

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

EST. 1883

Fortieth Year

GRAND RAPIDS, WEDNESDAY, MARCH 28, 1923

Number 2062

ALWAYS ANOTHER FIGHT LEFT

I have failed in a thousand cases,
But I still have the heart to try;
I am scarred in a hundred places,
No darling of Luck am I!
In many a crucial hour
I have hoped, and been scorned and kicked;
But never has Fate had power
To convince me that I was licked.

I have trusted and been mistaken;
My friendship has been betrayed;
I have struggled alone, forsaken
By men who have had my aid;
I have listened to those who flattered,
Their motives misunderstood,
But my faith has remained unshattered;
I believe in the ultimate good.

I ask for no unearned pleasure,
No pathway through flowery lanes;
I offer a full, fair measure
Of effort for all my gains;
I'll try, though the pace be grilling,
Nor whine if I'm tripped or tricked,
As long as my soul's unwilling
To let me believe I am licked.

S. E. Kiser.

REAP THE HARVEST

We are sowing the seed of national advertising—telling the American public that in FLEISCHMANN'S YEAST lies lasting relief from constipation.

It's a big story, well told. And there are hundreds, right among your own customers, who should be eating two or three cakes a day of FLEISCHMANN'S YEAST—now.

Suggest this natural food as the only way to counteract constipation. Reap the harvest of our national advertising.

THE FLEISCHMANN COMPANY

Fleischmann's Yeast

Fleischmann's Service

Citizens Long Distance Service



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

21,550 telephones in Grand Rapids.

Connection with 150,000 telephones in Detroit.

USE CITIZENS SERVICE

CITIZENS TELEPHONE COMPANY

Advertising Pays

Give your customer a little gift with your name and ad imprinted on, and immediately you create a good will which means additional business.

We sell all kinds of Specialty Advertising.

Write us for particulars

Grand Rapids Calendar Co.

572-584 S. Division Ave.

Grand Rapids, Mich.

GRAND RAPIDS KNITTING MILLS

Manufacturers
of
High Grade

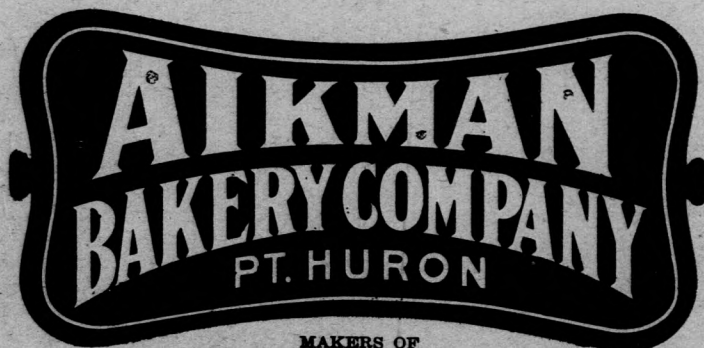
Men's Union Suits
at

Popular Prices

Write or Wire

Grand Rapids Knitting Mills

Grand Rapids, Mich.



MAKERS OF
FANCY COOKIE CAKES AND CRACKERS
LONG ISLAND SANDWICH—Our Specialty

Samples sent on request.

Phone—Melrose 6929

Distributors and Salesmen wanted in open territory.

Detroit Branch

3705 St. Aubin Ave.

DAY BY DAY

the popularity of Larabee's Best Flour is growing. This is due not only to the excellence of the flour itself, but also to the wholehearted advertising efforts we are putting behind it. You need

Larabee's Best Flour

if you are conducting a service grocery today.

Distributors of LARABEE'S BEST FLOUR

Rademaker-Dooge Grocer Co.	Grand Rapids, Mich.
Hume Grocer Company	Muskegon, Mich.
Nelson & Matthews	Carson City, Mich.
McMorran Milling Co.	Port Huron, Mich.
Abrams Burt Co.	Eaton Rapids, Mich.
Richard Early & Son	Kalamazoo, Mich.
Phillips Produce Co.	Battle Creek, Mich.
Tanner & Daily	Bay City, Mich.
Beaverton Elevator Co.	Beaverton, Mich.
Breckenridge Farmers Elevator Co.	Breckenridge, Mich.
Harrington Coal Co.	Holland, Mich.
Michigan Butter & Egg Co.	Lansing, Mich.
Merrill Farmers Elevator Co.	Merrill, Mich.
J. A. Kenney & Son	Mt. Pleasant, Mich.
F. Mansfield & Co.	Remus, Mich.



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Fortieth Year

GRAND RAPIDS, WEDNESDAY, MARCH 28, 1923

Number 2062

MICHIGAN TRADESMAN

(Unlike any other paper.)

Frank, Free and Fearless for the Good
That We Can Do.

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By

TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

Subscription Price.

Three dollars per year, if paid strictly
in advance.

Four dollars per year, if not paid in
advance.

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

Sample copies 10 cents each.

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

Entered Sept. 23, 1883, at the Postoffice
of Grand Rapids as second class matter
under Act of March 3, 1879.

Real Meaning of the Mennen Decision.

The whole Mennen case arose out of certain retailers seeking to compel Mennen to sell them goods as cheaply as he did some of their competitors, whom Mennen recognized as worth granting special privileges of classification. Hundreds of other manufacturers were doing the same. The Federal Trade Commission said it was discrimination and illegal and tried to force recognition of the suppliants.

The Circuit Court of Appeals plainly says the acts were not discrimination and refuses to back up the commission in its effort to compel recognition of retail groups for privileges. All that the effect of the decree is to assert is that Mennen did not break the law; that he had a right in competition to do whatever seemed to him best in the face of his competition with other manufacturers.

It did not say that he must sell all buyers of the same quantity within the same class at the same price. It did not say that he could not recognize a chain store or other retailer for wholesale prices if he chose to or refuse such recognition, but it did say that if he refused to, the Trade Commission could not prosecute him for discrimination. The crux of the whole matter is that Mennen or any other manufacturer—Biscuit Company for instance—can do as he pleases, which is just what a great many of them have been doing and will probably continue to do. Why raise the retailers' hopes with false preachments, based chiefly on partisanship and "the wish that is father to the thought?"

Not only did the decree legitimize "wholesale" and "retail" classification and assert that a fiction of the law did not make a retailer into a wholesaler merely because of his outward buying form, but the one thing it did emphasize above all else was the right of the manufacturer to select his customers as he chose. It did not com-

pel him, to do it nor to stick to strict consistency. The Biscuit case was predicated on the action of the manufacturer in giving a chain store one treatment and a buying exchange another—both as retailers. Trade Commission would compel him to treat them alike on the ground that the present treatment is discriminatory.

The distinction between "wholesaler" and "retailer" had no part in the Biscuit Company case. It made no general practice of selling wholesalers at all, but did the jobbers' work with its own employees. It did not even classify chains and buying exchanges at all so far as any distinctive and different price lists were concerned. It gave every "buyer" the same discounts from a common list price, sliding on the basis of the quantity purchased in a month—5 per cent. on \$15 or more sold; 10 per cent. on \$50 or more and 15 per cent. on \$200 or more. Every grocer, restaurant, jobber or what not could come and be served so long as he was "the buyer."

The buying exchanges wanted to pose as a single "buyer," but the company refused to regard them as an entity, preferring to consider them as so many individual "buyers" pooled. They were what the Mennen case says was a corporate "fiction of the law." The Mennen decree—aside from that and the plain right of the manufacturer to choose his own customers—did not touch the Biscuit case. To assert that choosing customers was not "discrimination" was enough to punctuate the Trade Commission claim against the Biscuit Company—without saying anything about wholesalers or retailers. The fact that it did declare a co-operating group as "retailers who buy for themselves" was not essential to that issue.

Day by day in every way the conclusion is being crystalized that the sooner the Federal Trade Commission is abolished the sooner American business can "attend to its knitting" and carve out ways to serve the public better. But now it turns out that the belief in the fallacy of restrictive legislation is extending to the Sherman law. In an address before a steel convention at Detroit recently, Felix H. Levy, of New York, struck a trial balance of the accomplishments of the Sherman law as follows:

Purpose of Sherman Law.

1. To prevent trusts and monopolies. This has been accomplished.
2. To discourage consolidations of capital. In this it has failed.
3. To encourage the growth and prosperity of independent units. In this it has failed.

Its Defects.

1. Its prohibitions have been extended beyond its original purpose and include beneficial co-operative

agreements among independent units.

2. It has thus hampered the trade and commerce of the United States.

3. In considering the public welfare, regard is had for the consumer and not for producer and workers. The price to the consumer and not the welfare of the industry is the erroneous criterion.

4. Great Britain pursues the opposite course, with great advantage to its commerce.

6. Lessens efficiency of trade associations.

7. Encourages "cut-throat" competition. Gives organized buyers privileges which it denies to sellers.

The Remedy.

1. Adopt the principles of the Australian law.

2. Adopt suggestions of Secretary Hoover, also of Chief Justice Taft, who advised that distinction be made between "lawful agreements, reasonably restraining trade and those which are pernicious in effect."

Manufacturing Matters.

Bay City—The National Body Co. has increased its capital stock from \$100,000 to \$250,000.

Litchfield—The Litchfield Dairy Association has increased its capital stock from \$5,000 to \$35,000.

Saginaw—Burrough & Bauer, manufacturers of shirts, have removed to 214 Federal avenue in order to secure more floor space.

Detroit—The Detroit Tile & Fireplace Co. has been incorporated with an authorized capital stock of \$10,000, \$4,500 of which has been subscribed and paid in in cash.

Holland—The Holland Foundry Co. has been incorporated with an authorized capital stock of \$35,000, of which amount \$18,000 has been subscribed and \$3,000 paid in in cash.

Snover—The Snover Tool Manufacturing Co., Ltd., has been incorporated with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in cash.

Ionia—H. H. Darling has purchased the interest of his partner, Mr. Austin, in the creamery of Austin & Darling, 417 West Main street and will continue the business under his own name.

Charlotte—J. M. Wheeler, who formerly conducted the local agency of the Crystal Creamery, of Hastings, has repurchased the business from Fred J. Wood, to whom he sold it some time ago.

Pontiac—The Pontiac Cement Products Co., 523 North Saginaw street, has been incorporated with an authorized capital stock of \$50,000, of which amount \$20,000 has been subscribed, \$6,000 paid in in cash and \$8,800 in property.

Jackson—The Barnwell Manufacturing Co., manufacturer of curtain rods, has sold its plant to The Kirsch

Manufacturing Co., of Sturgis, who make a similar line of goods. H. T. Barnwell will remain at the head of the local plant as manager.

Grand Rapids—The Wilson A. Giering Electrical Co., 46 Division avenue, South, has been incorporated to manufacture and sell electrical apparatus, with an authorized capital stock of \$10,000, \$1,800 of which has been subscribed and paid in in cash.

Detroit—The Tasty Line, Inc., 1570 Holbrook avenue, has been incorporated to manufacture and deal in food products, with an authorized capital stock of \$10,000, of which amount \$6,760 has been subscribed and paid in, \$500 in cash and \$6,200 in property.

Marysville—The Athol Rubber Co. has been incorporated to manufacture and deal in rubber goods and other fabrics, with an authorized capital stock of \$500,000, of which amount \$350,000 has been subscribed and paid in, \$20,000 in cash and \$330,000 in property.

Detroit—The Specialties Production Co., 3580 14th avenue, has been incorporated to manufacture and deal in metal goods and products, with an authorized capital stock of \$10,000, of which amount \$3,200 has been subscribed and paid in, \$450 in cash and \$2,750 in property.

The prediction of the economists that the revival of business would develop a trend towards industrial combination resembling in some respects a movement toward consolidation during the years 1897-1901 is being fulfilled. Within the past fortnight plans for new mergers have been reported as perfected in the copper, tobacco, match, and packing industries. In connection with this movement one should consider also the rapid multiplication of trade associations during the period of readjustment following the war. It cannot be said that these developments reflect merely a desire to secure monopolies in given lines of industry, although in exceptional cases they may result in monopolistic control and practices. It would be more accurate to say that they represent what Secretary Hoover once designated as "a groping for stability." The expansion of business has brought increasing competition and as consumption has been increasing producers are striving to get as large a share of the new business as possible. Intense competition is not conducive to stability and eventually it brings the inevitable reaction. There is every reason then, to believe that the stories of mergers which the newspapers have been carrying for several months will continue for quite a season.

Dead stock means dead capital, and dead capital is ruinous to successful advertising.

Persistence of Inequalities Between Price Levels.

The maladjustment in prices as revealed in the index numbers of various groups of commodities still continues. For example, at the end of February the chemical and drugs group in the index of the Bureau of Labor Statistics stood at 26 per cent. above the 1913 level, whereas cloths and clothing stood at 99 per cent. and fuel and lighting at 112 per cent. above that level. The nine commodity groups of this index fall into two sharply distinguished classes. In one of these price levels are substantially higher than the general average, while in the other they are substantially lower. In the former class are included the following groups, with their February price levels given after them: Cloths and clothing, 199; fuel and lighting, 212; building materials, 192, and housefurnishing goods, 184. On the other hand, five groups have indexes below the general average of 157. These are: Farm products, 142; foods, 141; metals and metal products, 139; chemicals and drugs, 132, and miscellaneous, 126. For a time during 1922 it seemed that these disparities were going to be corrected, but the progress in this direction has been disappointing.

When the index numbers of wholesale prices in February are compared with those of February a year ago it is seen that the maladjustments, instead of growing less, have really been increasing. In other words, those commodity groups whose indexes a year ago were highest above the 1913 level have as a rule registered the greatest advance during the year, while those whose indexes were nearest to the pre-war level have made the least advance. Thus, in the high-price groups listed above it is to be noted that building materials have advanced 18.6 per cent., fuel and lighting 11 per cent., and cloths and clothing 14.4 per cent. during the year. These advances are to be compared with 4.4 per cent. for food, 7.3 per cent. for drugs and chemicals, and 8.4 per cent. for farm products in the low-priced division. Metals and metal products furnish an exception, and the index for this group has shown a conspicuous tendency to "get into line" with the general average. A year ago this index stood at only 10 per cent. above the 1913 level, but during the year it has registered an advance of 26.4 per cent. Evidently the correction of these disparities, though not necessarily the re-establishment of the pre-war relationship of prices, still remains a pressing economic problem. The fact that such disparities still persist accounts for much of the radicalism of the agricultural districts of the West.

Chiefly because of the inability of food prices to keep up with the advances noted above in the case of fuel and clothing, the index of the cost of living for wage earners' families compiled by the National Industrial Conference Board showed a slight decrease during the month of February. The cost of living, as measured by this index, has been advancing since last August, rising from 154.5 (July, 1914, being taken as 100) to 157.5.

During February, however, there was a decrease of 0.4 per cent., due to the seasonal decline in food prices. The only other item in the representative workman's budget showing any change within the month was clothing, the index of which rose from 160 to 162. It is worthy of note that the index of living costs now stands practically at the same point as in February, 1922, when it was 157.7. In the meantime wages have been steadily advancing and the purchasing power of the workers has evidently improved in no small degree.

William O. Scroggs.

Canfield Remanded For Trial.

Aug. 19, 1922, William S. Canfield, the flour dealer of Grand Rapids, was arrested on a capias at the instance of the Crete Mills, of Crete, Neb., which claimed that Canfield owed \$2,337.79 which was due the plaintiff for flour he had disposed of in the regular course of business, but for which he had not remitted, as agreed.

Whereupon Canfield went into court

of dismissal is set aside. The cause is remanded.

A somewhat singular feature of the case is that Canfield appeared to be "in bad," no matter which way the Supreme Court might decide.

Creasey's Legal Representative in Prison.

About a year ago the American Adjustment Co., of Louisville, Ky., began sending out letters for crooked Creasey, demanding payment of the notes still held against Michigan merchants. Definite threats were made to throw into bankruptcy those merchants who refused to liquidate the notes.

Very naturally, many of these letters were forwarded to the Tradesman, which pronounced them unmailable because they involved threatening statements. The letters were referred to Government officers, who promised to give the violation of the law early attention. Their action has been temporarily postponed by the

THE SUN'S A-COMING THROUGH.

When memory goes a-wandering back to my home town of long ago
I recollect one gentle face among the friends I used to know;
A gray-haired man whose clothes and speech were not, by far, the latest style
And who was everybody's friend, because he always wore a smile.
He'd always cheer a fellow up when one was tired and feeling blue,
He'd wreath his kindly face in smiles and say "The sun's a-coming through."

I well remember back when I, a very little lad
Would break my simple, home-made toys (the only ones I had)
A tear'd come running down my cheek, and I'd be lone and sad;
He'd lift me in his arms and say, "Now don't be feeling bad."
He'd say it with a kindly smile that set me smiling, too,
"Don't cry, my boy. Look up above. The sun's a-coming through."

When I was in the years of youth and had to leave my dear old home
And face the world in solitude, to sink or swim all on my own
He saw me turning from the gate, and I am sure he must have known
The hopes and fears within my heart; that I was miserable, alone.
He put his arm around me close, just like my mother used to do,
And said "Be brave, my lad, and smile; some day the sun's a-coming through."

Time left its mark, though our dear friend had staunchly stood its test,
And like a shadow nearing dark, he was approaching rest.
And as we watched beside his bed within the darkened room
His smile was like a radiant light, dispelling all the gloom.
And as we stooped to hear the last word of our friend so true
His gentle voice was whispering "See, the sun's a-coming through."

W. Oliver Wolfinger.

with his attorney and asked to have the case dismissed because the Crete Mills had not filed papers with the Secretary of State and therefore had no standing in the courts of Michigan. The trial judge dismissed the case without waiting to listen to any argument from the plaintiff's attorney. The latter, J. Claude Youdan, did not believe the trial judge's position was well taken and took the case to the Supreme Court on a certiorari. The case was argued at the January term and last week the Lansing tribunal set aside the dismissal and ordered the cause remanded for trial. The text of the opinion is as follows:

Plaintiff is a Nebraska corporation. Following the filing of its declaration defendant moved to dismiss on the ground that plaintiff had not procured from the Secretary of State a certificate of authority to carry on its business in the State of Michigan as required by statute. See Act No. 84 Public Acts of 1921. The cause was dismissed. Plaintiff brings error and had accompanying writ of certiorari.

The matter should have been pleaded in bar and was not available upon a motion to dismiss. See *Selznick Enterprises V. Garson Productions*, 202 Mich. 106; *Selznick Enterprises V. Garson Productions*, 202 Mich. 111; *Vyse v. Richards*, 208 Mich. 383; *Pagenkoff v. Patrons' Mutual Fire Insurance Co.*, 197 Mich. 168, where the question is fully discussed. The order

sentence of W. D. Burton, who did business under the name of the American Adjustment Co., to a year's residence at the State prison at Frankfort, Ky., for the embezzlement of \$237 he collected for a client. As soon as he is released from prison he will probably be confronted with an indictment for misuse of the mails and given an opportunity to spend another season of retirement at Leavenworth prison.

Will Increase Insurance Limit.

The insurance limitation payable for lost registered mail will be increased from \$50 to \$100 beginning April 1, it has been announced by Postmaster General New. Under the law, the insurance, or registry indemnity, cannot be increased beyond \$100.

The fee for the \$100 indemnity will be 20 cents but indemnity of \$50 will still be obtainable at the old rate of 10 cents. The change was made in response to a widespread demand especially from jewelry houses and other concerns which send articles through the mail of a greater value than \$50.

In the past some firms have made a practice of sending such articles by parcel post in order to take advantage of the insurance privilege on that class of mail which has a limit of \$100.

Two Popular Promotions in the Sugar Trade.

The election of Vice-Presidents W. Edward Foster and Fred Mason of the American Sugar Refining Company to positions on the board of directors of the company, gives much satisfaction in trade circles, owing to the wide acquaintance and popularity of both men.

Mr. Foster, who has been Vice-President of the company for nearly three years, has been active in the sugar refining industry since 1883, with the American company and its predecessors. Mr. Foster began as office boy and his career has been a steady rise from the ranks. He has been successively head of the transfer department, chief book-keeper, general auditor, comptroller, treasurer and vice-president.



Fred Mason.

Mr. Mason, although connected with the company less than two years in the capacity of vice-president in charge of sales, is one of the best known men in the American grocery trade and has made a remarkable record with the company in a very short period. Mr. Mason is too well known to every grocer in the country to need any biographical narrative; every grocer will feel a pride in the advancement of a personal friend.

Starting as a grocer's boy in a little Minnesota frontier town as a lad of nine years. Mr. Mason has occupied about every position in the trade, from retail grocer to jobbers' salesman, jobber, association secretary, specialty manufacturer and executive. He was the most distinguished secretary the National Association of Retail Grocers ever had and in manufacturing circles occupied such not-

EUROPE

Book early for summer sailings. All lines represented. Three personally conducted tours, leaving June 23, 30 and July 7, taking in Scotland, England, Holland, Belgium, The Rhine, Switzerland, Italy and France. Splendid steamer accommodations. Trained leadership. A trip that will bring the finest culture with a maximum of rest and recreation. For particulars apply at this office. Expert advice on foreign travel.

C. A. JUSTIN, Agent

Consolidated Ticket Office

151 Ottawa Ave., N. W.

Phones: Citz. 68331; Bell M. 3790

able positions as assistant sales manager of the Diamond Match Company, president of the Shredded Wheat Company and president of the American Specialty Manufacturers' Association before President Babst persuaded him to accept the vice-presidency of the sugar company. His best monument, perhaps, is the remarkable contrasts in sales and profits shown in the report rendered to the stockholders recently. The flood of congratulations commenced pouring in almost immediately.

Congress Saves Postal Service.

A congestion of the mails that threatened serious consequence to the postal service in from ten to fifteen of the larger post offices of the country was averted through eleventh-hour appropriations made by the last Congress running to some \$4,800,000.

Because of the lack of sufficient funds curtailment in the allowance for postal workers in San Francisco, Detroit, Boston, Chicago, St. Louis, St. Paul, Minneapolis and several other cities went into effect a month ago with the result that serious delays both in the handling and delivery of first as well as other classes of mail prevailed due to insufficient forces of employees. Increases in the volume of mail amounting to about 18 per cent. also added to the difficulties.

The action of Congress in appropriating \$2,000,000 for regular postal clerks, \$1,500,000 for substitute clerks and \$300,000 for city carriers has brought relief and the Post Office Department immediately telegraphed postmasters countermanning the previously-issued retrenchment orders. In addition to the deficiency appropriations previously allowed by the Budget Bureau Congress appropriated \$250,000 for substitute clerks and \$300,000 for city carriers to meet the crisis.

"The postal service found itself in a bad predicament," declared First Assistant Postmaster General John H. Bartlett in discussing the situation. "Unexpected increases in the volume of business running as high as 18 per cent. in January with reported increases approximating 20 per cent. in February caught the Post Office Department without sufficient money to operate its system.

"The great Christmas business, the largest in history, depleted our funds to a considerable extent and our appropriations for the present fiscal year were being used so rapidly that it became necessary to cut down on the number of employees in the population centers and big metropolis to prevent complete exhaustion of the money to meet payrolls before the thirtieth of June. In other words, with the postal business gaining at a surprising rate we were not only unable to give additional help to handle this extra volume of mail but were compelled to cut down the number of employees already on duty.

"This brought about a storm of protest both from the public and the postal workers themselves, who were being burdened beyond their endurance. I am glad to say, however, that the appropriation granted by Congress has solved the problem for us. With these additional funds, we shall

be able to weather the next few months and instructions have already gone out to postmasters in the communities affected to secure at once such auxiliary clerks and carriers as are necessary to properly handle and deliver the mails that are flooding their offices."

Hotel Landlords on a Frolic.

Hartford, March 26—Occasionally the hotel men turn themselves loose and show one another the very last word in entertaining.

Last Friday and Saturday the officers and various committees of the Michigan Hotel Association met at the New Burdick Hotel, Kalamazoo, as the guests of Mr. and Mrs. W. E. Hodges, to the number two score. An informal dinner comprising the following menu was delightfully served:

Blue Points
Olives Stuffed Celery
Broiled Lobster, Chili Sauce
Special Baked Potatoes, New Asparagus
Combination Salad
Apple Pie, a la Mode
Coffee

This followed by a social evening, including dancing.

Saturday forenoon the entire party were conveyed by autos to the Hartford House, Hartford, where a luncheon was served by Frank Verbeck, who is temporarily managing same:

MENU:
(Ideal Menu for \$2 American Plan Hotel)
Grape Fruit
Cream of Tomato Soup
Celery Cottage Cheese Olives
Home-made Chicken Pie
Roast Florida Razor Back Ham
(Kidney of Ed. Swett)
Candied Sweet Potatoes, Green Peas
Fruit Salad, French Rolls
Salted Almonds
Strawberry Shortcake, Whipped Cream
Coffee

Accompanied by their wives at the convention were Fred. Pantlind, Hotel Pantlind, Grand Rapids; C. V. Calkins, Wright House, Alma; R. C. Pinkerton, Hotel Normandie, and Ray Norton, Hotel Norton, Detroit; W. E. Hodges, C. M. Nichols, New Burdick, Frank Ehrman, Columbia, and Ernest McLean, Park-American, Kalamazoo; George Southerton, Hotel LaVerne, Battle Creek; Geo. W. Woodcock, Hotel Muskegon, and Tod. Lunsford, Muskegon.

Others present were C. H. Montgomery, Post Tavern, Battle Creek; Edward R. Swett, Occidental Hotel, Muskegon; W. L. McManus and A. H. Beardsley, Cushman House, Petoskey, Ernest Reul, Hotel Sherman, Chicago.

The next meeting will take place at the Ottawa Beach Hotel as the guests of Messrs. Pantlind, Richardson and Montgomery, in June, to be followed by one as the guests of the Hotel Sherman, Chicago, later in the season. Frank S. Verbeck.

New Stamps.

A new postage stamp of twelve cent denomination bears the portrait of the late President Grover Cleveland. It was issued in honor of his birthday, falling on Sunday, March 18. Three other new stamps are also being issued, a thirty-cent stamp with a picture of a buffalo; two dollar stamp, with a picture of the United States capitol, and a five dollar stamp, bearing the head of the figure typifying America on the dome of the National capitol.

WE ARE GOING TO SELL

A Grain and Bean Elevator, a Potato Warehouse, a Coal, Cement and Tile Business. All in good condition and doing business. No competition except in potatoes. We solicit and will accept sealed bids only on each of the properties listed above. All bids must be in by April 20th. These properties are a mighty good buy for a "live wire." We invite you to call and look them over. For further information, address RILEY COOK, Sec., The Co-Operative Association, Sand Lake, Mich.

Quaker Stands for Quality

The following list is from among the famous QUAKER BRAND of food products, all packed under the red and blue label with white letters.

QUAKER BRAND COFFEE.

You already know its quality—it satisfies.

QUAKER BRAND CANNED TOMATOES.

High grade, carefully selected—always satisfying.

QUAKER BRAND CANNED CORN.

Grown in an agricultural district that produces the best—packed by the same Canner for twenty years and acknowledged by experts to be the best.

QUAKER BRAND POWDERED SUGAR.

Super dried—our own process—never cakes—takes a little longer—costs a little more—but it is worth it.

QUAKER BRAND SPICES.

Bought by a scientific test—have greater strength and go farther than other brands—the last word in spices.

QUAKER BRAND EXTRACTS.

Manufactured with great care and guaranteed to be of unusual strength.

QUAKER BRAND SALAD DRESSING.

After two years of work, we present to you the finest salad dressing to be found. Pure and a splendid spread for kiddies' bread.

QUAKER BRAND PACKAGE RICE.

Packed from unusual grades and thoroughly clean.

WORDEN GROCER COMPANY

Famous QUAKER BRAND Food Products

Grand Rapids

Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.

MOVEMENT OF MERCHANTS.

Port Huron—The Port Huron Cord Tire Co. has engaged in business.

Olivet—E. J. Morse succeeds the Henny Coal Co. in the fuel and cement business.

Vassar—The George Reichle Co. succeeds William H. Parry in the boot and shoe business.

Hubbell—The Stern & Field Stores has decreased its capitalization from \$35,000 to \$24,500.

Grand Rapids—The Coulter Lumber Co. has increased its capital stock from \$20,000 to \$50,000.

Tecumseh—Satterthwaite Bros. are closing out their stock of hardware and will retire from trade.

Battle Creek—The Aldrich Auto Co., has changed its name to the Calhoun Chevrolet Sales Co.

Chelsea—The Kempf Commercial & Savings Bank has increased its capital stock from \$40,000 to \$60,000.

Ann Arbor—The Cadillac Garage Co., Inc., has changed its name to the J. E. Schmidt Auto Co., Inc.

Watervliet—Mrs. Sarah Ravenkamp is building an addition to her hotel, the Wabana, at Paw Paw lake.

Middleville—The Congdon-Follmer Co. succeeds the Merrifield-Follmer Co. in the hardware business.

Ithaca—The Davis Co. succeeds the Brown-Davis Co. in the hardware and agricultural implement business.

Ann Arbor—The Schultz Grocery Co. succeeds Kyer & Whitker in business at 301-5 North Main street.

Crystal Falls—The Crystal Falls Co-Operative Society has increased its capital stock from \$30,000 to \$100,000.

