

To Continue Without Interruption

In reply to numerous inquiries pertaining to the business of the Valley City Milling Company, whether it is to be continued and under what policy, we reply most emphatically the business will be continued and the same policy employed as that in force under the late Mr. William S. Rowe's management.

In fact, Mr. Rowe had the business so well and thoroughly organized there will be no interruption whatever, although we have all been greatly saddened by his death and we shall keenly miss his kindly helpfulness and charming personality.

The Company has leased 1200 barrels per day capacity in one of the most prominent mills in the Country, so it is amply able to supply its trade requirements on both flour and specialties both as to quality and quantity, as the millers who have been with us for years are supervising the manufacture of our goods at the leased mill.

As a matter of fact, the outlook of the Valley City Milling Company is very bright indeed and all indications point to an exceptionally successful year.

Our only regret is that the faithful and resourceful head of our institution will not be with us to rejoice in the success which is attending our efforts—a success due in no small degree to the painstaking service he always accorded the business which he helped to create and place in a substantial position.

VALLEY CITY MILLING COMPANY
GRAND RAPIDS, MICHIGAN

HEKMAN'S

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

GROCERS—There is only one Hekman line—the standard of the baking art.

Hekman Biscuit Co.
Grand Rapids, Mich.

Citizens Long Distance Service



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

21,850 telephones in Grand Rapids.
Connection with 150,000 telephones in Detroit.

USE CITIZENS SERVICE

CITIZENS TELEPHONE COMPANY

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.

Fieglers

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

JUST A REMINDER—

The modern grocer is alive to the value of selling helps.

He will welcome the new Fleischmann Yeast-for-Health transparency sign; a useful as well as attractive selling help. Just the reminder that links up our Yeast-for-Health message in the mind of your customer and leads to more yeast sales.

Have your nearest Fleischmann representative stick one of these attractive signs on your front door.

THE FLEISCHMANN COMPANY

Yeast

Service



The STANDARD IN COFFEE

*A Product is Good or Bad
Only By Comparison*

That is why in every line of merchandise there is usually one product of such outstanding excellence that it serves as a STANDARD in determining the quality, value and merit of competitive brands.

Grocers have so often been asked "Is it as good as Seal Brand?" that naturally they have come to ponder the question.

In seeking to know whether a coffee is good, bad or indifferent, consumers habitually compare it with Seal Brand. Seal Brand is their only yardstick for measuring coffee value.

The most satisfactory answer to the question "Is it as good as Seal Brand?" is a stock of Seal Brand Coffee itself—within arm's reach on the shelf.

CHASE & SANBORN
CHICAGO

When You Sell Shredded Wheat

you are supplying a demand we have created for you through advertising. We don't ask you to make new customers for

Shredded Wheat Biscuit

Just keep a fresh stock in a nice, clean, dry place in your store and hand it out to those who ask for it. Shredded Wheat has survived all the ups and downs of public fancy and remains to-day the one great staple breakfast cereal, with a steady sale all the year 'round, at a good profit.

MADE ONLY BY

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



MICHIGAN TRADESMAN

Fortieth Year

GRAND RAPIDS, WEDNESDAY, MAY 30, 1923

Number 2071

MICHIGAN TRADESMAN

(Unlike any other paper.)

Frank, Free and Fearless for the Good
That We Can Do.
Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By

TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

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ONLY A MINOR REACTION.

In the opinion of many business observers too much emphasis has been laid on the decline in forward buying of basic commodities when mills have enough orders on hand to keep them running at or near capacity until next autumn. By that time, it is believed, a new wave of buying will have set in which will be sufficient to keep the industries busy throughout the year. Further than that they regard it as useless to attempt a forecast. For several months producers had been steadily booking more orders than they could ship, and it was quite obvious that buying could not go on indefinitely exceeding production. That it should finally slacken is therefore deemed only natural. It is regarded as a sign of healthy conditions that the slackening came before anything resembling a runaway market had developed. This is held to attest the fact that business men have been "watching their step" throughout the period of recovery and are not unmindful of the lessons of 1920.

Meanwhile, it is pointed out, the successful "negotiation" of this bad spot in the road does not mean that the need for careful driving is past. There may be other bad spots in the road ahead. In fact, some of these are already known to exist. One of these is the labor situation. Strikes are becoming increasingly frequent. The situation is not as yet on a plane with that late in 1919, when groups of workers, in defiance of their union officers, sometimes walked out, or took a "vacation," simply for the sake of striking. Such activities were one of the causes for the check to the re-adjustment from a war to a peace basis that began in 1919, and brought instead a wave of inflation that exceeded anything noted during the war itself. Labor in the building trades to-day seems bent on a policy of wage inflation, and there are signs

that this is spreading to other lines. If wages are inflated it will be impossible to avoid price inflation as well. The one will follow the other as certainly as night follows day. The outcome will be another period of depression and unemployment. Business men have learned a great deal during the last three years about the business cycle, and they have recently given proof of their ability to put this knowledge to practical use. Labor can use such knowledge with equal profit.

FOR WOMEN'S NECKWEAR.

Just as the vogue for Egyptian types brought the blouse into restored popularity, leading to the creation of a series of fashionable styles, so has the Egyptian vogue brought the bandanna into popularity and led to the creation of a series of new styles in women's neckwear. It appears to be taken for granted now by the women of the country that the neck requires some sort of additional adornment along bandanna lines, with the result that women's neckwear manufacturers are enjoying a splendid business at this time. Prospects are bright for the biggest business in the history of this trade for the Fall season.

The manufacturers are basing their optimism for Fall on the continued popularity of the Jenny type of neckline, which makes it almost necessary that the women of the country adopt some form of neckwear to complete their costume. The neckwear houses are devoting much attention to working up suitable styles to go with the Jenny or oval neckline and already report much interest on the part of the retailer in the new "numbers."

THRIFT AND EASY MONEY.

From all parts of the country come reports of a steady increase in savings deposits. With a job for every worker and a high level of wages this is easily explainable. But there is a further significance in this tendency towards thrift. Buyers have not lost their heads, as they did just after the war. Retail trade is good, but it is not characterized as it then was by the extravagance of consumers. This has contributed to prevent anything like a runaway market in textiles and clothing, although the sharp advances in wool and cotton in past months might otherwise have been conducive thereto. The tendency to save is in part responsible for easy money while business activity has been making new records. In recent weeks the country has witnessed the unusual situation of manufacturers, while running their plants at maximum capacity, actually paying off their short term loans at the banks before maturity.

SUGAR MEN PROTEST.

Members of the sugar trade, including producers, refiners, and sellers, have made a protest to the President against the activities of one department of the Government in holding up their industry before the public as conspiring to advance prices. Their presentation of the statistical position of sugar indicates that the available supply this year will be about 1,800,000 tons less than that of 1922. They estimate the Cuban crop at 300,000 tons less than last year's, and show also a reduction of 300,000 tons in the production of beet sugar in the United States. In addition, on January 1 of this year stocks in Cuba were about 1,200,000 tons less than on the corresponding date of 1922. The trade is generally agreed on the correctness of these figures, though the members differ in their interpretation of them, for the reason that consumption is difficult to forecast. A decrease of 1,800,000 tons in the supply would of itself account for a sharp advance in the price of sugar. There were violent fluctuations in prices as a result of speculation, but this was temporary, while the condition of the Cuban crop was a matter of so much uncertainty. If the advance were due wholly to speculation, as some Government officials professed to believe, it would have been a transient affair, and the speculators would have faced eventual loss. They can only make money when they guess right.

WANTED: SUNSHINE

Business does not need any sunshine in a figurative sense; it is cheerful enough. Literally, however, a lot of sunshine would help things wonderfully. The retail clothier wants sunshine, and he wants it piping hot. With weather more like March than May his customers will not interest themselves in light weight clothing. The farmers are equally anxious for sunshine. They have fallen behind with their work. In the winter wheat belt of the Northwest the growing season lasts only about ninety days, and during that period intense sunshine is needed if the crop is to mature properly. A backward spring, therefore, is a great handicap. Likewise in the cotton belt late planting and delayed maturity mean more damage from the South's "billion dollar bug," the boll weevil. The weather we have been having has brought smiles to the long faces of those who are "long" on grain or cotton, but not to the farmer or the retailer.

BUSINESS STATISTICS.

One of the great difficulties in gauging the future course of business is our lack of statistical information with regard to present conditions.

Let us take for example the case of commodity stocks. Retailers, jobbers and manufacturers are not showing the heavy inventories which were a conspicuous feature of 1919-1920. Yet it is to be remembered that until late in 1920 it was not known that there was an actual plethora of nearly every sort of goods. On the contrary, throughout the early part of that year and during most of 1919 there was a prevalent belief that the supply of goods was inadequate relatively to the demand. The break in prices in 1920 revealed the fact that vast quantities of goods had been bought up for speculative purposes and temporarily withdrawn from the visible supply. Better statistics with regard to production, sales and consumption would have revealed the fact that somewhere along the line the flow of goods from producer to consumer was being dammed up and that an unhealthy situation was developing. The gaps in our present statistical information explain why forecasters sometimes hit so widely of the mark.

CANNED FOODS MARKET.

The canner has two causes for worrying and both are concerned with the two most essential factors, that of producing and selling. The backward spring has made a late and unfavorable start, necessitating in too frequent instances replanting. Cool nights have delayed normal development, which affects the crops which mature earlier than those which have a longer growing period to allow for a catch up. Canning costs show no prospect of a favorable change, which makes an unfavorable producing outlook. The canner thinks it strange that the situation does not lead to a heavier future booking, but he is not worrying so much on that score as he was. In some instances packers are glad that they are not more heavily sold up on contract. The present situation is in part responsible for the increased demand for spot canned vegetables. A delay in arrivals of new packs means a longer distributing season for old stocks and indicates an even closer cleanup than expected. In consequence, there has been more activity of late in this form of trading, although conservatism still prevails.

Mrs. E. L. Bunting, wife of the local confectioner and stationer at Walkerville, died recently. Deceased was well known to the traveling men, because she assisted her husband in the store and made frequent trips with him to Grand Rapids.

Aim high—there is little danger of over-shooting the mark when the range is the length of a lifetime.

HUMAN PROPOSITION.

Social and Economic Issues Involved In Immigration.

Written for the Tradesman.

In further answer to your recent question as to the interesting topics before the recent session of the United States Chamber of Commerce I have this to say: The subject of immigration was surely a very interesting one to have brought before men who represented not only United States, but some of the foreign countries. J. W. O'Leary opened the subject and other men, during the session of about three hours, delivered addresses and had a part in the general discussion. The speaker made the statement that the matter of immigration was largely a human proposition and had as well, distinct social and economic issues. It was his opinion that an employer must, under all circumstances, study the social side of the immigrant. In this time of world flux, the question arises, what can be done to make this floating element more permanent? He stated that it was generally admitted that what the United States needs is better quality, if at the expense of quantity, and that this could not be settled upon a mathematical basis. At the present time, our immigration law, as fathered by Congressman Albert Johnson, of Spokane, who is chairman of the Immigration Committee, has, as we all know, a 3 per cent. restrictive feature, which only allows, based upon the population of foreigners in our country, an addition to our population of 357,000 during the year from July, 1922, to July, 1923. This quota has been absorbed by all but three or four of the countries which contribute to this side of our population. Upon careful analysis of the ten months, which of this fiscal year had already passed, it was found that the 3 per cent restrictive clause was not proving to be a success. In the first place, immigration to the amount of about 350,000 per year has proven to be insufficient from the standpoint of needed labor. In the next place, the greater portion of these people come to us without knowledge of any specific vocation. The result of this is, that when they arrive they do not stabilize themselves at any particular occupation or at any particular spot and therefore, they become at once a movable population. In the next place, the 3 per cent. restrictive feature of our present law carries with it the necessity of final examination for admission to our country at the time the immigrant upon our shores. In many instances, they must be deported and in other instances, the parts of families arrive and there are certain reasons why they cannot be admitted and these people are deported and the families are separated for life. In the next place, it has been demonstrated that, during this fiscal year, 70 per cent. of the people coming to our country have settled in the Eastern cities, when the demand for their services was in the industrial centers of smaller cities throughout the country and in the agricultural

fields and as domestics in our homes. The result has been that very few of these people have gone outside of the congested cities and in fact more than one-half of them have settled in the city of New York. There was just one bright spot, that whenever one or more of these immigrants came to this country with specific vocations that these people found themselves in a short time and established homes and set their faces towards citizenship.

In considering these things and the future of our country and its necessities for labor, the question naturally arose, what could be done to legitimately expand the possibilities of immigration and to secure, if possible, a better class than those coming at the present time and especially those, who could become important factors in our labor situation. It was proposed that instead of repealing at the next session of Congress, the present 3 per cent. restrictive law, that it be amended and that there be attached to it a 2 per cent. selective clause and that over and beyond this, that the countries of Europe and Asia from whom we draw this class of people, should enter into arrangements with our country either for what might be called a reciprocal certificate between the countries interested, or that the United States transfer its operations as to admission from our shores to the foreign countries and settle the question of admission before these people leave their home countries. This, of course, would be a considerable expense, but it was thought that it would not be really any more from a financial standpoint, than to make good the errors that are being made now and the losses we sustain by immigrants who are not prepared to engage in any specific undertaking. It is perfectly evident that the industrial side of American life will insist upon a more liberal immigration law and it is perfectly evident also that it must be selective as well as restrictive. If the law is to be amended, as indicated above, it will allow the admission of about 500,000 per year. Several of the institutions, including the Carnegie Corporation, were represented in the discussion and the greater portion of them put particular stress upon the training for citizenship after these people arrive. It was stated that they do not know our country and that if they are to be made good citizens and are to assume definite avocations, we must have the facilities for training them, so as to overcome the influence which the foreign element would otherwise have upon our citizenship. What we want in this country is more producers, when these immigrants come to us and less peddlers. In fact, we are inclined to believe that the institutions founded for the purpose of educating those who come to our country, so that they may be soon brought to the necessity of speaking the American language and readily adopting our usages and conforming to our citizenship are doing very important work and that the conclusion is definite that the question of immigration is a social one, as well as an industrial one.

There was just one thing more of particular interest. The Carnegie Corporation has recently made a test of the immigrants who have within the last years come to this country and this test was made from Lowell, Mass., to Seattle, Wash., with an idea of finding out how many years these immigrants upon the average are in this country before becoming American citizens and it is found that the average is a little over ten years and the scale is as follows:

Turkey, 8.1.
Greece, 8.5.
Ireland, 8.6.
Russia, 9.6.
Roumania, 9.8.
Hungary, 9.9.
Holland, 10.1.
Denmark, 10.2.
Austria, 10.5.
England, 11.7.
Scotland, 10.6.
Norway, 10.8.
Italy, 11.4.
Germany, 11.9.
France, 11.9.
Switzerland, 12.0.
Sweden, 13.1.

The above scale is interesting and illustrates just one startling point and that is that the immigrants who come from the countries whose governments and usages the immigrants are not in love with become citizens sooner than those who come to us from the more highly developed countries and who hold to their mother love for a long period of time and with a lingering hope that at some time they may go back.

There were many other interesting features, but this contribution to you is altogether too long, and the consensus of opinion was that the question must be settled before the candidates start for our shores.

Lee M. Hutchins.

Automobile Production

The manufacture of automobiles during April was again something to excite wonder. The output of passenger cars was 344,379 and of trucks 37,366. This makes a new high mark for the industry. The output of cars was 75 per cent. and that of trucks 68 per cent. above the figures for April, 1922. The cars produced last month exceeded the total number in the United States in 1909. This affords further proof of high purchasing power in this country, if any were needed. Occasionally one hears criticism of the expenditure for cars, on the ground that it represents reckless extravagance and impairment of working capital. In individual cases this is all too true. Yet, while the use of cars has more than doubled within the last five years, savings deposits in this period have also increased, and there appears to be no dearth of capital to finance any legitimate enterprise. Indeed, money has been so plentiful that salesmen of worthless stocks have reaped a rich harvest.

When a customer proves to be a stranger, take special pains to make that customer like the store in order that you may add another regular patron.

Unusual Developments of interest to The Merchandise Shipper, Jobber or Broker

We rent and lease storage space in the finest warehouse in the State

1st. Fireproof—Steel and cement construction—low fire rates.

2nd. Location—Within 3 blocks of center of town.

3rd. Haulage—Trucks at your disposal.

We can arrange any size space the jobber may desire—part carload or 25 carloads. Elevator service in all buildings, which total nearly a quarter of a million square feet of surface.

Negotiable warehouse receipts are offered to our tenants on merchandise stored, which is a very valuable adjunct.

RICHARDS STORAGE CO.

Ionia, Michigan and Ottawa

Grand Rapids, Mich.

Telephone—Citizens 66178—Bell Main 119

Some Things the World Needs.

Opinions as to "what the world wants" are probably as many as are individual desires, for each of us very easily can confound his own needs or preferences with those of the world. Careful consideration may have been given to the question by the members of the British Institute of Patentees, and they have started a book with the title of "What's Wanted."

Among the contributors is Sir William Bell, and his replies to the enquiry presumably give a hint as to the lines along which inventors are working in confidence that success would be profitable. All the desiderata mentioned by him are purely material, and, curiously enough, though it is easy to see value in the things for which he thinks the world is yearning, none of them seems to be of vital importance.

First on his list is glass that will bend, and if the world wants that it is keeping strangely quiet about its sufferings from the state of deprivation in which it now exists. A furnace that would make available for use 95 per cent. of the energy in the fuel fed to it would indeed be a vast improvement on any now available, and save no end of money now wasted, but apparently such a furnace is not to be expected. Among the improbabilities, if not the impossibilities, demanded by Sir William is an airplane that can be operated safely by any boy or girl. No automobile yet comes anywhere near that degree of perfection, and such an airplane can wait. He asks further for a process to make flannel unshrinkable, methods to reduce friction, practicable way to utilize the tides and a smooth road surface not slippery in wet weather.

Evidently Sir William is a smoker, for he urges the invention of a pipe that can be cleaned easily and thoroughly, and as evidently he fears that prohibition may cast its blight over Great Britain, for his list of wants closes with an anxious cry for a "temperance drink that will keep and yet not pall on the palate." Did he never hear of clear, cold, sparkling water?

While Sir William Bell is urging the invention of better furnaces, and by implication finding fault with the best now in use, he might have given thought to the possibility that men hitherto have been going to the wrong fuels as sources of energy. All animals, including man, keep themselves warm and develop power in the shape commonly called strength by combustion of a wholly different sort from that of any furnace, and by burning materials wholly different from coal or petroleum.

The birds, aviators incomparably superior to their human rivals in everything except speed—and some of them are not so far behind in that—know how to get an amazing amount of energy out of a few ounces a day of food—usually insects or seeds—and their engines never miss fire, never stall and never blow up. The petrels, on a few morsels of water-soaked stuff thrown away as worthless, will keep up with

a fast steamer all day, and incidentally fly ten or more times further than the ship moves.

Animals are equally, though not so noticeably, economical in their demands for fuel, and in this respect they are just as wonderful—just as much inciters to inventive effort—as are the often-mentioned and envied fireflies, with their ability to make light without heat.

Corporations Wound Up.

