our lubricating engineers have compiled in co-operation with manufacturers of automobile engines.

This chart is displayed by all Standard Oil Company (Indiana) agents and most Polarine dealers. It will be sent you free on request.



STANDARD OIL COMPANY

(INDIANA)

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Chicago, Illinois