Kalamazoo—Mrs. Sylvia N. Knapen has engaged in the millinery business at 1613 South Westnedge avenue.

Montrose—Orville Colthrop has closed out his lumber, shingles and builders' supplies stock and retired from trade.

Ludington—Phillips & Kilovas have a modern restaurant on West Ludington street under the style of the Garden City Cafe.

Olivet—The Stults Grocery Co. has been dissolved and the business will be continued by Frank Stults, under his own name.

L'Anse—Joseph Anderson, recently of South Range, succeeds John in the harness, harness supplies and shoe repair business.

Jackson—Bridgeman & Davis have engaged in the feed and produce business at the corner of South Park avenue and Liberty street.

Lansing—The Lansing Kelvinator Sales Co. has been incorporated to deal in refrigerators, with an authorized capital stock of \$10,000.

Howell—Scully & Metz, clothiers, have dissolved partnership and the business will be continued by Mr. Metz under his own name.

Brighton—Claude G. Rolison is erecting a modern store building which he will occupy with his hardware and implement stock about June 1.

Merrill—The Merrill Farmers Elevator Co. has increased its capital stock from \$50,000 to \$10,000 preferred and 50,000 shares no par value.

Fowlerville—Dr. Clifford Spencer has sold his drug stock and store fixtures to Thomas G. Wood, recently of Clare, who has taken possession,

Reading—Lockhart & Brooks have sold their ice cream parlor and lunch room to John E. Jackson, recently of Coldwater, who has taken possession.

Port Huron—Charles A. Sturmer is erecting a modern store building which he will occupy with his stock of hardware, paints and oils, about June 1.

Litchfield—John E. Corey has sold his grocery stock to E. J. Bengé & Son, who have taken possession. A stock of shoes and shoe findings has been added.

Stambaugh—Archie J. DeHate is building an addition to his store building and will open a meat market in the new part in connection with his grocery store.

Lansing—The Mapes Co. is remodeling and decorating the interior of its clothing store and will remove the boys' department from the balcony to the main floor.

Lansing—Ralph A. Broadbent, recently of Grand Rapids, will engage in the drug business at the corner of Pennsylvania avenue and East Main street about April 2.

Owosso—C. J. Weisenberg, formerly engaged in the hardware business at Chesaning, has purchased the Southard & Densmore hardware stock, taking immediate possession.

Flint—Frank J. Algae has sold his stock of hardware and plumbers' supplies to the Kendrick-Baker Hardware Co., which will consolidate it with its own at 1101-3 North Saginaw street.

Detroit—The Co-Operative Tire Co., 2816 Grand River avenue, has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Turner—D. A. Foley has purchased the interest of his partner in the general merchandise stock of Armstrong & Foley and will continue the business under the style of D. A. Foley & Co.

Marquette—John Key is remodeling and redecorating his Shoe Hospital at 219 West Washington street and will install a complete stock of boots and shoes in connection with his repair work.

Alto—Gaylord Williams, landlord of the Alto hotel, has discontinued business here and removed to Elmdale and will assist his father, M. G. Williams, conduct his general store and the hotel.

Lansing—Jack Daly, for years connected with the Harry P. Woodworth shoe store, has severed his connection and engaged in business at 122 West Allegan street under the style of the Daly Shoe Store.

Mason—H. H. Snyder, dealer in dry goods and notions, has consolidated his stock with the boot and shoe stock of his brother, Adam Snyder and the business will now be conducted under the style of Snyder Bros.

Chesaning—W. B. Walker will engage in the undertaking business as soon as the building on Broad street which he is remodeling, is completed. Funeral parlors will be opened in connection with the business.

Frontier—Ralph Blount has sold his store building and stock of general merchandise to Frank Curth, recently of Ransom, who has taken possession. Mr. Blount will open a meat market in his other store building.

Schoolcraft—The Leo Lang Hardware Co., which recently suffered a severe fire loss, is closing out its stock at special sale. The building will be thoroughly remodeled and an entire stock of new goods installed.

Vanderbilt—John W. Brown has resigned his position as manager of Yuill Bros. general store and will take a much needed rest, having been connected with the mercantile business in Vanderbilt for twenty-two years.

Iron Mountain—The Conrod-Marten Co. has been incorporated to conduct a general mercantile business, with an authorized capital stock of \$30,000, of which amount \$17,400 has been subscribed and \$5,000 paid in in cash.

Lansing—The Sallan Jewelry Co., 108 East Allegan street, has been incorporated to conduct a retail jewelry and silverware business, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Detroit—The William H. Kratzer Co., 5301 Grand River avenue, has been incorporated to conduct a general store, with an authorized capital stock of \$50,000, of which amount \$5,700 has been subscribed and \$5,000 paid in in cash.

Ypsilanti—Paul Proud, Inc., 124 South Main street, has been incorporated to deal in men's and women's furnishings, etc., at retail, with an authorized capital stock of \$50,000, \$5,000 of which has been subscribed and paid in in cash.

Lansing—Brady Martin has sold a half interest in his plumbing and plumbers' supplies stock to E. C. Schmitter and the business will be continued under the style of Martin & Schmitter at the same location on East Franklin avenue.

Jackson—Beiswenger & Shea have removed their stock of clothing and men's furnishings from the Dwight building to a newly remodeled and larger store building at 135 East Main street. New show cases and modern fixtures have been installed.

Lansing—The Fletcher Hat Shop, 211 South Washington avenue, has remodeled its store and added a women's ready-to-wear garment department which will be under the management of Miss Etta May. It has changed its name to the Fletcher Fashion Shop.

Detroit—The McCartney-Leidich Co., 8110 Mack avenue, has been incorporated to deal in autos, auto accessories, parts and supplies and to conduct a service garage, with an authorized capital stock of \$25,000, \$6,000 of which has been subscribed and paid in in cash.

Kalamazoo—Dan Aach, who has conducted a men's furnishings goods store on Portage street for about fourteen years, has sold his stock and store fixtures to Goldman & Blum, of Detroit, who will continue the business at the same location, taking immediate possession.

Bay City—The Bay County Finance Corporation has been incorporated to deal in stocks, bonds and securities, with an authorized capital stock of \$100,000 preferred and 10,000 shares no par value, of which amount \$900

and 100 shares has been subscribed and \$1,000 paid in in cash.

Lansing—The Lansing Vulcanizing Co. has changed its name to Larry's Auto Supplies. Laurence G. Hengesbaugh, proprietor will continue to manage store No. 1 at 526 East Michigan avenue and Ernest W. Toolan will continue in charge of store No. 2 at 329 South Washington avenue.

Detroit—Culotta & Jull, wholesale fruit and produce dealers at 2603 Russell street, have merged their business into a stock company under the style of F. Culotta & Son, Inc., with an authorized capital stock of \$50,000 of which amount \$10,000 has been subscribed and paid in, \$2,000 in cash and \$7,500 in property.

Detroit—The H. S. Lee Corporation, 6070 Woodward avenue, wholesale dealer in malleable iron, gray iron castings, raw materials, supplies, etc., has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000 common and \$2,000 preferred, all of which has been subscribed and paid in in property.

Lansing—E. S. Sanford has sold his interest in the local stock of the Kimball Piano Co. to his partner, Henry I. Chambers, who will continue the business at the same location, 221 North Washington street. The store will be restocked with musical instruments of all kinds with a view to making it one of the most complete stores of its kind in the State.

Grand Rapids—The purchasers of the Shaughnessy hardware stock, 45 South Division avenue, have decided to continue the business under the name of the Kent Hardware Co. The capital stock of the new corporation is \$15,000, all paid in. The stockholders and directors are R. A. Pringle, S. M. Dinsmore and George B. Dinsmore. The officers have not yet been elected.

Grand Rapids—The Central Products Co., Commercial Savings Bank Building, has been incorporated to manufacture and deal in manufactured products with an authorized capital stock of \$10,000, \$2,500 of which has been subscribed and paid in in cash.

Detroit—The old joke about the plumber, rolling in wealth will have to be revised. John K. Pilhiewicz, 5333^a Chene street, a member of that fraternity, has filed a petition in voluntary bankruptcy, with liabilities of \$13,305 and assets nothing. Similar petitions were filed by Newton A. Collord, manufacturer, 1923 Seward avenue, liabilities \$31,857, assets \$150, and Matthew Farrish, laborer, liabilities \$1,023, assets none.

Detroit—Judge Charles C. Simons issued an order in Federal court Monday directing the sale at public auction of all the assets of the Republic Motor Truck Co., Inc. The order was made on the petition of the Security Trust Co., receiver. The sale will be conducted by William S. Sayres, standing master in chancery, and will be held at the front entrance of the court house at Ithaca, Gratiot county, May 3. One of the big items is the indebtedness of the Republic Truck Sales Corporation, which is listed at \$3,687,766.

Essential Features of the Grocery Staples.

Sugar—The market is unchanged from a week ago. Local jobbers hold cane granulated at 9 3/4c.

Tea—The week has been a strong one for black teas. There is an active demand for most good teas, Ceylons, Indias and Javas being at the forefront of this. As a matter of fact, the entire tea market is even firmer than it has been for some time. There is a steady demand, apparently not much of it for speculation, and the consumptive demand is about as good as usual.

Coffee—The market, this including practically all grades and varieties, has shown some weakness during the week. All grades of Rio and Santos, green and in a large way, are fractionally lower than they were a week ago, due to depressing speculative news from Brazil. Mild grades have shared in the decline most of the list showing a slight fractional depression as compared with last week. There has been no quotable change in the jobbing market for roasted coffee. Consumptive demand fair.

Canned Fruits—Peaches are gaining in strength on the Coast and full standards of the more desirable counts are advancing at the source. Costs of replacement, a more liberal attitude on the part of the banks and other interests tend toward advances. With a generally better situation jobbers are buying more freely, but still look for the old prices, which cannot be duplicated. Apricots are improving to some extent, but this fruit is not as popular as peaches, and it naturally has a more restricted sale. Cherries are steady with stocks wholly in second hands. Pineapple is not so frequently mentioned as earlier in the year as there are few available lots to play with. All grades are firm. Apples are improving in tone as fresh fruit offers less competition in the consuming markets.

Canned Vegetables—Tomatoes are firmer in the country and buying is free enough to enable the canner to get his own prices on full standards in the South. Spot sales are not heavy but are constant and cover all three sizes. California No. 2 1/2s and No. 10s are more than holding their own on the spot. Futures are held firm, as the canner does not see how he can possibly better his present asking prices and even faces a higher market. Corn is doing better on standard grades in all sections and would sell more freely if the jobber could get the former range of prices. Southern markets are more favorable than those in the Middle West and capture a large share of the buying orders. Fancy corn is scarce. Peas are firm. Stocks in first hands are so moderate and with four months yet to go holders are not trying to clean out any of their lines. California spinach has not sold as well as expected in this market, as jobbers have had the idea that the pack this spring will be large and that the original opening price will not be maintained. A late season and a disappointed yield have caused the withdrawal of a number of canners.

Canned Fish—Alaska salmon has

had an unfavorable winter to contend with, as it has been uniformly cold and not favorable to a widespread consumption. Jobbing markets have been as cheap if not cheaper than the source, and the jobber has developed the habit of taking small blocks from time to time. Little consideration is given to the spring markets. Chums are scarce here and sell on the basis of pinks. Fancy chinooks are hard to get except in occasional small blocks. Maine sardines are firm at the factory but easy in jobbing markets, where the demand has been light. California and imported fish are only in routine demand. Lobster and crab meat are firm and scarce. Shrimp is slowly coming in from canning points and supplies here are less than usual for the season.

Dried Fruits—The three-crown muscatel raisin market shows a wide variation in quotations, which are determined by the quality of the stock. Prunes are dull. While last week was Prune Week jobbers were not large operators. They had stocks enough to keep their dealers supplied. The market is unsettled by consigned stocks offered here in competition to the weak holders who are still liquidating. The belief is freely expressed that a parallel buying movement such as occurred in raisins would boost prunes in the same way, but nothing like this has developed. Buying is still mostly on the spot, with cheap lots reported here and at other Eastern jobbing points. There is no inclination to consider new crop prunes, although some packers are ready to sound out jobbers. Apricots continue to be influenced by the scarcity of the better grades. While firm in that line there is only a moderate movement. Peaches are dull. The outlets which need a few boxes from time to time are buying, but there is no speculative demand. Currants are weak and remain lower here than abroad.

Syrup and Molasses—Molasses is in good demand, speaking of the better grades, at prices that show no change for the week. The entire line of molasses is steady. Sugar syrup is steady, but very quiet, both for home and export. Compound syrup is selling about as usual for the season at unchanged prices.

Rice—The market is easy in tone and lifeless. Foreign rice is considerably better placed than domestic. Offerings are light and a constant and fair sized demand exists.

Cheese—The market is very quiet, with a very light consumptive demand and reported excessive stocks. There is some demand for shipment to Europe, which is taking some of our surplus. We do not look for much change in price in the immediate future.

Provisions—Everything in the smoked meat line is steady at unchanged prices, with a very light consumptive demand. Pure lard is steady at unchanged prices, while lard substitutes are firm at about 1/4c per pound advance, with a light demand for both. Canned meats, dried beef and barreled pork are all steady, with a light demand at unchanged prices.

Beans and Peas—There has been no change in price of beans during the

week. Perhaps the firmest thing in the line is marrows, which are in short supply. The balance of the list remains as last week, without any alterations of any sort. White kidneys are the weakest in the line. Green and Scotch peas still very draggy and the market in buyer's favor.

Peanut Butter—Additional advances in peanut butter prices are looked for owing to the continued strength of the raw peanut market.

Salt Fish—The demand for mackerel has been rather quiet. Lent is very nearly over and the trade seem to have enough stock to carry them through. Prices show no change for the week. Other lines of salt fish are also in rather quiet demand, without any change.

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, \$3.25; Delicious, \$4.25. Bananas—8@8 1/2c per lb.

Beets—New from Louisiana, \$1.10 per doz. bunches.

Brussel's Sprouts—40c per qt. box.

Butter—There is an active consumptive demand for all grades of butter. The market is firm on the same basis as a week ago. Stocks of undergrade butter are extremely light. The bulk of the supply consists of fancy butter. The market is firm on the present basis of quotations and we do not look for much change during the coming week. Local jobbers hold extra at 48c in 63 lb. tubs; fancy in 30 lb. tubs, 50c; prints, 50c. They pay 25c for packing stock.

Cabbage—Old, \$4.50 per 100 lbs.; new from California, \$5 per crate.

Carrots—\$1.25 per bu. for old; \$1.10 per doz. bunches for new from Louisiana.

Cauliflower—\$3 per dozen heads.

Celery—California is selling at 75c for Jumbo and \$1 for Extra Jumbo; Florida, \$4 per crate of 4 to 6 doz.

Cucumbers—Illinois hot house, \$3 per doz.

Cocoanuts—\$6.50 per sack of 100.

Eggs—The market is firm, with a good consumptive demand. The receipts are being absorbed on arrival. The bad weather we have been having through the producing sections has curtailed shipments to some extent, but we look for increased receipts from now on, with slightly lower prices. Local jobbers pay 23c to-day.

Egg Plant—\$3 per doz.

Grapes—Spanish Malagas, \$9.50 for 40 lb. keg.

Green Onions—Chalotts, \$1.10 per doz. bunches.

Honey—32c for comb; 25c for strained.

Lettuce—Hot house leaf, 14c per lb.; Iceberg from California, \$3.75 per case.

Onions—Home grown, \$3 per 100 lb. sack for red and \$3.50 for yellow.

Lemons—The market is now as follows:

300 size, per box	\$7.00
360 size, per box	7.00
270 size, per box	7.00
240 size, per box	6.50

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

100	\$4.75
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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	\$5.25
150	5.25
176	4.25
216	4.25

Parsley—50c per doz. bunches.

Parsnips—\$2 per bu.

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

Potatoes—Home grown, 60c per bu.

Poultry—Local buyers now pay as follows for live:

Light fowls	19c
Heavy fowls	25c
Heavy springs	25c
Cox and Stags	14c

Radishes—90c per doz. bunches.

Spinach—\$2 per bu.

Strawberries—Floridas bring 90c per qt.

Sweet Potatoes—Delaware kiln dried command \$1.75 per hamper.

Tomatoes—6 lb. basket of California, \$1.35.

Turnips—\$1.25 per bu.

Jackson—The Gordon Co., of Chicago, which conducts a chain of women's ready-to-wear garments stores, has leased the building formerly occupied by the Galyord-Alderman Co., redecorated it and installed new modern fixtures and opened a store under the style of the Parisian. It is under the management of H. Gordon.

Escanaba—The Universal Magnesite Products Co., 907 Ludington street, has been incorporated with an authorized capital stock of \$15,000 preferred and 1,500 shares at \$1 per share, of which amount \$12,000 and 1,200 shares has been subscribed and paid in, \$12,000 in cash and \$1,200 in property.

Saginaw—The Bank of Saginaw has bought additional frontage of 20 feet on North Michigan avenue, adjoining its present frontage, and has plans for erection of a two-story building, in terra cotta trim, to house its north side branch. Architects are at work on plans for a modern structure.

Frankenmuth—The Universal Motor Parts Co. has been incorporated to deal in automotive accessories, parts, supplies and specialties, with an authorized capital stock of \$50,000, of which amount \$21,300 has been subscribed and \$18,450 paid in in cash.

South Haven—Charles E. Abell, druggist at 515 Phoenix street, has sold his stock and store fixtures to H. R. McDonald, who has taken possession. Mr. Abell has conducted his store at the same location for the past thirty-three years.

Detroit—The Taylor Coal Co., with business offices at 801 Ford building, has been incorporated with an authorized capital stock of \$10,000, \$6,000 of which has been subscribed and paid in in cash.

If there are no feet in features, where does the kick come from?

IN THE REALM OF RASCALITY.

Cheats and Swindles Which Merchants Should Avoid.

In previous articles exposing the methods of fraudulent oil stock promoters the Tradesman mentioned the reloading scheme of the so-called "merger" companies. This has become quite a popular method of squeezing the investor, who already has realized that he has made a bad investment, and getting him to throw good money after bad. One of the largest and most daring of these "merger" schemes is that conducted by Dr. Frederick A. Cook, who I though he did not discover the North pole, has discovered a means of enriching himself at the expense of the small investor. The National vigilance committee of the Associated Advertising Clubs of the World in its campaign, in conjunction with the post office department, against fraudulent oil promotions has made a careful investigation of Dr. Cook's activities and the report of that investigation has brought to light many interesting facts and names. We quote from the committee's report:

"Doctor Frederick A. Cook, discredited polar explorer, is sole trustee of the Petroleum Producers Association of Fort Worth, Tex., a gigantic oil stock reloading enterprise beguiling the public by a questionable merger scheme. S. E. J. Cox, a notorious promoter with a criminal record, has occupied office quarters with Cook's company and has launched the Amalgamated Petroleum Underwriting syndicate. The officers of the Petroleum Producers Association are Dr. Frederick A. Cook, trustee; F. K. Smith, treasurer; T. O. Turner, vice-president and superintendent of field operations.

"The familiar merger ruse is employed by the Petroleum Producers Association wherein stockholders in other companies are offered an opportunity to exchange their holdings, dollar for dollar, for stock in the Petroleum Producers Association, provided, of course, they purchase Petroleum Producers' stock amounting to 25 per cent. of their holdings in the original company. It is simply a reloading scheme whereby the promoter disposes of shares of his own stock for cash. These so-called "mergers" do not actually merge all of the companies which they purport to absorb. The maneuver is a skillful means of obtaining the list of names of the stockholders of the company about to be absorbed so that the promoter may continue stock sales.

"The Petroleum Producers Association has absorbed by the questionable merger method more than two hundred failing or practically defunct companies representing a loss of millions of dollars to the public. Recently, the doctor's agents devoted considerable attention to accumulating lists of stockholders in companies which have tangible assets some of which are really going concerns. A letter bearing the signature of an alleged 'special trustee for stockholders is sent to the legitimate lists which they have obtained, on what purports to be the letterhead of the company

in which these prospects already have stock. The so-called 'special trustee for stockholders' whose signature appears on the letter, is merely an agent for Dr. Cook and the Petroleum Producers Association and has no official connection whatsoever with the particular legitimate concerns on whose names they trade and whose shareholders they deceive.

"The communication is designed to create the impression that the present holdings of the stockholders are somewhat doubtful. After planting the germ of distrust in the mind of prospects about the worth of their present holdings and the stability of the company in which they are interested, the promoter adroitly proposes that the certificates can be advantageously exchanged for stock in the Petroleum Producers Association for but a slight additional purchase of new shares for cash. These clandestine solicitations of the lists of stockholders of legitimate companies has had a tendency in some cases to cause great injury to their established good will. On Dec. 12, in the District court of the seventeenth judicial district in Texas, one company procured an injunction restraining the alleged 'special trustee for stockholders' from continuing this vicious practice among its stockholders."

Dr. Cook commenced operations in Texas about 1919 by promoting the Texas Eagle Oil Co., with a capitalization of \$300,000, which was later changed to the Texas Eagle Producing and Refining Co., with an increased capitalization of \$500,000. The stock continued to find an easy sale and still later the capitalization was increased to \$5,000,000 and the name changed to the Texas Eagle Oil and Refining Co. The progressive increases in the capitalizations of Dr. Cook's first enterprises were indicative of a trend toward an addiction to stock selling which apparently has completely obsessed him in the promotion of the Petroleum Producers Association conducting the questionable "merger" scheme on an unprecedented scale. It appears that in the latter part of 1921 the structure of the Texas Eagle Oil and Refining Co. collapsed. Since then the concern has been absorbed by the Revere Oil Co., of Fort Worth, Tex., another "merger" reloading enterprise.

The Petroleum Producers Association is created under a declaration of trust with Dr. Frederick A. Cook acting as sole trustee. The usual declaration of trust under which Texas oil promoters operate, vests in the "trustee" unlimited authority. No obligations whatever govern the manner in which the money received from stock sales shall be used. It authorizes the trustees to fix their own salaries and to charge up to the company any amounts they see fit as their own expenses. It usually provides, or rather precludes the possibility of a stockholder suing for a receivership or an accounting or a division of profits or anything else. By their act in purchasing stock they agree and acknowledge that the trustee or trustees are the sole owners of the property and that they, the trustees, are free to do any and all things with

DEL MONTE DRI-PAK PRUNES

Since the appearance of the first national advertisement featuring Del Monte Dri-Pak Prunes in tins, the demand has constantly grown. New buyers of this item are placing orders daily, and this in conjunction with the repeat business from enthusiastic purchasers gives a turnover that is fast absorbing the supply of the Santa Clara Prune sizes so packed.

JUDSON GROCER COMPANY
GRAND RAPIDS, MICHIGAN

Multigraphing, Addressing, Form Letters, Mailing Lists

WATKINS LETTER SHOP

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112 Pearl St., N. W.

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We say little—Our work and service speak for us.



If you would know the value of money, go out and try to borrow some.

Benj. Franklin

Every pound of sugar is so much money. If you value a dollar you must value a penny. If you value a pound of sugar, you must value an ounce, and you should value an ounce, because many ounces mean much money.

Save the many ounces wasted through handling bulk sugar. Save the many dollars needlessly spent for bags, twine and labor, by confining your sugar business to

FRANKLIN SUGAR IN PACKAGES

The Franklin Sugar Refining Company
PHILADELPHIA, PA.

"A Franklin Cane Sugar for every use"

the company's funds. The only obligation of any kind that it places the trustees under is to divide the trust estate between the stockholders at the end of the life of the trust, which is usually fixed at twenty years or more, and there is nothing to assure the stockholders that at the end of the life of the trust there will be anything left to divide.

Detroit A. C. Co. Swamped With Advance Orders.

The day of the perfected air cooled car has certainly arrived. The Detroit Air Cooled Car Co. has, however, reached far out into the future and has anticipated very many things that would eventually be insisted upon in the attainment of greater efficiency and economy: decreased weight; elimination of unnecessary parts; increased accessibility and enhanced beauty, and brought them all backward from eventual requirement, and forward in advance of present methods, to what is, seemingly, very close to the ultimate in automobile production.

W. J. Doughty, President of the company, did not attempt to make two blades of grass grow where one grew before, but he has apparently succeeded in making many single units of the D-A-C car do what it often requires two parts to accomplish in other cars. In other words he has so simplified construction that they perform their work with one-half the effort and expense of operating and maintenance.

The air cooled, twin-three, staggered cylinder motor—originated, designed and patented by the D-A-C company—is cited to illustrate this point. This motor has 228 fewer parts than any other automobile motor of any kind; it weighs about one-half that of any other air cooled or water cooled motor of equal horse power, and develops fully 32 horse power under brake test.

Four years have been persistently and continuously devoted to the work of bringing about a remarkable reduction in the number of parts throughout the entire car, with the result that the D-A-C car boasts from 750 to 1,300 fewer parts than any other automobile of any kind, whether its cooling system be modern or ancient.

These innovations and eliminations naturally have had the effect of proportionately reducing the car weight, and the claim is made for the D-A-C car that its weight is fully one-third ton less than that of any other car of the same wheelbase, power and commodiousness.

The objective of the company has not been to accomplish these things merely to facilitate production, but by so doing, to so lessen the purchase price that a car of worthy proportions, and of exceptional quality and beauty could be bought at a truly popular price.

The D-A-C line consists of three models: sedan, coupe and phaeton, all of which are attracting great attention, and receiving unstinted praise at the company's display room, in the Richards building on North Ottawa avenue. All bodies are of sheet aluminum. Each model possesses features

exclusive with the D-A-C cars, such as greatly simplified window adjustment mechanism, interchangeability of glass for enclosed bodies.



William J. Doughty.

Mr. Doughty reports that substantial progress has been made in preparing the plant for production equipment, and that much floor space has been added for the use of the various departments which are thoroughly and capably organized.

Speaking of sales possibilities Mr. Doughty said: "We will have during 1923 but one thing to bother us in that direction and that will be how best to distribute our early production to the satisfaction of a dealer organization that is actually begging for all the cars we can ship them."

The Jute Situation.

It appears that India is having troubles with crop estimates somewhat similar to those that developed in this country in connection with the 1921 cotton crop. Last September its Department of Agriculture estimated the yield of the present jute crop at 4,236,800 bales. This was only about half the normal yield in the years before the depression of 1920. The United States Trade Commissioner at Calcutta now reports that the present crop will be considerably in excess of the official estimates and will probably be somewhere between 5,000,000 and 6,000,000 bales. The slump in prices caused a voluntary reduction in acreage, somewhat like that caused by the drop in cotton prices in this country. Normally the area sown to jute ranges from 2,500,000 to 3,000,000 acres, but after 1920 it fell to about 1,500,000 acres. The larger yield in prospect is attributed to the recovery in the price of jute, and the crop of next year will approach normal, although it may fall somewhat short of war and pre-war output owing to the lack of sufficient seed from the recent short crops. The rise in the price is due not only to the curtailed yield but also to the improvement in business conditions in other countries. Woven jute fabrics furnish mainly coverings for bulky products, and the greater the volume of industrial production the heavier will be the demand for jute. The United States is one of the largest consumers.

Why Sacrifice Profits?

It is not necessary when you stock and sell well-known merchandise on which the price has been established through years of consistent advertising.

In showing the price plainly on the package and in advertising

K C BAKING POWDER

Same price for over 30 years

25 Ounces for 25¢
(more than a pound and a half for a quarter)

we have established the price—created a demand and insured your profits.

You can guarantee every can to give perfect satisfaction and agree to refund the full purchase price in which we will protect you.

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

HIGHLY DANGEROUS MALADY.

Pneumonia, although not so much feared as some other diseases, probably because it is not to any great extent directly infectious and rarely or never assumes the form of an epidemic, still is a highly dangerous malady and has a high death rate as compared with others that excite more apprehension when their prevalence is reported. We are all exposed to it all the time, and its germs are always ready to take advantage of any decrease in resisting power, such as that which accompanies a common "cold" or follows the administration of anesthetics. "Cures" for pneumonia have been devised several times before now. Great expectations were aroused when open-air treatment was substituted for the careful protection from drafts which once was believed to be essential, and the discovery that there were four types of pneumonia, for each of which a "serum" could be prepared, gave hopes of victory somewhat later. Only one of the types—fortunately the one of most frequent occurrence—proved really amenable to this treatment, however, and that one far from always.

Every attack of pneumonia, therefore, has been regarded as serious, with the possibility of a fatal ending, and the main reliance has been on careful nursing, not as curative, but as giving "nature" an opportunity to do its best.

Last week there was made announcement of a new treatment for pneumonia which consists in heating the congested lungs by means of an alternating current of electricity. That excellent results—real and prompt cures of people gravely ill of the disease—in this way have been attained is asserted by physicians of repute who have used the device long enough to make their conclusions at least worthy of careful consideration by the whole medical profession.

Nothing of sensationalism and no overconfident prophecies have marked the outgiving of this news, and it has been accompanied by warnings that the procedure is a dangerous one in the hands of those not well versed in electro-therapeutics in general and in this application of them in particular.