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

Townsend Co., Detroit.
Chapin Realty Co., Detroit.
International Soot Blower Co., Detroit.
Luft-Ott Co., Monroe.
Arcade Studio, Inc., Detroit.
Moorhouse Land Co., Detroit.
Bradt Manufacturing Co., Pontiac.
Cornell Store Co., Cornell.
Clarion Publishing Co., Lapeer.
Kellogg Candy Co., Battle Creek.
W. K. Kellogg Cereal Co., Battle Creek.
Harding & Ripley, Inc., Muskegon Heights.
Jefferson Forge Products Co., Detroit.
Locators, Inc., Flint.
Elizabeth H. Jones Land Co., Appleton, Wis.-Ontonagon.
Yankee Auto Specialty Co., Detroit.
Wetmore Realty Co., Detroit.
Goudie Market Co., Detroit.
Chapel Machine Co., Inc., Grand Rapids.
Valley City Novelty Co., Grand Rapids.
Park and Elizabeth Land Co., Detroit.
Holland Home Building Association, Holland.
Miller-Martz Improvement Co., Detroit.
Northeastern Michigan Radio Corp., Alpena.
National Supply Co., Detroit.
Kellogg Laboratories, Inc., Battle Creek.
International Rubber Corp., Grand Rapids.
American Importing Corp., Detroit.
Michigan Contracting Co., Detroit.
Southside Land & Home Co., Jackson.
Goodrich-Finch-Adams Co., Flint.
East Michigan Bean & Grain Co., Pinconning.
Chatterson & Son, Lansing.
France Motors, Inc., Jackson.
Detroit Copper Mining Co., of Arizona, Detroit.
Machon Pattern & Manufacturing Co., Detroit.
Majestic Used Car Co., Detroit.
Ojibway Steel City Land Co., Ltd., Ontario, Canada-Detroit.

Under Investigation.

Complaints having reached the Tradesman regarding the Chinaware Company of America, 540 West Jefferson avenue, Detroit, request was made of a Detroit representative to look the matter up. The latter was informed that the members of the firm are Hugh J. Kurtz, John F. Kurtz and Harry H. Kurtz. They have been in business about three months. They claim to be doing everything they can to expedite shipments, but thus far have been unable to make much headway in that direction.

If you are one of the men who thinks no trade paper can tell him how his business ought to be run, you probably need advice more than another.

Prepared to Meet The Impending Demand

The almost universal discussion of the sugar question in the daily papers has, undoubtedly, caused many people to withhold purchasing their usual supplies of sugar in the belief that perhaps the price may be lower.

We do not look for a lower range of values.

Within the next two weeks the canning season will be here. This means a period of larger consumption and stronger demand.

We have prepared for this emergency and propose to take care of our customers, providing they get in their orders promptly.

WORDEN GROCER COMPANY

Grand Rapids

Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.

MOVEMENT OF MERCHANTS.

Vestaburg—C. Noble is remodeling his meat market and will add new fixtures.

Saginaw—The Saginaw Rubber Co. has changed its name to Wilson & Mead, Inc.

Vestaburg—The State Bank is remodeling and redecorating the interior of its building.

Jackson—The Harry J. Conway Shoe Co. is reported to have filed a petition in bankruptcy.

Detroit—The American State Bank has increased its capital stock from \$1,000,000 to \$1,500,000.

Menominee—Joseph Maihofer Jr., succeeds Joseph Maihofer in the boot and shoe business.

Lansing—The Michigan Butter & Egg Co. has increased its capital stock from \$50,000 to \$100,000.

L'Anse—Mrs. Maud Menard will act as manager of the new Style Shop which opened for business May 26.

Grand Rapids—The Quimby-Kain Paper Co., 216 Pearl street, has increased its capital stock from \$30,000 to \$50,000.

Vermontville—Charles Hess and son, Donald, of Homer, will engage in the furniture and undertaking business about June 1.

Grand Ledge—The new fixtures and furniture are being installed in the new bank building just erected by the Grand Ledge Bank.

Irving—John Ten Harkel has sold his store building and stock of general merchandise to Tom Gillett, recently of Middleville, who has taken possession.

Lansing—Canniff & Heldmeyer, jewelers at 117 North Washington avenue, have added china and glassware as well as an optical department to their stock.

Lansing—A. H. Steele and A. J. Bartels have formed a copartnership and engaged in business at 1118 South Washington avenue, under the style of the Reliable Electric Co.

Lansing—Ike Parmenter, proprietor of the Gould Battery Shop, 313 South Capital avenue, has added a complete line of automobile accessories, parts and supplies to his business.

Albion—C. Mark & Co., who conduct a women's ready-to-wear clothing store at Marshall, will open a branch store here about June 1, in the Putnam block, 403 South Butler street.

Belding—Martin Rosenbaum, proprietor of the Belding Bootery, has petitioned the court to name a receiver and the business has been transferred to Mayor Henry A. Smith.

East Lansing—Floyd G. Randall has sold the stock and store fixtures of the Randall Drug Co., 124 West Grand River avenue, to Hiram J. De Vries, who will take possession immediately.

Charlotte—I. Guthman, of Battle Creek, who conducts a chain of clothing stores in the State, has purchased the Shuler building and will open a clothing store as soon as the store can be made in readiness.

Eaton Rapids—Harry Canfield has sold his interest in the automobile accessories, supplies, etc., stock and

garage business of Canfield & Fuller to his partner, Jess Fuller who will continue the business under his own name.

Kalamazoo—Rhenious Bell, who has conducted a grocery store at the corner of Portage street and Washington avenue for the past eighteen years, has sold his stock and store building to D. M. Carroll, who has taken possession.

Charlotte—The Fidelity Stores, of Chicago, has leased the store building formerly occupied by the R. P. Kutsche hardware stock and will open a grocery and general merchandise store as soon as the building can be remodeled and redecorated.

Wellston—The Swigart Land Co. has sold its store building to James Harris, who will occupy it with a stock of general merchandise as soon as the present occupant, Raymond Richards, can find a location for his stock of general merchandise.

Detroit—The Wood Gas-O-Larn Corporation, 4196 Bellevue avenue, has been incorporated to deal in auto trucks, motor boats, auto parts, accessories, etc., with an authorized capital stock of \$50,000, of which amount \$40,000 has been subscribed \$1,000 paid in cash and \$20,000 in property.

Kalamazoo—A. M. Young & Co., 307 North Church street, manufacturer and wholesale dealer in dust cloths, household products, aprons, etc., has merged its business into a stock company under the same style, with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in cash.

Negaunee—Mrs. Olive Prouse, who conducts a millinery and women's ready-to-wear clothing store on Iron street, has sold the stock and store fixtures to Albert and Anne Jandron of this place and A. E. Archambeau of Marquette, who conducts a clothing store there. The store building will be remodeled, a plate glass front installed and modern fixtures and new stock added. The business will be conducted under the style of the Bon Marche.

Manufacturing Matters.

Holland—The Farrand Piano Co. has increased its capital stock from \$50,000 to \$100,000.

Bay City—The Evenknit Hosiery Mills has increased its capital stock from \$125,000 to \$150,000.

Detroit—The National Tent & Awning Co. has increased its capital stock from \$9,000 to \$18,000.

St. Joseph—The Compound & Pyrono Door Co. has increased its capital stock from \$350,000 to \$425,000.

Ionia—The Ionia Co-Operative Manufacturing Co. has changed its name to the Ionia Manufacturing Co.

Detroit—The United Automatic Screw Works, 5691 Commercial avenue, has increased its capital stock from \$25,000 to \$75,000.

Detroit—The Detroit Cover Co., 4844 12th street, has merged its business into a stock company under the same style, with an authorized capital stock of \$25,000, \$18,000 of which has been subscribed and paid in, \$3,000 in cash and \$15,000 in property.

Bronson—The Visel-Darling Co., Inc., manufacturer of metal display fixtures, has increased its capital stock from \$40,000 to \$115,000.

Detroit—The Consolidated Stamping & Manufacturing Co., 1322 First National Bank Building, has changed its name to the Wood & Metal Products Corporation.

Detroit—The Central Steel Treating Co., Buffalo Blvd., has been incorporated with an authorized capital stock of \$10,000, \$1,000 of which has been subscribed and paid in in cash.

Benton Harbor—The General Machine Corporation, Paw Paw avenue, has been incorporated with an authorized capital stock of \$300,000 preferred and 5,000 shares at \$1 per share, of which amount \$160,000 and 5,000 shares has been subscribed and paid in in property.

Grand Rapids—The American Twisting Co., 634 Front avenue, N. W., has been incorporated to manufacture and sell fiber cord and fiber, etc., with an authorized capital stock of \$15,000, of which amount \$10,000 has been subscribed and paid in, \$3,000 in cash and \$7,000 in property.

Review of the Produce Market.

Artichokes—\$1 per doz.

Asparagus—\$2 per doz. bunches for home grown; \$1 per doz bunches for Ill.

Bananas—8@8½ per lb.

Beets—New from Florida, \$1 per doz. bunches.

Brussel's Sprouts—20c per qt. box.

Butter—The market has shown a decline within the last few days of about 1c per pound on the different grades of creamery butter. This decline is due largely to an increase in the receipts. Pasture conditions show marked improvement throughout the country and we are, therefore, receiving more butter than we were a week ago, some marks showing slight signs of grass. The quality at this writing is very fine and there is a slightly better supply of the medium grades which have been in very short supply during the last few months. We are nearing the largest producing season for butter and, therefore, must anticipate somewhat lower prices. Local jobbers hold extra at 38c in 63 lb. tubs; fancy in 30 lb. tubs, 40c; prints, 40c. They pay 25c for packing stock.

Cabbage—Mobile, \$4 per crate; Mississippi, \$4.50 per crate.

Carrots—\$1.20 per doz. bunches for new from Florida.

Cauliflower—\$3.75 per doz heads.

Celery—California is selling at \$1 for Jumbo and \$1.10 for Extra Jumbo; Florida, \$7.50 per crate of 4 to 6 doz.

Cucumbers—Illinois hot house, \$1.75 per doz.

Cocoanuts—\$6.25 per sack of 100.

Eggs—The market is steady with quotations relatively the same as they were a week ago on the different grades. Receipts remain fairly liberal and on account of the cool weather the quality is still very fine. There is a good consumption for eggs at this time and the warehouse stocks are gaining rapidly on last year's holdings. In the face of present weather conditions, which are affording a good quantity of good quality eggs,

we are likely to see slightly lower prices within the next few weeks. Local jobbers pay 22c for fresh.

Garlic—35c per string for Italian. Grape Fruit—Fancy Florida sells as follows:

36	-----	\$4.00
46	-----	4.50
54	-----	4.75
64	-----	5.00
70	-----	5.00
80	-----	5.00
96	-----	3.75

Green Beans—\$4.50 per hamper. Green Onions—25c per doz. bunches for Ill.

Green Peas—\$4.50 per hamper.

Honey—32c for comb; 25c for strained.

Lettuce—In good demand on the following basis:

Arizona Iceberg, per crate	-----	\$7.00
Leaf 20 lb. box	-----	24c
Leaf, 10 lb. box	-----	22c
Leaf, 80 lb. barrel	-----	20c

Onions—Texas Bermudas, \$3.50 per crate for white; \$3 for yellow.

Onion Sets—White, yellow, red, \$2 per bu. of 32 lbs.

Lemons—The market is now as follows:

300 Sunkist	-----	\$8.00
300 Red Ball	-----	8.00
360 Red Ball	-----	8.00

Oranges—Fancy Sunkist Valencias are as follows:

100	-----	\$5.00
126	-----	6.00
150, 176, 200	-----	6.00
216	-----	6.00
252	-----	6.00
288	-----	6.00
324	-----	6.00

Potatoes—Old command 50c per bu. New are now selling as follows:

No. 1, White, per bbl.	-----	\$9.00
No. 1, White, per bu.	-----	3.25
No. 2, White, per bbl.	-----	7.00

Parsley—50c per doz. bunches.

Parsnips—\$1.25 per bu.

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

Pieplant—\$1 per bu. for home grown.

Pineapple—Red Spanish are held at \$4@4.25 for all sizes.

Poultry—Local buyers now pay as follows for live:

Light fowls	-----	18c
Heavy fowls	-----	25c
Broilers, 1½ lbs.	-----	32c
Broilers, White Leghorn	-----	30c
Cox and stags	-----	14c

Radishes—50c per doz. bunches. Spinach—\$1.50 per bu. for home grown.

Strawberries—The market is well supplied from Arkansas, Tenn. and Ky. Prices range from \$4 to 4.75 according to quality.

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

Tomatoes—6 lb. basket of California, \$1.50.

Turnips—New, \$1.25 per doz. bunches.

A Nasty Comeback.

"Our worthy contemporary," said the village storekeeper in his advertisement in the Weedville Clarion, "calls himself 'the store ahead.' Now with us it's different. In every deal we make here the customer, and not the store comes out ahead."

Essential Features of the Grocery Staples.

Seasonable summer goods should be given careful attention by the dealer from now on. There is the picnic season, with its attendant amount of sales for supplies, in the offing. There is also to be considered the annual war on flies, and the materials which can be sold from the grocery store to carry on this fight. Picnics demand supplies of paper plates, napkins and many kinds of prepared foods and delicacies which are regular stock in the grocery store. Supplies of breakfast foods which do not need cooking in the preparation will be more popular from now on, with the approach of warmer weather.

Word has gone forth from the United States Department of Agriculture that a short peach crop is expected, in comparison to that of 1922. In Georgia, the present indication is for a crop of about 57 per cent. of normal, which is less of a shortage than was expected after the recent cold spell. This is mainly Hileys, the Elbertas being nearly up to normal. The commercial crop from that state is expected to reach about 5,000 cars. Arkansas will furnish about 850 cars, practically all Elbertas. Alabama will ship practically none. Other states are more or less under production due to the frosts.

Sugar—There is practically no change in the market, sales continuing very light, and the efforts of the interests still resulting in maintaining the price. The time of heavy consumption for canning purposes is not far away, and this they are depending on to enable them to hold the price at the high point. There is no actual shortage, according to very good authorities, and the best advice the Tradesman can give its patrons is to buy freely, so as to be able to meet the strong consumptive demand which will naturally follow the advent of the local berry crop two weeks hence.

Tea—The market has shown no change during the week. There is the ordinary everyday routine demand for practically all desirable grades of tea, but no boom in anything and no disposition to anticipate wants. The movement, however, is steady and healthy. Prices show no change. Everything is well maintained.

Coffee—There have been slight fluctuations in the market for green coffee during the week, but in Rio and Santos grades they amount to little. Rio and Santos, sold green and in a large way, is perhaps a slight fraction weaker than it was a week ago, but the jobbing prices for roasted Rio and Santos show no change and a moderate demand. Mild coffees are unchanged from a week ago, speaking both of green coffee and roasted, but the demand is moderate and there is considerable firmness to the undertone.

Canned Fruits—New pack California peaches have not been definitely settled as to price to effect a considerable buying interest, especially in the face of a surplus of 1922 standards. Packers talk of a firm future market

because of producing costs. Old goods are moving in fair volume, but not much in a speculative way, aimed at absorbing the available supplies, because of the possibility that they may be a better buy than new peaches. There is little interest in apricots, as a big crop is in prospect, and the carryover of old is moving slowly. Cherries sell in moderate volume. There is an unsatisfied demand for all grades of pineapple, as the market is understocked and has yet several months to face before new pack is available. Apples are quiet, but steady.

Canned Vegetables—Tomatoes have developed more strength in No. 10s, No. 2½s and No. 3s, but No. 2s have not followed suit. Gallons are scarce and sell well when offered in resales. No. 3s are not to be had in a big way at any Southern factory and a hardening tendency is shown. California No. 2½s are doing better here and on the spot and the tendency is to narrow the differential between Southern and Coast stocks. Corn sells in steady volume for standards, while fancy would move more freely if it could be had. The former is doing better in the country. Future standards so far have not been actively sought. Peas are one of the strongest items on the list. Standards are the big leader and as they are so scarce the next best grade is being more readily taken. Fancy peas are in demand for normal replacements. The minor vegetables are moving well, including green and string beans, succotash and the like.

Canned Fish—Maine sardine packing will not be under way until June, which means a continued scarcity, with offerings confined to a few styles. Jobbing operations are still restricted and the market is quiet, but firm. California and imported sardines are selling in a routine way. Salmon is not conspicuous, and pinks continue to be in better demand than reds. Fancy Chinooks are scarce. Lobster is almost unobtainable of the old pack, and new offerings have so far cut no figure in the market. Crab meat is also scarce. Tuna fish is to be had only in a small way in white meat and blue fin. Shrimp is wanted on the spot, but buyers want larger sizes than are generally offered.

Dried Fruits—With the end of the 1922 crop distributing year in sight and because of the disappointing movement of dried fruits toward the retailer since the first of the year the situation is considerably influenced by the present unsold stocks, owned by packers on the Coast or held by them on consignment in the Eastern jobbing markets as well as jobbing holdings throughout the country. The present carryover consists principally of apricots, prunes and raisins. There is a desire to clean up, as the apricot crop will be one of the biggest on record and the raisin tonnage also will show a gain over last year. Prunes, however, in California indicate a 60 per cent. crop. The present movement is not heavy enough to eat big holes into stocks. New York is more than plentifully supplied, and this big outlet so far has not allowed the Coast to use this distributing

point. As apricots are the first crop to move there has been the strongest efforts put forth to sell old and new crop. The carryover sells slowly, and now that prices on all grades are lower there is a desire to take lines better than standards. Fancy apricots are not plentiful but are affected by the general depression. Most of the old fruit is of average quality. New packs have not sold readily but no further cuts in prices have been made by independents. Jobbers, however, think that by waiting they may be able to do better. France, a large market for Northern apricots, may be more or less closed to trade this season because of the enforcement of a ruling which refers to the percentage of sulphur used in drying. To satisfy French requirements a special pack would be required. Prunes on the spot are quiet. While there have been reports among distributors recently that all dried fruits are moving more freely to the retailer, the movement is confined to small parcels and it has not yet greatly improved the situation. Raisins are in fair demand in a jobbing way. When the price range is determined on old pack about July 15 and new crop quotations are announced the real test of the market will be made. Peaches, pears and currants are all weak in tone and are in limited demand.

Syrup and molasses—Sugar syrup continues to have a steady undertone, but the demand is only fair. No change for the week. Compound syrup seems to be wanted, possibly on account of the continued cool weather. Prices unchanged. Molasses is also unchanged, with a steady undertone and a very fair demand.

Salt Fish—The demand for mackerel is very light. Prices are unchanged, but rather in buyer's favor.

Beans and Peas—The demand for all grades of white beans during the week has been fair, with, however, a continued weak market on almost every line. Green and Scotch peas are still dull, with prices in buyer's favor.

Cheese—The market is barely steady at quotations about the same as previous quotations. There is a fairly active demand for cheese at this time and dealers are more or less anxious to move the heavy receipts, as they are not willing to place this class of goods in the warehouse.

Provisions—The market on lard is somewhat easier, quotations having declined about ¼c per pound. There is a very liberal supply and a fairly active demand. The market on lard substitutes remains weak at unchanged quotations. The market on smoked meats is steady, with quotations about the same as previous quotations. The market on barreled pork is barely steady, with a light demand and a fairly good supply. The market on dried beef and canned meats is steady and unchanged.

Rice—The market is dull. Trading is mostly limited to moderate replacements and not enough buying ahead has occurred to prevent a trace of weakness. Southern markets are also quiet except on the better grades, which are scarce and firmly

held. Domestic and export buying of average kinds is not heavy. Foreign rice is scarce and while it is not moving in a big way, a firm undertone prevails.

France, Germany and World Prosperity.

Standing out most boldly as a barrier to accord is the hostility between France and Germany; from all surface indications, that hostility is as great as it ever was. But it is altogether impossible that some point of agreement between those two countries does not exist. The present situation is one that is too intolerable to continue much longer; both France and Germany have too much at stake wilfully to block accord. This country has a stake in what is going on but as for insisting arbitrarily upon a settlement of the present dispute, that continues to be out of the question. It is recognized that if peace and good will are to return abroad and if they are to be lasting, the amount of the German reparations must be settled by Germany and France—not by outsiders unless at the joint request of Germany and France. It must be such an amount as Germany is satisfied it can pay, and will undertake to pay with the feeling that it can succeed in doing so. It must be such an amount as France will be satisfied to accept and that will enable France to be relieved of a part of the crushing burden of its present debt.

Once the amount of the reparations is finally agreed upon, a long step will have been taken toward restoring the financial stability of Europe. Following that settlement it is quite certain that a loan to Germany could be agreed upon, both as to security and terms, to which investors of England, the United States, France and the smaller countries of Europe might readily subscribe and to whose advantage it would be to subscribe.

Such a loan, widely offered, would mean co-operation in business and finance which at the moment is quite lacking. Offered to the people of the various countries mentioned, such a loan, if properly presented, would be readily subscribed, because upon study of the question it surely must be obvious that it would be to the great advantage of the business of the several countries and consequently to the individuals of those countries to have the matter of Germany's and France's finances settled, and to have it taken care of through the co-operation of all concerned. The people of this country are concerned as are the people of Europe. We are concerned because the peace of the world is involved and because with peace there would be great demand for the things that we produce. Once the breath of financial and industrial life is breathed into the situation abroad it will unfold in such a way that the financial undertaking which may look large now will be very much minimized then.

Many Americans who made it a point of laying up something for a rainy day now wish they had laid up something for a dry one.

COALITION LEGISLATURE.

Description of Its Make Up and Accomplishments.

The Republican party was successful in its first campaign for State officers and members of the State Legislature, in the year 1856, and the affairs of the Commonwealth remained in the hands of that party thirty-five years. In the year 1890 a coalition of Democrats and Patrons of Industry made a clean sweep of the state offices and elected a majority of both branches of the Legislature. The Patrons of Industry represented the radical element of the voters. Fourteen of the Senators elected were Democrats, fourteen were Republicans and four Patrons of Industry. The latter, holding the balance of power between the old political parties, resolved to profit thereby for their followers. The Patrons sought for recognition in the distribution of political patronage at the hands of the Governor and participation in the organization of the Legislature. Some of the measures the Patrons proposed to enact were as follows:

That the legal rate of interest on loans should not exceed 4 per cent; that the farmer be allowed to deduct the amount of the mortgage covering his property from his tax assessment or, in lieu thereof, that he be allowed to pay the whole tax assessed on his property and that the tax receipt for the amount of his assessment be a legal tender for the principal or interest on said mortgage, thereby "catching" non-resident as well as resident money lenders; that mileage on railroads be reduced to 2 cents per mile; that a homestead exemption on improvements and personal property to the amount of \$1,000 be provided; also a graduated income tax; a uniform system of text books to be furnished by the state; that gambling in farm products be made a penal offense, with an imprisonment imposed upon conviction of not more than ten nor less than five years.

The Democrats of the House of Representatives needed the votes of the Patrons to pass their bills. The death of two Republican representatives, Hawley and Kirk, early in the session, strengthened the position of the Democrats.

President Strong appointed a committee of the Senate and Speaker Wachtel a like committee of the House to negotiate terms for close co-operation between the Democrats and the Patrons, and after weeks had been spent in conference, a working agreement was effected and harmony prevailed between the two parties thereafter. A reduction of the legal rate of interest from 8 and 10 to 7 and 6 per cent, a moderate revision of the general tax law and the enactment of many local bills were conceded to the Patrons. None of their radical bills were enacted.

Representative John Miner introduced a bill to provide for the election of presidential electors by the voters of congressional representative districts and by those of the two districts to be divided by the meridian line. The bill was strenu-

ously opposed by the Republicans, but eventually it passed, with the aid of the Patrons. Its legality was unsuccessfully contested in both State and Federal courts. Under the operation of the law Grover Cleveland received five of the electoral vote of the State, following the presidential election of 1892.

The boards of management of the prisons and the state schools were abolished and those institutions placed under the direction of single boards, the members of which devoted all of their time to the duties of their offices.

A joint memorial to the Congress of the United States proposing the submission of an amendment to the constitution (for ratification by the states) for the election of U. S. Senators by the people, instead of by the Legislatures of the states, was passed. Petitions of tax payers presented to the Legislature asked for the imposition of taxes upon property owned by the railroads upon the same basis as taxes are imposed upon the property of private individuals and incorporations, instead of upon the net earnings of the railroads above certain stated sums per mile, as at present. Petitioners claimed that through the grants of land by Government, the gifts of rights of way by individuals, the contributions of bonds issued by municipalities and towns together with the low rate of taxes imposed upon net earnings had enabled the railroad corporations to construct their lines very cheaply. A bill was introduced in the house to provide for an annual increase of taxes upon railroad property to the amount of \$1,000,000. Attorneys for the railroads appeared and protested vigorously against the enactment of the bill. Finally the amount of the tax was reduced to \$500,000 and the bill passed the House. In the Senate a radical reduction of the amount proposed was made and conference committees were appointed to adjust the difference between the two houses. Representatives Richardson, Diekema and the writer were informed when the conference met, that the Senate had reduced the amount of the proposed increase from \$500,000 to \$75,000, and that the Senate would not yield a larger sum. The committee representing the house studied the figures produced by the Senators carefully, and finally asked and obtained permission to retire for consultation. The Senate computation was again examined critically and the committee found an error of much importance. While the Senators had planned for an increase of \$75,000 the figures provided for an increase of \$150,000. Without revealing the discovery of the error as stated the House confers accepted the proposal of the Senate and within a few days it was enacted into law. Within one year the act was declared unconstitutional by the Supreme Court. Much interest had been awakened on account of the questionable practices that prevailed in the conduct of political caucuses and the Australian ballot was considered by many a remedy for such evils. The legislature of 1889 was

loath to order a change in the caucus election system, but public pressure finally compelled that body to pass an act providing that booths be furnished for the use of voters while preparing their ballots. By an act of the Legislature of 1891 the Australian ballot was adopted and it has since been in use practically in its original shape. The form of the ballot has not been changed. It was drafted by Frank E. Doremus, the present Mayor of Detroit.

Reports of the mistreatment of patients by employees of the State hospital, at Kalamazoo, resulted in the appointment of a committee to investigate the management of that institution. The committee learned that force had been necessary at times to restrain unmanageable patients. The front teeth of one man who had bitten many, had been drawn for the protection of attendants.

The superintendent of the State Public Home for Dependent Children, at Coldwater, had placed a young girl in the care of a stranger, without making an investigation of the character and reputation of the man. Two days later the child's body was found in Grand River, near Diamondale. Upon the recommendation of an investigating committee, the superintendent was ousted.

With but few exceptions the Democrats were inexperienced in legislation, but they proved to be apt students and learned the routine of the work to be performed quickly. Speaker Wachtel, S. P. Jackson, of Monroe, W. E. Carpenter, of Oakland, Geo. F. Richardson, of Ottawa, H. W. Cook, of Muskegon, and F. H. Bathey, of Port Huron, were of the small number of Democrats who had served the State as Representatives. Mr. Barkworth quickly proved his ability for leadership, a position that was conceded to him soon after the session opened. Aided by Judge Miner, of Detroit, Arthur A. Tripp, of Pontiac, Frank E. Doremus, of Portland, R. E. Connor, of Saginaw, M. J. Doyle, of Menominee, and W. B. Jackson, of Detroit, Mr. Barkworth was able to meet the Republicans on equal terms in argument and in parliamentary practice. Early in the session the Republicans, presuming that Speaker Wachtel lacked parliamentary experience, attempted to "play horse" with him on questions of precedent and the rules. Mr. Wachtel enjoyed the friendship of Daniel L. Crossman who had served the house as its clerk for many sessions, and was acknowledged to be the ablest parliamentarian in the State. His home was but six miles distant from the capital, and when the Speaker needed advice concerning questions pending in the House he called "Uncle Dan" by phone and received the information and advice sought for. Former Speaker Gerrit J. Diekema, who led the Republicans, had the assistance of Representatives Northrup, Clapp, Swift, Hall and C. L. Eaton. All were able debaters, ready and eager to take advantage of the political mistakes of the majority.

In the Senate Martin Crocker, of Mt. Clemens, Chauncey W. Wisner,

of Saginaw, and Peter Doran, of Grand Rapids, guarded the interests of the Democrats. The Republicans were strong and influential. Senator Alfred Milnes, who later served terms in the office of Lieutenant Governor and as a representative in the Congress of the United States, Robert L. Taylor, of Lapeer, W. H. Withington, of Jackson and Frank L. Prindle, of Gladwin, were the leaders of that party.

Commercial, social and political rivalry had long existed between the cities of Benton Harbor and St. Joseph. Dr. H. C. Rockwell, a resident of the latter city, was elected a Representative in the Legislature in 1890, and soon after the session of 1891 opened, supposedly in compliance with pledge made to fellow citizens before the election, introduced a bill to provide for the extension of the boundaries of St. Joseph. A large tract of farm land lay between the two cities, and the people of St. Joseph, in support of the measure, desired to acquire the district for the benefit that would accrue through the enlargement of their taxing district. As might have been expected the people of Benton Harbor became excited and indignant on account of the proceeding, and for several weeks much of the time of the Committee on Municipalities was claimed by, and granted to, delegations representing the so-called Twin Cities in the presentation of arguments in support of, and in opposition to, the measure. Finally, to put an end to the belligerency of the factions, the committee decided to report a bill to the house to provide for the consolidation of the two municipalities to be named Benton. Benton was a pioneer of the lower St. Joseph Valley, to whose intelligence, industry and liberality the region was largely indebted for its early development.

During a discussion of the plan in committee, Representative Jack Hayward, of Kent declared: "Those little towns have always been and will continue to be, in a fight. The Legislature ought to tie their tails together like the cats of Kilkenny and allow them to fight until one kills the other." Finally Rockwell's bill was pigeonholed and forgotten. Shortly after the adjournment of the Legislature the doctor moved to Cleveland, where he now resides. He lost popularity with his constituents with the failure of the boundary extension bill. Bills were passed providing for the apportionment of senators and representatives in the Legislature. Partisanship prevailed in the drafting of the bills—always the case when such measures are under consideration. The constitution of the State limits the formation of representative and senatorial districts to contiguous territory. This limitation had been ignored by former legislatures. In one instance a county in the Upper Peninsula had been associated with a county in the Grand Traverse region to form a district.

The sponsors for the new apportionment bills went a step further, by splitting a township in Houghton county and in giving Saginaw coun-

ty two senators when that county was legally entitled to but one. Representative William Harry, a pugnacious little Englishman, declared he would test the legality of the bills in the courts and employed able lawyers on his own account to do so. The Supreme Court eventually declared the apportionment acts unconstitutional. In the month of August, 1892, in response to a call of the Governor, the Legislature re-assembled, and two days later passed apportionment bills which were free from the objectionable features found in the original acts by the court.

Senator Doran, of Kent, early in the session introduced a bill to provide a change in the system used in taxing the mines of the State. The bill was strongly opposed by the mining interests. Don M. Dickinson of Detroit, and George W. Hayden, of Marquette, able lawyers, were employed by the mine owners to appear before the coalitions and discuss the bill. A meeting was held behind locked doors, in Pioneer hall, immediately under the roof of the capital building, on the Eastern facade. W. C. Graves, representing the Detroit Tribune, determined to obtain a report of the proceedings. To attain an advantageous position he opened a window and crawled over a narrow ice covered projection to the front of the building, where he could hear the discussion and observe the speakers. On the morning following the Tribune contained a complete account of the meeting. Mr. Graves suffered intensely from the cold during the two hours he clung to the ledge. His return to the main structure was perilous. A slip would have precipitated him to the pavement, about eighty feet below. Later in the session Mr. Graves caused to be printed a statement in the Tribune to the effect that members of the Legislature, whom he named, had accepted remuneration for their services in aiding the passage of local bills. The accused vigorously denied the charge and Graves was summoned by the House of Representatives to appear before a committee and substantiate his charges. This he refused to do and the House barred him from its floors.

Resolutions were presented to provide for extra compensation to employes of the House and Senate. In the House such resolutions were referred to a committee especially charged with the duty of obstructing their passage. On the closing of the session the engrossing and enrolling clerks resigned and left the city. They had expected a material increase over the amount of the compensation legally due them for their services. The Committee on Engrossed and Enrolled Bills called upon the officers of the State for clerical assistance which was cheerfully furnished, and the work to be done was finished when the hour for final adjournment arrived.

The House and Senate jointly held memorial services following the deaths of General W. T. Sherman and Admiral David D. Porter and attended the funeral services of Con-

gressman M. H. Ford, held in Grand Rapids in the month of May. The session was opened on January 7 and closed on July 31. Of the men who composed the legislature of 1891 only a few remain. As a body, in character and intelligence, it was not inferior to the legislatures of the past nor the present.

Arthur S. White.

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, May 21—On this day was held the first meeting of creditors in the matter of William L. Hayes, Bankrupt, No. 2269. The bankrupt was present in person and by John J. McKenna, attorney. No creditors were present or represented. Claims were allowed against the estate of the bankrupt. C. C. Woolridge was appointed trustee and a nominal bond in the sum of \$100 was placed. The first meeting was then adjourned without date.

On this day also was held the final meeting of creditors in the matter of Harlie F. Hunter, Bankrupt, No. 2197. The bankrupt was not present or represented. No claims were proved and allowed. The trustee's final report and account was approved and allowed. There was no objection to discharge. An order for distribution was made as far as the funds on hand would permit. The final meeting was then adjourned without date. The case will now be closed and returned to the clerk of the court.

On this day also was held the first meeting of the creditors in the matter of Gerry A. Brown, Bankrupt No. 2261. The bankrupt was present in person and by Glenn D. Matthews, attorney. Claims were proved and allowed. C. C. Woolridge was appointed trustee by the court and directed to investigate the value of the assets of the estate and report. The amount of the trustee's bond was placed at the sum of \$100. The first meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of John Franklin King, Bankrupt, No. 2264. The bankrupt was present in person and by attorneys Peters & Marshall. No creditors were present or represented. No claims were proved against the estate. The schedules of the bankrupt were amended by the addition of creditors. The bankrupt was sworn and examined by the referee without a reporter. The first meeting was then adjourned without date. From the fact that the estate contained no assets other than those exempt to the bankrupt, no trustee was appointed and the case has been closed and returned to the district court.

May 22. On this day was held the joint adjourned meetings in the matter of Skillman Lumber Co., Bankrupt, No. 2222, and that of Lawton L. Skillman, Bankrupt, No. 2224. The bankrupt was present in person. The trustees in each case were present and represented. Mr. Skillman was sworn and examined by the various attorneys. The adjourned first meetings of both cases were adjourned until June 6.

May 23. On this day was held the adjourned first meeting in the matter of Wolverine Electric Company, Bankrupt No. 2241. The trustee was present in person. Knapen, Uhl & Bryant were present for certain creditors. Mr. Babcock was sworn and examined relative to the claim of the Western Electric Company for preference. A reporter was called and the testimony taken to be transcribed if necessary. The claim of the Western Electric Company for preference was submitted on brief. The adjourned first meeting was then adjourned without date.

May 24. On this day was held the first meeting of creditors in the matter of Walter Rinner, as Muskegon Vulcanizing Co., Bankrupt No. 2268. The bankrupt was present in person. No creditors were present or represented. Claims were proved against the estate of the bankrupt. The bankrupt was sworn and examined without a reporter. It appeared that there were no assets in the estate and therefore the first meeting was closed without date and the case returned to the District Court.

On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Matthew Erler, Bankrupt, No. 2283. The matter has been referred to Benn M. Corwin, as referee in bankruptcy. The bankrupt is a resident of Richmond Township, Osceola county, and is a farmer. The schedules list assets in the sum of \$7316, of which \$300 is claimed as exempt to the bankrupt, with liabilities in the sum of \$10,735. From the fact that all of the assets not claimed as exempt are of doubtful value, the court has written for funds for the first meeting and upon arrival of these the first meeting will be called and note of the same made here. A list of the creditors of the bankrupt is as follows: Volney Hanchett, Big Rapids ----- \$6407.50

Louis Remenap, Reed City	450.00
Fred Anderson, Reed City	60.00
Max Sparling, Reed City	48.00
Bettin Bros., Reed City	330.00
First National Bank, Reed City	1400.00
S. Stinchcomb, Reed City	59.00
Belle Watkins, Reed City	240.00
Theo. Smidt, Reed City	40.00
Martin Souter, Harris	225.00
Henry Smith, Reed City	104.00
August Erler, Reed City	75.00
Fred Hammond, Reed City	139.00
Commercial Savings Bank, Reed City	240.00
Henry Erbes, Reed City	26.00
William Horner, Reed City	95.00
J. W. Welch, Reed City	140.00
Henry Mann, Reed City	84.00
Jacob Moloch, Hersey	160.00
Clayton Rauch, Hersey	21.00
Ed. Strong, Reed City	25.00
Gleason Fire Ins. Co., Flint	18.00
Louis Remenap, Reed City	40.00
Jacob Moloch, Hersey	78.00
Com. Svgs. Bk., Reed City	130.00
Big Rapids Svgs. Bk., Big Rapids	19.00

On this day also was held the first meeting of creditors in the matter of Fred J. Hyland and Wm. F. Clark, as Clark & Hyland, Bankrupt, No. 2271. The bankrupts were present in person and by Kim Sigler, Arthur Kidder and Peters & Marshall present for creditors. Claims were allowed against the estate. W. J. Jones, of Bellevue, was elected trustee and the amount of his bond placed by the referee at the sum of \$1,000. Objections were filed to the allowance of the claim of the International Harvester Company as a secured claim. Both of the bankrupts were then sworn and examined without a reporter. A reporter was then called and testimony taken relative to the claim of the International Harvester Company claim. Appraisers were appointed. The first meeting was then closed without date.

May 25. On this day was made an order to show cause on the offer received by the court in the matter of Stulp Hardware Co., Bankrupt, No. 2208. The court has received an offer in the sum of \$400 from J. N. Workman, of Muskegon, for all of the property of the estate, except the statutory exemptions of the bankrupts. The inventory and appraisal show the property at the sum of \$3975.80. The hearing and sale in the matter will be held at the office of the referee, at 315 Houseman building, Grand Rapids, on June 11, 1923. All interested should be present at such time and place. The inventory and appraisal may be seen at the office of the referee, or at the office of Matt N. Connine, Muskegon.