These are reassuring peculiarities and they warrant hope, if not an expectation as yet quite confident, that another of humanity's scourges has been or is about to be conquered. Not least basis for hope is the fact that this newest treatment consists of the application of heat, for the good effects of that long have been known, and many a wearer of a "pneumonia jacket," which is a means of doing the same thing, is well aware of the help and relief that thus can be secured. The electric current, properly measured and directed, carries heat all through the tissues of the lungs, it is said, and that is what the outer applications of the familiar kind did not do, or did to less degree.

That the new treatment has its perils is nothing against it, although doubtless they will be emphasized by the inevitable antagonists of this as of every novelty in medicine. As one of its friends remarked, when touching on that point, the surgeon's knife and

most drugs also are dangerous if not used with knowledge and skill.

OUR JAPANESE VISITORS.

Whether the cause of science or the cause of peace is chiefly served by the visit of the Japanese commission of physicians and medical scientists it is not easy to say. Nor is it necessary. Both are advanced in a happy manner. The commission, which was appointed by the Japanese Minister of Education, is making a study of American and Canadian medical institutions and methods. This is a great compliment, which it is a great pleasure to acknowledge. Our visitors, who have seen Leland Stanford and the University of California, are already talking of what they have gained from their trip. They have been impressed with two things that once would have been considered incompatible—luxurious surroundings and scientific progress. Not only our visitors but also American scientists must envy the students of the present generation their comfortable conditions and ample facilities.

In New York the members of the commission are guests of the Rockefeller Foundation. This is an especially appropriate courtesy, since the Foundation is one of the leading scientific institutions of the world and also one of the best known international organizations—National in origin but international in scope. "The relations between the United States and Japan in scientific matters," says Dr. Miura, head of the commission and professor of medicine in Tokio Imperial University, "have not been so close as we have desired. As scientists we have been wishing to cultivate closer friendship through the medium of science, and we greatly appreciate this timely and cordial invitation." This is a sentiment that need not be confined to scientists. It should be echoed by all classes of people, and particularly by statesmen.

WAGES OF TEXTILE WORKERS

One report from the Fall River district, where a strike of textile workers has been threatened, states that the manufacturers are discussing a plan to have representatives of their operatives make an investigation of their own into the question of competition by Southern mills, so that the workers may see that unreasonable wage demands will operate against their own interests. In this connection it is to be noted that during the current cotton year the takings of cotton by Northern spinners are reported by the Department of Agriculture at 1,827,000 bales, compared with 3,501,000 bales taken by Southern spinners. It was not until 1911 that the consumption by Southern mills amounted to as much as half the total domestic consumption. Since then the proportion of cotton consumed in the Southern States has steadily increased, and in 1922 it amounted to 60.74 per cent. of the total domestic consumption. It is believed that if the employees of the New England mills fully understood the nature of this competition they might approach the wage question in a different spirit.

SELLING EASTER CANDIES.

A little dressing up of your window at Easter time will sell candies that otherwise might move very slowly. Jelly beans and Easter eggs, of course, will take care of themselves, but the other less timely items are the ones that need your attention. For instance, probably you have candy boxes in stock that sell slowly. Take an Easter post-card, paste it on the cover and you have an Easter box. It can be sold in this form or filed with a mixture of your regular candy and some small eggs, and there you have an Easter novelty. A further elaboration of this idea is the attaching of a bunny or chick to the box. This will make it a still better seller.

Another profitable experiment is the taking of a number of boxes as described and the dumping of a pail of "kisses" beside them. A sign calling the candy "Easter kisses" at so much a box, undoubtedly, will create sales that otherwise would not be made.

Put novelty in your window display at this time. If you use dishes to show your candy in, put a rabbit in each dish and place a price card or some candy in its paws. The rabbit, of course, should be in a standing position.

Green foliage helps the window effect greatly. Artificial lilies, millinery flowers and leaves produce a really beautiful combination. Shredded colored wax paper has supplanted dyed excelsior as a basket filling. This material is cleaner, but the merchant can dye the excelsior at low cost if he chooses. Two packages of green dye will suffice to make two clothes baskets-ful of excelsior. Easter egg dye is not as effective for this as clothing dye. Boil the dye in water and soak the excelsior in it for a few minutes. Put in fresh excelsior as the first lot becomes colored and is taken out.

Another Easter candy window may be arranged by covering the floor with green material and by hanging baskets from the ceiling. The baskets should contain bunnies and candy eggs. Place plenty of bunnies and chicks in the window between the dishes of candy. A large doll will add to the attractiveness and draw the children's attention. If it is so placed as to stimulate playing with the chicks and bunnies, the effect will be still better.

WILLING TO RUN AGAIN.

The close personal and political friendship between the President and the Attorney General renders the latter's announcement that Mr. Harding is willing to run a second time more than usually significant. Nothing could more plainly bear the stamp of being authorized. It is apparently designed, in part to put an end to rumors that have been current in Washington and elsewhere. They have represented the President as a tired and disappointed man, who looked forward to the remaining two years of his term as a sort of enforced imprisonment, from which he would be glad to escape. Reasons of health have also been assigned for the report that Mr. Harding would not seek the Presidency again. More than one person in his confidence has passed along expressions of his implying strong dislike of the exacting duties of his office

and a resolve on his part to free himself from them as soon as he honorably could do so. But this has been common form with most of our Presidents. They have had periods of resentment, when the arduous and thankless tasks laid upon them have seemed almost more than flesh and blood could endure. But those moods usually passed. It is, indeed, true, as Lord Rosebery said in his Life of Pitt, that office is "an acquired taste." But he added, doubtless out of his own experience in public life, that "by habit most persons may learn to relish it." It is fair to infer that President Harding has reached that point.

One object which Attorney General Daugherty must have had in mind was to serve formal notice upon Mr. Harding's enemies in his own party household. They are to stop circulating the stories that the President is sick of his job. They must cease picturing him as discouraged respecting the past two years and despondent about the two to come. They are not to think of him as a man out of whom ambition has gone and who has no fighting reserves left in his spirit. If they are to oppose him, and seek to thwart him, they must do it hereafter openly, and no longer by insinuation. Mr. Daugherty's clear intimation is that the President means to exert the full prestige of his office upon his party managers, and also upon Congress. From now on they will reckon ill who leave him out.

COTTON AND COTTON GOODS.

During the past week the final Census Bureau figures of last year's cotton crop were made public. They made no impression whatever on the market, although they indicated a supply 200,000 bales less than the last estimate of the Department of Agriculture. This was quite natural under the circumstances because the smallness of the crop had been worked for all it was worth as a factor in prices. Other considerations are now more influential. Foreign complications and the possibility of a shut-down in Eastern mills because of labor troubles cut some figure, but the main interest centers in the outlook for this year's crop. Unless a cataclysm occurs this is bound to be larger than last year's. More acreage will be planted to cotton, the frosts and other causes have been more than usually destructive to insect pests and larger quantities of fertilizers are to be employed to increase production. The nervousness manifested in the exchanges during the week seemed to indicate an instability in prices that may be more manifest later on. Good business is reported by the mills, but mostly on orders placed some time ago. Prices remain firm for gray goods of different kinds, although second-hands occasionally let them out at slight recessions in a dull market. Heavier cottons are strongly held in the face of a continuing demand. An especial activity is noted in the case of prints, especially those with an Egyptian motif. Little change has occurred in the situation as concerns knit goods, excepting that higher prices have been announced for hosiery, especially of the cheaper kinds.

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SPRINGTIME, with its annual housecleaning, means big sales for those dealers who push Semdac Liquid Gloss and Semdac Polishing Mops.

Mrs. Housewife wants a polish that will make her work easier and her furniture look like new. Semdac certainly does that. It imparts a sheen to finished woodwork that rivals the original polish. It delights the hearts of all good housekeepers.

The Semdac Mop saves her the back-breaking effort of wiping up floors. The improved handle with its flexible joint enables her to reach under beds and bookcases. The swab is quickly removed for washing and re-oiling.

These dealers who have taken advantage of our combination offer have profited thereby. This offer enables you to sell a can of Semdac and a Semdac Mop for the price of an ordinary mop alone.

SEMDAC MOP



First Aid to Storekeepers



combination offer.

At the time your customers receive these letters we send you a window display. It

Our offer is a money maker, and to help you reach your customers, we will mail to them—absolutely free—on a beautiful three-color letterhead bearing **your name**—a sales impelling letter telling about this

forms a tie-up with the letters which is remarkably effective.

Semdac Liquid Gloss comes packed in the attractive display carton here illustrated. This card on your counter acts as a silent salesman and is a constant reminder to your customers to buy Semdac Liquid Gloss.



Order Semdac Liquid Gloss, Semdac Polishing Mops and Semdac selling helps from our nearest branch.

STANDARD OIL COMPANY

(INDIANA)

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Big Problem For Small Town Shoe Dealer.

There must necessarily be a difference between the attitude of the small town merchant regarding styles of shoes as compared with that of dealers in metropolitan centers. And yet the style attitude of the small town dealer has become considerably changed in the past several years, necessarily so because he must keep pace with the style trend even though his merchandising possibilities are limited as compared with stores in larger cities.

There are several factors which bring about the necessity for style concentration by the small town dealer. Among these is the influence of the large circulation of metropolitan newspapers among people of the smaller towns. These newspapers report each day and each week portrayals of styles that are new and which are being shown in the shop windows of the big cities. The fashion magazines also have their influence upon even the truly rural population. While such styles are not generally copied in the same proportion as they are in the larger towns, nevertheless it is but the natural desire of women to be beautiful and consequently to copy dress and apparel and styles generally as they are shown and nearly as quickly as they are shown in the larger towns. The automobile and hard roads are also effecting the style situation generally as these provide ready access to the style centers and as nearly every farmer has his automobile, nothing is thought of a 60 or 100 mile drive when shopping bent.

This latter phase of the situation more than anything else necessitates the serious consideration of the dealer in the smaller town. In other words he must keep on his toes as regards styles or he will not do the business he used to do. His trade passes his door and migrates to the larger cities. It is only natural, because the grass on the other side of the fence always seems sweeter and unless the small town dealer exerts himself in every way to keep his store abreast of the times, and his styles up to the minute, he is bound to lose business.

Examples are numerous wherein dealers have allowed their business to slip because they felt that it was impossible for them to play the style game; on the other hand there are also numerous examples to prove that even the small town dealer may play the style game with profit providing he uses good judgment in his buying and his merchandising.

It is often a case that there are whims in certain communities which are individual with the town or the

community itself. These whims or fancies regarding styles have a certain and definite effect upon the style situation as it is or may be and wise is the dealer who considers these whims when placing orders for footwear. For instance, in certain towns of certain states women simply will not buy calfskin oxfords, either black or brown; but demand kid, no matter what the price; while in towns perhaps sixty miles distant, this situation is reversed and in such towns the dealer finds it profitable to carry calfskin oxfords in the several grades. Styles that go well in some towns are not worth anything in others; which is exactly similar to the situation as it pertains to the larger cities where sections of the city successfully market certain styles at certain times while during these same times another section of the city finds the same style thoroughly unprofitable.

After consideration it would seem that the problem of the small town merchant was considerably more complex than that of the dealer in the larger town. However, such is not the case and for this reason: because of the complex style situation generally each merchant has a perfect right to say that this is good or that is good providing he has nerve to do it and salesmanship to put it across.

Without attempting to find fault with many small town dealers it is a fact that there are too many merchants who are worrying about what the fellow across the street is doing or going to do rather than planning individuality for their own stores and laying definite style plans.

There is too much hit and miss buying of styles. It is quite difficult for any one to provide a style program for the season directly ahead nevertheless this must be done. The small town dealer especially must secure for himself all the information he can get on the subject of style. He must be informed regarding the style tendencies in women's dress as a whole and should know as much as he can of the colors that are to be worn in the period directly ahead. Such information is available and not hard to find if the merchant will only take trouble to get it. After he has such information he can merchandise more effectively because he can talk in terms which the feminine prospect will understand and in that way gain respect and confidence prior to the completion of the sales transaction.

There are many retail shoe stores in various parts of the country in unstable condition at the present time, partly at least, because dealers do not understand the buying of shoes which are sure to have a short life because

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They Have Prompt "Pick Up" in Sizing in
They Are Grief Defying and Style Expressing
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Shoe Mfgs. and Tanners Grand Rapids, Mich.

of their peculiar style attributes. It is absolutely impossible for the small town dealer, because of his limited field of distribution, to buy precarious styles in the same way that he buys his staples and that is what is being done in many instances. A great many merchants are sold on the idea that if a shoe is to be bought it should be bought right—in other words in a full complement of sizes so as to fit all feet. This same idea is carried through in the consideration of novelties and as a result the dealer will buy 36 to 48 pairs of a novelty which is sure to have a short life, in the same way that he buys the same number of pairs of staple merchandise. The smart dealer to-day is he who visualizes his merchandising opportunities and buys accordingly. He buys his styles to fit the whims of his particular trade and makes an extraordinary effort to clean house on novelties—not twice a year but five or six times a year.

Some merchants have succeeded in a very large way by having their shipments of novelties arrive at carefully spaced intervals so as to have something new to offer the trade during every month of the year. In order to accomplish this it has been necessary for the dealer to buy not 36 or 48 pairs of a novelty but rather 18 or 24 pairs and instead of buying four widths to the ticket he buys two widths, preferably A and C. He always fights shy of tail end sizes, namely 3½ and 4 and possibly 7½ to 8½. In his staple lines he continues to buy as formerly, namely full run of sizes and widths to each ticket. Because he has new shoes constantly coming in he finds it rather easy to switch to the new numbers which do have the sizes wanted.

Buying novelties is one thing; selling novelties is another; and woe unto the merchant who doesn't recognize his bloomers or poor buys in short order. The time to get rid of a poor buy is immediately after it so registers itself in the store and not waiting until the tail end of season when it is nearly impossible to sell any kind of a shoe at any kind of a price.—Shoe Retailer.

One Storm After Another.

Boyer City March 20—When we got our letter ready last week old Boreas got busy and plugged every thoroughfare between here and the Sunny (?) South, so that nothing but a bird could make the journey, and even a bird would have to have a radio for a guide. Eyes or ears would be no good. Following came a week in which the sun shone and the wisecracks were shaking their heads for fear that we were going to have an early break up, but there has not been a let up. One storm has followed another with persistent regularity and intensity. The Michigan Central has maintained reasonable service, but the Pennsylvania has had no schedule except "get there when we can." The old G. R. & I. gave better winter service twenty years ago with their dinky little engines and old-time snow plows. We have sized up the symptoms as too much modern efficiency and not enough "git there," the same disease that is rampant all over the country. With the improvement in production that has been made in the last three decades a day's work ought to buy three or four times as much as in the nineties, instead of half as much, as it does.

The Chamber of Commerce has under way the reissue of the advertising book in an enlarged form that was first put out two years ago. The first issue was of so great value to the business men who financed it that this year it was decided to give the general public the opportunity of sharing in the expense, as our sister cities, Charlevoix and Petoskey have done for many years. Additional cuts have been made and the reading matter increased to include the surrounding territory. The industrial advantages of Boyne City will be emphasized and our very superior shipping facilities made prominent. Although situated in the center of the North Western Michigan playground and possessing attractions for the tourist second to none, we have pinned our faith to a moderate industrial development, because we have the location and advantages of transportation which are essential for such development.

We are informed that the Eagles of Michigan will descend upon us next June. We will try to make it interesting for them, but it will be just as well if they do not get the idea into their heads that we are a bunch of gentle woolly lambs or timid rabbits, which, we understand is the usual diet of the royal bird. Any one who mistakes J. H. B. or W. P. V. for anything of that nature is due for a disquieting surprise.

Maybe this will get to you and maybe not; anyhow, here's hoping. Anyhow, we are thankful that we are not in the grip of a fall of sleet, but we are writing this with our fingers crossed. Maxy.

Pioneer Hudsonville Merchant's Opinion of Florida.

Miami, March 21—I thought I would drop you a few lines to let you know that we had not forgotten Grand Rapids, the city of frost and cold. The weather is fine here. It runs between 70 to 80 most of the time. There was a short time it ran down to 44, but only for a few days. As for the markets, they are much higher than at home. We are paying 25c per quart for milk and to-day strawberries are 55c per quart and we are paying 35c for 10 pounds of potatoes and all other things are in proportion. When we first arrived here we got a car and drove North as far as Daytona and then West to Orlando and then South as far as St. Petersburg. That gave us a good chance to see what the State was. Around Sanford there was some good land, but let me tell you there is much more poor land in the State than there is good. The Florida motto is: "Early to bed and early to rise. Work like hell and fertilize," so you see why the colored people are needed here and when they feel like work they come and when they do not they stay at home. There is one thing they have here that cannot be beat and that is climate, but one cannot live on that alone. We surely look forward to the day for our Tradesman to arrive, for it is news to us to note all the changes taking place in the markets and among the crooks. Any man engaged in business gets warning enough from the Tradesman in regard to shysters to pay him many times. Why any merchant goes without it for the small price it costs I cannot understand. I have not been in trade since 1907, but I have received the Tradesman and it is always the first paper I look over. The others come next. Perhaps I keep better posted on the markets than many who are engaged in trade.

L. M. Wolf.

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We make a specialty of Rope Pull Up and Roller Awnings with Cog Gear Fixtures.

Our stock of White and Khaki Duck and Awning Stripes is very complete.

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Ask for our blanks giving full instructions how to take measurements.

Don't buy until you get our prices and samples.

Grand Rapids, Mich.



Character the Basis of Bank Credit.

In banking, the word "credit" has various meanings. We say banks deal in credit. For example when you deposit money, your account receives credit for the amount deposited and the bank continues to owe you until you withdraw your money. Again, in business language, the bank extends "a line of credit" to a customer by agreeing to lend him reasonable amounts whenever he needs money. When you borrow money on your note at the bank, you are granted credit because of your promise to repay. When you endorse the note of a friend who borrows money from the bank, the loan is made upon the joint credit of both; if your friend does not pay the note when due, you are required to pay it. When a railroad, a manufacturing concern, a town or a government issues bonds, it uses its credit. Those who buy the bonds rely for repayment of their money, when the bonds mature, upon the maker's credit standing and promise to pay. When a merchant buys goods without paying cash, at the time of purchase, credit is granted him. When goods are sold over the counter to a customer who carries a charge account, credit is granted. In both cases, credit is granted in the belief that later on the bills will be paid. Thus credit enters into all business, and particularly into the business of banking. Without credit, our present day business system could not exist.

Credit implies confidence. Credit transactions are possible only because people have confidence in each other, and confidence can exist only where good character exists. Without good character, there is little chance of success in any business undertaking. The business man of strong character has fixed habits of honesty, industry and thrift. Like Longfellow's "Village Blacksmith," he can "look the whole world in the face." He has nothing to conceal. When he needs the help of the bank, he presents to the banker all the facts concerning the financial situation, and, because he deals openly and frankly, he wins the

banker's confidence, and sound advice as to the right course to pursue. Bankers are in constant touch with the credit standing of local business concerns, and have much to do with their general reputation. Every successful business man looks upon his credit standing at the bank as a most valuable asset, and he maintains it by square dealing. He knows that the bank can help him in many ways to establish and maintain a good business and credit reputation.

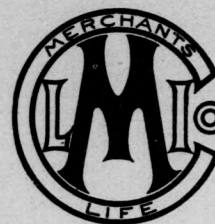
There is truth in the old adage, "honesty is the best policy." It pays to be honest. Doubtless there are a few men who are honest in business largely because it does pay, but most men are successful in their business and in their lives, because their characters are built on the policy of honesty and industry.

A man must pay what he owes. If he refuses to pay his debts, it soon becomes known that he is not of good character and is not worthy of confidence. Those from whom he would buy, refuse to trust him. The bank declines to grant him credit. Then come business failure, and a long uphill fight to get on his feet again, and to live down the mistakes and dishonor of the past. The habit of honesty should be formed early in life, and adhered to under every circumstance. Make it your fixed purpose never to contract a debt that you are not reasonably sure of being able to pay.

Honesty is not the only factor involved in credit. One may be extremely careful to keep promises or agreements, and yet may not deserve credit at the bank. Here, for instance, is Mr. Jones, a man of forty, of excellent morals, who has enjoyed a fair income for many years, and who now sees an opportunity to purchase a business for himself. He requires financial assistance. He calls on a banker, who has known him for a long time, and asks how he may obtain the necessary credit. The banker enquires as to the nature of the business, what the cost will be to purchase it, and what Mr. Jones can command in ready money, or other resources.

Merchants Life Insurance Company

WILLIAM A. WATTS
President



RANSOM E. OLDS
Chairman of Board

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GRAND RAPIDS, MICH.

COMPETENT HANDS

THE DIFFERENCE between putting your estate in the charge of a trust company or in the keeping of an individual, is often the difference between competent hands and incompetent hands.

A trust company is trained in the handling of estates—in the requirements, the duties, in all the necessities of the work.

Its continuity of service is not dependent on the life of any individual. Friends and relatives may pass away, but the trust company—faithful, competent, trustworthy—lives on.

Our officers can be consulted at any time on this important subject.

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The banker learns that Mr. Jones, at the age of forty, has no money, or property of his own. It is clear to the banker that Mr. Jones lacks the ability to manage wisely his affairs. He has not had enough determination and strength of character to save money. He has not learned to adapt his expenses to his income, and so has not yet proved that he could make financial progress, even under more favorable circumstances. Moreover, it is usually true that, if men do not invest some of their own money, that is, have an interest in the business they take up, they lack incentive and become easily discouraged. The business lags and eventually fails, in which case, those who have provided the capital for it lose their investment. The banker knows that it would not be wise for anyone to assume such a financial risk, and Mr. Jones probably finds that the bank can do nothing for him. He must give up his opportunity to some one else who has saved money.

Banks are public servants, but that does not place them under obligation to serve those who are unfair in their business dealings or who are lacking personally in the great principles underlying opportunity. Therefore, to be known as a careful and thrifty person is the best assurance that the bank will extend financial help when it is needed.

How essential it is that each of us cultivates the habit of saving! On every hand we see reckless waste. It is not always easy to practice thrift, but such a practice leads to success. The ability to save money, even in a small way, has much to do with future business success and prosperity. Some one has said, "Opportunity does business on a strictly cash basis. She smiles upon those with a bank account, and laughs at those without one."

Many people who are unfamiliar with business think that one should shun contracting a debt, as one would shun an attack of malaria. They fail to distinguish between contracting wise and unwise debts. It is desirable and wise to use one's credit, that is, go into debt, for the purchase of a home, because such a debt encourages the family to save, and to live on a sound basis. The earnest young student should, if necessary, borrow a reasonable amount of money to complete his education. This is an investment in personal ability, and will pay dividends in greater success. Another wise use of credit is to borrow for the purpose of buying good bonds. Suppose you desire to buy a Liberty bond for \$100. You can pay \$20 down, borrow \$80 from the bank, and pay his latter amount out of savings. Such a debt would be regarded as a wise investment, and would help you to financial success, because you would save, in order to pay the amount borrowed. Many a prosperous business man began his fortune with such accumulations.

There are circumstances, however, under which one should never borrow money. Never incur a debt in a speculative venture. Many people become afflicted with the "get-rich-quick" fever. In their attempt to

gain sudden wealth, they invest not only their own money, but often that borrowed from others. Beware of the lust for easy money! Of the people who speculate, 95 per cent. lose.

Neither should debts be incurred for the purchase of pleasure-giving possessions. Such debts are an abuse of the charge account. They are millstones around the necks of countless families. The person who lives beyond his income is destroying the very rock upon which his future success must be built.

Life's success rests on the principles of character. "Every good tree bringeth forth good fruit, but a corrupt tree bringeth forth evil fruit." If we form unwise habits, we shall be as the corrupt tree which is hewn down. If we form wise habits, we shall be as the good tree, and enjoy happiness and prosperity.

The progressive bank adheres to the same standards that are expected of its patrons. Because it is well managed, it commands the confidence of its customers. Its business methods are beyond reproach. It excludes business of doubtful reputation. It has no part in the feverish struggle for sudden wealth, but holds steadily to those sound standards well known to all successful men of affairs. Well-managed banks are regarded with great respect, and they assume a place of ever-increasing importance in the business life of the community. With the bank, as with the individual, success is a matter of character and capable management.

Some thoughtless people criticize banks because they do not make loans more freely. It must be remembered that the bank whose business it is to receive deposits, as well as to grant loans, stands chiefly as a trustee of the money belonging to its depositors. It has the care and control of their funds, and must so hold and invest

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these as to insure their return, upon demand, to the depositor. Aside from the safeguards thrown about bank deposits by law, such the required legal reserve and regular examinations of banks by either the Federal or State banking commissioners, the banker's judgment and experience must dictate the course to be followed by his bank. He must know when to expand his loans, and when to curtail them. Being human, bankers also make mistakes of judgment. As a rule, they are men of high business integrity, eager to serve their communities; men who deserve public confidence and good will. When the public thoroughly understands the workings and services of the bank, greater benefits will be derived by the community and by our country as a whole.

Battle of Wild Cats in Next Congress.

Grand Rapids, March 27—Granting that Senator LaFollette's popularity may not extend beyond his own balivewick—where he seems, by the way, to be fairly firmly entrenched—there is reason to believe that his coalition with Senators Capper, Ladd, Brookhart and Shipstead, when finally worked out, will mean much grief for the rail transportation lines.

The Esch-Cummings law, the very incarnation of class legislation, will receive the special attention of this coterie of so-called progressives.

And it should. While all these progressive leaders of the Middle Western States are of one mind as to the paramount importance of the rail rate issue and intend to exploit it unceasingly on the floors of the Republican National convention next year, it also is quite apparent that LaFollette intends to wade into the sanctity of the White House and the dignity of the Supreme Court.

Quoting from the Senator's own words: "In the judicial branch of the Government, the control of the special interests is complete and has been double-riveted by recent appointments. The stock dividend decision, the child labor decisions and a dozen others are but evidences of the fact that a majority of the Supreme Court are now prepared to nullify any statute which seeks to impose effective control over corporate wealth."

There are a considerable number of American people, as the recent election demonstrated, who are very much inclined to agree with the Senator. At least, that is the impression we gain from observation.

There may be some items in the announced program of this division of the Senate which will not appeal to popular support, but the Government's attitude towards the railroads is not one of them and this combination of Senators comes very close to holding the balance of power when the new Senate is organized.

Senator Capper, who has established a record of intelligence and fairness since his induction to the Senate, while he does not venture quite as far as the Wisconsin statesman and thinks even the last session of Congress was not altogether devoid of accomplishment, still retains a firm stand on the rail proposition and will put on his war paint when it comes to action on the Esch-Cummings jobbery.

He calls attention to the fact that the real rail lines of the country—those which have been of real utility in upbuilding the country—are declaring enormous dividends, both cash and stock, and that the public are being bled to death to enrich the very element who are beneficiaries under the charitable provisions of this "class" legislation. And Senator Capper is a live statesman who will have to be reckoned with.

Senator Brookhart, having been read out of the Republican party by his former colleagues because he would not affiliate, as he declares, with grafters and special privilege statesmen, is "sitting pretty" and not worried because he is now enumerated with the goats.

After commenting on the various acts of the 67th Congress, supposedly enacted for the benefit of the farmer, he has to say that no matter what the interests may think, he is in no wise inclined to associate with any body of men, partisan or otherwise, who have demonstrated by their actions in the recent Congress that they are controllable by the interests, and if he is as successful in Washington as he was in his own administration, in the State of Iowa, there will be considerable ground torn up before he is unhorsed in the estimation of the "folks at home" who sent him there.

None of this so-called remedial legislation unfortunately, will benefit the farmers so long as they are forced to pay exorbitant freight rates, and so long as freight rates are in excess of the price for which the goods were sold. He says that instead of being mollified by his initiation into the mysteries of statesmanship, as practiced by the present organization of "patriots," he is inclined to be more radical than when he journeyed to Capitol Hill to take his seat in that august assemblage and, furthermore, serves notice that he will pitch into the railroads with more vehemence than ever before in the new Congress, in which these progressive forces will, as before remarked, hold the balance of power.

Now Senator Brookhart was elected by an overwhelming majority of an unusually heavy vote, on a platform made up of the very principles he is now fighting for, and he should worry about any action his discredited enemies might take.

Senator Ladd, from the Dakotas, takes a similar stand with Brookhart, LaFollette and Capper, and Senator Springstead, of Minnesota, elected under conditions similar to those existing in Iowa, as a protest to profligacy, will be found to coincide with the views of their colleagues.

Our own Senator Couzens, I am inclined to predict, will also be found in the progressive column, when the time arrives for essential action. He is positive to line up with the rantankerous ones and most certainly there has been no record left by the old guard which would encourage a man of the Couzens stripe to want even to be mentioned in the same day with them.

Never has there been in the history of our Government more glaring instances of the control of executive and judicial power by special interests than during the past two years.

President Roosevelt had a strenuous fight to overcome the tendency to make the Government machinery subservient to the alleged "captains" of industry and finance, but open defiance had never been offered during his ad-

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ministration, so we have no means of judging just what his course of treatment might have been under the present day conditions, but it is an absolute certainty that if President Harding hopes to retain the reins of Government for an added four years, it will be necessary for him to wield the "big stick" industriously or the interests will get beyond ordinary discipline.

Senator LaFollette's report on Standard Oil methods has elicited much comment also, although the demagogue's summary of the situation has been proved to be utterly unfounded.