May 26. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Arlington B. Crawford, Bankrupt, No. 2284. The matter has been referred to Benn M. Corwin, as referee in bankruptcy. The bankrupt is a resident of the city of Eaton Rapids, and conducted an army and navy store at such place. The schedules of the bankrupt list assets in the sum of \$1700, of which \$256 is claimed as exempt to the bankrupt, and liabilities of \$2573.71. The first meeting of creditors will be held at the referee's office on June 11, 1923. A list of the creditors of the bankrupt is as follows:

Straus Bros., Chicago	\$50.49
Surplus Trading Co., New York	45.06
Lansing Shoe & Leather Co., Lansing	9.45
Portage Shoe Mfg. Co., Portage, Wis.	11.80
H. C. Kohn & Co., New York	22.54
Michigan Shoemakers, Rockford	43.50
Racine Trunk Co., Racine, Wis.	38.70
Jacob Levy & Bros., Louisville, Ky	31.50
Detroit Trunk & Bag Co., Detroit	144.75
Clopper Bros., Cleveland	242.85
The Osborne Co., Newark, N. J.	22.00
Huett & Hillock, Eaton Rapids	50.00
Weiner Cap Co., Grand Rapids	25.62
Federal Stores Co., Pittsburgh	78.22
J. H. Levy, Cleveland	150.02
Jos. N. Herman, Millis, Mass.	219.38
Morley Bros., Saginaw	183.58
Weed Colburn Co., Toledo	218.60
Hirth Krause Co., Grand Rapids	440.46
Butler Bros., Chicago	423.19

On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of George F. Merritt, Bankrupt, No. 2285. The matter has been referred to Benn M. Corwin, as referee in bankruptcy. The bankrupt is a resident of Grand Rapids, and is a carpenter and contractor. His schedules list assets of \$2349.96, of which \$250 is claimed as exempt, and liabilities of \$7948.72. The first meeting of creditors will be held on June 11, 1923. A list of the creditors of the bankrupt is as follows:

Michael Meyers, Grand Rapids	\$14.40
Geo. Edwards, Grand Rapids	32.50
William Edwards, Grand Rapids	27.60
Melvin Thomas, Grand Rapids	20.75
Harold Thomas, Grand Rapids	23.40
Spielmaker & Sons, Grand Rapids	22.40
Timmer & Tepper, Grand Rapids	122.78
Furniture City Bldg. Co., G. R.	65.95
Century Fuel & Material Co., G. R.	828.63
R. K. Jardine Lmbr. Co., G. R.	3752.44
J. J. Vander Meer, Grand Rapids	61.44
United Service Printers, G. R.	1.10
Kalamazoo Stove Co., G. R.	228.00
Madison Sq. Tin Shop, G. R.	12.00
Geo. A. Powell, Grand Rapids	249.70
Vogel Sheet Metal Wks, G. R.	12.50
Citizens Tel. Co., G. R.	2.93

James Roofing Co., G. R.	124.61
Central Storage Co., G. R.	4.50
Consumers Power Co., G. R.	2.50
Com. Svgs. Bk., G. R.	700.00
West Side Lumber Co., G. R.	1196.59
Stiles Bros. Co., G. R.	150.00
Pipe & Raap, Grand Rapids	263.00
Mc Donald Elec. Co., Grand Rapids	12.50
Dr. James Henry, G. R.	11.00

On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Dewey Jaarsma, Bankrupt, No. 2287. The matter has been referred to Benn M. Corwin, as referee in bankruptcy. The schedules filed list no assets with liabilities of \$1195.72. Funds have been requested and upon receipt of these the first meeting will be called and note of the same made here. A list of the creditors of the bankrupt is as follows: Van Every Motor Sales Co., G. R. \$48.00 Valley City Milling Co., G. R. 28.00 Wilson & Co., Grand Rapids 38.00 Firestone Tire Co., G. R. 92.19 Woodhouse Co., Grand Rapids 36.27 R. G. Dunn & Co., G. R. 92.76 National Grocer Co., G. R. 168.58 Lewellyn & Co., Grand Rapids 73.98 Specialty Candy Co., G. R. 17.00 H. Dalman, Zeeland 108.00 E. P. Medd, Grand Rapids 129.00 H. A. Stidd, Grand Rapids 98.50 Hekman Biscuit Co., G. R. 38.00 D. L. Cavera & Co., G. R. 21.82 G. R. Calendar Co., Grand Rapids 12.50 Swift & Co., Grand Rapids 49.42 McLachlan Business University, Grand Rapids 24.70

Vanden Berge Cigar Co., G. R. 120.00 On this day was held the first meeting of creditors in the matter of Leo Spenle, Bankrupt, No. 2252. The bankrupt was present in person and by Frank J. Powers. No creditors were present or represented. No claims were proved and allowed. The bankrupt was sworn and examined by the referee without a reporter. The first meeting was then closed without date and the case returned to the district court.

On this day also was held the first meeting of the creditors in the matter of Robert Crotty, Bankrupt, No. 2272. The bankrupt was present in person and by Arthur F. Shaw, attorney. No creditors were present or represented. Claims were allowed against the estate. The bankrupt was sworn and examined by the referee without a reporter. It appeared that the case contained no assets not exempt to the bankrupt and was therefore closed without date and returned to the district court.

In the matter of Alton Van Houten, Bankrupt, No. 2267, the funds have been furnished and the first meeting will be held at the office of the referee on June 4.

In the matter of Vine W. Hunter, Bankrupt, No. 2279, the funds having been received the first meeting will be held on June 7.

In the matter of Geo. L. Brooks, Bankrupt, No. 2274, the funds for the first meeting have been forwarded and such meeting will be held on June 4.

In the matter of Herman Lampen, funds have been received and such meeting will be held June 7.

May 28. On this day was held the special meeting and return of subpoena directed to D. P. Leffingwell and August F. Brown. The parties subpoenaed were present in person. C. V. Hilding present as attorney for the trustee. The trustee was present in person. D. P. Leffingwell and August F. Brown were before a reporter and examined by Hilding before a reporter. The special hearing and examination was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Newton R. Hilliard, Bankrupt, No. 2266. The bankrupt was present in person and by John R. Nix, attorney for the Bankrupt. No creditors were present or represented. No claims were proved and allowed. The bankrupt was sworn and examined without a reporter. It appeared that the estate contained no assets other than those claimed as exempt to the Bankrupt by statute so no trustee was appointed and the case was closed and returned to the district court as a no-asset case.

Ribbon Trade is Quiet.

As in other lines, some dullness has crept into the ribbon trade recently. Filling-in purchases for the current season are the rule, with little disposition on the part of buyers to place any forward business. As in the case of other silks, such activity is hampered by the uncertainty of the price course of raw silk. Sellers are holding ribbon quotations firm, asserting that the present levels do not reflect the current raw silk market. Moires are described as still the most active single items. Wide numbers are looked upon to continue in improved demand during the Fall season.

SOME ASPECTS OF TRADE.

Less than a couple of months ago nearly every industry in the country was reported to be working at or near capacity. Now there is a very perceptible slacking up excepting where there is a clearing up on old orders. Yet, on the face of things, essential conditions have not materially changed. It is only the attitude of the public which has changed. When things were running full tilt with prices constantly rising, little thought was given to the capacity for absorption of products at higher levels. More was said of needs, the filling of which had been delayed and which called for attention, but not enough heed was given to the fact that such things might be further postponed if terms were not right. Then, too, it was forgotten that in certain lines of industry capacity of production has increased beyond consumptive demands and that, perforce, there must be a slack period unless a largely increased export trade can be secured for manufactured products. In the domestic field the higher prices have had the effect of making customers shy and causing them to refrain from buying whatever was not imperatively required. They are more than willing to take the usual requirements, but not at any old figure. There is always a limit at which the public begins to balk, and it would appear that this limit has been reached in certain lines. But the first signs of resistance have a significance to prudent business men. They evidence the need of proceeding with caution.

Expressions of sentiment have shown a change in the last few weeks in keeping with the change of attitude referred to. This is shown in statements from bankers, credit men and trade associations. The higher prices which, a short time ago, were regarded as presaging a period of fairly prolonged prosperity are now looked upon as an element of apprehension. Merchants are advised to keep within bounds and run no chances. Typical of utterances on this subject are some remarks made by the President of the American Wholesale Grocers' Association at its convention in Washington the other day. He told his hearers to "avoid long-time contracts at high prices and all burdens that extend far into the coming year." Wholesale dry goods men and other jobbers have been advised to defer what purchases they could until the outlook was clearer. The case of the builders who are getting ground between the two millstones of material men and unionized labor is an extreme one where there has come a real impasse, despite the losses which must result from cessation of operations and the non-fulfillment of contracts. But as has been stated, the limit must be reached some time and an understanding arrived at under which business can be carried on. It is not yet too late to adjust matters in a way to be of general benefit, but any adjustment must be on the basis that wages must go down before long in certain occupations where they have been pushed to an excess and that values of many

commodities must do the same. Settlement on any other basis will be merely a temporary expedient.

When it comes to retail trade, especially in articles of wear, it is generally conceded that the low temperatures over much of the country have been one of the great retarding agencies. A good deal of the Spring trade so lost will not be regained. As against this, however, the vogue for sports has provided a new kind of business, which keeps growing bigger and bigger. Getting outdoors on one pretext or nother has taken hold of people in all station of life and is calling for numberless kinds of new togs and equipment. And it is a curious circumstance that buyers are less inclined to haggle over prices where pleasure is concerned. Still, ordinary business is by no means neglected as is apparent from the throngs of shoppers. Buyers from out of town also continue to be numerous and the range of their purchases is quite extensive. It is noted, however, that the quantities taken are not large excepting for special sales, where the reverse is true.

BANKRUPTCY REFORM.

After much agitation of the subject the matter of reform in bankruptcy proceedings promises to get to the practical stage. As a step in this direction, there will be a public hearing in the Federal District Court in New York on June 30 to consider suggestions from lawyers, representatives of mercantile and credit organizations and others conversant with or interested in the subject. Recent recommendations of a special committee of the Merchants' Association will also be taken into account. One special feature to be considered is the practice of making the counsel of petitioning creditors the counsel for the receivers, which has come in for some criticism. In theory, a case of bankruptcy should be simple in the handling. Two things are sought. The first of these is to get as much as possible for the creditors out of the assets of the bankrupt. The other is to enable the latter to be freed of a burden of debt so that he may start anew without handicap in making a livelihood. Intervening is the cost of the proceedings to accomplish these results. There have been unfortunately too many instances in which the cost has absorbed the bulk of the assets, with lawyers the only gainers. Needless delays in the conduct of cases and the interposition of technical obstacles by men who make a specialty of such proceedings have had much to do with bringing about such results. If fees and expenses were limited to a certain small percentage of the available assets, the temptation to dawdle might be appreciably lessened. The story of the judge taking the oyster for himself and giving each of the disputants a shell is quite naturally suggested as something to be avoided.

There is something wrong with the mental equipment of the clerk who is always having to look and see whether the stock contains what the customers ask for.

STAGNANT THEOLOGY.

In voting virtual condemnation of Dr. Fosdick's preaching the Presbyterian General Assembly has voted condemnation of progress in religious thought. It has decided that, so far as it can control the human mind there shall be no reinterpretation of religious doctrine. What is believed to have been believed two thousand years ago shall continue to be believed. Religion, in this view, comes perilously close to being a set of mathematical formulae. No question was raised as to the spiritual value of Dr. Fosdick's message. Nobody suggested that under the influence of his teaching people were becoming more selfish, more deeply engrossed in things that perish with the using. The accusation brought against him is that he does not present certain doctrines as they are officially held—held, that is, if the vote is an indication on this point, by 439 Presbyterians out of every 798. This does not seem like a very conclusive showing for doctrines that are as hard and fast as a geometrical theorem, but either the vote at Indianapolis means that 45 per cent. of the representatives of the Presbyterian Church think as Dr. Fosdick thinks about these doctrines or else it means that they are willing for him to think differently about them without paying the penalty of expulsion from Presbyterian pulpits—which in the eyes of the Fundamentalists comes to the same thing.

If Christ had taken the view of the Jewish creed that literalists of all ages have taken of the Christian creed, there would have been no Christian creed. Instead of conforming to the letter of the doctrines which prevailed in his day, he insisted upon examining the meaning of those doctrines and applying them in accordance with the highest significance that they possessed. The letter killeth, he said; the spirit giveth life. That the utterances of the Messiah or concerning Him should become petrified like the regulations of the Pharisees which He denounced is one of the ironies of history. Christianity owes its spread in no small measure to the fact that it developed a marvellous adaptability. It conquered paganism by absorption as well as by destruction. It was nothing if not alive, as it would have been nothing if it had not been alive. This living and growing plant Mr. Bryan and those who hold with him would keep just as it is. "Stop where you are," they say. "If you grow you will lose your sacredness." This is a fatal course. If truth cannot grow inside the church it will climb over the wall. A stagnant theology does not make for a healthy religious life.

WOOL AND WOOLEN GOODS.

Auction sales of crossbred wool at Wellington, New Zealand, were marked, during the past week, by some spirited bidding. Prices remained about as before, however, and there was a fair percentage of withdrawals. The next London series of sales will begin on June 26. In this country there has been a fairly steady buying of the new clip by

both mill organizations and dealers. Production of fabrics shows signs of easing up and some smaller mills have either already shut down or are preparing to do so. It would appear as though orders were put in for more goods for Fall than can be made use of and there has been some wriggling to get out of some of them. The matter is not as serious as it might appear at first sight because the mills were inclined to discount the initial orders, and there is yet a chance for some fair reorder business if the responses from retail clothiers pick up. There is a seasonal dullness in dress goods, but a fair quantity is still passing through retail channels. In a short time the garment manufacturers will be busy with initial showings for Fall. Pile fabrics, it is contended, will still be the vogue. The labor problem seems to have been practically disposed of in the men's clothing industry in New York City. The manufacturers, having no organization, made individual settlements with the Amalgamated Clothing Workers. As this means an added cost of production, it will make it just a little harder for the manufacturers to sell at a profit. The skimping in the cost of much of the clothing will probably have to be in the fabrics used.

FLAX INSTEAD OF COTTON.

Various ups and downs in cotton prices during the past week were due to what is called the "weather map" rather than to any other stated cause. As a whole, the weather has remained somewhat unfavorable and the growth of the plant has been checked. This circumstance is likely to be shown in the first official report, to be issued on Friday, which will indicate conditions as of May 25. The report is looked forward to with much interest, but, being the initial one of the season, it is not expected to have much effect on prices. In the trade a kind of impression prevails that the condition of the crop will be reported as a little below the average at this time of year. A proposition, from J. S. Wannamaker, of the American Cotton Association, calling on persons in the growing districts to buy cotton and hold it for 50 cents a pound, was received with a loud guffaw. At anything like that price, it would be cheaper to use flax for many of the purposes cotton is now used, and, in any event, consumption would be very small. Meanwhile, the domestic mills are restricting the consumption of cotton, because of the lack of demand for cotton goods, and exports are diminishing. If the condition continues for the next two months, there will be a substantial carryover to the new cotton year. The goods' market is dull, with few features. Occasionally, some sales of print-cloths and sheetings are reported, but even concessions do not serve to stimulate business. Large buyers are holding off, waiting to see what will happen to prices of the raw material. This is strikingly true of the knit goods jobbers.

Where the mind inclines the feet lead.

Needs of Some Michigan Towns.

If there is anything Traverse City needs, more than another, it is the creation and cultivation of vision and public spiritedness on the subject of an enlarged parkage area. Located at the head of the West arm of Grand Travers Bay—one of the finest bodies of water in the world—it has an opportunity to develop one of the most comprehensive park systems in the United States by acquiring two or more miles of water frontage. What has it done along that line? Nothing. The good people of Traverse City do not appear to appreciate the wonderful opportunity which lies at their very doors—almost for the asking. Within the past week a coterie of public spirited citizens have obtained an option on ten acres of sawdust frontage which lies between the river and the bay for \$18,000—and ominous growls are uttered by back number citizens to the effect that the price is "too high." Of course, the price is high, but it will be a good deal higher a few years

hence, when the city will have to condemn it and pay for the improvements made thereon in the meantime. Traverse City should own that ten acres and ten times more ten acres extending along the bay, fronting on the water. The men of the present generation who fail to do their duty in this respect will have reason to regret their lack of vision and unprogressiveness if they ever permit this opportunity to slip through their fingers and also fail to treat this purchase as the first step in the acquisition of at least two miles of additional frontage on the wonderful water gift which God has given them. The frontage need not necessarily be improved at present. That can be postponed until later; but title to lands now needed should be acquired before the end of the present year.

The condition of the main street through Plainwell is a disgrace to that town. The back streets of the town are in good condition, but the main street is so rough and uneven

that it has come to be a by-word with travelers who are forced to use the thoroughfare.

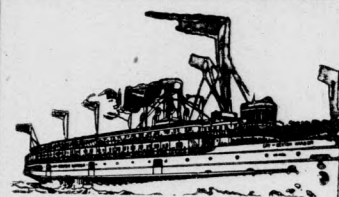
The same is true of Coopersville. Fortunately, automobilists do not have to go through the main street of the town, but those of us who like to see the country towns at their best and note the improvements made in stores and public buildings since the last call find it difficult to navigate Coopersville's main street with any degree of pleasure or satisfaction.

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.

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A Missouri Store

**Whose Trade Building Plan has been
Copied by Merchants in Every State**



Mr. Merchant:—If you take a Trade-Journal or two, you have no doubt read of our success here as business-getters—how we opened up a new store six years ago, on less than \$200.00 capital—fought our way through all manner of opposition staged against us by other merchants who had dollars against our pennies and how we gradually put it over them until today we occupy the best brick corner in town, with the biggest and best patronized store of its kind in this part of the country. Following this comes the story of how we have explained to other merchants, throughout the country, the simplicity of the little deal we have used here, in putting our OWN store on the map, and how the plan has been copied, now, by over 600 OTHER stores, throughout every State in the Union, from whom we have stacks of testimonials upon its wonderful strength as a continuous trade-puller. Good for towns of any size—large or small. Among the larger ones where merchants have adopted the deal after getting our outline of same, are St. Louis, Milwaukee, Grand Rapids, Philadelphia, Toledo. As a scrapper of chain stores, auction bonds, aluminum deals, trading-stamps, etc., it has no equal.

The plan calls for nothing outside your regular stock, except a little PRINTED matter, the same as we used in starting the deal here. It is good for just one merchant in a town or locality, and that one merchant can absolutely grab and CONTROL it by carefully copying the deal just as we began using it here, and as over 600 other stores, in other parts of the country, have used it during the last year or so.

Our price for the plan is only \$1.00, which covers the cost of giving it to you in nice printed form, and also protects us against curiosity seekers. Upon receipt of said amount we will send you complete printed outline of the whole proposition, including copy of the announcement we put out in first starting the deal, and copy of a smaller form that will keep the ball rolling with increased velocity. Just plain work—any printer can do it for you. In ordering above you obligate yourself in no manner whatever. The plan will be yours to use if you so desire—if not, throw it aside—no harm done.

Address letter, check, etc., to

GLENN'S GENERAL STORE, Mountain Grove, Mo.

Merchants sending for plan will be given names, addresses and testimonials of merchants now using the deal.



Sport Footwear for the Family.

Sport styles and fancy patterns in shoes for children have opened the door to more pairs a year for hundreds of progressive shoe retailers.

The days when patent leather white top shoes and patent leather slippers were the rule for dress occasions are gone. The little miss may now toddle along in as snappy, striking and individual footwear as does the young lady of 20.

Mothers may now secure sport styles in popular combinations of leathers in infants' size one if they wish to deviate from the time honored pink or blue for a touch of color for baby's costume.

Children are born imitators. You can easily recollect many times seeing them dress themselves in their parents' clothing and have a great time being "grown up."

Taking the hint from that childish propensity, manufacturers of children's shoes have created styles for the little folks which not only appeal to the childish desire to dress like the grown-ups, but which also appeal to mothers who like to array their little ones in "the latest."

Wide-awake shoemen are using the opportunity thus offered to increase their sales—something that is not always the easiest thing in the world to do, particularly when they have the same patrons and prospects to depend upon for business the year around. The sale of extra pairs through this agency comes about in two ways:

Mother or big sister, accompanied by a child, comes into the store and purchases an up-to-the-minute shoe for herself. While she is glowing with satisfaction over her purchase, the salesman who is on the job brings out a smaller edition of a similar style, or one along the same lines, and asks how the youngster would like to have a shoe like mother or sister. If the child has been at all interested in the previous purchase, you know the answer on the part of both. If the sale of an extra pair is not the immediate result the seed of desire thus sown often results in a re-visit to the store and an eventual purchase.

Reversing the situation, the sale of a pretty style to a child is often the incentive for an unanticipated purchase of something equally attractive by the accompanying woman. And it is the making of two sales appear where one was before that swells the total on the desired side of your ledger at the end of the year. All theory, you say? Not at all.

Recently a woman—not a regular customer—came into a store in

Southern Illinois and approached the salesman with—

"I want an extra nice pair of shoes for Jane here. I've been in three other stores, but none of them have anything except the same old styles."

The shoe merchant promptly produced several novelties for her inspection, one of which was selected. When the pleased mother left the store she took with her another pair for herself and an additional pair of play shoes for Jane. A three pair sale and a new customer won!

Incidentally, that merchant's stock of fancy styles for children is a small, conservative one, which emphasizes an important point.

It is not necessary to carry a large stock or to plunge into a wide variety of children's shoes in every weird creation of millinery footwear that feminine fancy favors, and which may result at the end of the season in an assortment of odds and ends that eat up your profits.

The buying power of many communities will not permit it. Sound merchandising does not demand it.

Go into sport styles of children courageously, but cautiously. Select your assortment with an eye to turnover and the avoidance of P. M.'s at the season's end.

You may depend on the many "in-stock" houses to keep sized up. Illustrative of the many sources of supply, an Indiana retailer reports the visits in one day of seven representatives of different "in-stock" houses, all specializing in children's shoes.

With all these and many others at your command, you may use the leverage of sport styles for children as a means for extra sales, with safety and profit to yourself.

Scores of live shoemen throughout the middle west have, during the past season, stocked the same fancy styles for little folks that they have for women, and, if their record of re-orders can be accepted as proof, have profited thereby.