Would it not be much better for President Harding to call the offenders on the carpet and try out his reasoning powers. Then if they will not listen to reason turn loose the dogs of war, and Senator LaFollette is well qualified to follow the scent.

Frank S. Verbeck.

Open Letter To Insurance Commissioner Hands.

Detroit, March 27—The attention of your Department is respectfully drawn to a growing habit on the part of stock fire insurance companies in refusing to arbitrate differences of opinion on fire losses, thereby forcing the insured into litigation against, in many instances, a large number of defending companies who jointly, in a common defense with common counsel, make such litigation exceedingly expensive and undesirable from the standpoint of the plaintiff.

The terms of the policy create an unequal burden on the assured in reference to this point. Should the assured refuse to appraise, he forfeits his claim; whereas, if the companies refuse to appraise, there accrues to the assured only the right to sue. Further explanation of this matter is, no doubt, unnecessary. I can cite a great many specific instances where this method is used as a weapon against the best interests of the public and something should be done to prevent this getting to be the habit which it is rapidly growing into.

The writer suggests that some satisfactory legislation be enacted during the term of this Legislature to remedy this injustice.

There could be no charge of unfairness, as the intent should be only to make the appraisal clause binding equally upon the companies as well as on the assured. If you are interested in a further discussion of this matter we shall be glad to supply you with data.

Will you be good enough to advise if your Department can, in the interest of the public welfare, offer any solution to this problem?

A. R. Campbell.

The Tradesman heartily commends the letter and spirit of the above appeal for specific legislation regarding a very common abuse committed by stock fire insurance companies; but the suggested remedy does not go far enough, because it does not exact a severe penalty for refusal to accept the verdict of the appraisers after same is handed down.

In the case of the Grand Rapids Fiber Furniture Co. some years ago—when the infamous Shaw represented the Western Adjustment Co. in this territory—the insurance companies demanded an appraisal, in which the assured cheerfully acquiesced. The appraisers brought in a verdict considerably in excess of the amount the assured had previously agreed to accept, whereupon all the stock insurance companies—except the Home, which settled its portion of the loss in man fashion—repudiated the verdict on the ground that their own appraiser (selected by themselves) was in-

competent. As a further act of anarchy and defiance of law, they had an alleged attorney at Detroit go into court and secure an injunction restraining the assured from starting suit against the companies which had contracted to reimburse the assured in the event of a loss by fire.

This action which could only emanate from criminal minds acting in a criminal capacity, was denounced by the Tradesman in such scathing terms that it aroused public sentiment and arrayed the Grand Rapids Association of Commerce and other business organizations against such infamous methods of warfare and ultimately forced the stock companies to capitulate in the most humiliating manner—"under the force of newspaper coercion," as they described the situation.

Such a crisis is frequently precipitated by concert of action on the part of stock insurance companies whenever they think they are dealing with a man of small influence or impaired capital. They never resort to such contemptible methods in dealing with men of large means or wide influence, because they are too cowardly to antagonize men who are in a position to meet them on even ground and defend themselves against the acts of depraved managers and shyster attorneys.

Most of the stock insurance companies act on the theory that they are a law unto themselves. They defy the courts and flaunt the legislatures. They ignore every law, human or divine. They trample on their patrons and force their local agents to be mere puppets, cheats and liars in the effort to write policies, many of which have no value, owing to the sinister manner in which they are nullified by the employment of subterfuges in fine print in riders which nobody reads. The capital stock which is supposed to be employed as a protection to the assured is frequently used instead as a club to destroy the assured in the event of his meeting a loss by fire. No small man is safe who ever accepts stock fire insurance policy from the hands of a local agent, because he will invariably get the worst of it in dealing with any henchman of the stock fire insurance monopoly.

Don't lose sight of the fact that your record is as much to you as your salary—sometimes more.

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Mileage Book Problem—Dealing With Chair Warmers.

Hartford, March 27—The traveling fraternity who have been looking upon the promised mileage book as a sort of relief from the burdensome expenses of transportation are quite likely to be disappointed in the early adoption of the so-called mileage script.

The order of the Interstate Commerce Commission required the railroad companies to issue and sell coupon books of scrip which would be exchangeable for railroad tickets at current rates, but the book itself was to be sold at a discount of 20 per cent.

These books were to have been placed on sale March 15, but owing to the inability of the commercial bodies and the railroads to form a code of rules under which they were to be used, the issuance of same was postponed until May 1.

The railroads are unalterably opposed to making rate reductions of any sort and threaten to apply for injunctions restraining the Commission from enforcing the order and, undoubtedly, will succeed in delaying the proceedings.

The traveling men objected to attaching their photograph to the mileage books, to exchanging the scrip for regular tickets and to being deprived of checking baggage on said scrip, but the Commission sustained the railroads in their contention as to all of the debated points.

Some proposed users of these books have insisted that, on account of this delay and in justice to travelers, a record should be kept on all of this class of transportation from March 15 to May 1, but the Federal authorities have declared such a proceeding useless, as they would not consider a rebate to this extent.

So much pressure will be brought upon the next session of Congress to repeal the Esch-Cummings act that it is not unlikely it will be so modified that rate regulation will be restored to the State authorities, in which case a universal rate of two and one-half cents per mile will be restored and commercial and all other considerable users of the rail lines will be relieved of a portion of the present burdens, and the railroads will naturally issue the regulation old fashioned books, for their own convenience and everyone will be correspondingly happy.

One of the most tragic feats of vandalism we ever heard of was staged at the Post Tavern, at Battle Creek, the other day. Some lawless individual, evidently a juvenile, cut from its frame a \$5,000 oil painting "The First Letter," which was purchased in Europe by the late C. W. Post in 1912.

The thief evidently worked with gloves as there were absolutely no finger marks on the frame. He used a pen knife and made a clean cut of the painting, 24x29 inches in size. This painting was in Mr. Post's private collection originally, but some time ago was placed on the "Bridge," at the Tavern.

A few days later the painting was found, badly damaged, in a ditch in the outskirts of the city, but no clue has as yet been unearthed as to the perpetrator of the act.

Since the recent publication of one of my articles referring to the hotel situation at Fremont, I have been advised that one of the banks in that city has purchased the real estate on which the DeHaas Hotel is located and that it will be torn down to make way for a new bank building. This is certainly an unfortunate situation. The citizens of that place should bring sufficient pressure to bear upon the bank people to induce them to pre-empt some other corner and leave the hotel building where it is.

Then those who are interested might organize and raise a fund sufficient to purchase and improve the present building which certainly is as large as will be required in Fremont

for some years to come. Under such an arrangement it ought not to be difficult to find some enterprising and capable hotel man to take a financial interest in the proposition. A twenty-five room hotel is absolutely all that Fremont requires, and if the citizens undertake to finance anything larger they will find it extremely difficult to complete the project.

Every day we hear of hotels in seemingly prosperous communities being closed because of insufficient patronage, because the properties were built to carry a peak load and are poorly patronized when they have to depend on regular business.

The three chief considerations which must be reckoned with in the operation of any hotel are the rent, the payroll and the cost of food supplies. The first two may not fluctuate to any great degree, but it is some problem to adjust the food requirements. If you are depending on the transient trade you must be prepared at all times to respond to an uncertain demand, hence hotel rates cannot advance and decline the same as coffee and sugar.

The hotel must fix and maintain its rates of an average that covers a long period, with the consequence that its operation is always more or less a gamble.

Henry Bohn, a recognized authority on hotel operation, in speaking of the perplexities which confront the hotel operator, says that "hotel operations abound with puzzling problems of about every name and nature. Among these problems has been how to handle the 'lobby loafer.' Especially in the winter time, a big leather upholstered chair in a nice warm hotel lobby is a very comfortable and interesting environment. The worst of it is, from the hotel man's point of view, that the fellow—no matter how well dressed and respectable looking—who has the time to loaf his hours away in the hotel lobby is not a desirable 'chair boarder.' In the old days of the bar many of this gentry scraped lobby acquaintances among the guests in anticipation of an invitation to 'have one,' that often being the opening for a 'steerer' to rope a foolish guest into a gambling den. The bar is gone and with it some of the lobby loafers, and the hotel detective has learned the art of getting rid of most of the rest of them."

Naturally these difficulties can be handled by the larger and better organized city hotels, but the country hotel keeper, who is loathe to give offense to such, for fear of back lash, has much the harder problem to confront. His establishment is, naturally, the commercial headquarters of his town, is the channel of communication between the storekeeper and the traveler and, as a consequence, becomes automatically the rendezvous of laymen as well. How to limit the use of his lobby for business purposes only is what makes it a problem. He wants the good will of his fellow townsmen and is a bit cautious about giving offense, the result being that he is imposed upon.

In the city hotel the floor man will size up the offender and approach him with the query as to whether he is waiting to see someone. Unless the offender is particularly hard boiled, he will realize that his presence is objectionable and steal away, but it is different with your own townsman and neighbor.

Recently I saw posted in the lobby of one of the smaller Michigan hotels a placard worded as follows: "This room is for the exclusive use of the patrons of this hotel and their personal friends. This hotel is not a free public utility and these conveniences are provided for those only who come under this classification. Please don't make it necessary for us to speak of it personally."

It is not an easy nuisance to abate without some danger of getting much undesirable criticism from those

whose sense of propriety is not as keen as their desire to get something for nothing, but the landlord should realize that a congestion of his public rooms by "chair warmers" is objectionable to his guests and use every reasonable effort to abate the nuisance.

It reported that the Allenel Hotel, Ann Arbor, has been sold to Angelo Poulos, of Ann Arbor, and Nicholas Macheras, of Chicago, for a consideration of \$100,000. The firm name is somewhat suggestive of Greek meeting Greek, but R. A. Carson, the present operator has a lease running until 1928, and the sale of the realty does not affect his proprietorship. Let us hope that it will get no farther. The same announcement says that the present Allenel, which has seventy-five rooms, will eventually be replaced by a modern structure of 300 rooms. Ann Arbor, at certain seasons of the year, is woefully shy of hotel accommodations, but a 300 room proposition would certainly prove a hurdle jumping feat, to operate profitably.

Frank S. Verbeck.

Government Should Postpone New Building.

Things have greatly changed since 1921, when the Secretaries of Labor and of Commerce were urging that public construction work should be undertaken to give employment to labor. Now labor is so well employed that the Secretary of Commerce is urging that the Government should refrain from undertaking extensive construction, since its competition for labor, of which there is none too much, will badly hamper private construction. It will be a good plan for the Government to hold off from any extensive building programme so long as the shortage in private building exists. If it suspends its pro-

gramme for the time being there will be a large amount of public construction work available at a later time when other building activity slackens and this will afford some assurance against unemployment and depression in the building trades. At such a time also the Government can build more cheaply than at present. Any large amount of construction work undertaken under existing conditions will not only cost the Government more, but if it enters the field as a competitor for materials and labor it will also make private operations more expensive.

Sales of fabricated structural steel, as reported by the Department of Commerce, continue to give promise of increased building activity this spring. Sales during February amounted to 80 per cent. of shop capacity, compared with 76 per cent. for January. The tonnage booked last month was the largest since May, 1922, and it has been increasing rapidly every month since November, the February figures being 63 per cent. greater than those for November. Indications of this character, pointing to expansion in construction work in coming months, give support to the view that it is not desirable for the Government to compete with other building work until the shortage in private building of various kinds has been somewhat relieved.

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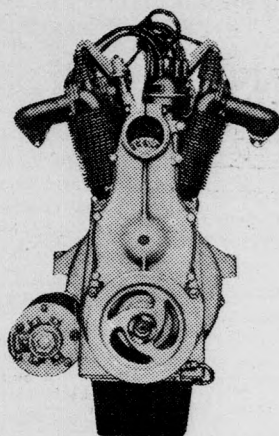
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Men's Gloves For Fall.

Prices named on leading lines of men's leather gloves for Fall are deemed to show moderation on the part of the manufacturers. The claim is made that they do not reflect the skin market or the added labor cost. One prominent manufacturer offers a very popular retail seller in capeskin at \$22.50 per dozen, which represents only \$1 per dozen increase. A leading mocha glove was advanced \$1.50 per dozen. Some numbers showed larger increases, particularly buckskins and lined gloves. But the advance, at the outside, is said not to exceed 15 per cent. Forward buying is said to show a gain over last year at this time. The increase is described as coming from the smaller retailer, as the larger stores continue their policy of holding off their advance purchasing. It was emphasized yesterday that this may cause some shortage in stocks later on, as the manufacturers are following the policy of cutting no extra supplies of merchandise.

Coats and Capes Called For.

Coats of pile fabrics are being briskly purchased and are finding a very satisfactory outlet at retail, judging from the volume of reorders being received. Top, or sport, coats of fabrics on the polo order, having various trade names, are very popular. Those of camel's hair or cloth resembling this are also well liked. The season in capes has developed so that many manufacturers are surprised at the volume of business done in these garments. Some wholesalers originally brought out only a few numbers of capes, but recently they have seized the opportunity to add substantially to them. At the moment there is a marked call for capes of twills, pile fabrics or those cloths having a plush appearance. Silks are coming in strongly and are expected to dominate the demand later in the season. A new feature not seen for some time is a reversible cape. This is made with a printed effect on one side and plain face on the other.

Hosiery Situation Unusual.

One of the most unusual situations ever presented by the hosiery trade, so far as the finer grades of silk goods are concerned, is that existing at the present time. Manufacturers are frankly admitting that the limited advance business they are getting makes it hard for them to see how maximum

production and present prices can be maintained for the remainder of the Spring season, yet day-to-day shipments by some of them are substantially ahead of last year. This is indicative of the hand-to-mouth buying methods that the most important retailers are practicing a system which is said to add materially to the uncertainties of the manufacturers with the present advancing cost of raw silk. In some instances production has already been reduced because of the manufacturers' willingness to pile up stock.

Demand For Women's Suits.

There is some disposition to believe that the greater part of the season's business in women's suits from a volume standpoint has now been placed. Orders from these garments have fallen off recently, and the current business placed is of moderate proportions. It was said yesterday that the retailers' suit season would ordinarily end by the last of April and that there appear no indications of continued large demand after that this year. Retailers are understood to have covered what they consider their initial requirements and they are now awaiting the consumer response to the showings of these. It was pointed out that, in the case of the high-priced novelties in suits, the buying of them might continue over a longer period.

New Things in Millinery.

New touches in millinery include the use of narrow lace frills to bestow a piquant touch, as well as forehead bandeaux that tilt the hats to the back of the head. In the line of crowns, new effects include high flat ones that imitate stovepipes, as well as the employment of Milan crowns with maline layer brims. Many deep roll brims are also seen in the new models. Neapolitan hair is retained for hats for "dressy" occasions, and it is becoming apparent that all-silk fitted hats will survive through the Summer. Ribbons are showing up more and more strongly, not only as trimmings, but also for use in making the entire hat.

Black and White Vogue Extending.

The vogue of things black and white for Spring wear, which first manifested itself in millinery and which is growing in that field from day to day, is extending to other lines. Among the other kinds of merchandise in which there are evidence of it are gloves, and among these are a number of unusual novelties. Many of them are put into the novelty class by the manner of their decoration, which shows, among other things, several extremely attractive and

unique uses of black stitching on white kid. One reason for the increasing call for black and white goods was said yesterday to be the need for some kind of "relief" from the high-colored articles of wear now in such wide use.

The home brew hound is the last man to be promoted in the store and the first man to be discharged. The same reasons that made booze guzzling bad business before prohibition became a law are valid to-day.

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.

OPPORTUNITY OF A LIFE TIME

Harbor Springs, Mich., in the center of the great summer resort region, needs a dry goods store.

A suitable steam heated building with fixtures for dry goods business can be had at low rental. Write at once to the

EMMET COUNTY STATE BANK, Harbor Springs, Mich.

Duro Belle

Human Hair Nets

A Product of Unsurpassed Quality—with Greater Profit for You

Full in size—Duro Knots, an exclusive feature make for durability and longest wear.

\$1.20 more profit for you per gross than in the sale of any other advertised net.

Numerous advertising and display helps including beautifully lithographed cabinets supplied free will create sales for you.

Buy Duro Belle Human Hair Nets from your jobber.

NATIONAL TRADING COMPANY

630 SO. WABASH AVE.

CHICAGO, ILL.

WE HAVE IT

With the improvement in weather and better prices for potatoes and other farm products, we look for a very nice business from now on for the merchant who has the right merchandise to offer his trade.

We anticipated such situation and solicit your business on the basis that we can take care of you.

One merchant to-day told us he was agreeably surprised because he found here every item he wanted, and said he was much pleased because our stock was so much better than last year.

Let us PLEASE you also!

GRAND RAPIDS DRY GOODS CO.
 Wholesale Only

All This Week, March 26 to 31

We have mailed you a circular, with Specials from each Department, FOR THIS WEEK ONLY.

Read it carefully, as it contains items of interest to every Merchant.

In considering present Market conditions the Goods offered on our Circular, are very low priced.

Mail orders promptly filled.

PAUL STEKETEE & SONS
 WHOLESALE DRY GOODS GRAND RAPIDS, MICH.

Quality Merchandise—Right Prices—Prompt Service.

PRICES CURRENT ON STAPLE DRY GOODS.

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

Dress Goods.	
32 in. Wool Mixed Storm-Serge	42 1/2
36 in. All Wool Storm-Serge	77 1/2
44 in. All Wool Storm-Serge	97 1/2
50 in. All Wool Storm-Serge	1 20
French Serges proportionately,	
Danish Poplar Cloth	42 1/2
Juilliards Novelty Checks & Plaids	1 85
54 in. All Wool Coating	1 50@2 00

Linings.	
30 in. Black Satine	20
36 in. Satine, black & colors	30@37 1/2
36 in. Percaleine	18 1/2
Windsor Cambric	12
36 in. Radiant Charmeuse	52 1/2

White Goods.	
Indian Head.	
33 in. Soft Finish	23
36 in. Soft Finish	26
44 in. Soft Finish	32
54 in. Soft Finish	39 1/2
All Linen Finish 1/2 c yard more.	

Ginghams and Wash Goods.	
27 in. Plain Colors	15@17 1/2
27 in. Checks & Plaids	19
32 in. Checks & Plaids	19 1/2
32 in. Checks & Plaids, better	23 1/2@32 1/2
32 in. Tissues	35 @45
32 in. Voiles	18 1/2@37 1/2
40 in. Organdies, all colors	42 1/2
32 in. Romper Cloth	22 1/2
27 in. Apron Ginghams	14 1/2
27 in. Cheviots	17 1/2
Plisse & Serp. Crepe	20 @27 1/2
36 in. Challies	15 1/2
32 in. Madras	25
32 in. Suitings, from	22 1/2@35
36 in. Chiffon, from	32 1/2@42 1/2
27 in. Poplins	32 1/2
36 in. Poplins, from	27 1/2@42 1/2

Percales.	
36 in. 64x60	Lights 16, Darks 17
36 in. 68x72	Lights 16 1/2, Darks 17 1/2
36 in. 80x80	Lights 21 1/2, Darks 22 1/2

Crashes.	
18 in. P. Bleached	22
18 in. P. Brown	21
Other grades accordingly and less 5%	
16 in. Irish Imp. Br. Linen Crash	16 1/2
15 in. Bleached Toweling	06 1/2
17 in. Glass Toweling, Red Stripe	12 1/2
18 in. Absorbent Toweling	15 1/2
16 in. Blea. Linen Crash, from 20 to 25	

Diaper Cloth.	
18 in. Red Star	1 35
20 in. Red Star	1 45
22 in. Red Star	1 55
24 in. Red Star	1 70
27 in. Red Star	1 85

Damask.	
64 in. Mercerized	62 1/2
72 in. Mercerized	72 1/2
58 in. Mercerized	45
58 in. Bates or Imp. Hol. Red Dmk.	75

Pattern Cloth.	
58x72 Mercerized	1 35
Larger sizes, good qual. from 2 50@3 00	

Towels & Wash Cloths.	
Turkish Towels from \$2.25@9.00 depending on size and quality, and whether plain or fancy.	
Huck Towels from 62 1/2 c@86.00 per doz. depending on size and quality and whether part linen, hemstitched, etc.	
Wash Cloths from 45c per doz. to \$1.50 depending on size and quality and whether plain or fancy.	
Bath Sets from 75c@1.30 each.	

Draperies.	
32 in. Cretonne	16 1/2
Harmony Art Cretonne	25
Normandy Silkoline	19 1/2
36 in. Better Grades Cretonnes from 25c @62c, depending on quality.	
Scrims & Etamines, from	10 1/2@19 1/2
36 in. Plain & Fancy Marquissettes from 16 1/2 c@32 1/2 c, depending on quality.	
Curtain Nets from 25c@62 1/2 c, depending on width and quality.	

Blankets.	
45x72 Cotton Felted Blankets	1 07 1/2
50x72 Cotton Felted Blankets	1 20
54x74 Cotton Felted Blankets	1 55
60x76 Cotton Felted Blankets	1 75
64x76 Cotton Felted Blankets	1 85
68x80 Cotton Felted Blankets	2 30
72x80 Cotton Felted Blankets	2 50
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	
64x76 Barlan Heather Plaid	2 30
72x80 Barlan Heather Plaid	2 90
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	
60x76 Plain Woolnaps	2 30
64x76 Plain Woolnaps	2 55
68x80 Woolnap Plains	3 35
72x84 Woolnap Plains	3 70
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	
60x76 Woolnap Plaids	2 50
68x80 Woolnap Plaids	2 65
68x84 Woolnap Plaids	3 15
72x84 Woolnap Plaids	3 15
Seconds about 5 to 10% less.	
Singles and Single 2nds proportionately.	

Comfortables, Indian Blankets & Bath Robe Blankets.	
64x78 Blanket Comfortables	2 50
66x80 Comfortables	3 10
72x80 Comfortables	3 25
64x78 Comfortables	3 00
66x80 Comfortables	3 00
68x84 Two in one	3 50@3 75
72x90 Bath Robe Blankets with Cords, Tassels & Frogs	4 00

Crib Blankets.	
30x40 Stitched	72 1/2
30x40 Scallop	77 1/2
36x50 Stitched	1 00
36x50 Scallop	1 10
36x50 Bound	1 40

Camp Blankets.	
Camp Blankets	2 50 up

Auto Robes.	
Auto Robes	2 50

Wool Blankets.	
66x80 Wool Mixed	5 75@6 25
66x 80 All Wool	7 50@8 50
70x80 Wool Mixed	6 50@7 50
70x80 All Wool	8 50@12 00

Comforts.	
Small sizes cheap Grades	22 50
Larger sizes, better grades	24 00@48 00

Sheets.	
63x90 Pequot	15 95
63x99 Pequot	17 35
72x90 Pequot	17 35
72x99 Pequot	19 00
81x90 Pequot	18 85
81x99 Pequot	20 65
63x90 Pepperell	14 71
63x99 Pepperell	14 95
72x90 Pepperell	16 85
72x99 Pepperell	16 45
81x90 Pepperell	18 01
81x99 Pepperell	15 25
72x90 Lockwood	16 69
81x90 Lockwood	16 75
81x99 Lockwood	18 34
Cheap Seamless Sheets	15 75
Cheap Seamed Sheets	10 25

Pillow Cases.	
42x36 Pequot	4 32
45x36 Pequot	4 56
42x36 Pepperell	3 90
45x36 Pepperell	4 14
42x36 Lockwood	3 96
45x36 Lockwood	4 20
Cheap Pillow Cases	2 25

Bedspreads.	
72x84 Bedspreads	1 75
Better qualities and larger sizes up to	
	5 00

Carpet Warp.	
White Peerless	56
Colors Peerless	62

Oilcloth.	
5-4 White	3 20
5-4 Meritas White	3 70
5-4 Meritas Fancy	3 60
6-4 Meritas White	4 70
6-4 Meritas Fancy	4 60

Batts.	
3 lb. Quilted Cot. Batts	1 00 per batt
3 lb. Plain Cotton Batt	97 per batt
8 oz. Small Cotton Batt	16 per batt
10 oz. Small Cotton Batt	23 per batt
12 oz. Small Cotton Batt	32 per batt
1 lb. Wool Batts	1 45 per batt
2 lb. Wool Batts	2 50 per batt

Wide Sheetings.	
7-4 Pequot Bleached	50
8-4 Pequot Bleached	55
9-4 Pequot Bleached	60
10-4 Pequot Bleached	65
7-4 Pequot Brown	44
8-4 Pequot Brown	50
9-4 Pequot Brown	55
10-4 Pequot Brown	60
7-4 Pepperell Bleached	42
8-4 Pepperell Bleached	47
9-4 Pepperell Bleached	52
10-4 Pepperell Bleached	56
7-4 Pepperell Brown	47
8-4 Pepperell Brown	42
9-4 Pepperell Brown	47
10-4 Pepperell Brown	52
7-4 Lockwood Bleached	43
8-4 Lockwood Bleached	48
9-4 Lockwood Bleached	53
10-4 Lockwood Bleached	58
7-4 Lockwood Brown	43
8-4 Lockwood Brown	48
9-4 Lockwood Brown	48
10-4 Lockwood Brown	53

Tubings.	
42 in. Pepperell	31 1/2
45 in. Pepperell	33 1/2
42 in. Pequot	37
45 in. Pequot	39
42 in. Cabot	31 1/2
45 in. Cabot	33 1/2

4-4 Bleached Cottons.	
Lonsdale	20
Hope	17 1/2
Cabot	17 1/2
Fruit of the Loom	21
Auto	17 1/2
Big Injun	15

4-4 Brown Cottons.	
Black Rock	17
Velvet	15 1/2
Cheaper Cottons	10% @ 12 1/2
Lockwood B.	17

Cambrics & Nainsooks.	
Knights	21
Berkley, 60	22
Old Glory, 60	19 1/2
Diamond Hill	17

Ticking.	
Straw Ticking	17 1/2
Feather Tickings from	28 1/2@30
Fancy Satine Tickings from	29 1/2@35
36 in. Imp. Hol. Ticking	37 1/2

Denim.	
220	25
240	23
260	21 1/2

Prints.	
In Various colors	11 1/2

Cheese Cloth.	
36 in. Bleached Curly Gauze	07 1/2
Better Grades	8 1/2 @ 10

Flags.	
Small Spearheads, doz.	1 90
Larger sizes from 4x6 ft. to 10x15 ft. ranging from, each	\$2.00@8.00

Napped Goods.	
27 in. White & Twill. Shaker	46 1/2 @ 17
Cashmere Twill	18
27 in. Light Outings	13 1/2 @ 14 1/2
27 in. Dark Outings	14 1/2 @ 15 1/2
36 in. Light Outings	16 1/2 @ 17 1/2
36 in. Dark Outings	17 1/2 @ 18 1/2

Notions.	
Star Snaps, gro.	60
Kohlnoor Snaps, gro.	70
Wilsnaps, gro.	75
Satin Pad S G Garters, doz.	2 00
Sampson fly swatters, doz.	75
Roberts needles, per M.	2 50
Stork needles, per M.	1 00
Self Threading Needles, paper	06 1/2
Steel Pins S. C., 300, per box	43
Steel Pins M. C., 300, per box	45
Brass Pins S. C., 100, per box	43
Brass Pins S. C., 300, per box	75
Brass Pins M. C., 300, per box	80
Coats Thread, doz.	59
Clarks M. E. Thread, doz.	59
J. J. Clarks Thread, doz.	56
Belding Silk, 50 yd., doz.	90
Cobro Silk net with elastic, gro.	4 50
Gainsborough Hair Nets	
Single Strand	80
Double Strand	1 00
Wolverine nets, gro.	9 00
Arrow Net, gross	9 00
Duro Belle, doz.	90
R. M. C. Crochet Cotton, per box	75
E. O. N. T. Cro. Cotton, per box	50
Silkene Crochet Cotton, per box	50
Sansilk Crochet Cotton, per box	55
M & K or Dexters Knit. Cot., white, per box	1 50
Black and colors	1 75
Allies Yarn, bundle	7 50
Fleishers Knitting Worsted Skeins	2 30
Fleishers Spanish worsted balls	2 60
Fleishers German'n Zepher Balls	3 70
Fleishers Saxony Balls	3 70
Fleishers Knitting Worsted Balls	2 60
Fleishers Scotch & Heather Balls	2 90
Excello Suspenders, doz.	4 50
President Suspenders, doz.	4 50
President Suspenders, Ex. Heavy	6 00

Infants' Hosiery.	
Cotton 1x1 Rib Hose	1 00
Combed Yarn 1x1 Rib Hose	1 85
Mercerized Lisle Hose, Cashmere	
Silk Hl. & toe, 60% Wool Hose	4 00
Silk & Wool Hose	6 12 1/2

Children's Hosiery.	
BS No. 1 Cotton Hose	2 35
	R. & F. 07 1/2
2 Thread 200 Needle, 3 lbs. on 9	2 50/3
	R. 10 F. .05
Misses 300 Needle Combed Yarn Hose	2 25/7
	R. 10 F. .05
Misses Cot. 28 oz. Dou. card. Hose	1 35/7
	R. & F. .05
Misses Merc. 344 Needle Hose	3 85/7
	R. 10 F. .05

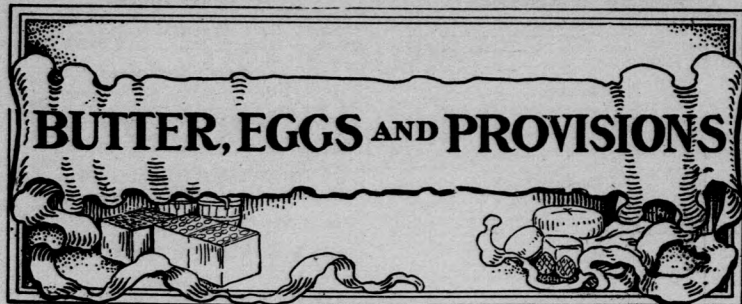
Ladies' Cotton & Silk Hosiery.	
176 Needle Cotton Hose	1 35
220 Needle Cotton Hose	1 50
220 Nee. Co. Yarn, seam back Hose	2 50
232 "Burson" rib top	4 25
232 "Burson" rib top, out size Hose	4 50
520 "Burson" split sole Hose	4 25
220 Needle Mercerized	4 00
Pmt. 100, lisle, hem top	4 00
460 Needle Top full Mercerized	4 75
Fibre Silk Hose	4 62 1/2
12 Strand Pure Silk Hose	12 00
Pmt. 110 Silk & Fibre	8 50
260 N'de 18 in fibre boot mock sm.	6 75
10 Strand 18 in. Boot Silk	9 00
Ladies' Full Fash., 42 Gauge, all Silk Hose	19 50

Ladies' Fleece & Wool.	
220 needle, 2 lb. combed yarn	2 25
200 needle, 2 1/2 lb. comb. yarn hose	3 00
200 n'de, 2 1/2 lb. O.S. comb. yn. hose	3 25
176 needle out size Hose	2 50

Men's Hose.	
E. & F. Hose Cotton	1 50
Record, med. weight Cotton	2 00
R. & D. Heavy Cotton Hose	1 60
176 Needle Cotton Hose	1 35
200 Needle Combed Yarn Hose	2 15
200 needle full mercerized Hose	3 00
240 needle fibre plated Hose	4 75
Pure Thread Silk Hose	6 00
Nelson's Rockford socks, bdl.	1 50
Nelson's Rockford socks, bdl.	1 70
Nelson's Rockford socks, bdl.	1 90
2 1/2 lb. Wool Sox	2 25
3 lb. Wool Sox	3 50@3 75

Childs Waists.	
"Cub" Knit Waist	2 25
"Bear" Knit Waist	2 75
Muslin Waist	2 25@3 50@4 50

Boys' Underwear.	
Fleece Union Suits, Heavy	7 50/2
	Rise .75
Egypt Ribbed Union Suits	4 25/20
	Rise .62 1/2
"Hanes" No. 958 Ribbed U. S.	6 37 1/2/20
	Rise .62 1/2



Quality Buying of Eggs From Producers.

In the report of the St. Louis spring convention we give an almost complete account of the address given by Col. Arthur T. Nelson, Market Commissioner of the State of Missouri. It contains more or less repetition of facts and findings developed in last summer's campaign for the improvement of egg quality in Missouri, but the repetition, as another summer season approaches, is justified by the vital importance of the reforms to which the facts point.

Quality buying of eggs from producers is a recognized necessity as a matter of principle but we find very few who realize just what it means or how compelling a force it would become if carried to its logical conclusion.

In the flush of the spring season the variation of egg quality is not great, but even then there is a very considerable range in value due to differences in size, cleanness and uniformity. When warm weather sets in the range of value due to the inferior quality becomes much greater and reaches its maximum in the fall when many of the eggs brought in to primary points are deteriorated by holding and shrinkage as well as by unfavorable weather conditions at the time of their production. At such times the value of inferior eggs is held down by the preference given to comparatively low cost storage eggs, while the value of full, fresh, perfect eggs is naturally greatly enhanced by their increasing scarcity.

It is a common—almost invariable—condition in the late summer and fall to find a difference of 20@30c per dozen in the actual value of different qualities of fresh gathered eggs coming into the New York market. Commonly so wide a difference may not be appreciated when the eggs are of mixed qualities and sold in the original packages on the wholesale market, for in mixed qualities the average value, which determines their selling price, may not vary so greatly. But it appears as soon as the eggs are candled to uniformity in jobbing trade.

What would be the effect upon a farmer producer if the buyer of his eggs, or of the eggs coming from a group of farmers, should separate these eggs before the candle into classes or grades for which a difference of even 10@15c per dozen was paid? Certainly it would be instantaneous in stimulating better care, better selection in the flocks, quicker marketing.

Some shippers say they cannot realize these differences in value in

terminal markets by careful grading and packing—that they have tried it and it does not pay. It is because they don't do it right. They don't discriminate sufficiently in the prices paid for the eggs. They pay too much—more than their value—for the inferior eggs. If they bought these at their true value they could pay a price for the perfect eggs that would stimulate their production, and they could handle them on a profitable basis. Also they could draw these perfect eggs away from competitors who made no such discrimination.

Col. Nelson's figures of summer egg qualities in Missouri discloses what a field of improvement lies before the farm production of eggs as a business. And every large terminal market shows, during much of the year, all these fancy, good, indifferent, poor and bad eggs, involving waste, loss, and dissatisfaction everywhere from producer to consumer. There is only one cure for it. It is to carry back to the responsible parties the full loss of value that comes from deterioration and to abandon at such points of purchase and sale, the practice of dealing in mixtures at average prices. —N. Y. Produce Review.

Egg Grades Discussed.

According to an announcement from New Jersey Department of Agriculture, Trenton, N. J., classification of egg grades by simple standards that are easily recognized by producers, distributors and consumers was advocated by market experts from Middle Atlantic States at a recent annual conference held in Trenton. Various trade organizations, it was stated, have their own systems of grading eggs but these are so complex and have so little in common that they carry no relative meaning to the buyer.

Confidence of the consumer in the dealer, the dealer in the distributor and of the distributor in the producer, the market officials declared, is an absolute essential to efficient egg marketing. In this connection Roy C. Potts, of the Federal Bureau of Agricultural Economics, announced tentative National egg grades for use in the standardization of eggs on a "quality basis." New Jersey it is said has contributed in the preparation of this standard through the co-operation of Paul B. Bennetch, of the State Bureau of Markets.

Moseley Brothers

GRAND RAPIDS, MICH.

Jobbers of Farm Produce.

FUL-O-PEP CHICK FEEDS



Early Bird Scratch Grains,
Early Bird Fine Chick Grain,
Full-O-Pep Fine Chick,
Full-O-Pep Scratch Grains,
Full-O-Pep Growing Mash,
Full-O-Pep Starter and Dry Mash,
Steel Cut and Rolled Oats.

For Sale By

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.

WE CAN AGAIN SUPPLY YOU WITH

Fancy **RAVENNA** Butter

Tubs, or Prints—Our Price is Right

I. VAN WESTENBRUGGE GRAND RAPIDS
MUSKEGON



SELL THE BEST SELLER

Polar Bear Flour

A FLOUR THAT ALWAYS SHOWS
THE DEALER A PROFIT.

J. W. HARVEY & SON,
Central States Managers
Marion, Ind.

DELICA

THE NAME TELLS.

The nationally known canned meat products.

No meat substitutes of any kind used. Nothing extracted assures satisfaction to retailer and consumer.

Distributed by

LEWELLYN & CO.

WHOLESALE GROCERS

GRAND RAPIDS

DETROIT

Need of the Hour is Inspiring Leadership.

Grandville, March 27—Lack of leadership is the trouble with the country to-day.

What a difference affairs of National importance would assume if we had a Lincoln, a Sumner or even a Blaine to marshal the hosts in the political world.

Not a schoolboy in the land can point his finger at one great man in the political arena of to-day.

Nor have we a Beecher in the religious world. Things seem to have dropped to a dead level. The Clays, Websters and Conklins have all gone the way of the earth and no one has come to take their places. Is it better so, or would the world be in finer trim with a few genuine men of brains at the head of affairs?

We cannot tell. It may be that after a few years of commonplace conditions, with no massive intellects born to place in America, we shall drop into a mediocre groove and get along as well as of yore when we had statesmen and divines of world wide fame to lead the van.

Let us hope that this may be true, since there is no gleam of hope above the horizon anywhere which points to a change for the better.

Deserted country churches all over the land tell the story of religious in-consequence of the time. There seems to be nothing to arouse the people to the necessary work to be done if we would continue our entity among the nations of the earth.

In vain we strain our eyes for sight of a dawning genius who may be our Moses to lead us to the promised land. We certainly are likely to have sore eyes before we make out signs of a coming leader worthy to take command of the situation and bring back the ancient glory of this Republic. The signs of incapacity and inbred mediocrity meets us everywhere.

Europe has no man of genius in the present hour of her trouble. In this respect she is on a par with America, which places the world at the feet of insignificant criminals like Lenine, who lead only to destruction.

Lloyd George was at one time lauded as a great statesman. Since he went out of political power he has shown his littleness by his sharp and indecent comments on his own country and on France and the United States. His greatness was based on a false foundation which a little adversity has pulverized to atoms.

Doubtless this is a time for the giant of the West to get his breath and make ready for a magnificent uprising in the near future. Such a Nation as ours cannot always be kept down. Among all the boys and girls now growing into adult age there is surely some one or more who was born to lead; and when the hour is ripe, the leader will spring to the fore and take charge in a manner that will surprise the curdling dotards of this generation, and place our country in that high altitude of progress where she belongs.

At one time it was asked what is wrong with the church. To-day we may well ask what is wrong with the world?

No progress can be made if we cast aside our religious principles and place our affections solely on the things of this world. How fleeting are the delights of mankind when confined solely to this world, and the ministers of our churches are not helping out much in their dogmatical appeals which harbor little of a spiritual nature for man.

Christ was the great teacher. How many churches are following in His

footsteps to-day? So few you can almost count them on the fingers of the hand. Spirit life is what man needs to learn about; a spiritual existence beyond the moldy ceremonies of the grave, and which he is not being taught by the mass of the religious teachers of the day.

We need a religious awakening. We need a great spiritual teacher who fears not to meet the sneers of skeptic and orthodox dogmatism alike; one born of the real Christ life, who will give new hope to a fallen world.

Materialism is less in evidence than it was before the world war. That great debacle aroused men and women to investigation, and to thinking on the future after the dross of this material world has been cast into the discard. That thinking is slowly yet surely opening eyes long blind, and a new dispensation may be expected to soon come upon the world.

We need all the church edifices; we need all the preachers; we need all the teachers who have seen the light and are willing to hold up eternal life to the people as a gift of the great Creator. Have we such ministers to-day? There are some, but we need more, until every village and hamlet shall resound with the voice of the teaching preacher, he that has had a new revelation and is anxious to tell the story to a dying world.

A preacher should be a teacher.

How many preachers are such? Far too few we must confess. However, there is a restlessness, among the pulpiterers of the land, a restlessness that is purging in its nature and which will in time bring about a new dispensation, wherein all the world will know that the true religion of the One called the Redeemer, is to do good to man and let the mighty God of the Universe look after souls.

We shall learn in time to view this sordid world with less complacency, and seek to know more and more of that other land where those who have been pupils here are graduated into a higher and better, as well as an everlasting, life. With new leaders among the preacher-teachers, and a new lineup in the political world we may expect abundant prosperity to strike this country of ours all in good time.

Old Timer.

Ban on Rabbits Removed.

During the past few weeks the New York City Board of Health has been rigidly enforcing its ordinance prohibiting the sale of live four-footed animals to any city dealer who did not hold a permit to slaughter animals other than live poultry. This had the effect of practically killing a rapidly growing trade in live rabbits and hares and was the cause of much protest to the city authorities. On Monday of this week, however, the ban was lifted on rabbits and hares on the ground that there was no blood-letting in the usual methods of killing and that the ordinance originally was not meant to cover them but was aimed at live goats, pigs and lambs. The lifting of this ban comes at a very opportune time as large quantities of live rabbits are consumed by the Italian population at Easter.

If you grudge the money you pay for a subscription to your trade journal, it is because you are not reading the journal to get your money's worth. The value is there all the time.

Watson-Higgins Milling Co.

GRAND RAPIDS, MICH.

NEW PERFECTION

The best all purpose flour.

RED ARROW

The best bread flour.

Look for the Perfection label on Pancake flour, Graham flour, Granulated meal, Buckwheat flour and Poultry feeds.

Western Michigan's Largest Feed Distributors.

You Make

Satisfied Customers

when you sell

"SUNSHINE"
FLOUR

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

Genuine Buckwheat Flour
Graham and Corn Meal

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

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's new Rembrandts and Orange Blossoms are two of the best cookie-cakes on the market — and best sellers.

 **Hekman Biscuit Co.**
Grand Rapids, Mich.

Iceberg Head Lettuce for Easter

also—

Fancy Tomatoes
Hot House Cucumbers
Celery, Spinach, Radishes

and anything you may want in the fruit line—Order Now.

The Vinkemulder Company
Grand Rapids, Michigan

MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
Grand Rapids, Michigan



Michigan Retail Hardware Association.
 President—J. Charles Ross, Kalamazoo.
 Vice-President—A. J. Rankin, Shelby.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.
 Executive Committee—L. J. Cortenhorst, Grand Rapids; Scott Kendrick, Ortonville; George W. McCabe, Petoskey; L. D. Puff, Fremont; Charles A. Sturmer, Port Huron; Herman Digman, Owosso.

Some Hints For the Hardware Dealer in April.

Written for the Tradesman.

With the arrival of April, the hardware dealer's problem as to the most suitable lines to display is yeasild solved. Between seasons there is naturally some divergence of opinion as to the class of goods most likely to tempt the consumer. Some hardware dealers prefer general assorted displays, others believe in specialization, and so on. But with the advent of a new season this difficulty ends.

In April the dealer should start by featuring his housecleaning lines. Although housecleaning may not start until the latter part of the month, depending largely on the weather, the secret of successful advertising is to make the window displays anticipate the demand, instead of putting them on concurrently.

By his displays, the merchant warns consumers that before long storm windows must be taken down, furnaces and heaters allowed to cool, and the house thrown open to the genial spring weather. As a result of that warning, the housewife goes home, looks through her stock of housecleaning utensils, and finds out just what she needs—and she naturally thinks first of the hardware dealer who opened the subject.

In preparing her list thus in advance, the housewife is inclined to be more liberal in estimating her wants than if the housecleaning had caught her unprepared. In the latter case old scrubbing brushes, brooms and pails would probably be made to do service for another year. By delaying the window display, the appeal of new lines is lessened. It is up to the hardware dealer, by anticipating the demand, to give the housewife a chance to plan her spring housecleaning comprehensively.

The dealer, then, will start with housecleaning equipment giving prominence to any new line he may have and at the same time putting on a well assorted display. He might specialize by dividing these lines into two departments. That is to say, a housecleaning window proper, consisting of brushes of all kinds, wall dusters, window cleaners, stepladders, mops, pails, chamois, carpet sweepers and polishes, could be put on; to be followed later by a laundry window comprising washing machines, wringers, washboards, dippers, tubs, iron-

ing boards, sleeve boards, irons of various kinds, clothes dryers, curtain stretchers, clothes lines, pulleys, reels, and clothes pins. In connection with the latter a mechanical figure of a woman operating a washing machine, showing how labor is minimized by present day methods, is always a helpful display feature.

At the same time the merchant should bear in mind the importance of the paint department. The cleaning up of the house will reveal the wear and tear of winter. Varnish, stains, enamels and paint will be wanted for various purpose. The dealer by judicious window displays and an effective use of the color cards, hangers and posters supplied by the manufacturers, can influence the buying of a much greater quantity of paint and paint specialties than would otherwise be sold.

"Brighten up" is a timely motto, to be lived up to in no half-hearted fashion. Later the dealer can take in exterior paints, but for the moment he can concentrate his attention on interior specialties. Whether he combines the two or not, he should remember that paint and paint specialties form no minor department of the store, but a very important feature of spring trade. The field is a large and profitable one, and it pays the dealer to make paint a strong feature.

With the real break up of the weather, the merchant can pay attention to his tool department. Carpentering and garden tools make very handsome displays. In the gardening windows, green effects can be introduced which give the store an appropriate touch of spring. After the long spell of winter a window with a spring effect is irresistible. With artificial leaves and flowers, gardening tools can be displayed to the utmost advantage.

In all his displays the hardware dealer should not forget that the more attractive the display, the greater force he gives to the advertising, not merely of the particular line featured, but of the whole store. By concentrating his energies on certain classes of goods he is by no means neglecting other lines.

Toward the end of the month the merchant can give attention to sporting goods. The various athletic organizations will be busy making preparations for the season. Outfits will be wanted; and the dealer who is ready for the demand will secure the trade. The sporting enthusiast is usually in a hurry to get his new bat, mitts, or whatever it may be, and he does not like to be told that certain lines are not yet in stock, and that he must wait if he wants to get them

Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

Exclusive Jobbers of Shelf Hardware, Sporting Goods and FISHING TACKLE



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.

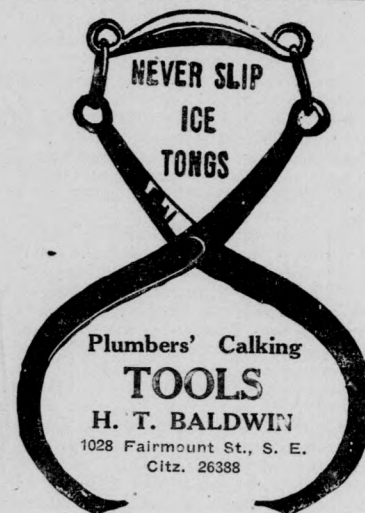
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 SPECIAL SALE EXPERTS
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TAKING INVENTORY

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

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

A. B. KNOWLSON CO
 Grand Rapids Michigan



Foster, Stevens & Co. Wholesale Hardware

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

at that particular store. He probably does not wait, but goes to another hardware dealer who has been more foresighted in ordering. It is the man with the goods, not the man who has them on order, who gets the sporting goods trade.

In preparation for the spring trade, the store interior should be to some extent rearranged, care being taken, first to feature the most important spring lines, and second, to avoid overcrowding, which is fatal to successful display. Undoubtedly the question of rearranging spring lines is a difficult one. Many a display has been spoiled by overcrowding; this, indeed, is the danger when the aim is to bring prominently forward all the lines suitable to the season. Crowded effects are to be avoided; the great problem is, how to bring spring lines to the front without overcrowding.

Much depends on the store itself; and something on the lines carried. Here is the usual arrangement of one store which handles the problem fairly well. On one side of the front door is the paint department and to the other are cases and shelves displaying builders hardware. One window is given to a paint display; in another sporting goods are shown.

With this much space given to two staple lines it may be asked, What can be done with the other goods which must be prominently displayed at this season? The answer is found in utilizing every display facility available. In a big city hardware store, for instance, a post or pillar stands about 10 feet from the door, helping support the ceiling. This might be considered an unsightly obstacle; but it is made an asset. Around this post a glass case has been built to show samples of silverware. A customer might not see exactly what he wanted in this necessarily small selection; but he will see enough to interest him, and he can find more in a show case at the rear of the store.

Further back in this store is a silent salesman in which is arranged a fine display of sporting goods. No attempt is made here to show more than samples. The main stock is kept at the back of the store. Behind this show case stands a circular radiator. That might seem to break the floor space, but it has been utilized as a stand. About this radiator are arranged metal and wire door mats. Everyone knows how these mats are needed in the spring; to show them is to sell them. Kerosene stoves are also ranged about this radiator. They occupy little space, but they give anyone passing an idea of the stock carried. It is desirable to show these stoves at this season; ordinary heaters may be relegated somewhat to the background, but kerosene stoves are

especially wanted in the spring and early summer months.

In another establishment a neat method has been adopted of displaying fishing poles. A stand has been built which permits of the rods being shown in the form of a pyramid. By this device not a square yard of floor space is occupied, yet the sportsman can see at a glance a score or more of the rods carried. He will be a hard man to please if he does not see something he likes.

Garden tools can occupy a great deal of space. Also, properly arranged, they can be shown with economy of floor room. A good method is to install a stand like that on which the fishing poles are arranged, but somewhat larger. Around this, spades, rakes, trowels, hose reels and such lines may be grouped, and the whole space occupied need not be great.

Motor boat and automobile accessories are lines which move particularly well at this season. In one store where a good sale of these was reported last year the manager placed upon his floor a stand shaped much like the old fashioned stile which used to afford an easy means of getting over a fence. On the steps of this stile were arranged wheels, carburetors, spark plugs and a wide variety of marine hardware. Again the space occupied for a fairly comprehensive display was not great.

Baseball bats are a timely feature. In some stores, little compartments are made along the counters, one line of bats being kept in each compartment. Not a great deal of space is taken up. Another method is to make a stand in stepladder form. Grooves in this enable the bats to be laid crosswise like so many steps. A glance will tell the purchaser just what is on display. He can pick up the bats, examine their grain and try their weight with little or no disarrangement; and the one selected can be quickly replaced from the main stock kept elsewhere.

Household goods can be shown on a series of tables, one built above another in terrace or pyramid style, enabling a wide variety of these lines to be displayed. Such a stand can be quickly put together by any ingenious clerk.

All the spring lines cannot possibly be brought to the front of the store; but they can be so placed that even those near the back will get their proper share of attention. The great thing is to make one display naturally lead a person on to the next, so that the customer is impelled to walk back to see what is shown.

Victor Lauriston.

Don't misuse privileges. There is some one who appreciates fair treatment waiting for your situation.

Window Display Advertising Service Co.

61 Monroe Ave., Second Floor Tracy Block

GRAND RAPIDS

MICHIGAN

Service anywhere.

Citizens Phone 62185.

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



Walker
MUSKEGON
MICHIGAN

Makes
Good
Chocolates

Better Biscuits—Better Business

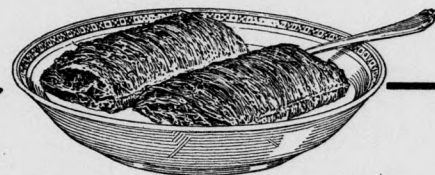
That is our slogan for 1923—and that means larger sales of

Shredded Wheat Biscuit

and bigger profits for our distributors. We didn't think it possible to improve the Biscuit, but we have made factory changes that insure even higher and more uniform quality—nothing so deliciously nourishing as these crisp oven-baked shreds of whole wheat. Our advertising plans for 1923 are more extensive and far-reaching than ever. We expect to make it a red-letter year in the history of this business. Will you help us?

MADE ONLY BY

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



Grand Rapids Store Fixture Co.

H A S

Soda Fountains, Chairs, Tables, Stools

Attractively Priced

Now is the Time to Buy



7 Ionia Ave., N. W.

Grand Rapids, Mich.



Gabby Gleanings From Grand Rapids.

Grand Rapids, March 27—The great majority of retail merchants purchase their stocks, and replenish their shelves from time to time, through the medium of traveling salesmen. The latter form a connecting link between the wholesale and the retail world and perform a very important function in modern commerce. In fact, as merchandising is carried on to-day, it is difficult to see how either the wholesale world or the retail world could serve the public in an efficient manner without the services of these modern ambassadors of trade.

Not infrequently a retail merchant may buy his goods from a wholesale firm for years and never personally meet a member of the firm. The retailer meets only the wholesalers' traveling salesman and transacts his business with the wholesale firm through such traveling representative. It follows, that, from the retailer's standpoint, the question of how far the authority of the salesman extends in the matter of warranting the goods he sells, becomes one of considerable importance.

Of course any authority a salesman may have to warrant the goods he sells must come from his employer. If then the employer gives him such authority, by letter, or perhaps upon the orders he writes, there can be no question of his power to warrant. On the other hand, if a salesman has no direct authority to warrant his goods, the retail merchant should be wary about relying merely upon a verbal warranty given by a salesman. Especially so where the warranty is one that goes beyond what is usual and customary in the trade, for this is usually the limit of a traveling salesman's implied authority to warrant.

The fact that a salesman acts in entire faith—in fact, believes everything he promises—will not change the rule. It follows then, that if a retail merchant desires a warranty of the goods he is buying, beyond what is usual and customary in the trade, he should for his own protection either know as a matter of fact that the salesman has the authority to so warrant, or obtain such warranty from the salesman's home office.

And in this connection the retail merchant should not be deceived by mere "sales talk" into thinking he is obtaining a warranty. A salesman who is worth his salt is out to sell goods, and should be allowed a certain latitude in his sales talk. And not infrequently every salesman will in a moment of enthusiasm over the merits of his line, perhaps give old Father Truth a bit of a scare, but this as a general rule harms no one, and retailers themselves, being also salesmen, should make allowances for this trait in others.

The important thing for the retailer to bear in mind is that unless his friend, the traveling salesman, has actual authority to warrant the goods he is selling, his implied authority to do so is probably limited. Especially should the retailer understand this when perhaps upon the order of the salesman's house it is printed that, "No salesman has authority to alter or change the terms

of this contract," or words to that effect. For example:

In one case of this kind a retail merchant purchased through a traveling salesman a quantity of goods. The salesman, it appears, made certain representations relative to the goods that induced the retailer to give him an order. This order had printed upon it, among other things, "No salesman authorized to alter terms or conditions printed on this contract." All right.

The retail merchant received the goods, but they did not prove up to the representations of the salesman and he declined to pay for them. The case reached the courts and in holding that the retail merchant could not defeat payment of the bill on the grounds of the representations of the salesman, in the face of the written order, it was, in part, said:

"There was nothing obscure or complicated about this writing. It was short, simple and easily understood, and they were advised by it that no guaranty accompanied the sale; that no promise or agreement was valid, unless specified in the order; and that the salesman had no authority to alter the terms or conditions of the contract."

So, to sum up. Generally speaking a traveling salesman, in the absence of special authority, has no authority to warrant the goods he sells beyond what is customary and usual in the line of trade he is engaged in. If then the retail merchant is buying goods depending upon an unusual warranty given by the salesman, he should in justice to himself have such warranty approved or ratified by the salesman's home office. Otherwise, as we have seen, if it turns out that the salesman has exceeded his authority, even though his intentions may have been entirely honorable, the retail merchant may be denied any recourse against such salesman's employer.

Roy Baker has purchased a 15 acre farm on the Knapp avenue road and has already taken possession of his new home, which is one of the most modern country residences in this section. He will offer his Cambridge boulevard home for sale.

Fiegler's
Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

The Center of Social and Business Activities THE PANTLIND HOTEL

Everything that a Modern Hotel should be.
Rooms \$2.00 and up. With Bath \$2.50 and up.

Lansing's New Fire Proof
HOTEL ROOSEVELT
Opposite North Side State Capitol
on Seymour Avenue
250 Outside Rooms, Rates \$1.50 up,
with Bath \$2.50 up.
Cafeteria in Connection.

Henry Smith
FLORIST
139-141 Monroe St.
Rush Plaster
GRAND RAPIDS, MICH.

Livingston Hotel
GRAND RAPIDS
European
Rates \$1.25 to \$2.50 per day

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

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

CODY HOTEL
GRAND RAPIDS
RATES \$1.50 up without bath
\$2.50 up with bath
CAFETERIA IN CONNECTION

Maximum protection for the money, and adjustments are always made promptly
Mary J. Field Company
Grand Rapids Representative
Auto Owners Insurance Company
Bell Main 1155 514-515 Widdicomb Bldg. Citz. 65440

MILK NUT
HELLO HIRAM!
DE BOLT CANDY CO., KALAMAZOO, MICH.

HOTEL ROWE
GRAND RAPIDS NEWEST HOTEL
350 Rooms—350 Servitors—250 Baths
Rates \$2 with Lavatory and Toilet \$2.50 with Private Bath
HOLDEN HOTEL CO., C. L. Holden, Mgr.

3 Short Blocks from Union Depot and Business Center
HOTEL BROWNING
MOST MODERN CONSTRUCTION IN
GRAND RAPIDS
ROOMS with Duplex Bath \$2.00; With Private Bath \$2.50 or \$3.00

Stop and see George,
HOTEL MUSKEGON
Muskegon, Mich.
Rates \$1.50 and up.
GEO. W. WOODCOCK, Prop.

HOTEL WHITCOMB
St. Joseph, Mich.
European Plan
Headquarters for Commercial Men
making the Twin Cities of
ST. JOSEPH AND BENTON HARBOR
Remodeled, refurbished and redecorated throughout.
Cafe and Cafeteria in connection
where the best of food is obtained at moderate prices.
Rooms with running water \$1.50, with private toilet \$1.75 and \$2.00, with private bath \$2.50 and \$3.00.
J. T. TOWNSEND, Manager.

NEW MERTENS
FIRE PROOF
One half block East
of the Union Station
GRAND RAPIDS MICH.

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.

James J. McMahon, formerly manager of the cigar department of the Worden Grocer Company, but now sales manager for the Consolidated Cigar Co., New York, was in the city from Friday until Monday, visiting friends and, incidentally, placing a new brand with a local jobbing house.