The door to bigger sales through this agency is there. The merchants who gets in on the extra profits is the one who follows directions on the door-plate marked "PUSH."

A. E. Reynolds.

Exhibit your goods in window and inside displays, and show-card them wherever you display them.

TAKING INVENTORY

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

Herold-Bertsch Shoes

Michigan  Made



You'll Have Many Calls For This Sport Oxford

The season is here when boys and men will be demanding a cool oxford such as this for both sport and regular wear. No. 942 has smoked elk upper with mahogany saddle strap and tip, Neoline sport sole and heel. No. 941 is same with plain toes.

HEROLD-BERTSCH SHOE CO., GRAND RAPIDS

We Have Them on The Floor More Mileage Oxfords

544—Men's Brown Kid Blucher Oxford, Polo Combination Last Rubber Heel Welt B C and D, at —\$5.50

ALSO

571—Men's Black Calf Oxford Saxon Last Four Stitched Tip Solid Leather Welt Rubber Heel B C and D.

These have been some sellers. Get yours to-day.

Rouge Rex Shoes

Get Set For Your Farm Trade on

The Planter	442	4127
The Plow Boy	446	470
The Harvester	435	



HIRTH-KRAUSE CO.

From Hide to you.

Shoe Mfgs. and Tanners Grand Rapids, Mich.

Sport Shoes Twelve Months in the Year.

How many shoe merchants still look upon the so-called "sports shoe" as a single or short season affair cannot be estimated. As a matter of fact in the retail shoe trade the sport shoe is misnamed. Originally meaning a shoe bought by the elite for sport only, today the sport shoe is really to the American man and woman an extra pair of shoes bought by practically all classes for "free and easy" dress purposes.

It is the trade itself that gives fresh impetus to the sale of sport shoes by bringing them out in a volume of new designs in the spring and summer. But if an impartial observer would trace the sale and wear of these so-called sport shoes, he would have to admit there were many of them worn last fall and winter. It was only a little more than a year ago that sport shoes were brought out in mid-winter and met with such approval they became the vogue far in advance of the regular season.

It is time to give some analytical thought of the public's own attitude toward this class of shoes. Women, in the seasons mentioned, proved they like to have one pair at least of this type of footwear in their possession at any time of the year. There must be a reason. It is the one type of shoe that can be said to be informal and at the same time cover a wide field of uses and adapts itself to wear with more varieties of clothing than any other type.

The almost universal use of the sports and dressy sweater as a smart, and at the same time, economical method of dressing for a vast army of school girls and girls who work in places where such dressing is permissible is responsible for the favor of the sport shoe. They are natural affinities. This feature of dress has been overlooked by many merchants who by habit think only of the sport shoe as a spring and summer proposition.

The use of the sweater as against a waist is logical. It is inexpensive; the problem of laundry is a big factor, and it offers the opportunity to dress up in the evening as a change. It is a mode of dress that has come to stay for some time to come and merchants who do not give this fact due consideration in placing their orders for fall or who close out sport shoes without reordering are losing out in a field of volume sales the year round.

The same thought can be carried out in young men's footwear to somewhat less extent. Young men like to look smart and sporty. As for instance, note the wearing of caps by young men as against hats. The cap business is better than the hat business and has been for some years. A sporty shoe goes with a sporty suit, as a Norfolk, coming into popular favor.

Sport shoes for women will have a tremendous sale this summer season as sport clothes are the thing. They are the ideal shoe for ordinary wear and soon the summer dance halls and resorts will be crowded

with the younger element who will wear almost unanimously sport clothes and sport shoes with moderate heels and toes. The sport shoe fills a place that no other class of footwear fills—hence its popularity. It is the one shoe that seldom looks out of place when worn with any style of ordinary informal clothes at any informal place whether it be day or night. A sport shoe of the right type finishes off a costume where any other type would not.

No matter what styles may come and go between now and fall selling, the one safest thing that can possibly be said at this time is that the wearing of sweaters for ordinary wear in the fall and winter months will bring a natural demand and sale for sport shoes.

The one thing that merchants should do who want to plan intelligently is to discriminate merely between the season and bring out sport shoes in the spring and summer that are lighter in the color schemes, in which white will play a prominent part.

Then in the fall they can bring out smart styles in all round utility shoes on the sport order in combinations of tans and darker and more subdued colors that by their attractiveness and a change from the summer styles will appeal because they are different.—Shoe Retailer.

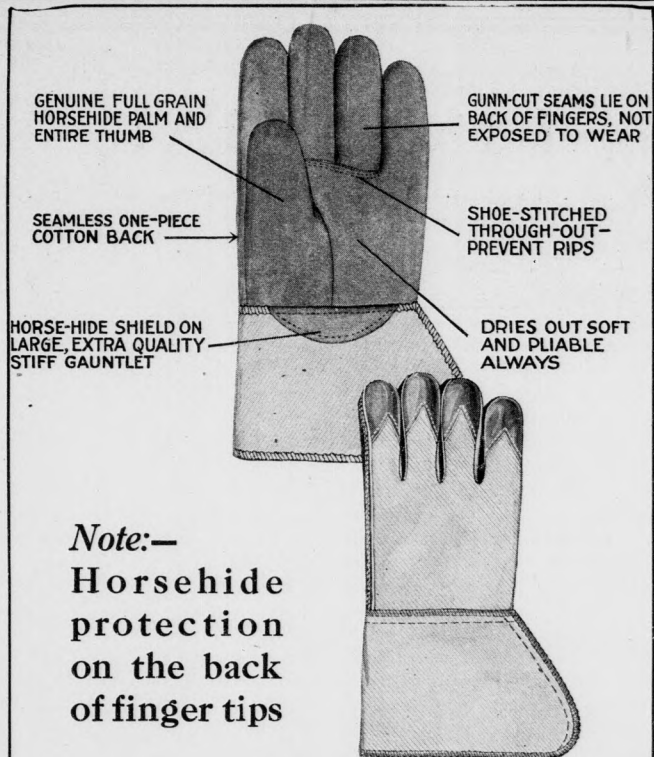
What a Jobber Would Do if a Retailer.

If I were a retailer:

1. I would try to establish a trade on quality goods, learning all about them that I could and passing on this knowledge to the customers.
2. I would stick to as few lines as possible, and feature those few lines strongly.
3. I would not buy deals or quantities unless I could see that it was a real advantage or a necessity, making the turnover as rapid as possible.
4. I would try to have my store always looking clean, orderly and inviting.
5. I would never allow old goods to accumulate, but put them to the front and move them.
6. I would encourage cash and carry by making customers an inducement in prices.
7. I would insist upon clerks being polite and accommodating.
8. I would be strict on collections and discount all bills.

To Sell More Shoes.

1. Sell to more customers.
2. Sell each customer an extra pair.
3. Have your stock kept clean and attractive to the eye.
4. Have it so arranged that sales can be made quickly.
5. Have displays constantly changing, showing special features occasionally or anticipating seasonal demand such as vacation, week-end, school opening, etc.
6. Know every merit of each number in stock, and have a general knowledge of all footwear that might be offered in competition.
7. Uniform courtesy, careful fitting and patience always.



Note:—
Horsehide protection on the back of finger tips

A New Work Glove—Horsehide Service At Cotton Glove Prices

Here is the new TIP TOP—a work glove that will sell and make friends for you. You know your trade is particular about their work gloves, they want them comfortable above all things. That's the real reason they buy work gloves anyway—they want protection for the hands.

WOLVERINE GLOVES are something new in the glove game. They are made, palm, entire thumb and shield, of soft, full tanned horsehide, on both Gunn and Clute patterns. They have extra heavy cotton backs and are sewed with four cord shoethread.

They give real comfort and protection at comparatively low cost. Your trade wants horsehide gloves, wants horsehide comfort and long wear. Give them what they want—at a price they are willing to pay.

Send us a trial order. Harvester costs \$4.50 per dozen. Morvich \$5.65, Man O' War \$6.50 and TIP TOP \$8.25. Send for a case of these numbers assorted. These gloves are a real success and you should have them first in your town. Catalog showing complete line of Horsehide gloves sent on request. Write for it.

Terms 1%-30—net 60 days

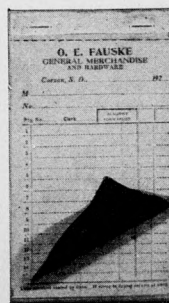
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Differing Opinions as to What Lies Ahead.

This is one of the times when an enquirer can find every possible shade of opinion among business men as to what lies ahead. Sixty days ago they were very much of one mind; everybody was happy. But to-day some are as optimistic as ever, while others have gloomy forebodings of trade depression. Between these two extremes there is such a graduation of views that any one ought easily to find something to suit his individual taste. Nevertheless, the extremists, whether optimists or pessimists, are decidedly in the minority. The great majority of business men take what may be called a middle-ground view. They believe that we shall not have a sharp break in prices, because we have not had a real wave of inflation—except in the building industry, where conditions have been exceptional. They expect some further moderate reaction, such as has already begun, but they do not believe that this will bring any interruption to the country's prosperity. In fact, they regard recent developments as indications of a healthy condition, believing that it has helped to remove the possibility of a period of dangerous inflation, and has thereby prolonged prosperity.

With these views one finds it easy to agree in the main, but the fact needs to be emphasized that the slight lull in activity has not removed the danger of inflation or the need of caution. Such price recessions as have occurred have been confined to a narrow range of commodities, and they have been fully offset by a continuation of the advances in other lines. This is shown by the index of the Bureau of Labor Statistics, which showed no change in its general average during April, in spite of the break in prices of grain, cotton, rubber, and some of the metals. It is also to be noted that during last November, December, and January the index remained stationary; that it advanced only one point in February, and two points in March. The total changes in the general price level during the last

five months, therefore, have been small, but this apparent stability in prices is likely to prove deceptive. It is one of those cases in which averages mislead by concealing wide variations in individual instances.

By observing the changes in prices in different groups of commodities during the last six months one will note that the slight change in the general level is really a result of prices getting further "out of line." In other words, prices have not been nearly so stable since last November as a change of only three points (from 156 to 159) would seem to indicate. In this six months' period metals rose 24 points, cloths and clothing 13 points, and building materials 19 points, while foods rose only 1 point and farm products and fuel and lighting declined respectively 2 and 18 points. Failure of the index to register a sharper advance in the general level is due to lower prices for coal following the gradual recovery from the effects of last year's strike and the slight recession in prices of farm products. High prices for cloths and clothing, building materials and house furnishings still persist and still tend to run ahead of the procession. A normal basis as between different commodity groups still remains to be established.

It is a significant fact that while there were 229 cases of wage increases and none of wage decreases reported to the National Industrial Conference Board during the month ended April 15, the cost of living computed by the same authority during this period showed no advance. Mathematically it declined a tenth of a point. Food prices were up a point, clothing prices off a point, while fuel prices were off 9 points. Under the system of weighting these various items the index number showed a decline from 59.2 to 59.1 per cent. above the level of July, 1914. Incidentally, this index for the time being corresponds very closely with that of the Bureau of Labor Statistics for wholesale prices. The stability of living costs while wages are advancing has

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led to a further advance in "real" wages, as contrasted with money wages. This means additional purchasing power, and so long as real wages are rising there is little reason to fear a return of the buyers' strike.

William O. Scroggs.

Opposes the Shortening of the Flag.

Grandville, May 29—Captain Belknap's article in the Press relating to Major A. B. Watson recalls some of the incidents of the time when, as the Captain says, the Major marched into Grand Rapids at the head of a company of woodsmen from Newago.

I well remember Mr. Watson as he appeared at that time. He was a leading business man of Newago, the son-in-law of John A. Brooks, who was the founder of Newago, on the Muskegon.

Brooks built the first sawmill at that point at the mouth of Penoyer creek, on the North side of the river. The Brooks House was long the leading hotel, and it was John A. Brooks who put through the flats improvement for which the State appropriated \$50,000 and never paid.

The improvement was accepted by the Governor, and long remained the best part of the stream, so far as navigation was concerned.

In the company of woodsmen captained by Watson was one member from the Merrill mill, at Bridgeton, David Carvin by name. He was only 15 when he enlisted in the 8th Michigan. He went South with the regiment and thence by water to the coast of South Carolina, participating in the battle which the Major was so severely wounded.

The name of David Carvin was listed among the mortally wounded. His parents mourned their son as dead, till later news assured them that he was in a hospital. Although the wound the boy received went diagonally through the body from the breast downward, he recovered, came home, returned to work in the mill, later re-enlisting, taking his place in the 10th Cavalry to again go South to fight for the flag.

Major Watson led a Fourth of July parade in Newago after his return from the war and soon after removed to Grand Rapids.

Although David Carvin was but a private, he yet showed the heroism of a stalwart and his name should adorn a monument dedicated to the heroes of the Civil War.

His father was, aside from being a farmer, a Baptist clergyman, and often attended rallies to plead the cause of the Union. He did much good in this way and was a firm supporter of Abraham Lincoln and his policies.

The ranks of those old-time boys in blue are thinned to a very narrow line, thinner now than the red lines of English at the battle of Waterloo.

Major Watson made a place in the business world of West Michigan and he will long be remembered as one of the sterling citizens of his time.

There was much discussion near the conclusion of the war about the unfriendly attitude of England. Our

stalwart Senator Chandler advocated wresting Canada from Britain, but since that country was off her high horse, and seemingly in a humble if not repentant mood, the U. S. Government did not see fit to shed any more blood.

"Just say the word and Michigan troops will take care of Canada," declared the Senator.

At this time the American people were feeling bitter against the mother country because of her wanton and disgraceful efforts to aid the Confederates by every device in her power save entering openly into war against us.

The fitting out of piratical craft in her shipyards for preying upon United States merchant vessels was a most flagrant violation of neutrality and an open insult to every loyal American. There are men now living who remember these things, and the current of British love, cultivated in later years, smacks to them very much of downright hypocrisy.

Flushed with victory, our armies would, at the close of the war, have gladly swooped down upon Canada and added her to the United States of America.

One of the early cartoons of the Civil War represented Lord Russell, who had ridden out with many others at Washington, to witness the battle of Bull Run, riding on horseback, at furious speed toward Washington, on the return, and flying along beside the animal bestridden by the British Lord was the stake to which was attached the animals halter. Too badly frightened, of course, to think of unhitching.

Our President Lincoln was shamefully cartooned and lambasted by the London Punch throughout the days of the long struggle for the supremacy of the Union. After General Grant became President the losses sustained by our merchantmen because of England's treachery were, in a measure adjusted, having been submitted to arbitration before a council of nations.

Most of those who wore the blue from Sumpter to Appomattox have given their last countersign and passed on to that country from whose bourne no traveler returns.

Because of artistic defect in the starry flag, some of the wise guys of the Nation are advocating a shortening of its length. This may be the right thing to do. It is wonderful how people, who are wise in little else find out about the defects of, not only the flag, but the whole system of government.

Shall the flag be shortened? Would Washington, Lincoln, Grant and the millions of soldiers who followed the present flag to victory on all our battlefields consent think you to this desecration of the colors? I do not believe it.

The flag of the dear old Red, White and Blue is good enough for us as it is. Let art seek other pastures for its exploitation, and leave Old Glory alone, constituting, as it does, the dearest bit of bunting that floats over any sea or land this side of Heaven. Old Timer.

Many a man who had the sand to stick to it has won out at the eleventh hour, just by sticking to it.



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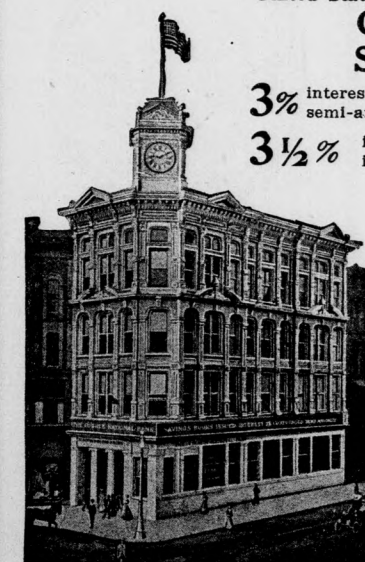
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Business on a Sounder Footing.

Business is on a sounder footing today than it was sixty or ninety days ago, even though there may not be quite so much good feeling now as there was then. The little reaction of the past few weeks has admittedly made some business men a bit nervous. Yet what has occurred has undoubtedly been helpful. In March the country faced the possibility of a return of inflation. The check to price advances and the slight falling off in the volume of forward buying have removed this danger for the time being. It might have been removed more effectively if the Federal Reserve Board had had the courage at the time to exercise functions of a real central banking system and put its rediscount rate slightly above the market.

It failed to do so. Purely speculative buying of commodities began to increase; cases were found by bankers in which a single dealer had placed identical orders far beyond his actual requirements with four or five different manufacturers, delivery premiums were increasing, the building situation got entirely out of hand. All this showed which way the wind was blowing. No word of caution, however, came from the Reserve Board, which is supposed by most business men to serve as a preventive as well as a palliative for business depression. On the contrary, such comment as came from Washington dealing with the business situation was obviously inspired by a desire to engineer a still bigger boom. Sound counsel from other sources was what saved the country from unhealthy developments.

The question has been raised whether the reported resistance of consumers to price advances is not contradicted by the gains reported in retail trade. There is nothing incompatible in the statements that resistance is offered to price advances at the same time that buying proceeds in large volume. The very fact that demand has been almost equal to that in the post-armistice period, while the upward trend in prices has not been at all comparable with the movement of that time, supports the conclusion that this resistance is being encountered. Wage earners are not grabbing \$7 dollar silk shirts and \$15 dollar shoes as they did in 1920. Retailers, moreover, know that they are not going to do so, and have adhered to the policy of quick turnover with a narrow margin of profits. As a result the volume of their business has been large. There is nevertheless a disposition among customers to shop around and this is in noticeable contrast with the buying orgy of the "flush times" following the war.

Gold Has Become More Valuable.

The revival of the gold mining industry in the United States was recently described in the Tradesman. In other gold producing countries similar improvement is noted. The output of the mines of the Transvaal in the first three months of this year is considerably in excess of that in any similar period since 1917, and it has been steadily improving for the past twelve months. In Canada also

the output is increasing, and the year's production is expected to run more than 25 per cent. ahead of that in 1922. Trading in stocks of gold mining companies in Canada is said to be almost as active as in the days of the Klondike boom. The increased output of gold has been stimulated by the fall in prices, in terms of gold, in all parts of the world since the collapse of the post-war boom. This is only another way of saying that gold has enormously increased in value, and that its mining has become correspondingly profitable.

Demand For House Furnishings.

House furnishings have been among the most active items recently in retail selling. In a number of instances the records compiled show that the turnover of this class of goods is considerably in excess of last year at this time. The unfavorable weather has not proved as much of a deterring influence here as it has in the case of other merchandise. Furniture selling has kept up well, and, with more new homes to be outfitted during the next month, it is expected that the turnover here will continue its favorable ratio. Distinctly Summer furniture has come into more prominence lately with some of the retailers featuring this type much more strongly. Other lines of furnishings, including rugs, draperies, kitchen utensils and the like, are described as selling well.

Advertisement Clarified.

"What did you say this dress will cost?"

"Forty-two dollars, miss."

"But didn't you advertise 'Great Saving in Misses' Dresses'?"

"We sure did. And if you'll examine that dress you'll be surprised to notice how much goods was saved in the making of it."

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The principal of such a trust will be securely invested and kept away from risk. Its income will remain independent, separated from the rest of your estate.

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An Important Distinction.

The old idea that any non-inflammable material was necessarily fire-resistant has been the cause of many disastrous failures. It is recognized today that many materials that will not burn are failures as fire retardants. Materials vary so much in thermal conductivity, in rate of expansion when heated and in strength after heating, factors that are of paramount importance in fire resistance. The fire-resistant qualities of a building material bear no relation to their strength or conductivity. In building materials like gypsum, steel, clay tile, concrete block, lumber, cast iron and stone are found some that are high in fire resistance and low in strength and vice versa and even those that are high in both vary a great deal in thermal conductivity, rate of expansion and contraction and other factors that effect their

stability. Therefore, each building material must be examined, tested and rated on its merits from the structural and fire-resistant point of view.