Edward D. Winchester is back at his desk in the office of the Worden Grocer Company after an absence of five weeks, during which time he made the trip from New York to San Pedro (Los Angeles) on a Pacific Mail steamer. He put in a fortnight at Los Angeles and environs, one day at San Francisco and one day at Salt Lake City. He met many Grand Rapids people on the Coast, including William E. Sawyer, who formerly traveled for the Worden house in Western Michigan territory. Mr. Sawyer is now engaged in the business of erecting and selling houses in one of the prosperous suburbs of Los Angeles.

The You-See-Tee luncheon club Saturday, March 24 was very fortunate in having as its guest Judge John I. Sater, of Columbus, Ohio, who is at the present time holding Federal court in Grand Rapids. Mr. Sater was the first Supreme Attorney of the Order of Commercial Travelers; in fact, he was with the founders when the organization started back in the 80's and Judge Sater remained the Supreme Attorney until he was elected to the judgeship, but he still retains his membership in the Order of United Commercial Travelers. Judge Sater in his talk created considerable merriment in his reference to the business that brought him to Grand Rapids and his own expression was that he seemed to be creating a large number of news items for the Police Gazette. However that may be, when the Judge got down to his heart-to-heart talk with the members of the Club and their guests, his remarks became decidedly interesting. Following the good talk of Judge Sater, Hon. George L. Lusk was introduced and he made a very interesting speech. Like Judge Sater he went back many years and told of his acquaintance and connection with many traveling men who called on him when he was in business in Bay City.

The music furnished by the orchestra was exceptionally good at this meeting and the luncheon served eclipsed any lunch that had yet been served, so, taking it all in all, the meeting of Saturday, March 24, was 100 per cent.

A dinner was given by the office force and traveling men of the Worden Grocer Company Saturday noon at the Hong Ling Lo restaurant in honor of Edward J. Hart, who has severed his connection with that house to take charge of the sales department of the Jennings Extract Co. About fifty were present to bid Mr. Hart a farewell after a continuous service of nineteen years as head of the tea department. Guy W. Rouse, President of the Worden Grocer Company, presided as toastmaster and many individual expressions were made of regrets and best wishes for Mr. Hart in his new undertaking. D. F. Helmer, head of the coffee department, who has been closely associated with Mr. Hart for nineteen years spoke of his ability as a tea merchant and said that to-day Edward J. Hart is a recognized authority on tea in the United States. Mr. Helmer related incidents of how Hart regarded a promise as being sacred and recalled when in former days he traveled miles in a blinding storm with a pair of mules in order to keep his engagement. C. A. Lindemulder, representing the traveling force, described Mr. Hart's accomplishments as a buyer and manager of the tea department and made mention of the success the department has achieved under the leadership of Mr. Hart, which has caused the merchantst of Western Michigan to reap the benefits of his knowledge in handling the best to be

had. Mr. Lindemulder further talked of the versatility of Mr. Hart, that he not only was a foremost tea man, but also a business letter writer of note; that the results in selling tea were largely due to the trained mind of Mr. Hart, and closed by urging him not to forget the close ties of friendship which were fostered through nineteen years of service. Mr. Rouse spoke very feelingly of his high regard and esteem for Mr. Hart and said, in part, that the links which had held them together in love and in service for years would not change because of the new field Mr. Hart was about to enter, but would continue. In evidence of this assurance, he presented the honored guest with a beautiful set of cuff links with diamond settings. This token was given as a tribute by the office force and salesmen, to which Mr. Hart responded and thanked the boys for the evidences of friendship and loyalty, and wished them all God speed. Individual bouquets of blue violets were donated by a friend of Mr. Hart.

200 Out of 243 Co-Operatives Fail.

Washington, March 27—While there is considerable talk going the rounds about the advantages of co-operative buying and selling organizations, it is interesting to examine figures just published by the Department of Agriculture. Out of a total of 243 farmers' buying and selling associations formed since 1913, 200 have failed.

Some of the reasons why these organizations failed are listed as follows:

Inefficient management, 148; insufficient capital, 73; over-extension of credit, 35; dishonest management, 29, and concentrated control of the organization in the hands of a few members, 12.

The organizations included creameries and cheese factories, co-operative stores, fruit and vegetable associations, grain elevators, cotton, tobacco and miscellaneous co-operative associations.

Out of 219 organizations, 20 were co-operative associations, with an average life of 5.23 years; 37 were co-operative stores, with an average life of 4.78 years, and 4 were miscellaneous co-operative associations, with an average life of 1.54 years.

Of the organizations which failed, 170 were incorporated and 54 were not; 168 had capital stock and 58 had none.

Remedy For Choking.

Toledo, March 26—The proper thing to do, when any person, child or adult is choking from a foreign substance lodged in the air passage, is to take the person by the heels immediately and suspend him in the air. The struggles of the patient with the assistance of gravitation, will almost inevitably dislodge the offending article. Attention is called to this matter by reading of the death of a five year old child who had swallowed some jewels, while her father was answering a telephone call.

It was the fortune of the writer once to save the life of a man who was strangling in the effort to dislodge some offending substance. By pushing him across a table, even before his head had reached the floor, out came a large chunk of meat, and the relief was complete.

W. H. Vail, M. D.

Saleswoman Wanted.

One of the Tradesman's patrons writes as follows:

I am in need of a good dry goods saleswoman. She must be capable of taking care of the stock and also look after buying a part of the dry goods. It is necessary that she be a first-class sales lady with several years' experience, and a good stock keeper.

Any one seeking such a position is invited to communicate with the Tradesman promptly.

Creasey Revises His Stock Selling Plan.

Crooked Creasey announces that his company has adopted a new plan for the sale of its stock. It calls for an investment of \$360, \$60 of which goes to the wily stock seller and is to be used in selling expense and stationary. The other \$300 remains as an investment subject to the recall of the grocer upon the expiration of a ninety day notice.

Under the former arrangement a merchant paid \$300 for a certificate and \$3 for Creasey's official organ. Thereafter he could lay no claim upon the \$300, as is usual in investments of that character. On the contrary, the Creasey Corporation owned that \$300 and bound itself to give the merchant "service" for twenty years. In addition, he had to pay a certain overhead expense on all purchases. If he went out of business six months later or in two years or five years, etc., he had no claim upon the \$300. He was the loser, though the company said it would assist in the sale to some other dealer satisfactory to the company, but it would charge 10 per cent. for its services. No cases are on record where Creasey ever found a purchaser for stock offered by an original investor; in fact, many Michigan dealers of Creasey stock offer to sell their holdings at \$25@50.

Spring Clothing Going Well.

Good initial Spring clothing business is seen in the requests which manufacturers are now receiving from retailers for immediate delivery and in the substantial volume of additional Spring business being booked. This is further reflected in the urging of the men's wear mills to speed up their deliveries of lightweight fabrics. Hardly a day goes by now, it was said yesterday by a prominent worsted selling agent, when visits or letters are not received from manufacturers to get out their orders to them as quickly as possible. Quantities of desirable lightweight stock goods are likewise being sought from the mills, particularly grays and tans. The amount of stock goods of this nature is said to be small, with the resultant overflow orders going to the jobbers.

Hosiery Prices May Be Delayed.

Prevailing economic conditions in the hosiery industry point to a later than usual naming of Fall prices on all lines, according to the current bulletin of the National Association of Hosiery and Underwear Manufacturers. Prices on full-fashioned merchandise for the second half of 1923 will probably be named about the first or second week in April. Surplus stocks of hosiery, now generally admitted as existing, have also served to make manufacturers hesitant. Production has been restricted, and as a result the surplus is being rapidly reduced. Another factor contributing to the delay is supplied by the prices of cotton and silk yarns.

Fur Effects in Mohairs.

Orders booked for imported mohair pile fabrics are said to indicate a big Fall vogue for garments made of these cloths, particularly the jacquette. The main feature of these goods is

that the furs of the various animals are closely duplicated. Broadtails are conspicuous and it is believed that together with the caraculs, they will be most desired. The former are also made with artificial or schappe silk. Moleskin textures are likewise well to the fore, as are those resembling Persian lamb. One of the new cloths that is well thought of is that resembling Russian pony skin, while another has a surface resembling lynx fur in white, brown, tan or gray shades. Nutrias are also being shown, and a decided novelty is a tiger skin effect. In addition, astrakhan and krimmer cloths are said to be scheduled for increasing vogue.

Novelties Aid in Haberdashery.

Men's haberdashers are doing an active business at present, and it is believed that sales will increase. They are helped by the way retailers are featuring the novelties. If anything, it is said, the favor for this type of goods is stronger than ever. Added to this is also the fact that many men have literally been forced into the stores, as they bought very sparingly for some time past. Increased wages in many sections is another aid. In many instances, wholesalers are getting a good volume of repeat business. This is said to be particularly true of shirts and certain numbers in cut silk neckwear. One of the leading shirt manufacturers now has his men on the road for the last trip this season, and orders booked are described as more than satisfactory. Solid color shirts with soft collar seem to be selling particularly well.

Jewelry Demand Quiets Down.

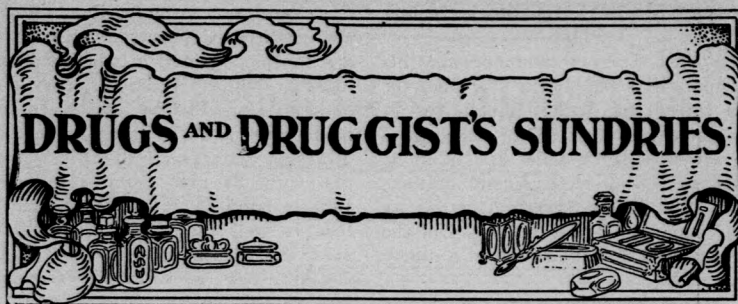
Partly due to the Lenten season, which has lessened consumer purchases for the time being, and partly because of the psychological effects of income tax payments, there has been a noticeable slackening in the demand for jewelry in this market. The manufacturers are confident, however, that the lull is only temporary, and that a marked improvement will be seen after Easter. Due to the increased demand for finished pieces, there have been no important changes in the demand situation lately. Platinum was quoted yesterday on the basis of \$126 for the "hard" metal.

Standing By France.

Detroit, March 27—The sooner we and our Government realize that for the good of all peoples we should be by word and deed backing France in her absolutely just rights in getting what is due her, and in putting out of business those industrialists who by their actions are debauching the world and more especially the German people, so much sooner will we be making for that goal we are all striving for—peace, happiness and prosperity for all peoples. B. Frankfeld.

Moves Rapidly.

A department store was recently told of one Bostonian discussing merchandising with a breezy traveling salesman in a Pullman car, saying that the vocabulary of the average woman was only 800 words. To which the salesman replied: "That may be true; but think of the turnover."



Mich. State Pharmaceutical Ass'n.
 President—George H. Grommet, Detroit.
 Secretary—L. V. Middleton, Grand Rapids.
 Treasurer—E. E. Faulkner, Middleville.
 Executive Committee—J. A. Skinner, D. D. Alton and A. J. Miller.

Michigan Board of Pharmacy.
 President—James E. Way, Jackson.
 Vice-President—Jacob C. Dykema, Grand Rapids.
 Secretary—H. H. Hoffman, Lansing.
 J. A. Skinner, Cedar Springs.
 Oscar W. Gorenflo, Detroit.
 Claude C. Jones, Battle Creek.
 Director of Drugs and Drug Stores—H. H. Hoffman, Lansing.

Objections To Working Off Out of Date Preparations.

Now that the regular inventory season is over and the dead or almost dead stock has been brought to light the next question is what to do with it all? And anybody who has had the delightful experience of climbing around on dusty shelving pawing over dirty packages, trying to keep their hands clean enough so as not to make more marks on the paper with their grimy fingers than the lead pencil will agree that with all the dirt and vexation there never was an inventory that did not bring to light enough forgotten stock to pay for the trouble time and expense of conducting it. Some slow sellers will be carefully dusted and again set back in their original hiding places only to be brought out when called for, others are placed on bargain counters at a wonderful reduced figure while others are elected for the dump pile. There is still another lot, you look at it and walk away, then you come back and take another look. And the more you look the less you know what to do with it. Sundries can always be marked down to a selling price. But those old cough remedies, old horse liniments and wonderful cures that used to be good sellers, what to do with them? Most of them are still good. There was no restriction on alcohol at the time when they were manufactured. But the people who used them are either dead or moved away. The manufacturer may have gone out of business or he may have discontinued advertising which is just as bad. At any rate the sale has stopped with them on your hands. Some druggists dump them into a larger container to be sold in small quantities, while others stand them in a convenient place with pms or double pms on them. While this latter method may get rid of them it is bad (all pm business is bad) in that it is not likely to give your customer the best for his money, as many clerks will sell them for the sake of the pm only. You are also likely to create a sale for goods whose demand you cannot satisfy.

While talking with a man the other day, one who is not in the drug busi-

ness, he made the remark that a druggist, whom we may call Smith, had died and that his widow had sold out the business. Knowing the location I asked him how Mr. Brown on the next corner was doing? He replied that he never seemed to be doing much, always when you went into his store to buy anything he tried to palm off something else. He kept a lot of A.B.C. goods which he recommended for everything. Guessed the man did not know much about the drug business. At any rate he did not trade there any more.

Thinking over these remarks while running over a recent inventory I began to question if the unearthing and working off the old stock was all it was cracked up to be. And whether or not while we are selling somebody's antiquated remedies we might better be pushing our own.

Figure it out: A bottle of cough syrup cost you 34 cents, you sell it for 42 cents, or, at best, 50 cents. You had made 16 cents gross, or you sell a bottle of your own costing in the neighborhood of 20 cents; you make 30 cents. In the first transaction you have 50 cents to turn over with only 16 cents gross profits. Your stock, to be sure, has been cleared up, but you have also either a disgruntled customer or a demand created for some obsolete goods that you are disinclined or unable to supply. In the other case you have your 50 cents to turn over. You have cleared 30 cents, and still have the old bottle on hand in case you should have a call for it. Your customer is better pleased; you yourself are more satisfied with the sale, and nine chances to one you have created a demand for goods that you know are all right and that will be for your own financial benefit to push.

In many of the older stores it is not unusual to find goods that have been on the shelf twenty, thirty or even forty years. Why not put a time limit on these old fixtures? Ten or perhaps fifteen years ought to be long enough to pay rent for them, and then if they are not moving junk the whole business. Of course, in some stores they have room, and to spare; stores where they have to stand up empty cartons to fill up the vacancies; in a case like that a real bottle, even if it does not sell, is better.

But these stores are growing fewer every year. Storekeepers with the ever increasing overhead cannot afford to pay rent for empty shelves.

There are concerns who make it a business of buying up old patents and finding a market for them; if a person can sell their old stock to these people all the better. But before trying to work off this objectionable

stock on to one's retail trade it would be well to reconsider. And, while you are reconsidering, just take out your pad and pencil and do a little figuring also, and if you are situated similar to most pharmacies you will undoubtedly come to the conclusion that it is for your best interests to push your own goods.

George Garrie King.

Recent Prosecutions By Board of Pharmacy.

Lansing, March 26—The following prosecutions were made by the Michigan Board of Pharmacy from Nov. 1 to March 15:

A. C. Kreighbaum, Watervliet. Second offense, arrested Jan. 19 for violation of Act 134, Public Acts of 1885, as amended. Sold drugs and was not a registered pharmacist and did not employ one. Pleaded guilty and was fined \$100 and costs. Complaint made by Inspector Scott.

Meade & Carringer, Jackson. Not registered. Arrested March 8 for violation of Act 134, Public Acts of 1885, as amended. Pleaded guilty and was fined \$50 and costs. Complaint made by Inspector Scott.

Mrs. Zella Conklin, Jackson. Not registered. Arrested March 9 for violation of Act 134, Public Acts of 1885, as amended. Pleaded guilty and was fined \$50 and costs. Complaint made by Inspector Scott.

H. H. Hoffman,
 Director of Drugs and Drug Stores.

For April 1.

Here's an effective window for April 1—one with low cost and little trouble.

Obtain a high silk derby hat and place a brick under it, the brick showing to window side.

Letter a large window card with store talk similar to

"People used to kick at hats like this on April 1. The kick, however, has been taken out of April 1—jokes of this day have practically been discarded. Likewise has the kick been taken out of store patronage by your store because the poor merchandising and joke merchandising methods have always been in the discard at your store."

A Limerick Contest.

Have your customers and prospects write a limerick about your store. A limerick is a stanza, 5 lines long, constructed along similar lines to the following.

There was a maid from Havana
 Whose last cognomena was Anna
 I'll trade said she
 At the B. I. G.
 Store and get me a Man(ah).

A contest creating much interest and mirth can be developed by offering inexpensive useful rewards for limericks accepted and by publishing the limericks in your advertising space in local newspaper.



COUNTRY MERCHANTS—How to measure your awnings correctly.
 Measure wall 1 to 2, measure extension 2 to 3, measure front 3 to 4.
 A 2 cent stamp brings samples and prices that will surprise you.

GRAND RAPIDS AWNING & TENT CO.
 Monroe Ave. and Hastings St.
 GRAND RAPIDS, MICH.

We are proud of the large part which the "personal element" plays in our organization.

We are warmed by the thought that our customers are our friends.

Charles the Eighth 10c Cigar



A Real Live Cigar for 10c Try One.

Vanden Berge Cigar Co.
 GRAND RAPIDS, MICH.

TO MICHIGAN MERCHANTS

PUTNAM'S "DOUBLE A" CANDIES

Are Made in Michigan,
 With Sugar Manufactured in Michigan,
 From Beets grown in Michigan,
 By people who live in Michigan,
 And who help pay taxes in Michigan.

In fact, they are strictly a Product of Michigan.

And whenever you buy them you encourage HOME INDUSTRIES and help build up your own State, your own town and YOUR OWN BUSINESS.

We guarantee them absolutely pure and to conform with the National Pure Food Law.

We have no doubt you can buy cheaper candy, but QUALITY TALKS AND QUALITY WINS EVERY TIME.

PUTNAM FACTORY, Grand Rapids.

How Calcutta Looked To Gaius W. Perkins.

Sailing from Calcutta for Colombo, Ceylon, Feb. 12—On our last stop at Calcutta our ship had to anchor in the river, forty miles below the city, so we had a forty mile ride on a river steamer up a branch of the Ganges, which proved very interesting. The first half there were cocoanuts and palms generally in sight, with bamboo, banana and other tropical trees and probably jungles back from the shore, where they told us were many tigers; then twenty miles of increasing evidence of great industrial enterprises, including many fine large manufacturing plants built of brick and many used for jute and cotton products—one \$5,000,000 American plant, the others probably English.

The hotel at Calcutta, called the Grand, is quite pretentious and cost a large sum. It is four stories in height, with "lifts" to take you up and down, run by an American on supposedly English lines, but very poorly and what we would consider rather slovenly. The beds are hard as rocks, which is necessary for coolness in India. Rats are quite common down stairs, also in bazaar shops of some pretense, but we didn't happen to see them in the fine stores, but believe you would occasionally. The natives are religiously opposed to killing any living thing, but, unaccustomed to oriental features, many you see you would fear to meet on a dark street.

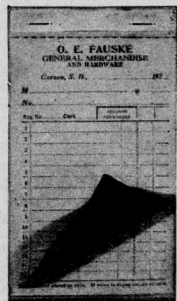
One of the cruise management said, after visiting several places in Japan and China, we would not find the rest so interesting, but he didn't guess me right, for while I thought Hong Kong the most beautiful, to me Calcutta was most interesting.

A drive one forenoon furnished many strange sights and wonders of the population, their occupations and lives. For a mile along a river street approaching a bridge it was as busy and crowded as I ever saw, with a continuous line of cumbersome carts drawn by small ungainly bullocks, and innumerable vehicles of every description. Some people had very little garb and others were ragged and rigged out in such endless variety of styles that it would beggar the greatest Pairian artiste to equal them. The crossing of the bridge, 1,500 feet in

length, impressed me with more feelings of strangeness than any equal distance ever driven. It is the thoroughfare for teeming thousands who come in from the suburbs to work in the city. They told us they were largely clerks. There were no women. The men were of good stature, with features of intelligence, mostly bareheaded, a few barefooted. There were constantly two or three lines, four abreast, and on towards the railway station. An hour later, 11 o'clock, we returned and there were similar streams of humanity. A few minutes later we were driving through narrow streets crowded with throngs of the poorest of the poor—deplorable little shops with the cheapest of wares and living necessities and probably the abode of the majority eking out an existence, lacking the comfort of some animals. It is the increased educational advantages that is developing the unrest in India that the English will have to cope with, uncertain as to the outcome.

We have had delightful weather crossing and recrossing the equator and continues now while we are headed in that direction. This has been a wonderful trip, with good fortune attending with us, with the exception of one thrilling experience in boarding our ship from the port at Formosa Island. Gaius W. Perkins.

Some merchants think that any picture in an advertisement is a help in its appeal. Do not use pictures that don't belong with the type of advertisement.



WANT TO SAVE MONEY?

Use our salesbooks. Made in all styles and sizes.

50 books printed with your name and advertisement, \$3.75.

Write for particulars and samples.

BATTLE CREEK SALES BOOK CO.
R-4 Moon Journal Bldg.
Battle Creek, Mich.

Suggestions for Spring Soda Fountains and Store Fixtures

Remember we are state distributors, outside of Detroit, for the

Guarantee Iceless Soda Fountains Grand Haven, Michigan

AND THE

Wilmarth Show Case Co. Grand Rapids

Our Mr. Olds will be pleased to call on you with specifications and prices,

Hazeltine & Perkins Drug Co. Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

Prices quoted are nominal, based on market the day of issue.

Acids		Almonds, Sweet,		Tinctures	
Boric (Powd.)	17 1/2 @ 25	Amber, crude	60 @ 1 00	Aconite	1 80
Boric (Xtal)	17 1/2 @ 25	Amber, rectified	2 00 @ 2 25	Aloes	1 45
Carbolic	65 @ 70	Anise	1 25 @ 1 50	Arnica	1 10
Citric	62 @ 70	Bergamont	5 00 @ 5 25	Asafoetida	2 40
Muriatic	3 1/2 @ 8	Cajeput	1 50 @ 1 75	Belladonna	1 35
Nitric	9 @ 15	Cassia	3 25 @ 3 50	Benzoin	2 10
Oxalic	20 1/2 @ 30	Castor	1 50 @ 1 70	Benzoin Comp'd	2 65
Sulphuric	3 1/2 @ 8	Cedar Leaf	1 50 @ 1 75	Cantharides	2 55
Tartaric	40 @ 50	Citronella	1 20 @ 1 45	Capsicum	2 20
Ammonia		Cloves	3 25 @ 3 50	Catechu	1 75
Water, 26 deg.	10 @ 13	Cocanut	25 @ 35	Cinchona	2 10
Water, 18 deg.	8 1/2 @ 13	Cod Liver	1 30 @ 1 40	Colchicum	1 80
Water, 14 deg.	6 1/2 @ 12	Croton	2 00 @ 2 25	Cubeb	3 00
Carbonate	20 @ 25	Cotton Seed	1 25 @ 1 35	Digitalis	1 80
Chloride (Gran.)	10 @ 20	Cubeb	8 50 @ 9 75	Gentian	1 35
Balsams		Eigerson	3 00 @ 3 25	Ginger, D. S.	1 80
Copaiba	60 @ 1 00	Eucalyptus	90 @ 1 20	Gualiac	2 20
Fir (Canada)	2 50 @ 2 75	Hemlock, pure	2 00 @ 2 25	Gualiac, Ammon.	2 00
Fir (Oregon)	80 @ 1 00	Juniper Berries	2 00 @ 2 25	Iodine	7 95
Peru	3 50 @ 3 75	Juniper Wood	1 50 @ 1 75	Iodine, Colorless	1 50
Tolu	1 35 @ 1 60	Lard, extra	1 35 @ 1 45	Iron, clo.	1 35
Barks		Lard, No. 1	1 25 @ 1 35	Kino	2 50
Cassia (ordinary)	25 @ 30	Lavender Flow	5 25 @ 5 50	Myrrh	2 50
Cassia (Saigon)	50 @ 60	Lavender Gar'n	1 75 @ 2 00	Nux Vomica	1 55
Sassafras (pw. 40c)	@ 40	Lemon	1 50 @ 1 75	Opium	3 50
Soap Cut (powd.)	15 @ 20	Linseed Boiled bbl.	@ 1 15	Opium, Camp.	85
30c		Linseed bld less	1 22 @ 1 44	Opium, Deodor'd	3 50
Berries		Linseed, raw, bbl.	@ 1 13	Rhubarb	1 70
Cubeb	1 50 @ 1 75	Linseed, ra., less	1 20 @ 1 38	Paints.	
Fish	25 @ 30	Mustard, artif. oz.	@ 50	Lead, red dry	14 1/2 @ 15
Juniper	7 @ 15	Neatsfoot	1 25 @ 1 35	Lead, white dry	14 1/2 @ 15
Prickly Ash	@ 30	Olive, pure	3 75 @ 4 50	Lead, white oil	14 1/2 @ 15
Extracts		Olive, Malaga, yellow	2 75 @ 3 00	Ochre, yellow bbl.	@ 2
Licorice	60 @ 65	Olive, Malaga, green	2 75 @ 3 00	Ochre, yellow less	2 1/2 @ 6
Licorice powd.	70 @ 80	Orange, Sweet	4 50 @ 4 75	Putty	5 @ 8
Flowers		Origanum, pure	@ 2 50	Red Venet'n Am.	3 1/2 @ 7
Arnica	25 @ 30	Origanum, com'l	1 00 @ 1 20	Red Venet'n Eng.	4 @ 8
Chamomile (Ger.)	40 @ 50	Pennyroyal	2 50 @ 2 75	Whiting, bbl.	@ 4 1/2
Chamomile Rom	1 75 @ 2 00	Peppermint	4 75 @ 5 00	Whiting	5 1/2 @ 10
Gums		Rose, pure	12 00 @ 15 00	L. H. P. Prep.	2 80 @ 3 00
Acacia, 1st	50 @ 55	Rosemary Flowers	1 25 @ 1 50	Rogers Prep.	2 80 @ 3 00
Acacia, 2nd	45 @ 50	Sandalwood, E.	11 00 @ 11 25	Miscellaneous	
Acacia, Sorts	30 @ 35	I.	1 00 @ 1 15	Acetanalid	47 1/2 @ 53
Acacia, powdered	35 @ 40	Sassafras, true	1 50 @ 1 80	Alum	03 @ 12
Aloes (Barb Pow)	25 @ 35	Sassafras, arti'l	1 00 @ 1 25	Alum. powd. and ground	09 @ 14
Aloes (Cape Pow)	25 @ 35	Spearment	4 00 @ 4 25	Bismuth, Subnitrate	3 85 @ 4 00
Aloes (Soc. Pow.)	70 @ 75	Sperm	1 80 @ 2 05	Borax xtal or powdered	07 @ 13
Asafoetida	65 @ 75	Tansy	12 00 @ 12 25	Cantharides, po	1 75 @ 5 00
Pow.	1 00 @ 1 25	Tar, USP	50 @ 55	Calomel	1 76 @ 1 96
Camphor	1 20 @ 1 30	Turpentine, bbl.	@ 1 65	Capsicum, pow'd	43 @ 55
Gualiac	@ 90	Turpentine, less	1 72 @ 1 80	Carmine	6 00 @ 6 64
Gualiac, pow'd	@ 1 00	Wintergreen, leaf	6 75 @ 7 00	Cassia Buds	25 @ 30
Kino	@ 75	Wintergreen, sweet birch	3 75 @ 4 00	Cloves	47 @ 50
Kino, powdered	@ 85	Wintergreen, art	1 00 @ 1 25	Chalk Prepared	14 @ 14
Myrrh	@ 85	Wormseed	6 00 @ 6 25	Chloroform	57 @ 6
Myrrh, powdered	@ 95	Wormwood	12 50 @ 12 75	Chloral Hydrate	1 35 @ 1 81
Opium, powd.	11 00 @ 11 20	Potassium		Cocaine	11 60 @ 12 25
Opium, gran.	11 00 @ 11 20	Bicarbonate	35 @ 40	Cocoa Butter	55 @ 75
Shellac	1 05 @ 1 20	Bichromate	15 @ 25	Corks, list, less	40 @ 50
Shellac Bleached	1 10 @ 1 25	Bromide	45 @ 50	Copperas	24 @ 10
Tragacanth, pw.	2 25 @ 2 50	Carbonate	30 @ 35	Copperas, Powd.	4 @ 10
Tragacanth	2 50 @ 3 00	Chlorate, gran'r	23 @ 30	Corrosive Sublim	1 43 @ 1 63
Turpentine	25 @ 30	Chlorate, powd.	16 @ 25	Cream Tartar	35 @ 45
Insecticides		or xtal	16 @ 25	Cuttle bone	55 @ 75
Arsenic	18 1/2 @ 20	Cyanide	35 @ 50	Dextrine	4 1/2 @ 15
Blue Vitriol, bbl.	@ 7 1/2	Iodide	4 61 @ 4 84	Dover's Powder	3 50 @ 4 00
Blue Vitriol, less	8 1/2 @ 15	Permanganate	4	Emery, All Nos.	10 @ 15
Bordeaux Mix Dry	14 @ 29	Prussiate, yellow	65 @ 75	Emery, Powdered	8 @ 10
Hellebore, White		Prussiate, red	1 45 @ 1 50	Epsom Salts, bbls.	@ 3
powdered	20 @ 30	Sulphate	35 @ 40	Epsom Salts, less	3 1/2 @ 10
Insect Powder	70 @ 1 00	Roots		Ergot, powdered	@ 1 50
Lead Arsenate Po.	28 @ 41	Alkanet	25 @ 30	Flake, White	15 @ 20
Lime and Sulphur		Blood, powdered	30 @ 40	Formaldehyde, lb.	21 @ 30
Dry	09 1/2 @ 24 1/2	Calamus	35 @ 75	Gelatin	1 30 @ 1 50
Paris Green	38 @ 52	Elecampane, pwd	25 @ 30	Glassware, less 55%.	
Leaves		Gentian, powd.	20 @ 30	Glassware, full case 60%.	
Buchu	1 75 @ 1 90	Ginger, African, powdered	55 @ 60	Glauber Salts, bbl.	@ 03 1/2
Buchu, powdered	@ 2 00	Ginger, Jamaica	60 @ 65	Glauber Salts less	04 @ 10
Sage, Bulk	25 @ 30	Ginger, Jamaica, powdered	42 @ 50	Glue, Brown	21 @ 80
Sage, 1/4 loose	@ 40	Goldenseal, pow.	5 50 @ 6 00	Glue, Brown Grd	12 1/2 @ 20
Sage, powdered	@ 35	Ipecac, powd.	@ 3 00	Glue, White	27 @ 35
Senna, Alex.	75 @ 80	Licorice	40 @ 45	Glue, White Grd.	24 @ 32
Senna, Tinn.	30 @ 35	Licorice, powd.	20 @ 30	Glycerine	24 @ 32
Senna, Tinn. pow.	25 @ 35	Orris, powdered	30 @ 40	Hops	65 @ 75
Uva Ural	20 @ 25	Poke, powdered	30 @ 35	Iodine	6 30 @ 6 75
Oils		Rhubarb, powd.	85 @ 1 00	Iodoform	7 60 @ 7 85
Almonds, Bitter, true	7 50 @ 7 75	Rosinwood, powd.	30 @ 35	Lead Acetate	18 @ 25
Almonds, Bitter, artificial	4 00 @ 4 25	Sarsaparilla, Hond. ground	@ 1 00	Lycopodium	75 @ 1 00
Almonds, Sweet, true	80 @ 1 20	Sarsaparilla Mexican, ground	@ 50	Mace	75 @ 80
Seeds		Squills, powdered	60 @ 70	Mace, powdered	95 @ 1 00
Anise	35 @ 40	Tumeric, powd.	17 @ 25	Menthol	11 00 @ 11 25
Anise, powdered	38 @ 45	Valeran, powd.	40 @ 50	Morphine	8 70 @ 9 60
Bird, Is	13 @ 15	Seeds		Nux Vomica	@ 30
Canary	10 @ 15	Anise	35 @ 40	Nux Vomica, pow.	15 @ 25
Caraway, Po.	55 @ 44	Anise, powdered	38 @ 45	Pepper black pow.	32 @ 35
Cardamon	@ 2 00	Bird, Is	13 @ 15	Pepper, White	40 @ 45
Celery, powd.	45 @ 35	Canary	10 @ 15	Pitch, Burgundy	10 @ 15
Coriander pow.	35 @ 25	Caraway, Po.	55 @ 44	Quassia	12 @ 15
Dill	10 @ 20	Cardamon	@ 2 00	Quinine	72 @ 1 33
Fennell	25 @ 30	Celery, powd.	45 @ 35	Rochelle Salts	30 @ 40
Flax	08 @ 13	Coriander pow.	35 @ 25	Saccharine	@ 30
Flax, ground	08 @ 13	Dill	10 @ 20	Salt Peter	11 @ 22
Foenugreek pow.	15 @ 25	Fennell	25 @ 30	Seidlitz Mixture	30 @ 40
Hemp	8 @ 15	Flax	08 @ 13	Soap, green	15 @ 30
Lobelia, powd.	@ 1 25	Flax, ground	08 @ 13	Soap mott cast.	22 1/2 @ 25
Mustard, yellow	15 @ 25	Foenugreek pow.	15 @ 25	Soap, white castle	@ 11 50
Mustard, black	15 @ 20	Hemp	8 @ 15	Soap, white castle less, per bar	@ 1 25
Poppy	30 @ 40	Lobelia, powd.	@ 1 25	Soda Ash	3 1/2 @ 10
Quince	2 75 @ 3 00	Mustard, yellow	15 @ 25	Soda Bicarbonate	3 1/2 @ 10
Rape	15 @ 20	Mustard, black	15 @ 20	Soda, Sal	03 @ 08
Sabadilla	23 @ 30	Poppy	30 @ 40	Spirits Camphor	@ 1 35
Sunflower	11 1/2 @ 15	Quince	2 75 @ 3 00	Sulphur, roll	3 1/2 @ 10
Worm, American	30 @ 40	Rape	15 @ 20	Sulphur, Subl.	04 @ 10
Worm Levant	@ 4 50	Sabadilla	23 @ 30	Tamarinds	20 @ 25
		Sunflower	11 1/2 @ 15	Tartar Emetic	70 @ 75
		Worm, American	30 @ 40	Turpentine, Ven.	50 @ 25
		Worm Levant	@ 4 50	Vanilla Ex. pure	1 75 @ 2 25
				Witch Hazel	1 47 @ 2 00
				Zinc Sulphate	06 @ 15

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

Wicking
Split Peas
Palmetto Molasses
Mop Sticks
Cats
Corn
Smoked Meats

DECLINED

Sooty Peas
Bulk Olives

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, 1 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., 50c doz. 4 40
K. C., 80c doz. 6 85
K. C., 10 lb. doz. 13 50
Queen Flake, 6 oz. 1 25
Queen Flake, 12 oz. 2 25
Queen Flake, 100 lb. keg 11
Queen Flake, 25 lb. keg 14
Royal, 10c doz. 95
Royal, 6 oz., doz. 2 70
Royal, 12 oz., doz. 5 20
Royal, 5 lb., doz. 31 20
Rumford, 10c doz. 95
Rumford, 8 oz., doz. 1 35
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 20
Pillsbury's Best Cereal 2 90
Quaker Puffed Rice 5 45
Quaker Puffed Wheat 4 30
Quaker Brfst Biscuit 1 90
Ralston Purina 4 00
Ralston Branos 2 70
Ralston Food, large 3 60
Saxon Wheat Food 3 75

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
Pinn Haddie, 7 oz. 3 30
Clam Bouillon, 7 oz. 2 50
Chicken Haddie, No. 1 2 75
Fish Flakes, small 1 25
Cod Fish Cake, 10 oz. 1 85
Cove Oysters, 5 oz. 1 75
Lobster, No. 1 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, kless 3 85
Salmon, Red Alaska 2 80
Salmon, Med. Alaska 1 65
Salmon, Pink Alaska 1 60
Sardines, Im. 1/4, ea. 10@28
Sardines, Cal. 1 75@2 10
Tuna, 1/2, Albocore 95
Tuna, 1/2, Nekco 1 65
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 Sli. 1 75
Beef, No. 1/2 Qua. Sli. 2 10
Beef, No. 1, B'nut. sli. 5 10
Beef, No. 1/2 B'nut. sli. 2 80
Beefsteak & Onions, s 3 15
Chili Con Ca., 1s 1 35@1 45
Deviled Ham, 1/4s 2 20
Deviled Ham, 1/2s 3 60
Hamburg Steak & Onions, No. 1 3 15
Potted Beef, 4 oz. 1 40
Potted Meat, 1/4 Libby 50
Potted Meat, 1/2 Libby 90
Potted Ham, No. 1 80
Vienna Saus., No. 1 1 35
Veal Loaf, Medium 2 30
Baked Beans
Beechnut, 16 oz. 1 40
Campbells 1 15
Climatic Gem, 18 oz. 95
Fremont, No. 2 1 25
Snider, No. 1 95
Snider, No. 2 1 35
Van Camp, Small 92 1/2
Van Camp, Med. 1 15
CANNED VEGETABLES.
Asparagus
No. 1, Green tips 4 00
No. 2 1/2, Lge. Gr. 3 75@4 50
Wax Beans, 2s 1 35@3 75
Wax Beans, No. 10 6 30
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 55
Beets, No. 2, wh. 1 60@2 40
Beets, No. 2, cut 1 25@1 75
Beets, No. 3, cut 1 40@2 10
Corn, No. 2, St. 1 00@1 10
Corn, No. 2, Ex-Stan. 1 55
Corn, No. 2, Fan 1 60@2 25
Corn, No. 2, Fy. glass 3 25
Corn, No. 10 7 25
Hominy, No. 3 1 15@1 35
Okra, No. 2, whole 1 90
Okra, No. 2, cut 1 60
Dehydrated Veg Soup 90
Dehydrated Potatoes, lb 45
Mushrooms, Hotels 40
Mushrooms, Choice 48
Mushrooms, Sur Extra 70
Peas, No. 2, E.J. 1 25@1 80
Peas, No. 2, Sift. 60@2 10
Peas, No. 2, Ex. Sift. 1 90@2 10
Peas, Ex. Fine, French 29
Pumpkin, No. 3 1 45@1 75
Pumpkin, No. 10 4 00
Pimentos, 1/4, each 15@18
Pimentos, 1/2, each 27
Sw't Potatoes, No. 2 1/2 15
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 45@1 60
Spinach, No. 3 2 15@2 25
Spinach, No. 10 6 00
Tomatoes, No. 2 1 30@1 60
Tomatoes, No. 3 1 90@2 25
Tomatoes, No. 2 glass 2 85
Tomatoes, No. 10 6 00
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
OYSTER COCKTAIL.
Sniders, 8 oz. 3 25
Sniders, 16 oz. 2 25
CHEESE
Roquefort 48
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 29
Wisconsin Flats 27
Wisconsin Daisy 27
Longhorn 25 1/2
Michigan Full Cream 33 1/2
New York Full Cream 33
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
Spearmint, Wrigleys 65
Wrigley's P-K 65
Zeno 65

CHOCOLATE.

Baker, Caracas, 1/4s 37
Baker, Caracas, 1/4s 35
Baker, Premium, 1/4s 37
Baker, Premium, 1/4s 34
Baker, Premium, 1/4s 34
Hersheys, Premium, 1/4s 36
Hersheys, Premium, 1/4s 36
Runkle, Premium, 1/4s 34
Runkle, Premium, 1/4s 37
Vienna Sweet, 24s 1 75

COCOA.

Baker's 1/4s 40
Baker's 1/4s 36
Bunte, 1/4s 43
Bunte, 1/2 lb. 32
Bunte, 1/2 lb. 32
Drost's Dutch, 1 lb. 9 00
Drost's Dutch, 1/2 lb. 4 75
Drost's Dutch, 1/2 lb. 2 00
Hersheys, 1/4s 33
Hersheys, 1/4s 28
Huyler, 1/4s 36
Lowney, 1/4s 40
Lowney, 1/4s 40
Lowney, 1/4s 38
Lowney, 5 lb. cans 31
Van Houten, 1/4s 75
Van Houten, 1/4s 75

COCOANUT.

1/4s, 5 lb. case Dunham 50
1/4s, 5 lb. case 48
1/4s & 1/2s, 15 lb. case 49
Bulk, barrels Shredded 20
96 2 oz. pkgs., per case 8 00
48 4 oz. pkgs., per case 7 00

CLOTHES LINE.

Hemp, 50 ft. 2 00
Twisted Cotton, 50 ft. 1 75
Braided, 50 ft. 2 75
Sash Cord 4 00

COFFEE ROASTED

Bulk
Rio 20
Santos 23@26
Maracaibo 29
Guatemala 30
Java and Mocha 39
Bogota 32
Peaberry 28
Christian Coffee Co.
Amber Coffee, 1 lb. cart. 31
Crescent Coffee, 1 lb. ct. 26
Amber Tea (bulk) 47

McLaughlin's XXXX package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.
Coffee Extracts
N. Y., per 100 11
Frank's 50 pkgs. 4 25
Hummel's 50 1 lb. 10 1/2

CONDENSED MILK

Eagle, 4 doz. 9 00
Leader, 4 doz. 6 50

MILK COMPOUND

Hebe, Tall, 4 doz. 4 50
Hebe, Baby, 8 doz. 4 40
Caroline, Tall, 4 doz. 4 00
Caroline, Baby 3 50

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
Pet, Baby, 8 oz. 5 15
Borden's, Tall 5 25
Borden's, Baby 5 15
Van Camp, Tall 5 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
LaSorella (smokers) 70 00
Wolverine, 50s 75 00
Garcia Master
Cafe, 100s 37 50

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

Worden Grocer Co. Brands

Kiddies, 100s 37 50
Record Breakers, 50s 75 00
Delmonico, 50s 75 00
Epicure Panetela, 50 75 00
Perfecto, 50s 95 00

The La Azora Line.

Agreement, 50s 58 00
Washington, 50s 75 00
Sanchez & Haya Line
Webster Cigar Co.
Plaza, 50s, Wood 95 00
Panetela, 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

Snuff.

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

CONFECTIONERY

Stick Candy Pails
Standard 17
Jumbo Wrapped 19
Pure Sugar Stick, 600's 4 20
Big Stick, 20 Lb. case 19

Mixed Candy Pails

Kindergarten 18
Leader 17
X. L. O. 15
French Creams 20
Cameo 19
Grocers 13

Fancy Chocolates

5 lb. Boxes
Bittersweets, Ass'ted 1 65
Choc Marshmallow Dp 1 75
Milk Chocolate A A 1 95
Nibble Sticks 2 00
Primrose Choc. 1 35
No. 12 Choc. 1 60
Chocolate Nut Rolls 1 90

Gum Drops Pails

Anise 17
Orange Gums 17
Challenge Gums 14
Favorite 20
Superior 21

Lozenges. Pails

A. A. Pep. Lozenges 19
A. A. Pink Lozenges 19
A. A. Choc. Lozenges 20
Motto Hearts 20
Malted Milk Lozenges 22

Hard Goods. Pails

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

Cough Drops Bxs.

Putnam's 1 30
Smith Bros. 1 50

Package Goods

Creamery Marshmallows
4 oz. pkg., 12s, cart. 1 05
4 oz. pkg., 48s, case 4 00

Specialties.

Arcadian Bon Bons 19
Walnut Fudge 23
Pineapple Fudge 21
Italian Bon Bons 18
National Cream Mints 25
Silver King M. Mallow 30
Hollow, Hiram, 24s 1 50
Walnut Sundae, 24, 5c 85
Neapolitan, 24, 5c 85
Yankee Jack, 24, 5c 85
Gladiator, 24, 10c 1 60
Mich. Sugar Ca., 24, 5c 85
Pal O Mine, 24, 5c 85

COUPON BOOKS

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

Where 1,000 books are ordered at a time, specially print front cover is furnished without charge.

CRISCO.

36s, 24s and 12s.
Less than 5 cases 21
Five cases 20 1/2
Ten cases 20
Twenty-five cases 19 1/2
6s and 4s
Less than 5 cases 20 1/2
Five cases 19 1/2
Ten cases 19 1/2
Twenty-five cases 19

CREAM OF TARTAR

6 lb. boxes 38

DRIED FRUITS

Apples
Evap'd Choice, blk. 15
Apricots
Evaporated, Choice 23
Evaporated, Fancy 23
Evaporated Slabs 25
Citron
10 lb. box 57

Currents
Package, 15 oz. 23
Boxes, Bulk, per lb. 20

Peaches

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

Pearl

Lemon, American 24
Orange, American 25

Raisins

Seeded, bulk 13
Seeded, 15 oz. pkg. 14 1/2
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 @16
30-40 25 lb. boxes @19

FARINACEOUS GOODS

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

Farina

24 packages 2 10
Bulk, per 100 lbs. 05

Hominy

Pearl, 100 lb. sack 2 50

Macaroni

Domestic, 20 lb. box 07 1/2
Domestic, broken bbls. 06 1/2
Armours, 2 doz., 8 oz. 1 80
Fould's, 2 doz., 8 oz. 1 80
Quaker, 2 doz. 1 85

Pearl Barley

Chester 4 25
00 and 0000 6 00
Barley Grits 5 00

Peas

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

Sago

East India 09

Taploca

Pearl, 100 lb. sacks 9 1/2
Minute, 8 oz., 3 doz. 4 05
Dromedary Instant 3 50

FLAVORING EXTRACTS

JENNINGS' 50 YEARS STANDARD EXTRACTS
Doz. Lemons 1 50
Vanilla 2 00
1 20 1/4 ounce 1 50
1 65 1/4 ounce 2 00
2 75 2 1/4 ounce 3 25
2 40 2 ounce 3 00
4 50 4 ounce 5 50
7 75 8 ounce 9 50
15 00 16 ounce 18 00
29 00 32 ounce 34 00

FLOUR AND FEED

Valley City Milling Co.
Lilly White, 1/4 Paper sack
Harvest Queen, 24 1/2
Light Loaf Spring Wheat, 24s
Roller Champion 24 1/2
Snow Flake, 24 1/2
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, 1/4s 7 60
Red Arrow, 1/4s 7 80
Worden Grocer Co.
American Eagle, Quaker, Pure Gold, Forest King, Winner.

Meal

Gr. Grain M. Co.
Bolted 2 55
Golden Granulated 2 70

Wheat

No. 1 Red 1 25
No. 1 White 1 23

Oats

Carlots 51 1/2
Less than Carlots 56

Corn

Carlots 82
Less than Carlots 87

Hay

Carlots 16 00
Less than Carlots 20 00

Feed

Street Car Feed 35 00
No. 1 Corn & Oat Fd 35 00
Cracked Corn 35 00
Coarse Corn Meal 35 00

FRUIT JARS

Mason, pts., per gross 7 45
Mason, qts., per gross 8 70
Mason, 1/2 gal., gross 11 70
Ideal Glass Top, pts. 8 95
Ideal Glass Top, qts. 11 10
Ideal Glass Top, 1/2 gallon 15 10

GELATINE

Jello-O, 3 doz. 3 45
Knox's Sparkling, doz. 2 25
Knox's Acidu'd, doz. 2 25
Minute, 3 doz. 4 05
Plymouth, White 1 55

HAND CLEANER



10c size, 4 doz. ----- 3 60
15c size, 3 doz. ----- 3 60
25c size, 2 doz. ----- 4 00

HORSE RADISH

Per doz., 6 oz. ----- 1 05

JELLY AND PRESERVES

Pure, 30 lb. pails ----- 3 15
Pure 7 oz. Asst., doz. 1 20
Buckeye, 22 oz., doz. 1 75
O. B., 15 oz., per doz. 1 40

JELLY GLASSES

8 oz., per doz. ----- 35

MATCHES.

Blue Ribbon, 144 box. 7 55
Searchlight, 144 box. 8 00
Safe Home, 144 boxes 8 00
Red Stick, 720 1c bxs 5 50
Red Diamond, 144 bx 5 85

Cleveland Match Co.

Old Pal, 144 Boxes -- 8 00
Buddle, 144 Boxes -- 5 75

Safety Matches.

Quaker, 5 gro. case 4 75
Red Top, 5 gro. case 5 25

MINCE MEAT.

None Such, 3 doz. ----- 4 85
Quaker, 3 doz. case 3 75
Libby Kags, Wet, lb. 24

MOLASSES.

Gold Brer Rabbit

No. 10, 6 cans to case 5 10
No. 5, 12 cans to case 5 35
No. 2 1/2, 24 cans to cs. 5 60
No. 1 1/2, 36 cans to cs. 4 60

Green Brer Rabbit

No. 10, 6 cans to case 3 65
No. 5, 12 cans to case 3 90
No. 2 1/2, 24 cans to cs. 4 15
No. 1 1/2, 36 cans to cs. 3 10

Aunt Dinah Brand.

No. 10, 6 cans to case 2 85
No. 5, 12 cans to case 3 10
No. 2 1/2, 24 cans to cs. 3 35
No. 1 1/2, 36 cans to cs. 2 90

New Orleans

Fancy Open Kettle ----- 55
Choice ----- 42
Fair ----- 28

Half barrels 5c extra

Molasses in Cans.

Red Hen, 24, 2 lb. ----- 2 60
Red Hen, 24, 2 1/2 lb. ----- 2 60
Red Hen, 12, 5 lb. ----- 3 00
Red Hen, 6, 10 lb. ----- 2 80
Ginger Cake, 24, 2 lb. 3 10
Ginger Cake, 24, 2 1/2 lb. 4 00
Ginger Cake, 12, 5 lb. 3 75
Ginger Cake, 6, 10 lb. 3 50
O. & L. 24-2 lb. ----- 4 50
O. & L. 24-2 1/2 lb. ----- 5 30
O. & L. 12-5 lb. ----- 5 00
O. & L. 6-10 lb. ----- 4 75
Dove, 36, 2 lb. Wh. L. 5 60
Dove, 24, 2 1/2 lb. Wh. L. 5 20
Dove, 36, 2 lb. Black 4 30
Dove, 24, 2 1/2 lb. Black 3 90
Dove, 6, 10 lb. Blue L. 4 45
Palmetto, 24, 2 1/2 lb. 4 40

NUTS.

Whole

Almonds, Terregona ----- 19
Brazil, Large ----- 14
Fancy mixed ----- 20
Filberts, Sicily ----- 15
Peanuts, Virginia, raw ----- 11
Peanuts, Vir. roasted ----- 13
Peanuts, Jumbo raw ----- 13 1/2
Peanuts, Jumbo, rstd ----- 12
Pecans, 3 star ----- 22
Pecans, Jumbo ----- 20
Walnuts, California ----- 23

Salted Peanuts

Fancy, No. 1 ----- 17 1/2
Jumbo ----- 20

Shelled

Almonds ----- 55
Peanuts, Spanish, ----- 13 1/2
Filberts ----- 50
Pecans ----- 1 05
Walnuts ----- 57

OLIVES.

Bulk, 2 gal. keg ----- 3 50
Bulk, 3 gal. keg ----- 5 00
Bulk, 5 gal. keg ----- 8 00
Quart, Jars, dozen ----- 6 25
4 oz. Jar, plain, doz. 1 45
5 1/2 oz. Jar, pl. doz. 1 60
9 oz. Jar, plain, doz. 2 80
16 1/2 oz. Jar, Pl. doz. 4 50
4 oz. Jar, stuffed ----- 1 65
8 oz. Jar, Stu., doz. 3 40
9 oz. Jar, Stuffed, doz. 4 00
12 oz. Jar, Stuffed, doz. 5 00

PEANUT BUTTER.



Bel Car-Mo Brand

8 oz. 2 doz. in case 3 20
24 1 lb. pails ----- 5 60
12 1/2 lb. pails ----- 5 40
5 lb. pails 6 in crate 6 00
15 lb. pails ----- 18 1/2
25 lb. pails ----- 18
50 lb. tins ----- 17 1/2

PETROLEUM PRODUCTS

Perfection Kerosine ----- 12.6
Red Crown Gasoline, -----
Tank Wagon ----- 21.3
Gas Machine Gasoline 33.8
V. M. & P. Naptha ----- 25.2
Capitol Cylinder ----- 42.2
Atlantic Red Engine ----- 23.2
Winter Black ----- 13.7

Polarine

Iron Barrels.

Medium Light ----- 59.2
Medium heavy ----- 61.2
Heavy ----- 64.2
Extra heavy ----- 69.2
Transmission Oil ----- 59.2
Pinol, 4 oz. cans, doz. 1.40
Pinol, 8 oz. cans, doz. 1.90
Parowax, 100, 1 lb. ----- 6.7
Parowax, 40, 1 lb. ----- 6.9
Parowax, 20, 1 lb. ----- 7.1



Semdac, 12 pt. cans 2 70
Semdac, 12 qt. cans 4 00

PICKLES

Medium Sour

Barrel, 1,200 count ----- 16 00
Half bbls., 600 count 9 00
10 gallon kegs ----- 6 75

Sweet Small

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

Dill Pickles.

600 Size, 15 gal. ----- 9 00

PIPES

Cob, 3 doz. in bx 00@1 20

PLAYING CARDS

Broadway, per doz. ----- 2 40
Blue Ribbon ----- 4 00
Bicycle ----- 4 25

POTASH

Babbitt's 2 doz. ----- 2 75

FRESH MEATS

Beef.

Top Steers & Heif. 14@15
Good Steers & Heif. 13@14
Med. Steers & Heif. 11@12
Com. Steers & Heif. 08@09

Cows.

Good ----- 11
Medium ----- 08
Common ----- 07

Veal.

Top ----- 16
Good ----- 14
Medium ----- 12

Lamb.

Good ----- 24
Medium ----- 23
Poor ----- 18

Mutton.

Good ----- 15
Medium ----- 13
Poor ----- 09

Pork.

Heavy hogs ----- 08
Medium hogs ----- 11
Light hogs ----- 11
Loins ----- 16
Butts ----- 15
Shoulders ----- 13
Hams ----- 13
Spareribs ----- 12
Neck bones ----- 05

PROVISIONS

Barreled Pork
Clear Back ----- 23 00@24 00
Short Cut Clear ----- 22 00@23 00
Clear Family ----- 27 00@28 00

Dry Salt Meats

S P Bellies ----- 16 00@18 00

Lard

80 lb. tubs ----- advance 1/4
Pure in tins ----- 14 1/2
Compound Lard ----- 14
69 lb. tubs ----- advance 1/4
50 lb. tubs ----- advance 1/4
20 lb. pails ----- advance 1/4
10 lb. pails ----- advance 1/4
5 lb. pails ----- advance 1/4
3 lb. pails ----- advance 1

Sausages

Bologna ----- 12
Liver ----- 12
Frankfort ----- 16
Pork ----- 18@20
Veal ----- 11
Tongue ----- 11
Headcheese ----- 14

Smoked Meats

Hams, 14-16 lb. ----- 20@23
Hams, 16-18 lb. ----- 20@23

Ham, dried beef

sets ----- 38 @39
California Hams 12 @13

Picnic Boiled

Hams ----- 30 @32
Boiled Hams ----- 32 @35
Mince Hams ----- 14 @15
Bacon ----- 22 @34

Beef

Boneless ----- 23 00@24 00
Rump, new ----- 23 00@24 00

Mince Meat

Condensed No. 1 car. 2 00
Condensed Bakers brick 31
Moist in glass ----- 8 00

Pig's Feet

1/4 bbls. ----- 2 15
1/2 bbls., 35 lbs. ----- 4 00
3/4 bbls. ----- 7 00
1 bbl. ----- 14 15

Tripe

Kits, 15 lbs. ----- 90
1/4 bbls., 40 lbs. ----- 1 60
3/4 bbls., 80 lbs. ----- 3 00

Casings

Hogs, per lb. ----- @42
Beef, round set ----- 14@26
Beef, middles, set ----- 25@30
Sheep, a skein 1 75@2 00

RICE

Fancy Head ----- 08
Blue Rose ----- 5 1/2 @6
Broken ----- 03 1/2

ROLLED OATS

Steel Cut, 100 lb. sks. 4 75
Silver Flake, 10 Fam. 1 90
Quaker, 18 Regular ----- 1 80
Quaker, 12s Family ----- 2 65
Mothers, 25s, Illum ----- 4 40
Silver Flake, 18 Reg. 1 45
Sacks, 90 lb. Jute ----- 3 05
Sacks, 90 lb. Cotton ----- 3 15

SALERATUS

Arm and Hammer ----- 3 75

SAL SODA

Granulated, bbls. ----- 2 00
Granulated, 100 lbs cs 2 25
Granulated, 36 2 1/2 lb. packages ----- 2 50

COD FISH

Middles ----- 15
Tablets, 1 lb. Pure ----- 22
Tablets, 1/2 lb. Pure, ----- 1 40
Wood boxes, Pure ----- 26
Whole Cod ----- 12

Holland Herring

Milkers, kegs ----- 1 15
Y. M. Kegs ----- 1 00
Y. M. Half bbls. ----- 8 50
Y. M. bbls. ----- 16 50

Herring

K K K K, Norway ----- 20 00
8 lb. pails ----- 1 40
Cut Lunch ----- 1 00
Boned, 10 lb. boxes ----- 16 1/2

Lake Herring

1/2 bbl., 100 lbs. ----- 6 00

Mackerel

Tubs, 50 lb. fancy fat 9 25
Tubs, 60 count ----- 5 75

White Fish

Med. Fancy, 100 lb. 13 00

SHOE BLACKENING.

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

STOVE POLISH.

Blackline, per doz. ----- 1 35
Black Silk Liquid, doz. 1 40
Black Silk Paste, doz. 1 21
Enamaline Paste, doz. 1 35
Enamaline Liquid, doz. 1 35
E Z Liquid, per doz. 1 40
Radium, per doz. ----- 1 85
Rising Sun, per doz. 1 35
654 Stove Enamel, dz. 2 85
Vulcanol, No. 5, doz. 95
Vulcanol, No. 10, doz. 1 35
Stovoil, per doz. ----- 3 00

SALT

Colonial 24, 2 lb. ----- 90
Med. No. 1, Bbls. ----- 2 70
Med. No. 1, 100 lb. bg ----- 70
Farmer Spec., 70 lb. ----- 55
Packers Meat, 56 lb. ----- 56
Packets for ice cream ----- 95
100 lb. each ----- 47
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 Naphtha, 700 box ----- 6 00

Grdma White Na, 100s ----- 5 00

Rub No More White ----- 5 50

Naphtha, 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 ----- 3 00

Williams Barber Bar ----- 9 50

Williams Mug, per doz. 48

Proctor & Gamble.