Frozen Hydrant Brings Court Action

Judge R. C. Flannigan, of Iron Mountain, Mich., has set aside the verdict for \$3,500 returned by a jury in Circuit Court in that city in favor of Mrs. Ellen Anderson in her suit for \$25,000 damages against the Iron Mountain Water Works Co. Mrs. Anderson's building was destroyed by fire the night of Feb. 26, 1922, and she claimed frozen water hydrants were responsible for much of the loss. The company admitted that some of the hydrants were frozen, but claimed that no contract for hydrant service was entered into between it and any individual. Hydrant service contracts are signed only with the city. The case, the first of its kind ever tried in Michigan, will probably be taken to the Supreme Court.

Safeguard Your Premises.

Remember that the great majority of fires could be avoided by a little timely foresight and care. Precaution in looking after your premises may be the means of saving lives as well as valuable property. See that your chimneys and stovepipes are in good condition and keep the cracks in your chimneys cemented up. Guard against the accumulation of old dry leaves and rubbish in fence corners and buildings. "An ounce of prevention is worth a pound of cure" in averting fire loss. Safeguard your premises against fire and you will be surprised at the effect it will have on your property. Remember it is the people and the policyholders who pay the loss.

The Politest Man.

The politest man has been discovered. He was hurrying along the street the other night, when another man, also in violent haste, rushed out of a doorway, and the two collided with great force. The second man looked mad, while the polite man, taking off his hat, said: "My dear sir, I don't know which of us is to blame for this violent encounter, but I am in too great a hurry to investigate. If I ran into you, I beg your pardon; if you ran into me, don't mention it." And he tore away with redoubled speed.

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These Companies are recognized as the strongest and most reliable Mutuals in the United States, with Twenty Years of successful Underwriting Experience. No Hardware Mutual has ever failed, No Hardware Mutual has ever levied an assessment. Ask the Hardware Dealer of your town.

If interested, write for further particulars.

Strong Views on Several Diverse Subjects.

Glen Lake, May 29—What is now known as the whale-back type of of steamship first came to public notice during the period of the World's Columbian Exposition, at Chicago, in 1893, being exemplified in the steamer Christopher Columbus, which at that time was engaged in transporting passengers from the city to the fair grounds and was a familiar object to all visitors to that institution. It was built to rest low in the water, so that it could best outstride the elements—wind and rough weather—which are the chief handicaps in navigating. I speak of this now for the reason that this type of vessel was the invention of Captain Alexander MacDougall, of Duluth, who passed away last week.

I enjoyed the personal acquaintance and friendship of Capt. MacDougall and during a tour through Northern Michigan, Wisconsin and Minnesota last fall, I had the pleasure of renewing an acquaintance formed years previously.

Capt. MacDougall was president of the MacDougall-Duluth Co. and, as such during the Kaiser's war, directed the construction of a large fleet of freighters and steamers for the Great Lakes and coastwise trade.

I have no intention of writing a biography of the Captain, but I have in mind my latest talk with him on transportation matters, in which he declared himself strongly in favor of the ship-subsidy program of President Harding and his bitter opposition to the Great Lakes-St. Lawrence waterway project.

He felt, as I did, and have so expressed myself, that while the President's ship subsidy program might be largely experimental and speculative, that it was worth a trial at this particular time, if ever, for the reason that American shipping bottoms predominated, and if we were ever to contend with Great Britain for dominion of the seas, the accepted time was at hand.

His opposition to the Townsend water way project was a matter of National knowledge. To me he made the remark that outside of the Soo canal, which was useful during a very short period of each year, and the Panama project, which was useful for little more than strategic purposes, no government enterprise along this line has ever brought back to the Nation's profits one per cent. of the investment made in them.

Citing particularly the Erie canal which, while constructed and operated under State control, but a Government beneficiary, and which went into the discard many years ago for the reason that it could not meet the competition of the rail lines, he went on to mention the enormous Government outlay in improving the Ohio and Mississippi rivers, the transportation on which has deteriorated from the floating palaces of three decades ago to an occasional coal barge or cheap packet; the Fox and Wisconsin river improvement, in Wisconsin, upon which an expenditure aggregating \$300,000,000 was made and not one single vessel ever traversed its entire length.

His reasons, briefly, were that the great expense incurred in breaking bulk more than offset higher rail rates, and that while scanty margins of profit were to be derived in the handling of ore and grains where adequate terminals were provided, the railroad always had the advantage with its side tracks accessible to all manufacturing establishments. The transportation of the item of coal demonstrated that without these physical terminal arrangements it could only be handled at a great loss, which accounted for less than 10 per cent. of the coal consumed at lake ports and territory directly tributary thereto being carried on lake bottoms.

Captain MacDougall expressed

himself very forcibly on the La-Follett seaman's act, which, he claimed, was driving shipping from the Great Lakes and foreign trade as well, which accounted for the bulk of new shipping being built in Canada and operated at a profit between American ports, which in competition with shipping American controlled, practically put the latter out of business.

All of which I speak of because of the intermittent agitation of the project of a lake-to-ocean waterway, to be built by Government aid and hereafter to be available to British interests only, because some long-headed politician wanted to secure the marine vote.

William Jennings Bryan, once an obscure attorney in Lincoln, Nebraska, through an accident—a party split or something—broke into Congress in the nineties.

Nothing he accomplished in his brief congressional career seemed to have any effect on the earth's orbit, but at a psychological moment in the National Democratic convention, in 1896, he sprang his "cross of gold and crown of thorns" simile and became famous as an orator, and as it turned out, a perpetual candidate for the presidency. After various unsuccessful attempts to break into the White House, he at last reached a period where he was handed the premiership of the Democratic administration, which an attack of "word-hemorrhage" soon after eliminated him from.

Granting that Mr. Bryan is an individual of rare quality as an orator, on a purely commercial basis, there are those who are cruel enough to think and a few unkind enough to say that he is a one-tracker; in other words, he has a limit of one string to his violin.

He ranted on free silver for a number of years, then drifted over to religion, and has now got around to anti-Darwinism.

As a prelude to his religious work, always for a pecuniary consideration, he made the statement that "the religion of his mother was good enough for him," and that undoubtedly estimable lady's religion, being undoubtedly based on the ideas of a great-great grandparent, his theology was, to be cold-bloodedly frank, not according to modern spiritual or scientific teachings, strictly "up to the minute."

But, like Billy Sundays' "disinterested" religious efforts, it helped fill the family flour chest, and a generous public permitted him to put over his "four corners of the earth" brand of theology, at the same moment tapping their craniums, concurrent with a right and left motion of same.

Then he got after Darwin. To be sure that capable individual had entered that stage which permitted of his spiritual entrance to the hall of fame, but Mr. Bryan "knew better." The chimpanzee might answer the requirements of the "zoo," but fell short as an ancestor, hence Darwin and all who thought well of him were—well!

Now he has resigned the chairmanship of the committee of home missions, to which he was appointed at the Presbyterian general assembly at Indianapolis, and announced his intention of devoting all his time to his fight against the doctrine of evolution. Why not allow him to do this? A long suffering public ought even to extract a morsel of comfort from this new announcement. The great leader, who espouses the cause of patriotism to the extent of balloting for General Jackson, when he is unable to make it more personal, might possibly find himself the possessor of a more permanent job than he has heretofore been busy at. In fact he ought to be encouraged to devote all of his time to this industry. His only competition would probably be of the canine—not

THE RESORTERS ARE COMING

And  Everybody Likes CANDY

ESPECIALLY

Putnam's

AND

LOWNEY'S

GET READY FOR THE RUSH

NATIONAL CANDY CO. INC.

PUTNAM FACTORY

GRAND RAPIDS, MICH.

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

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AWNINGS AND TENTS

1923



CHAS. A. COYE, INC.

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.

Quality of materials and workmanship, not cheapness, has always been our motto.

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

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

Grand Rapids, Mich.

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

Signs of the Times
Are

Electric Signs

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

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

THE POWER CO.

Bell M 797

Citizens 4261

STRAIGHT
SIZE—

The Johnson
Original 10¢ Cigar

VAN DAM

MANUFACTURED BY
TUNIS JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN

money—species, "baying at the moon."

Naturally the country will miss his periodic running for the presidency, but it might reap a grain of comfort from the knowledge that he is in his element, gathering in the coin, and not leading his audiences astray. He cannot possibly grate on the sensibility of the monkey family and Darwin has escaped the holocaust.

Apropos of the Presbyterian assembly at Indianapolis, the newspaper accounts would lead one to believe that it was made up quite largely of that class of "really good" who want to save humanity from themselves.

The use of tobacco was "viewed with alarm" and the ungodly individual who seeks out a little innocent Sunday diversion was very mercifully garroted.

The increasing size of Sunday newspapers and the increased size of heads resulting from Saturday night orgies with coffee and cococola, and the disastrous effects on the moral code by the juvenile indulgence in movies and tiddle-de-winks, were all generously taken care of.

A dear friend of mine, who has sometimes been spoken of as a disciple of Socrates, has a theory of life to the effect that "the things you like to eat are bad for you and the things you like to do are wicked."

Now that we are passing through one of these eras of reform which are usually concurrent with sun spots and hard winters, why not make a job lot of all these well meant efforts to protect humanity from physical and moral suicide, and ask the law makers to prepare a dietary code.

Dr. Kellogg will prove to the law-makers that salt used in the preparation of food is worse than "rough on rats" and meat self inflicted death, the predigested sawdust dispensers will show you that one drop of coffee on a dog's tongue will produce hydrophobia, and the anti-tobacco element will absolutely satisfy you that if that ancestor of yours who devoted himself tirelessly to the nursing of his pipe for ninety years or so, and left Methuselah with a clear field on the age limit, undoubtedly was the victim of premature taking off because its excesses. Even oat meal has its husks, and ice cream its ptomaines. Do it all in one lump and have it over with and relieve the tension of awaiting the millenium.

Frank S. Verbeck.

Plead For Access To Hotel and Restaurant Trade.

One cause of complaint by retail grocers about the falling off of the family trade in groceries is that the "home cook stove is idle a good portion of the time, while the hotel and restaurant range is working overtime," and that the retail grocers are not prepared to cater to the restaurant and hotel trade, leaving that trade entirely to a class of supply houses that specialize in "eating houses."

The trouble is that, when the retail grocer attempts to compete for the restaurant and hotel food supply, he finds this trade is recognized as entitled to buy at wholesale by produce commission merchants, butter and cheese dealers, meat packing houses, most wholesale grocers and many manufacturers.

When, therefore, the retail grocer finds that his family trade is falling away in the big cities, what is he to do? The line between the retailing and wholesaling of groceries is indistinct and is made more so by the commission produce houses and

many manufacturers who sell to restaurants and hotels at wholesale prices.

The hotels and restaurants advance a strong argument to the effect that they are dealers, and that they do not consume the supplies they buy, but sell them to consumers for a profit. They also say that if they are not to be considered dealers, then they are entitled to be classed as manufacturers, preparing the foods and selling direct to consumers.

John A. Lee.

German Garment Competition.

Further reports that German garment manufacturers are planning to compete in a big way in the American market have caused wholesalers here to express considerable anxiety over the possibilities inherent in the situation. It is understood that the matter is being given careful consideration by the Cloak, Suit and Skirt Manufacturers' Protective Association. The foreign merchandise, it is said can be landed and sold here at prices that are considerably below those which domestic manufacturers must ask. Several of these said yesterday that a determined stand must be taken against an influx in this market of the low-priced stuff, especially in a season when the wholesalers have to buck against higher prices all around. One of them said that efforts should be made to have the German garments taxed on the American valuation plan. It is pointed out that the foreign competition would not only affect the garment manufacturers, but their labor and the woolen trade as well, and that opposition should come from all three sources.

Don't make special offers and then tie them so tight with a string that no one can get away with them.

DRY-PAK Prunes

*Here are the sugar plums
of your childhood fancy—*

Prunes in Cans

Specially Packed by Vacuum Process

To All Quality Grocers:

This is the modern—clean—fresh—sanitary way to sell prunes.

It gives you absolute assurance of satisfying your most particular customers at all times.

It saves you all loss from spoilage, shrinkage and deterioration and you waste no time in weighing and wrapping.

DEL MONTE Prunes packed in this way really make your prune business last all year long because you are always able to sell the very highest quality of prunes in perfect condition, at any season and under any condition of climate.

JUDSON GROCER COMPANY
GRAND RAPIDS, MICHIGAN

5% AND SAFETY.

Full Paid Dividend Shares \$100.00 each.

Interest payable semi-annually on all shares in force three months.

Can be withdrawn upon demand.

Backed by the best security on Earth—First mortgages on Grand Rapids Homes.

Grand Rapids Mutual Building and Loan Association

Resources \$4,500,000.00

Chartered 1888

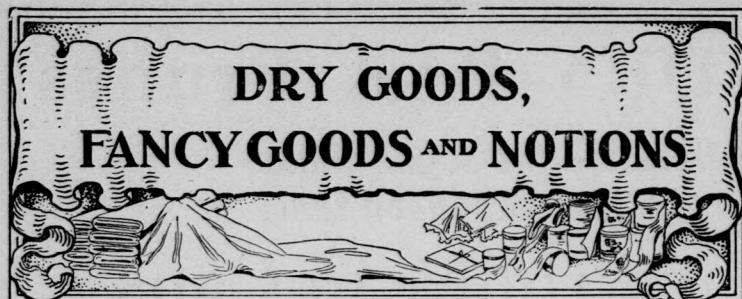
Second Floor Widdicomb Building

America's Most Famous Dessert

JELL-O

*Where demand pulls so strongly
no pushing is required.*

The Genesee Pure Food Company
Le Roy, N.Y.



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

Has New Measuring Device.

A new device for measuring fabrics, which not only performs that work but prints a sales slip for the customer and makes a record of all transactions in which it is used, is shortly to be offered to the department stores of the country. The computing of the new machine is done mechanically, which widens the price field in which it may be used. The device will measure up to 100 yards without being reset. This makes it available for the jobbing trade as well as the retail, it is said, and of particular value to the wholesaler who deals with the smaller merchants. The machine computes prices in eighths of a yard up to the 100-yard mark, and the sales check printed by it shows the size of the purchase, the yard price of the goods and the amount of the sale. The clerk's number also is printed on the check, along with other information usually given on sales slips for the guidance of the accounting department. The record of transactions kept by the machine is inaccessible to clerks, which prohibits tampering. The cost of operation is said to be very small.

Have Increased Petticoat Sales.

The long, sheer skirts which leading stylemakers on both sides of the Atlantic have decreed for late Spring and Summer wear have done a great deal toward increasing sales of petticoats in this country, according to a statement issued yesterday by the United Petticoat League of America. So marked has been the demand for these garments in the last few months that manufacturers represented in the membership of the league report business rivaling that of any similar period in their history. Especially significant is the fact that the demand is keeping up at a time when it ordinarily would be missing as a result of a between-seasons lull. Indications of wider skirts for Fall are taken to mean a continuance of good petticoat business, but in different materials. Taffeta is then expected to be much in vogue for the purpose.

Neckwear Demand Picking Up.

Business in women's neckwear is showing signs of improvement, according to wholesalers here. While the weather is still described as the factor that is holding back retailers' purchases, the latter are said to have shown greater interest lately. Buying is mainly confined to certain

items, such as guimpes, camisole vestees and some vestings and bandings by the yard. These provide the "front" effects which are currently desired. Guimpes with sleeves are moving fairly well owing to the current vogue of the sleeveless sweater. Frilled lace varieties are also said to be taking well. Some call is noted for hip or overblouse guimpes. Collar and cuff sets as yet are in more or less quiet demand. The lace types are not particularly active. One wholesaler said yesterday that he had found organdy vestee sets trimmed with a bit of contrasting color meeting with buyers' favor.

Opposed To German Garments.

Definite plans of opposition to the influx of German-made garments are expected to be drawn up at a meeting of the Ways and Means Committee of the Cloak, Suit and Skirt Manufacturers' Protective Association to be held within the next few days. Since the first reports of the threatened invasion by the German manufacturers in the market here were received, opposition has been growing among the local garment producers. It is thought likely that the new plans to be developed will enlist the aid of other associations in kindred lines. Efforts, it is said, will be made to acquaint Senators and Representatives with the dangers to production here, and the consequent need of new tariff provisions. It is pointed out that, so far as style and design go, the American-made garments are far superior, but the objection is to the cheapness with which the Germans can produce owing to low wages and low-priced fabrics.

The Newest in Millinery.

So strongly entrenched in the millinery mode is the abbreviated back that it is now being shown here even in garden hats with spreading brims. Another feature of the newer chapeaux is the increasing return to favor of the off-the-face style of hat. Also new is the use of slight cuffs for tall sectional crowns. Cushion brims show a tendency to swing over into the Summer season. In the sports shapes dyed leghorns and bangkoks are strong factors. In the trimmings the use of pheasant tails is growing steadily, and the same is true of appliqued embroideries. Fancy pin trimmings are very strong, and in the flower trims the larger blooms still dominate. The softer yellows show increasing popularity in the colors, as do browns. Orchid is strong in the paler tints. White on black is taking better than black on white.

No Early Operations Now.

Because of the current restricted demand for men's suits there is no tendency now on the part of those clothing manufacturers who operate rather ahead of the general market to do any fabric buying for next Spring or Summer. With conditions favorable, it is pointed out, several of the leading clothing houses would begin a part of their fabric operations, principally in tropicals about this time. The houses of this type will, it is said, bring the greater part of their Fall selling activities to a close within the next two or three weeks. The present situation, however, according to the woolen buyer of a well-known house, is such that operations will probably be postponed until later.

Have You Investigated

the opportunity offered in an investment in the Wolverine Carton Company?

IT WILL PAY YOU

to investigate today.

F. A. Sawall Company

313-14-15 Murray Bldg.

Grand Rapids,

Michigan

Seasonable Merchandise

Warm weather is here. Have your stock in condition to take care of the rush, which is sure to come. We have good stocks on hand in all departments.

Voiles	Hosiery	Draperies
Crepes	Underwear	Window Shades
Ratines	Ready to Wear	Porch Pillows
Ginghams	Men's Furnishings	Blankets, Etc.
	Bathing Suits and Caps.	

Write for samples. Better still, call on us.

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Quality Merchandise—Right Prices—Prompt Service

Now is the
Time to BUY

Tom Wye Bathing
Suits

ALL PURE WOOL. ALL COLORS.
TWO GRADES.

Heavy Ribbed Plain Colors..... @ \$36.00
Medium Weight with either breast or skirt stripes..... @ 28.50

Stock is NOW Complete.

Daniel T. Patton & Company

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

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.

May Go Short on White Hose.

If the consumer demand for white hose reaches the proportions this Summer that have been predicted during the past several months, there is likely to be a shortage of this merchandise in many stores in this vicinity. Stocks of these goods at the mills are not large, as makers of the better qualities will do little on them for purely stock purposes. This fact, coupled with the slowness with which many buyers in this part of the country have been ordering them, led yesterday to the assertion that the only thing which can really prevent a shortage is a great deal of continued cool, wet weather. The call for "at once" colored hose, which is looked upon in some quarters as temporary, has been so large of late that certain mills with small stocks of whites on hand have dyed them up for prompt shipment. This also promises to contribute to the paucity of white hose later on.

Bangle Bracelets Very Active.

Any doubts there may have been about the continued popularity of bangle bracelets made of Indian colored glass have been dispelled by the telegrams received by a prominent local jewelry distributor asking for rush deliveries of merchandise that has reached this market after it had been "cleaned out" of the genuine articles for about two months. Requests for such shipments have been received in the last few days from retailers in practically all parts of the country, the individual orders in most instances calling for several gross of the bracelets. The size of the demand for them is attributed to the fact that from two to eight, in harmonizing colors, are worn at once. The bracelets which may be retailed profitably at 50 cents each, come in three sizes and many colors. Several of the colors now offered have not previously been available here.

Style Lines to be Shown.

Quite a few of those in the garment trade who went abroad early to study style trends for Fall are now returning. Others are scheduled to come back during the closing days of this month and early in June, although still others will leave here to obtain details of the later season openings by the leading couturiers. Preparations on the lines of the style houses here are well under way and they will be further hastened by the return of those who have been abroad. It is believed that the openings of these lines will begin in the early part of next month, with a large number ready to show about the second or third week in June. The trade believes that there will be a large number of buyers in town then, and the number will be greatly increased if weather conditions are favorable for the sale of current season garments.

Opening of the Spring Lines.

There is some disposition to believe, according to some in the trade, that the openings of the Spring lines of woollens and worsteds for both the men's and women's wear will be held later than usual this

year. Normally, the lines for the Spring season would be opened some time in July; but it is thought that this year, in view of the current circumstances, the date may be postponed until the following month. It is pointed out that it will be greatly to the advantage of the mills to let the price situation thoroughly settle down so that the operations for the next season will be on a more firmly established basis. Furthermore, the current orders on the mills are deemed to be sufficient to carry them through July without any trouble. At the present time, the only attitude that is sponsored in the trade about prices is that they will be higher.

To Issue Special Color Card.

That constantly increasing attention is given to colors as factors in the sale of various kinds of wearing apparel is shown by the number of trade associations that are working out special cards embodying accepted hues for various seasons. Most of them are founded on the colors contained in the selections of the Textile Color Card Association, or else supplement the cards issued by that organization. One of the latest trade bodies to bring out its own card is the National Knitted Outerwear Association, which will shortly announce style colors supplementary to the card recently issued to guide manufacturers of the more staple lines of merchandise. The new card, which will be the first of its kind ever issued by the association in question, has been worked out by a committee of which M. Katzenberg is Chairman, and the shades in it will be announced soon.

Wing Collar for Next Season.

Some manufacturers think that the wing collar will come into marked popularity in the Fall. Current indications as seen by these wholesalers are said to favor this. There was something of a tendency toward greater use of the wing type last Fall, it is pointed out, but this did not reach the proportions that were expected. In the coming season, however, the movement will have the benefits of the efforts then made to popularize it, with the added support of the declared new trend in men's styles for Fall. The main appeal of the wing collar is said to be that it gives a dressier appearance, quite in contrast to the "lounge" effect of the medium-low starched and semi-soft collars which are in vogue.

Leather Collar and Cuff Sets.

A new idea in women's neckwear has been developed by a New York City wholesaler, based on the prevailing popularity of women's colored shoes. He shows a collar and cuff set of the same leather used for the shoes, dyed in shades of red, blue and green to match the footwear. The set is designed in the Puritan style, with a large collar and cavalier cuffs. It is claimed that, even though leather is used, the sets will not be unduly hot for Summer wear and represent a novelty that will have considerable appeal for the stylish dresser. The sets wholesale at \$15 per dozen.

Summer Wash Goods

WARM WEATHER will bring you a BIG VOLUME at GOOD PROFIT IF YOUR STOCK IS WELL ASSORTED WITH THE FOLLOWING:

DRESS GINGHAMS

32 inch JACQUELIN—A combed yarn, plaids and checks—cost 32½¢; sell @ 59¢.
32 inch DOROTHY PERKINS—A fine soft finished yarn, in staple checks cost 25¢; sell @ 39¢.
32 inch TOILE DU NORD—Well known, cost 24½¢; sell @ 39¢.
32 inch KENT—To sell at a price, costs 21¢; sell @ 29¢.

APRON GINGHAMS

32 inch AMOSKEAG—Staple checks, cost 20½¢; sell @ 29¢.
32 inch ENSIGN—To sell at a price, cost 19¢; sell @ 25¢.

TISSUE GINGHAMS

32 inch GAZE MARVEL—Best known, cost 45¢; sell @ 59¢ to 69¢.
32 inch LORRAINE TISSUES—Silk and ratine effects, cost 45¢; sell @ 59¢ to 69¢.
32 inch VERLAN TISSUE—To meet competition, cost 35¢; sell @ 49¢.

RATINE AND DRESS CREPES

34 inch PLAIN RATINE—Cost 37½¢; sell @ 59¢.
No. 200—SPORT FRENCH RATINE—For skirts, etc., with white grounds, cost 65¢; sell @ 89¢ to \$1.00 yard.
No. 300—NOVELTY CREPE—In high sport colors; cost 62½¢; sell at \$1.
No. 400 CREPONGE—Box-loom crepe in new sport shades, cost 52½¢; sells @ 89¢ to \$1.00 yard.
No. 500—NOVELTY CREPE—Ratine effect, cost 45¢; sells @ 69¢.

ORGANDIES & SWISSES

S S—40 inch—Imported transparent permanent finish—all colors, cost 42½¢; sell @ 69¢.
W 25 and W 37—36 inch Dotted Swisses, in light grounds for dresses and curtains, cost 38½¢; sell @ 59¢.

VOILES

LA ROSE—40 inch Plain Colors, hard twist, cost 27½¢; sell @ 45¢.
PRINCESS—40 inch Printed, small patterns and dark grounds; cost 19½¢; sell @ 29¢.
VICTORY—40 inch Printed small patterns and dark grounds; cost 27½¢; sell @ 45¢.
PARIS BATISTE—40 inch Printed on light grounds, cost 32½¢; sell @ 55¢.
PARIS BATISTE—40 inch Printed on dark grounds, cost 35¢; sell @ 59¢.
VOILE LEVANT—40 inch Printed, Egyptian and Oriental patterns, cost 37½¢; sell @ 59¢.
VOILE BATIK—40 inch Printed in Batik patterns, cost 40¢; sells @ 65¢.

SUITINGS

COLORED INDIAN HEAD—36 inch guaranteed fast colors, widely advertised and well known, cost 38½¢; sells @ 59¢.
PONDEL CLOTH—32 inch plain, all colors, pongee, cost 37½¢; sells @ 59¢.
ULSTER CLOTH—32 inch Linen Finish, all colors, cost 27½¢, sells @ 45¢ to 49¢.
BELLE MAWR POPLIN—36 inch, 2 ply, highly mercerized in black and white, cost 45¢; sell @ 69¢.

SEND US YOUR ORDER BEFORE YOU LOSE THIS BUSINESS TO YOUR COMPETITOR

GRAND RAPIDS DRY GOODS CO.
Wholesale Only

Roth Body Co.

BUILDERS OF SPECIAL

Motor Truck BODIES

"Any style body for any make truck"

2048 DIVISION AVENUE, S.
Citizens 31072



"WAGS"

A popular all season 25¢ seller

Size: 4½ in. by 14 in.

Particulars to jobbers and retailers
Wahoo Novelty Works, Wahoo, Nebraska

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.

CYRUS W. RICE PATENT ATTORNEY

1208-1210 Grand Rapids Savings Bldg.
GRAND RAPIDS, MICHIGAN
References: Grand Rapids lawyers,
banks and business houses generally.

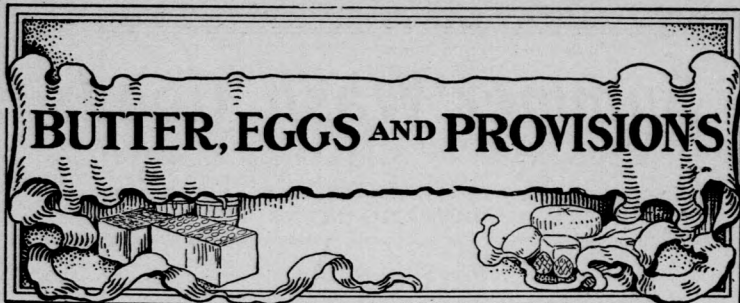
THE TOLEDO PLATE & WINDOW GLASS COMPANY

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



Poultry Brings Roads Highest Rate Per Ton.

Washington, May 29—Poultry shipped as freight brought railroads a larger revenue per net ton than any other commodity during 1922. Citrus fruits, potatoes, butter, eggs, cheese and automobiles are other products from which proportionately large returns were secured, according to statistics on the subject compiled for the first time and issued today by the Inter-State Commerce Commission.

Apparently the cheapest transportation afforded works out from the rates applied to logs, posts, poles and cord-wood, amounting to 96 cents per ton.

No attention was paid to distances of shipment in the commission's figures. The rate of earning per ton varied widely from the rates of earnings when applied to the number of cars hauled. Citrus fruits still ranked high in the classification by car revenues. The carriers got a net revenue of \$480.34 per car handled, and \$31 per ton.

At the same time, the revenue on bullion shipments, which was only \$10.45 per ton, worked out to \$461.79 per car handled. Poultry revenues, though amounting to \$34.74 per ton, were only \$382 per car. The log, post and cord-wood rate gave car revenues of \$28.81. For butter, eggs and cheese, the earnings of about \$24 per ton were approximately \$275 per car.

In cattle shipments, a revenue of \$6.36 per ton produced average revenues per car of \$73.57. Anthracite coal revenues were \$2.74 per ton, or \$130 per car, while bituminous produced \$2.36 a ton, or \$120 per car.

Cotton, with revenues of \$12.42 per ton, brought \$142 per car. Potato shipments earned \$9.71 per ton, or \$176 per car, while fresh fruits, other than citrus, brought in \$23.49 per ton, or \$325 per car. Tobacco earned \$9.06 per ton and \$100 per car.

The wool rate, though comparatively high at \$16.70 per ton, worked out to \$194 per car. Crude petroleum at \$4.84 per ton brought in \$173 per car. One of the lowest rates, that given to artificial stone and brick, gave railroads \$2.07 per ton, but only \$71 per car. Refined petroleum and its products, with a higher ton rate of \$6.08, brought \$169 per car.

Structural iron and sheets and bars at \$6.10 per ton produced revenues of \$197 per car. Furniture, while netting \$18 per ton, produced \$166 a car. The automobile rate, \$25.27 per ton, likewise was low in the car revenue, \$201.

All less than carload shipments worked out to bring railroads average revenue of \$7.36 per ton handled but no car earnings were figured on such traffic.

Canning Season is Delayed Two Weeks.

The cool weather prevailing in the Great Lakes district is retarding the growth of canning crops, and the season is already about two weeks belated. There is no reason on that account to apprehend a shortage of production, as there still is plenty

of time for the production of good crops in nearly all canning food products, provided the weather is favorable from this time forward.

The stock of canned corn of the 1922 pack remaining in the hands of Iowa and Nebraska canners, May 17 was 159,956 cases of two dozen No. 2 cans each, and the stock is going out to dealers slowly, but surely. Sales of future or 1922 canned corn for the two states mentioned now aggregate 1,132,346 cases, some of the canneries being sold up to their prospective capacity.

The secretary of the Michigan Canners' Association is doing his utmost to secure the perfection of the quality of the output of canneries of that State, and he has taken the causes of criticism or rejection of canned foods packed in that State, and is handling each ground separately and cautioning canners to avoid it.

There are no changes in the prices of canned foods of sufficient importance to note. The demand for spot goods for immediate shipment or delivery continues good, but the contracting for canned foods for future delivery is a little slow.

John A. Lee.

Keeping Credit Accounts Active.

Whether or not a retail store may have 100 or 10,000 charge customers upon its books, some of these accounts are bound to become more or less inactive at times. Months will pass when some of these customers will make no purchases whatever upon their accounts.

The George Muse Clothing Co., of Atlanta, has, during the past few months, met with an unusual degree of success in having the store's salesmen call personally upon these inactive accounts, with the result that more than 50 per cent. of the calls thus made have brought immediate sales results, making the ac-

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Nucoa, by far, out-sells all others

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MCCRAY REFRIGERATORS for ALL PURPOSES

Send for Catalogue

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FLORIST
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Both Phones
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AMBER COFFEE
should be on your shelves—
the same quality that made it
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Blended, Roasted and
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**CHRISTIAN
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Write Us for Prices

Grand Rapids, Michigan

SMOKED HAM

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BACON

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IT'S TRUE Swift Cigars

Nothing Fancy But the Tobacco

Distributed by

LEWELLYN & CO.

WHOLESALE GROCERS

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DETROIT

MOZART



Steadily Build
Your

**CANNED
FOODS
VOLUME**

By
Specializing on



Mozart Canned Vegetables

KENT STORAGE COMPANY

GRAND RAPIDS - BATTLE CREEK
Wholesale Distributors

counts again active, according to William F. Greene, credit manager of the store.

For instance, in going over the accounts suppose Mr. Greene may find 200 on which no purchases have been made for some four or five months—accounts that before that time had always been active. He will then seek out the salesmen in the store who know these people personally. There will be one salesman, for instance, who may know fifteen or twenty of them, another who will know ten, etc. The names and addresses will be provided the salesmen, and as soon as possible personal calls will be made at the homes of the customers in question. Was there any dissatisfaction on the customer's part? Were the goods wrong? The prices right? Had some one in the store caused offense? These, and other questions, will the salesman ask, and endeavor to his best ability to bring back that customer's trade. As stated better than 50 per cent. sales results have been obtained, and recently one salesman was so successful in his calls that out of six men called on, five came in within a week and purchased.

Wages and Productivity.

It was recently shown by the Tradesman that the rise in wages in the United States has exceeded the rise in prices, and that real wages, as contrasted with money wages, are much higher than they were before the war. The computations of the National Industrial Conference Board indicate an actual increase of 28 per cent. in the real wages of factory workers since 1914. This may indicate a certain amount of wage inflation, but it certainly does not indicate any general price inflation. Normally, wages are expected to lag behind prices, but owing to the lack of an elastic supply of labor in this country they have actually run ahead of prices. This higher purchasing power of the working population means higher standards of living and all the social and economic benefits which such a change involves. There is, however, a fly in the ointment. There is a limit to which wages can be advanced. If the wage level represents more than the workers' productivity the prosperity of the wage earners will be short lived. The profits of basic industries during 1922 show that the laborer was then earning his hire, but if the present steady advance in the cost of labor wipes out profits, it will also wipe out demand for labor, and employer and employee will suffer together.

In strong contrast with the labor situation in the United States, as regards real income and the level of purchasing power, is that indicated by the indexes of wages and living costs in Germany. The recent decline in the mark, after the failure of the Reichsbank's scheme of stabilization, has brought on a renewal of inflation. While real wages in this country are perhaps a fourth higher than in the pre-war period, wages of skilled workers in Germany are estimated, on the basis of the Federal index number, at 26 per cent. less than

before the war. This is a distressing condition, but the high Government officials have even more of a tale of woe. Their present salaries have only about 33 per cent. of the purchasing power of 1913. Unskilled labor has fared somewhat better; its real wages are within 98 per cent. of the pre-war level. Before the war the wage of this group was very close to the minimum of subsistence, and it has had to be heavily increased to keep it at that level.

Another Failure Due to Sugar Speculation.

Benton Harbor, May 29—Another failure was added to the sugar panic of 1920 when last week, Circuit Judge, Charles E. White, appointed George M. Valentine, of this place, receiver of the Benton Harbor Canning Co., a corporation having a capital stock of \$200,000, of which amount about \$125,000 was paid in.

The failure of the concern it is claimed by the bill of complaint filed in the circuit court in Chancery by two former directors and two stockholders, was brought about by speculation in sugar on the part of the president of the company, George Friday, in connection with his brother, Jacob Friday, who was the general manager and assistant treasurer of the concern, and both of whom operated a canning plant at Coloma under the name of the Friday Brothers Canning Co., which company for some time has been undergoing an investigation by its stockholders on account of the many wild rumors afloat as to the company's financial condition. The bill of complaint is quite sensational in the extreme and charges that George Friday and Jacob Friday purchased some \$187,000 worth of Java sugar at 21 and 28 cents per pound in the name of the Friday Brothers Canning Co., without authority of the factory, and forced a great amount of the sugar upon the latter company, so that a loss of \$50,000 to \$100,000 occurred. The stockholders ask that they be required to account for this loss. It is reported that pending the final outcome of the suit, Receiver Valentine will either lease the Benton Harbor canning plant or sell it outright.

Raking and Scraping.

He raked and scraped
Until he had saved
The money for the seeds.

He raked and scraped
A plot of ground
For all the different breeds.

He planted them.
Then raked and scraped
To keep away the weeds.

His neighbor's hens
Now rake and scrape
And have most pleasant feeds.

Maurice Morris.

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

Order a bunch of **GOLDEN KING BANANAS** of
ABE SCHEFMAN & CO.
Wholesale Fruits and Vegetables

22-24-26 Ottawa Ave.

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WHEN YOU THINK OF FRUIT—THINK OF ABE.

"Hello, Hiram"
The Candy Bar That Satisfies

DE BOLT CANDY CO.
Kalamazoo, Mich.

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

Receivers and Shippers of All

**Seasonable
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STRAWBERRIES

Season is here. Berries are beautiful, sweet, and price is within reach of all. Include a crate with your order.

PINEAPPLES

Big, canning sizes are now plentiful. Later on sizes will be smaller—not so desirable for canning. Buy now.

Send us your orders for best quality Strawberries and Pineapples. We receive fresh shipments daily. We guarantee our goods and service to please you.

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

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Jobbers of Farm Produce.

MILLER MICHIGAN POTATO CO.
Wholesale Potatoes, Onions
Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
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TOP PRICES—CORRECT WEIGHT—PROMPT RETURNS
POST & DE VRIES
Wholesale Receivers POULTRY, EGGS and VEAL
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Michigan Retail Hardware Association.
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Handling the Wedding Gift Trade in June.

Written for the Tradesman.

The wedding present trade is, year by year, an increasingly important factor in hardware business. Although it reaches its biggest proportions in June, it is an all the year round affair; but it is in June that the wide-awake hardware dealer lays the foundations for a successful year's business. For then is the psychological moment to make an effective appeal to the buying public and to identify the hardware store with the wedding gift.

The hardware dealer is helped, in catering to this trade, by the growing trend away from the purely ornamental gift and in the direction of the practical and useful gift. In advertising these lines, it will, consequently, pay the hardware dealer to stress the idea of usefulness. Also, he should emphasize the fact that only in the hardware store can the widest range of useful gifts be found.

Of course, many of the hardware lines are ornamental as well as useful. Cutlery, silverware, brass goods and similar lines are handled in many hardware stores; and should be featured at this time. But there are useful lines as well, the gift possibilities of which are not always appreciated.

A great deal can be done to stimulate business by hardware dealers who appreciate these generally unrealized possibilities. One dealer who has met with good success in pushing brass goods begins toward the end of May to display his stock prominently in the windows. The goods are also brought to the front of the store, and arranged with exceptional care. Little accessories are introduced. Thus, plants mounted in brass fern holders add much to the artistic appearance of the goods. Window displays for a couple of weeks before the wedding season begins are helpful.

Art metal goods are profitably handled in many hardware stores. Many people like to put into their gifts something of their own work and skill. A hardware dealer who discerned the opportunities in this direction had a circular letter printed and mailed to all the young ladies in his town who might reasonably be expected to show interest in a hobby of this sort. The letter pointed

ed out that art brass work made possible the preparation of pretty articles at relatively slight expense, and with comparatively little labor, and that pleasant. The suggestion was added that wedding presents of this sort were quite acceptable and very stylish. Simultaneously with the sending out of the circulars, a window was fitted up with piercing sets, brass patterns, shades, candlesticks and similar items. The result was a good trade in these lines in June, and a small but appreciable regular business developed.

Apart from the ornamental gifts, however, there are many useful articles in the hardware stock which should appeal strongly.

In this connection it is worth remembering that most individuals find it a hard problem to select an appropriate gift. The dealer who renders practical aid in the making of a selection will find his efforts appreciated in a tangible way.

The merchant's intimate knowledge of the possibilities of his stock puts him in a position to be very helpful. Many merchants compile complete lists of suggested gifts. These lists are printed or mimeographed, displayed prominently in the store, and mailed to prospects. The dealer advertises that he will be glad to help any intending purchaser to select appropriate gifts.