5 box lots, assorted

Chipso, 80, 12s ----- 6 40

Chipso, 30, 32s ----- 6 00

Ivory, 100, 6 oz. ----- 6 50

Ivory, 100, 10 oz. ----- 10 85

Ivory, 50, 10 oz. ----- 5 50

Ivory Soap Flks., 100s ----- 4 10

Lenox, 100 cakes ----- 3 65

Luna, 100 cakes ----- 4 00

P. & G. White Naptha ----- 5 25

P. & G. 100 No. 13 cakes ----- 5 50

Star Nap. Pow. 60-16s ----- 3 65

Star Nap. Pw., 100-12s ----- 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

Maple Flavor.

Orange, No. 1/2, 2 doz. 2 75

Orange, No. 5, 1 doz. 3 90

Maple.

Green Label Karo, ----- 6 69

23 oz., 2 doz. ----- 6 69

Green Label Karo, ----- 11 40

5 1/2 lb., 1 doz. ----- 11 40

Maple and Cane

Kanuck, per gal. ----- 1 60

Sugar Bird, 2 1/2 lb., ----- 9 00

2 doz. ----- 12 00

Sugar Bird, 8 oz., ----- 12 00

Maple.

Johnson Purity, Gal. 2 50

Johnson Purity, 4 ----- 18 50

TABLE SAUCES.

Lea & Perrin, large ----- 6 00

Lea & Perrin, small ----- 3 35

Pepper ----- 1 60

Royal Mint ----- 2 40

Tobasco ----- 2 75

Sho You, 9 oz., doz. ----- 2 70

A-1, large ----- 5 75

</



Proper Food Big Factor in Baby's Smile.

Written for the Tradesman.

"Rickets! Impossible, doctor! My child has had the best of care from its birth. I have a wonderful nurse; she is a trained baby nurse, in whom I have the greatest confidence. How can anything be the matter with my well-looking baby? I don't pretend to have any knowledge about the care of babies myself; but my nurse certainly ought to have it."

"Your nurse doubtless knows a good deal about babies," the doctor replied. "But evidently she doesn't know about this particular baby. And you say that you don't. We are not considering babies in general; we have one special baby on our hands just now, and it is plain that he isn't getting proper food for his individual needs. Here he is over six months old and he does not attempt to sit up. He lacks strength in his bones."

So they got down to the food question, and it was but a short time before the baby was normal, not only sitting up but scrambling about on the floor with all the energy that a baby on his way to his first birthday ought to be showing.

The thing that interested and pleased me most about it was that the mother, whom I have known ever since she was a girl, put into the business all of a tremendous energy, and a more than ordinary intelligence. She is of large means, cultured, travelled, always studying, taking lessons in dancing, French, the latest games; active in all sorts of worthy enterprises. To the personal care of her baby she now devoted all of this capacity.

"I am ashamed of myself," she said. "Here I was, a director of the Diet Kitchen, contributing to settlements in which poor women could learn how to live, pitying the underfed children of the slums, and in the midst of my own luxury my own baby—for whom I could get anything money could buy—just starving for proper food! Isn't it ridiculous?"

"No, sir! I'm not leaving it any more to hired help. I'm going to know about this myself. What is my college education for, if I can't apply it specifically to my own child? Unfortunately, my college never mentioned to me the fact that I might have a child."

A few lessons from a professional, a doctor in a baby hospital—some one with real intelligence and love for babies—and a careful study of the particular child day in and day out, and this little fellow might not have come so near being crippled for life. Babies are so often left to chance and routine, under the care of hired people who grow careless and find it easier

to go on with a mechanical routine of bottles.

The perfect food for babies is still mother's milk. The burden of proof is upon any mother who evades that duty under any pretext. I have on'y pity for those women who make excuses—especially "social" excuses—for denying to their babies the food that nature means them to have.

But now, after six months other liquids are given in small quantities for their additional food value and to contribute various elements which the particular baby is found to need. A young mother wrote to me not long ago:

"My baby is so cross and cranky. I do not know what can be the matter. I nurse him as I nursed all my other children."

I asked my doctor what to tell her.

"Cross and cranky at six months?" said he. "Something the matter with food, probably. I should say give him some fruit juice two or three times a day. A teaspoonful of orange juice before the baby's bath will bring a smile. Scraped apple, very fine and mushy in small quantity, or a teaspoonful of well-cooked apple-sauce, is good. Other fruit juices—grape-juice, any mild juice not too acid. No, not strawberries; they are not good for little children—or for some adults. I know some doctors who approve of cooked tomato-juice, of course, without seeds."

As the baby grows older, the doctor went on to say, a teaspoonful of clear soup or beef juice, or mutton or chicken broth may be given. When the baby is eight months old, and perfectly normal, and, if he has been having fruit juices and soup, one might substitute for the mid-day feeding of milk the following:

Five ounces of soup. Two teaspoonfuls of spinach or carrot puree, very soft and fine.

Watch your baby and in place of the meat soups you may find that a grain soup is good—of long cooked oatmeal or barley, with a bit of butter and pinch of salt and sugar to taste. After the child has teeth a small piece of zweibach may be given, being sure not to let him choke on too large fragments.

This is one schedule, given by a doctor for a nine months' child;

6 a. m.—Nursing or bottle.

8:45 a. m.—Orange juice, one ounce.

9 a. m.—Nursing or bottle.

Noon—Soup, vegetable puree of carrot, spinach or potato.

3 p. m.—Apple sauce.

6 p. m.—Nursing or bottle.

At twelve months:

6 a. m.—Farina, thoroughly-cooked, soft and fine, with milk.

8:45 a. m.—Orange juice.

9 a. m.—Bottle or nursing.

Noon—Soup, with a little well cooked farina in it. Very soft vegetable—spinach, carrot, potato or even cauliflower buds, well cooked. Apple sauce or prune sauce, very soft and fine.

3 p. m.—Bottle or nursing.

6 p. m.—Simple supper, of well cooked cereal and milk, milk toast, junket or custard.

Such dietaries as these, carefully studied out in consultation with a competent physician, will give your child properly balanced feeding. No properly fed child ever had rickets. Intelligent feeding of your child is the best safeguard against illness and a long step on the road to happiness.

Prudence Bradish.

(Copyrighted, 1923.)

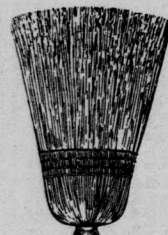
If yours is a small store, don't try to make your special sale look as big a merchandising event as that of the large store. You will only make yourself ridiculous.

NATIONAL DETECTIVE BUREAU Investigators

A progressive organization, managed and personally conducted, by two widely known investigators, that renders invaluable service and information to individuals, stores, factories and business houses.

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DANDY
LINE

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B. O. E. LINE

Prices

Special ----- \$ 8.00
No. 24 Good Value 8.75
No. 25, Velvet -- 10.00
No. 25, Special -- 9.50
No. 27, Quality_ 11.00
No. 22 Miss Dandy 11.00
No. B-2 B. O. E. 10.50
Warehouse, 36 lb. 11.00
B.O.E. W'house,
32 lb. ----- 10.50

Freight allowed on
shipments of five
dozen or more.

All Brooms
Guaranteed

Rich & France

607-9 W. 12th Place

CHICAGO, ILLINOIS



AMBER COFFEE

should be on your shelves—the same quality that made it famous.

Blended, Roasted and
Packed by

CHRISTIAN
COFFEE CO.

337-339 Summer Ave.
GRAND RAPIDS, MICH.



Weber Flour Mills Corp. Brands.

Tea Table ----- \$7.65
Oven Spring ----- 7.20

For Sale by
KENT STORAGE COMPANY
Grand Rapids—Lansing—Battle Creek
Wholesale Distributors

Sand Lime Brick

Nothing as Durable
Nothing as Fireproof
Makes Structures Beautiful
No Painting
No Cost for Repairs
Fire Proof
Weather Proof
Warm in Winter
Cool in Summer

Brick is Everlasting

Grande Brick Co., Grand
Rapids
Saginaw Brick Co., Saginaw
Jackson-Lansing Brick Co.,
Rives Junction



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

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

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THE POWER CO.

Bell M 797

Citizens 4261

Proceedings of St. Joseph Bankruptcy Court.

St. Joseph, March 19.—In the matter of Ephram G. Corning, bankrupt, of Hartford, the first meeting of creditors was held at the latter place and from the examination of the bankrupt there appearing no assets over and above the bankrupt's statutory exemption, and the creditors present and represented not desiring that a trustee be appointed, an order was made by the referee that no trustee be appointed and that the bankrupt be allowed the stock and fixtures as his exemptions and for the purpose of paying the actual expenses of administration. The meeting was then adjourned without day.

In the matter of the Hartford Exchange Bank, George W. Merriman, bankrupt, on the trustee's objections to certain claims, a hearing was had and orders made reducing the claims in amount. The trustee was directed to file his fourth report and account.

In the matter of Price W. Perry, bankrupt, of Bangor, the first meeting of creditors was held at Hartford. No creditors were present or represented. Claims were allowed to the amount of \$2,063.88. The bankrupt was sworn and examined by the referee and there appearing no assets over and above the bankrupt's statutory exemptions, an order was made by the referee that no trustee be appointed and allowing the bankrupt's exemptions as claimed. The meeting was then adjourned without day.

March 20. In the matter of Homer H. Roth, bankrupt, of Penn township, Cass county, the trustee filed his final report and account showing total receipts of \$1,268.85 and disbursements of \$225.77 and balance on hand of \$1,043.08, with request that the final meeting of creditors be called for the purpose of paying administration expenses, the declaration and payment of a final dividend and closing the estate. The request of the trustee was granted and the final meeting of creditors ordered to be held at the referee's office on April 13.

March 21.—In the matter of Lester Lindsey, bankrupt, of Otsego, the trustee filed report showing sale of the stock of Angle Steel Stool Co. held by the bankrupt estate and an order was made confirming the sale forthwith.

In the matter of George Shepley, bankrupt, of Otsego, an order was made by the referee, confirming the trustee's report of sale of the remaining assets for the sum of \$100. Creditors of the bankrupt estate have been paid a first dividend of 10 per cent. and within the next 30 to 60 days another dividend will be declared and ordered paid.

March 22. In the matter of Clyde Hinckley, bankrupt, of Kalamazoo, an order was made calling the first meeting of creditors at room "J." Federal building in the city of Kalamazoo, on April 2, for the purpose of proving claims, the election of a trustee, the examination of the bankrupt and the transaction of such other business as may properly come before the meeting.

In the matter of Joel H. Clark, bankrupt, of Lawton, the trustee was directed to file his supplemental final report and account for the purpose of closing the estate and discharging the trustee.

In the matter of John Houseman, individually, and as a co-partner of Stanton & Houseman, bankrupt, of Kalamazoo, an order was made calling the first meeting of creditors at the former place on April 2 for the purpose of proving claims, the election of a trustee the examination of the bankrupt and the transaction of such other business as may properly come before the meeting.

March 23. In the matter of William M. Traver, bankrupt, of Hartford, on the trustee's objections and exceptions to certain claims, after special hearings

were had on the same, orders were entered by the referee allowing the claims of the Valley City Bank, of Elkhart, Indiana, in excess of \$16,000 and Gladstone Beattie, for \$2,116. The claim of the First National Bank of Paw Paw, filed for the sum of \$10,500, was disallowed for the reason that the testimony showed the same was an obligation of the co-partnership firm of Clover & Traver and the money used for the co-partnership. The claim of the J. M. Praver Co., of Chicago, was reduced in amount and allowed for \$18,778.87.

March 24. In the matter of Ephram G. Corning, of Hartford, no cause to the contrary being shown, an order was made by the referee closing the estate and recommending the discharge of the bankrupt. The record book and files were returned to the clerk's office.

In the matter of Price W. Perry, of Bangor, bankrupt, an order was entered by the referee closing the estate. There being no objections to the bankrupt's discharge, a certificate was made recommending that the same be granted. The record book and files were forwarded to the clerk of the court.

Hides, Pelts and Furs.

Hides	
Green, No. 1	09
Green, No. 2	08
Cured, No. 1	10
Cured, No. 2	09
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	1 00@2 00
Lambs	1 00@2 00
Shearlings	50@1 00
Tallow.	
Prime	@7
No. 1	@6
No. 2	@5
Wool.	
Unwashed, medium	@35
Unwashed, rejects	@30
Unwashed, fine	@35



STRAIGHT
SIZE—
The Johnson
Original 10¢ Cigar
VAN DAM
MANUFACTURED BY
TUNIS JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN

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—Three grocery stocks, at inventory or lump price. Good locations in live cities; established trade. Good deals if taken at once. LODER Real Estate Agency, Homer, Mich. 97

If you know linens, white goods, bedding, blankets and domestics, tell us about yourself and your successes—names of former employers and references. Ours is Michigan city of forty thousand. Energetic, hustling small town man who "does not know it all" preferred. Address No. 98, care Michigan Tradesman. 98

For Sale—Established confectionery and ice cream business, located in live town. Rent low. Stock and fixtures inventory \$5,000. American Ice Cream Parlor, Lowell, Mich. 99

For Sale—At Butterfield, Mich., general stock in farming section, frame building. Fine home, ten acres orchard, all kinds fruit. Buildings are in fine condition. On trunk line road No. 74, four miles from railroad. Rural route daily. Complete telephone system. Churches forty rods each side. Schools three-quarters mile, each side. Cash payment, time for balance. Reason for selling, poor health and old age. R. A. Williams, Lake City, Mich. 100

Drug Store—On trunk line road, doing good business. Good living rooms up stairs. Physician's office in connection. Entire stock, new fixtures, building and four lots. Must have \$4,000 down, balance on terms. If you mean business, address E. M. Snyder, Mecosta, Mich. 101

FOR SALE—On account of ill health, grocery and bakery. One of the best locations in Petoskey, Mich. Address The Petoskey Grocery Co., Petoskey, Mich. 102

WALLACE COUNTY, KANSAS.—Opportunity buy cheap home: for sale 30,000 acres good soil, water; near railroads. Low price, easy terms. Peter Robidoux, owner, Wallace, Kansas. 103

Stock of hardware and building for sale. Stock about \$5,000, with fixtures. Building 26x70 feet, two-story, with residence in connection. Lot 40x300 feet. Clean stock. Reason for selling, am going to retire. A. C. Abraham Hardware Co., Knowles, Wis. 104

For Sale—Manufacturing plant Marietta, Ohio. Invoice \$10,000 to \$15,000. Terms: cash \$6,000, balance payments. Will exchange for city or farm property. Wendelken Mfg. Co., Marietta, Ohio. 105

Very select list of retail stores of all kinds. Priced to sell quickly. Buyers write for information. Chicago Business and Rity. Exchange, 327 South LaSalle street, Chicago. 106

Stocks of merchandise quickly converted to spot cash—ten to twenty days. Twenty years experience. Write for information to-day. Chicago Business and Rity. Exchange, 327 South LaSalle St., Chicago. 107

General merchandise, opening, reducing, and closing out sales. For particulars write L. J. Crisp, Sales Conductor, ELK RAPIDS, MICH. 108

FOR SALE—Hardware and grocery stock in Southern Michigan. A county seat town. Address No. 109, care Michigan Tradesman. 109

For Sale—Stock of general merchandise consisting of groceries, dry goods, boots and shoes. The main store in a strong agricultural town near Grand Rapids. \$8,500 with fixtures, or inventory. Address No. 91, care Michigan Tradesman. 91

Wanted—A butcher's refrigerator for meat market. Write John Herren, Thompsonville, Mich. 96

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.

DICKRY DICK THE SCALE EXPERT. MUSKEGON, MICH. 939

For Sale—Old established business, dry goods, men's furnishings and shoes. Town 1200; college 400 students one mile from limits. Southwest Michigan, heart of fruit belt. Location excellent, good building, rent low. Liberal discount for cash, terms to right party. Other business requires all my time. Address No. 86, care Michigan Tradesman. 86

Pay spot cash for clothing and furnishings goods stocks. L. Silberman, 1250 Burlingame Ave., Detroit, Mich. 566

CASH For Your Merchandise!

Will buy your entire stock or part of stock of shoes, dry goods, clothing, furnishings, bazaar novelties, furniture, etc. LOUIS LEVINSOHN, Saginaw, Mich.

Wanted—To buy grocery or small stock of general merchandise. Must be in town with good schools. Address No. 88, care Michigan Tradesman. 88

For Sale—Dry goods stock, Northern Michigan town, 1000. Inventories about \$7,500; will reduce to suit buyer. Clean stock, attractive store, low rent. Best dry goods trade in county. Act quick. Address No. 90, care Michigan Tradesman. 90

Wanted—A farm in exchange for country store doing good business. De Coures, Bloomington, Mich. 94

DENATURED ALCOHOL POISON LABELS

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

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

All orders promptly executed.

Tradesman Company
Grand Rapids

GRAND RAPIDS SAFE CO.

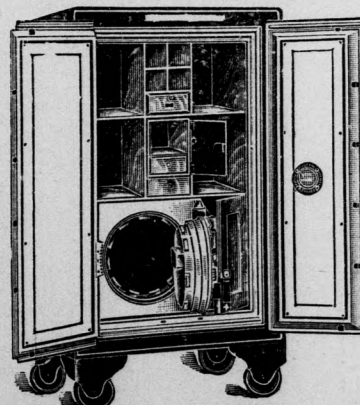
Dealer in

Fire and
Burglar Proof
Safes

Vault Doors and Time Locks

Largest Stock in the State.

Grand Rapids Safe Co.
Grand Rapids, Mich.



MORE CHEATS AND FRAUDS.

Rampant Swindles Recently Perpetrated in Detroit.

Detroit, April 27—General warnings are being issued to investors to beware of "blind" advertisements by salesmen and others seeking to obtain further money from them, "for protecting their rights," etc.

The Board of Directors of the interlocked L. R. Steel projects, comprising restaurants, chain stores, chain farm projects, real estate projects, coal mining projects and a dozen ventures, having combined capitalization of more than \$50,000,000, has accepted the resignation of Leonard R. Steel, president. An audit of the accounts is now in progress. Permission to sell stock in any of the ventures was withdrawn by the Michigan Securities Commission Nov. 22, 1922. The Baltimore, Md., office was ordered to discontinue sales Feb. 24, 1923, and the Attorney General of the State of New York ordered discontinuance of the sale of securities.

The Better Business Bureau of Detroit has for months had an extensive file on the operations of the company and its sales methods; and has placed its data at the disposal of scores of prospective investors and salesmen for the company. Laudation of Steel personally, intensive inculcation of enthusiasm and very little specific data on the investment venture featured paraphernalia of salesmen with whom the Bureau came in contact.

The Better Business Bureau urges caution on the part of security purchasers on all projects typified by high tension sales methods, especially where the salesman carries little or no explicit information on the intrinsic values of property in which he is marketing interests.

Edward A. Loveley, president of the organization which proposed putting on an international exposition in Detroit in 1926, announced that the plan had been discontinued. Philadelphia's plans to celebrate the 150th anniversary of the Declaration of Independence were thought to have been discontinued when the Detroit exposition plans were first fostered; but were afterward discovered to have been resumed.

Selling Blue Sky.

Dr. James Lattimore Himrod and E. B. Cookson, sales manager, are now operating out of 2427 First National Bld., Detroit, selling memberships in the Detroit Exposition Club at \$10 each. Although they have not issued a statement at the Bureau's request covering details of their plans, they state that the Exposition project is still under way insofar as they are concerned.

Housing Trust Swindle.

United Home Builders of America, the largest "housing trust" or loan pool proposition in the State of Texas, has been placed in the hands of receivers on order of Judge Tom Work, 68th District Court. In handing down the decision, Judge Work took occasion to denounce the methods whereby the affairs of the company had been administered and gave the opinion that the company operated in the nature of a lottery.

Maurice Mendenhall, executive officer of the Indiana Securities Commission, states that counsel for the Benjamin Franklin Mortgage Trust has agreed to dissolve and return all money received from the sale of trust certificates to purchasers. This followed the employment of Jerome Simmons, counsel for the National vigilance committee of the Associated Advertising Clubs of the World, in the interests of the Indianapolis Better Business Bureau, to appear before the Indiana Securities Commission in the matter of revocation of the permit of the Mortgage Trust to sell its securities in Indiana.

Two holders of certificates in the

Washington Housing and Savings Trust, 10th and Oak streets, Kansas City, Mo., have requested appointment of a receiver for that concern, alleging that it is not functioning as a loaning organization as represented at the time of the sale of the certificates.

The Attorney General of Missouri has handed down an opinion that business of the 3 and 4 per cent. loan pools of that State is in many instances void under the lottery statutes. Many reorganizations and consolidations have followed.

The Better Business Bureau of Detroit in August, 1921, issued a report to the effect that the principal appeal of a housing trust plan was speculative and that there seemed to be some doubt as to its legality. Hundreds of enquirers have been advised as to the slow rate at which loan turns were reached and as to diverse statements of salesmen.

Advice from Executive Officer H. N. Duff, indicates that the loan pool plans are being subjected to careful scrutiny by the Michigan Securities Commission.

Cleveland Discount Fiasco.

Difficulties of Cleveland's largest financial paper discounting and mortgage bond house, the Cleveland Discount Corporation, which has been placed in the hands of William L. David and Thomas H. Hoggsett, receivers, according to information received by the Better Business Bureau of Detroit, are due to a policy of paying dividends on the basis of future earnings, financial critics say.

Josiah Kirby, president and general manager, the moving spirit of the Cleveland company, has resigned as president. Haskins and Selly, public accountants, have been retained to make an audit of the company's books. Millions of dollars of mortgage bonds have been sold by the company under the direction of Mr. Kirby, "the master salesman," largely on the strength

of the fact that the bonds were guaranteed by the Cleveland Discount Corporation both as to principal and interest. The total sale of securities by the company is said to have been \$40,000,000.

Detroit financial men state that the troubles of the company arose from a policy of immediately crediting to profits the difference between the face value of the bond issue on real estate, and the price at which the company bought the same; and following a similar policy as regards the discounts at which the company bought other commercial paper. This policy has been, unfortunately, common among commercial paper discounting corporations, it is alleged, and has led to many of the difficulties which they have experienced. These profits should be declared, the Detroit men assert, only as the obligations are liquidated and the profits actually realized in cash.

There is no reason for concluding that the purchasers of the real estate mortgage bonds issued by the Cleveland Discount Corporation will suffer total losses. Their status will depend upon the value and earning power of the properties against which the mortgage bonds were written in most instances.

Broker To Avoid.

That the difficulties of H. S. Robinson, broker, were not limited to Stevenson Gear Co. stock, dealings in which caused suspension of his license by the Michigan Securities Commission, is indicated by complaints assembled by the Better Business Bureau of Detroit.

One affidavit on file in this office alleges that the deponent paid \$305 for 20 shares of U. S. Cities Corporation stock, signing a contract which purported to bind the U. S. Cities Corporation through Thornburg, Robinson & Withey, apparently agents. George W. Woods, fiscal agent for

the U. S. Cities Corporation, states that neither Mr. Robinson nor his firm are or ever were agents for the U. S. Cities Corporation. The company, according to Mr. Woods, merely bought stock from U. S. Cities to re-sell. Deponent states that he obtained delivery of five shares of the stock at one time, which Mr. Robinson personally took back from him, alleging that he could only deliver the twenty shares as a single unit. Now the deponent states he can get neither money nor stock.

Two other complaints come from purchasers of stock in the Barnard Toy Co. They declare they have waited months for their stock and are unable to get it, even now that the company has gone into bankruptcy.

A fourth purchaser states that Mr. Robinson, having received his money through an agent, refuses to deliver Stevenson Gear stock.

A complaint was sworn out charging larceny by conversion in one case. Repeated promises by Mr. Robinson to straighten his affairs have not as yet produced any tangible results.

An Old Swindle.

The lot you "have been awarded," after you filled in the little ticket with your name and address at the theater or the base ball game, is "given to you free," but it will cost you between \$45 and \$60 to get a deed and abstract and you can't get the lot without the deed and abstract.

This is the mode of operation of the St. Clair Realty Co., and the Co-operative Magazine Club, operated by Messrs. James Lawrence, Joseph Clavis and Joseph P. McCormick. Apparently everyone who fills in a ticket is "awarded" a lot. The lots, 25x125 feet, are located away from the water edge on Dickinson Island, accessible only part of the year. It is alleged that the lots are bought six for \$75 by the vendors. The sales are apparently made largely to foreigners.

Sound Investment with Big Dividends

THE THWAITES FURNITURE COMPANY, manufacturers of Fibre Furniture, capitalized for \$200,000.00, all Common Stock, offers about \$75,000.00 of its stock to the general public.

There are a great many people with idle savings, looking for an opportunity to place their money where it will work and bring them substantial returns.

THE THWAITES FURNITURE COMPANY, which started but four years ago, have enjoyed an enormous increase in business and have increased their capital from \$15,000.00 to \$75,000.00 in that short period of time. In other words they have made \$60,000.00 on the original investment of \$15,000.00 in four years.

This business is now firmly established and managed by men who are experts in this line, having had years of experience.

To meet this enormously increasing business, it is necessary to have a larger working capital, and for this reason we offer this splendid investment. If you are interested in this issue, write for further particulars or better still, if convenient, drop in and let us explain the exceptional opportunity that this issue offers.

THWAITES FURNITURE COMPANY,
Cor. Ionia & Weston Sts.,
Grand Rapids, Mich.

Gentlemen:

Please send me full information regarding sound investment with big dividends.

Signature _____

Address _____

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**



Brecht
COMPANY
ESTABLISHED 1853 ST. LOUIS, MO.

Increase Sales

WITH BRECHT DISPLAY COUNTERS
Brecht standard display Refrigerators, Counters and Coolers are built throughout of the best materials obtainable. They are handsome in appearance and designed to display meats in the most attractive manner with the least amount of ice consumed. Write for particulars.

1853 We Keep Faith 1923
With Those We Serve

THE BRECHT COMPANY
Established 1853
1231 Cass Ave., St. Louis, Mo.
New York, N. Y., 174-176 Pearl St.
Chicago, Ill., Monadnock Bldg.
San Francisco, Calif., 67 Second St.

MCCRAY

REFRIGERATORS *for* ALL PURPOSES

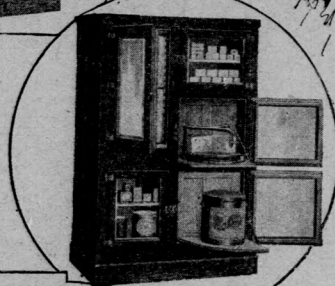


McCray No. 410

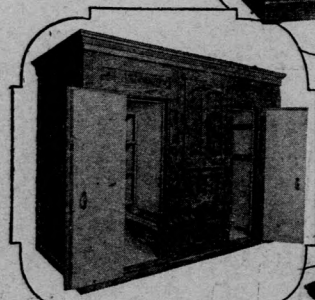
for Grocers



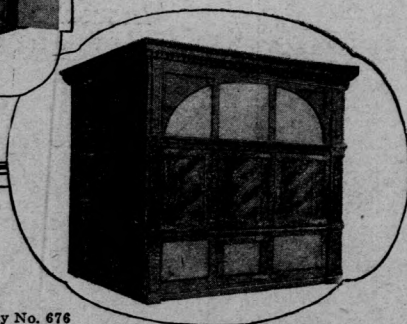
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McCray No. 676



One Mark of the Progressive Grocer

The fine exterior of the McCray Refrigerator adds to the attractiveness of any store. Its appearance is a mark of up-to-dateness which gives your patrons confidence in your sanitary standards, and helps you make the casual buyer a regular customer.

And the promise of its appearance is fulfilled by its performance. The McCray stops loss from spoilage by keeping your perishables pure and wholesome, and it increases your sales by enabling you to display this stock attractively, keeping it fresh and tempting.

The efficiency and economy of the McCray are the result of—

- Care in selecting and seasoning the best materials obtainable;
- Our patented system of construction which insures a constant circulation of cold, dry air through every part of the refrigerator;
- Skill in manufacture, devotion to every detail;
- Our steadfast purpose to make the best refrigerator it is possible to build.

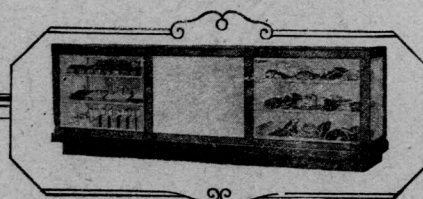
There are many stock sizes and styles of McCray Refrigerators, coolers and display case refrigerators for grocers. Besides we build to order equipment to meet special needs.

You can buy a McCray with the profit that it saves you. Ask about our easy payment plan.

Send now for further information. We'll gladly suggest specified equipment to meet your needs, without obligation.

MCCRAY REFRIGERATOR CO.

2344 Lake St., KENDALLVILLE, IND.
Detroit Salesroom, 36 E. Elizabeth St.



McCray No. 1042