In some lines of business astute salespeople take note of the intended recipients of the more important gifts. Thus, a furniture dealer in my experience was approached for a rocking chair as a wedding gift to a young couple. He suggested a center table as an alternative. "The price is practically the same," he said, "and you will avoid duplication." In this store elaborate precautions are taken to give real service to gift purchasers in the way of selecting appropriate articles that will harmonize with articles already bought and to avoid duplication. The salespeople keep track of approaching weddings, find out for what couples the gifts are being purchased, make note of articles already purchased for these couples—in short, are in a position to tell intending purchasers just what will fit into the general scheme of things.

The same idea can be adapted to the hardware store in handling the gift trade. Find out for whom a purchase is made, keep mental track of it, and thereby help succeeding customers to get just the right article. Of course one store cannot keep track of purchases in another store—though occasional instances have been known of working arrangements between competitive

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 New, Modern Cash Register

Grand Rapids Store Fixture Co.

Show Cases, Desks, Coffee Mills, Cash Registers, Etc.

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Michigan Merchants

1923 PROMISES

the largest tourist trade in the history of the state. Are you ready for it?

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Established 1865

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Foster, Stevens & Co. Wholesale Hardware



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Grand Rapids, Mich.

Michigan Hardware Company

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GRAND RAPIDS, MICH.

Exclusive Jobbers of Shelf Hardware,
 Sporting Goods and
 FISHING TACKLE

stores to avoid duplications. These, however, are exceptional. The point is, a carefully-planned service to customers in this connection is a mighty good advertisement.

The hardware dealer should not overlook gift possibilities in ordinary articles of stock. Carpet sweepers and vacuum cleaners are necessary in every modern home. Electrical cooking, heating and cleaning devices make excellent gifts, in places where electric current is within reach. These lines make excellent window displays in June, having an appeal not merely to the June gift trade, but to general customers as well; since the approach of hot weather makes electrical goods eminently seasonable. An electric vacuum cleaner, a cooking range or a washing machine make excellent gifts where the purchaser has considerable money to spend.

In addition to the direct gifts, which individually often run up into considerable money, the friends of the June bride usually hold a series of "showers" for which smaller articles are in demand. Young friends select a day in advance of the ceremony, entertain the bride-elect, and shower her with practical gifts designed to help in housekeeping. A "kitchen shower" may include small articles such as a nutmeg grater, an egg-beater, egg flopper, pie pan, or something in that line.

The hardware dealer who features kitchen utensils the latter part of May can continue such displays into June, coupling with them show card suggestions of "A kitchen shower for the June bride." Often very elaborate displays can be arranged with orange blossoms, figures in bridal costume, gigantic wedding rings and similar accessories.

The dealer can encourage the "shower" habit by devising new varieties in showers. Thus, an electrical shower, for the smaller electrical devices, and an aluminum shower, are apt to be popular.

Some retailers make up "shower suggestion lists" showing a complete list of small articles the housewife is apt to need. They offer the entire list for a lump sum and quite often the friends will club together and raise the money for a shower of this sort in preference to making a less complete and less satisfactory selection individually. This scheme usually saves the purchasers a little money or gives them a better assortment; and in addition it eliminates the risk of duplication. A variety of articles can be listed to appeal to all purses.

It will pay a dealer, either personally or through his salespeople, to get in touch with prospective weddings, and to secure advance notice of such events wherever possible. With this information in hand, he can send out circular letters and lists of gift suggestions to friends of both parties. Here it pays the hardware dealer to do a bit of gossiping with personal friends and acquaintances wherever opportunity offers. The newspapers should be watched, too, for announcements of engagements. The salespeople should

be encouraged to keep alert for information of this sort and to report it promptly.

June is the great month to stress the facilities of the hardware store for handling the wedding gift trade. It must not be forgotten that the dealer who secures the bulk of the gift trade is apt to secure a good share of the regular household trade that is pretty sure to follow.

Victor Lauriston.

South Bend vs. Grand Rapids.

Grand Rapids has approximately 150,000 people.

South Bend has 100,000 people.

In some respects South Bend has done things very much better than Grand Rapids has succeeded in doing them. Their main business street, for instance, is 100 feet wide, compared with 66 feet width for our Monroe avenue. This gives the town a metropolitan appearance which a narrow street can never present.

South Bend has learned how to develop her water front with great skill and effectiveness. She has created a park along the banks of the St. Joseph river for a considerable distance, producing one of the most beautiful park areas of the kind in the country.

South Bend has also a vaudeville theater and moving picture house which is ten times as handsome, three times as commodious and fifty times more representative of the spirit of the city than anything Grand Rapids can show. All familiar with the subject concede that Grand Rapids is very poorly served in the matter of moving picture shows. We get many poor shows, but we are paying two prices for what we get. At the Palace Theater, at South Bend, seven acts of vaudeville, comedy and feature are shown for 50 cents net. We pay 55 cents for a feature, too often a cheap comedy and, perhaps, an amateur act which is more likely to be ridiculous than enjoyable. The ventilation in the Palace Theater is perfect and the method of seating those who attend is superb. In no way is Grand Rapids treated so shabbily and miserably as she is by the amateur operators who conduct our moving picture shows.

In the matter of traffic signals South Bend is also way ahead of Grand Rapids. Instead of having men at each corner or hoisting a light so high up in the sky that nobody can see it without getting out and gaping, South Bend works her ground floor signals automatically by electricity from a central point and the cars all move in one direction at one time.

Pleasing Prospect.

"Say, Gabe!" chided a companion "When that there infernal automobile tore past, slinging mud all over us, you just grinned. What's the matter with you—got religion or something?"

"Nöpel!" was the reply. "But the freshest washed out the bridge around the bend in the road, and that there haughty cuss will prob'ly be in the creek up to his neck by the time we get there."

WHITE HOUSE

COFFEE

DOUBLE
PACKAGE

DOUBLE
SEALED

1-3-5 lb. CARTONS ONLY

Millions of pounds sold.
Millions of people
satisfied and delighted.

NONE BETTER AT ANY PRICE.

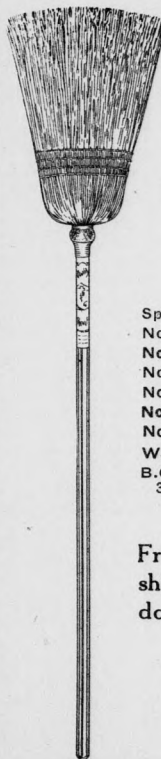
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JUDSON GROCER CO.

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Prices

Special	\$ 8.00
No. 24 Good Value	8.75
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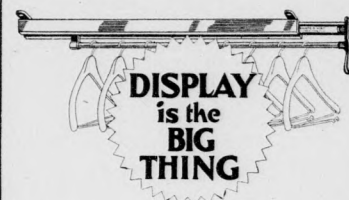
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All Brooms
Guaranteed

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CHICAGO, ILLINOIS



In every city the clothing stores which get the trade, men's and women's, are those which keep garments in best condition, display them most attractively and serve their patrons most satisfactorily—in other words, are those which are equipped with

KNAPPE & VOGT

Garment Cabinet Fixtures

Operate lightly on silent, frictionless, roller bearings. Full nickelled. Attractive. Easy to install. Only tool needed is screwdriver. Price will surprise you. Use coupon and see.

KNAPPE & VOGT MFG. CO.
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Knappe & Vogt Mfg. Co.
Grand Rapids, Mich.

Gentlemen—Please quote prices on Knappe & Vogt Garment Fixtures. Our cabinets measure, inside

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Name
Address
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Verbeck and Tradesman Commended by Ohio Landlord.

Glen Lake, May 29—A word of commendation of my work for the profession sifts through once in a while and is most assuredly appreciated. Here is one from R. E. Lawless, landlord of the Nichols Inn, at Clyde, Ohio, an ardent reader of the Tradesman:

"I think your articles on Michigan hotels in the Tradesman have been very fine. They have helped me immensely and I cannot help but feel that the new man at the game—the old hand who has fallen into a rut, and even the up and at 'em fellow—if he will carefully digest your articles, will benefit by them. These articles could bring a new era for some hotel men.

"You have handled so many phases of the hotel question from so many different angles that I have felt for some time that these articles should have a wider distribution. Your review of hotel conditions in various towns and your conclusions as to investments in hotels with reference to location, possibilities for business, size of hotels suitable for certain locations and kindred subjects, would be of immense value to the fraternity. I do hope that if you have not considered publishing these articles in pamphlet form, you will think of this and give us at least the pertinent points in this way.

"The point you raise in one of your articles about the condition of lobby and toilets in country hotels, as compared with the part of the house presided over by the lady of the house, is startling enough to get action.

"The bill of fare which you published is built up more or less from an article you wrote at one time concerning the advisability of the Rickman Hotel, of Kalamazoo, adopting the American plan.

"Let me express my thanks for your many helpful suggestions, and to say that to me, the Michigan Tradesman is the best hotel paper I read."

Incorporated in Mr. Lawless' communication is an idea which might be useful to many of our Michigan friends:

"Catering to the class of trade we do, we never close our dining room until the last soul in the house is roomed or departs. If we are unfortunate enough to have a cook who limits his or her efforts to certain hours, we take care of our guests personally, and prepare the "skids" for said cook. I believe this must be done when catering to automobile traffic. We often serve after 8 p. m. more people than we serve during the day time, and practically all these people are room guests."

This information is most certainly refreshing. During an experience of a quarter of a century as a traveling man, how many times I have heard the remark: "Our cook will not serve meals after certain stated hours." In my own practice I have never allowed a guest to depart or go to bed hungry. Employing two cooks I so arrange their hours of service that one at least is on deck during reasonable hours and late comers are looked after personally. Whether this service is appreciated or not, it

is still an act of simple justice to the guest whose delay is usually through no fault of his own.

This also reminds me that we always employ one or two extra waitresses, so that in any event each one enjoys a day's lay-off in each seven. This not only conforms to the legal requirements, but creates a good feeling among employees. That they are satisfied with conditions is evident from the fact that they always report for service each season, the only exception being when they take on matrimonial responsibilities.

Two weeks ago I made the suggestion that strawberries at 50 cents a quart were a good investment for any hotel which could produce a good brand of shortcakes.

Now I find the Chicago Tribune has treated the strawberry shortcake editorially as follows:

"The U. S. bureau of agricultural economics has announced that strawberries will be better this season than usual, though perhaps a little later, and that strawberry shortcake will be correspondingly improved. We are moved to vehement protest. Most of the so-called strawberry shortcake which comes to our attention is a decadent thing, not shortcake at all, but a kind of sponge, more or less decorated and slightly impregnated with strawberries and whipped cream.

"It is a foul libel upon the strawberry shortcake of our mothers and of our youth—the mouth-melting, soul-moving delectation of a bygone day. It verges upon blasphemy. It is a creation of hyphenated restaurateurs. It is a base substitute for a National institution, a porous and crumbling stone in the foundations of our civil life and family pride.

"No improvement in the quality of strawberries can make this unnatural product worthy of the name of strawberry shortcake. The department is basely deceiving us if it so suggests. Do not blame the strawberries. Blame the cook.

"Try this on in your kitchenette, even with inferior strawberries, and note the difference: Mix a good, rich biscuit dough, and mold farm size biscuits. Butter the top half of them thickly, and place the others upon them to bake. When out or the oven they will separate easily. Place between the halves a goodly portion of strawberries which have been half crushed and allowed to stand an hour or so in sugar. Serve with a generous portion of cream after the cake has stood long enough to soak up some of the juice. A bowl of berries, stewed for two minutes with some sugar, may be provided on the side.

"For this we make no apology to Jane Eddington or any other mortal. It is an American heritage and it is divine."

All of which demonstrates that the Tribune writer is a regular fellow and not an incubator product, and I will only add that if the aforesaid

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SOLOMONSONS
HOWARD CITY

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

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

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

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

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

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

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.

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.

HOTEL BROWNING
GRAND RAPIDS
150 Fireproof Rooms
Corner Sheldon and Oakes;
Facing Union Depot;
Three Blocks Away
Rooms, duplex bath, \$2
Private Bath, \$2.50, \$3
Never higher

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

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Daily 7:35 P. M. Grand Rapids Time

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Boat Train Leaves Grand Haven
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Route Your Freight Shipments

THE GOODRICH WAY
"Operating Steamships Every Day in the Year," and

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OVER NIGHT SERVICE
City Ticket Office
Corner Pearl and Ottawa
With Consolidated Railroad Ticket Offices
Citz. Phone 64509, Bell Phone M. 554
W. S. NIXON,
General Agent Freight and Passenger Department
Electric Railway Station
One Block East of Hotel Pantlind
L. A. GOODRICH,
Traffic Mgr.

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

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.

creation is served reasonably fresh and warm it will also be a 100 per cent. American product.

The latest dope I am handed on the Morton House project, at Grand Rapids, is that Peter M. Chamberlain, manager and owner of the Passaconaway Inn, York Cliffs, Maine, and lessee and manager of the Hotel Marlborough, Miami, Fla., will be its manager. Mr. Chamberlain, a young man, has ample hotel experience, having in the past conducted hotels for the Canadian Pacific railroad.

It is expected that the new hotel will be in operation early in October, and while it will find stiff competition with its rivals, the Pantlind and Rowe, it will open with the asset of sentimentality and a perfect location—the former. Hotel Morton site.

George C. Brittain, manager of the Hotel Montcalm, Detroit, died suddenly of heart disease at his Detroit home on Saturday last. Mr. Brittain was a prominent member of the Michigan State Hotel Association and of the Michigan Greeters. He was largely instrumental in the organization of the last named Association. His wife has the earnest sympathy of every member of both organizations, as well as of a host of others who knew and admired him.

I regret that lack of time and space—more particularly the latter—prevent me from giving an extended account of the opening of the new Hotel Statler, at Buffalo, on May 19, which was attended by several hundred of the leading hotel men of the country. A delegation of forty went from Michigan, headed by President C. H. Montgomery, manager of the Post Tavern, Battle Creek and president of the Michigan State Hotel Association.

All of these hotel men were the personal guests of Mr. Statler and the Michigan delegation were under the chaperonage of H. William Klare, who presides over the destinies of the Detroit Statler. These went from Detroit by D. & C. steamer, leaving that city at 5 p. m. Friday, arriving at Buffalo the next morning.

The bulk of the delegations from various parts of the country arrived early Saturday, when, after registering and getting located in their apartments, they were whisked away to Niagara Falls by autos, where they were shown the wonders of that historic and scenic spot, followed by luncheon at the several hotels of that famous resort, returning early in the afternoon, for further entertainment by Mine Host Statler, included in which were a banquet and dance.

Among Mr. Statler's personal guests were many of the most famous hotel men of the Nation, who were lavish in the praise of his latest achievement.

The new hotel is located on the very spot where many years ago Buffalo's elite gathered at the home of Millard Fillmore, President of the United States. Handsomely gowned women and men in evening dress assembled to celebrate in fitting fashion this truly important date in Buffalo's history. Once more was the social and civic life of Buffalo revolving about the place of hallowed memories.

It was, in truth, "some party," "Everybody," as the saying goes, "was there." The "home folks" numbered at least 2500, and in addition thereto were the hundreds of hotel friends from every part of the country. They came from the North South, East and West to do homage to Mr. Statler, who, with his manager, Elmore C. Green, welcomed them to a veritable marble palace, bright with floral offerings expressive of good will toward this famous man.

Numerous guides conducted the visitors through the wonderful establishment, virtually from "cellar to garret," after which inspection din-

ner was served to 7,000, in the various cafes of the establishment, to the music of excellent orchestras, among them being the Vincent Lopez organization, which dispenses music in the principal dining room at the Hotel Pennsylvania, Statler's New York creation.

The menu, which was printed on parchment vellum in the highest style of the art and individually autographed by Mr. Statler, was as follows, except that it was of Parisian construction, here specially translated for the benefit of Tradesman readers by Carl Montgomery:

Stuffed Tomato, with Onions
Celery Olives Salted Nut Meats
Consomme Polonaise
Brook Trout, ménéur
Parisian Potatoes
Braised Veal on Virginia Ham,
Roast Squab Chicken, Water Cress
New Asparagus
French Glace
Coffee Apollinaris White Rock

Souvenirs supplied to hotel guests consisted of dainty manicure sets in leather cases for the ladies and bronze ash trays in nests of four for the sterner sex.

E. M. Tierney, president of the American Hotel Association, who was one of the banquet speakers, said: "There is no finer hotel in the world than this one. There is no hotel more beautifully or completely equipped. All I can say is it is 'ne plus ultra.'"

Here are a few general facts about the new hotel:

Ground broken, May 18, 1921.
Estimated cost, \$9,000,000.
Covers 74,000 square feet.
Is 265 feet high.
Has 1,170 guest rooms.
Employs more than 900 persons.
Can serve 5,000 guests daily.
Laundry equipment to do the entire work for a city of 20,000.
Carpets, if laid in a continuous strip, would have a lineal measurement of 37 miles, the guest rooms alone requiring 49,000 yards and the corridors 25,000.

Refrigeration for 3,000 guests.
Gold service of 1,008 pieces, sufficient to have made Anthony and Cleopatra look like pikers.

Broilers of sufficient capacity to prepare 1,000 orders simultaneously.
One hundred forty miles of electric wiring and sixty miles of conduits used in construction.

The help situation among the larger hotels is one of the greatest problems of hotel operation. Even in the country there is a delicacy on the part of would-be employees, who do not like to present themselves for situations because of embarrassment about interviewing the boss.

Hotel employment is something which should be brought to the attention of any household where necessity requires that some members of the family seek outside employment. And it should be also known that ability and service are as well rewarded in this as any other line.

Every domestic science class in our schools should be shown that hotel and general catering is a high art, remunerative and patriotic.

The world's greatest industry is gormandizing and the wonderful successes which have been accomplished by many who have taken up this study are heard of daily. In fact the greatest achievements of the future are quite likely to be along the lines of personal service to the public.
Frank S. Verbeck.

Gabby Gleanings From Grand Rapids.

Grand Rapids, May 29—Judging by the special meeting Saturday evening, May 26, Grand Rapids Council will have a good crowd going to the convention at Flint, which opens Friday, June 1. There will be a full quota of delegates from No. 131 and every delegate will be a booster to bring the convention to Grand Rapids in 1924. In addition to the letter mailed out to the sixty delegates, as well as the Grand Council officers, there have been letters mail-

ed out to this same list from the Association of Commerce and from the Hotel Association of Grand Rapids. These letters to the delegates and Grand Lodge officers set forth many reasons why Grand Rapids invites them here in 1924. There will also be read on the floor of the convention a special letter from the Association of Commerce and from the Hotel Association backing up the Grand Rapids boys and their invitation to the 1924 convention. This is going to be a three cornered fight. Saginaw wants the convention and Battle Creek wants the convention for 1924. It is up to the delegates to the Grand Lodge officers to decide which of the three places will be chosen.

The will of the late William S. Rowe is one of the most carefully planned documents of the kind ever filed in the probate office of this county. The method of distributing a fortune estimated at \$175,000 is so equitable as to meet with commendation on every side. The widow receives the net income from 60 per cent. of the estate so long as she remains single. If she marries the amount going to her is reduced to 30 per cent. The children are provided for most handsomely and the employees of the company are also remembered in a most satisfactory manner. In addition to the property disposed of by will, Mr. Rowe carried \$200,000 insurance payable to his wife and \$100,000 payable to the Valley City Milling Co.

Pat Behan (Grand Rapids Dry Goods Co.) who has been ill with pneumonia for five months, starts out on the warpath again next Monday. Petoskey people thought many times they would have to part company with their stalwart citizen.

Mr. and Mrs. John D. Martin left Grand Rapids Tuesday morning for Saginaw and Bay City to visit a couple of days with friends. They will then go to Flint, expecting to reach there Thursday noon and remain until after the close of the Grand Council meeting of the United Commercial Travelers. They will be home early Saturday evening.

Stevens S. Clark, who has been connected with the State banking department in the capacity of State Bank Examiner for the past three years, is now associated with the firm of Corrigan, Hilliker & Corrigan investment bankers and brokers of Grand Rapids.

Banister Admits Drug Violation.

Bay City, May 29—John L. Banister, Saginaw druggist, Tuesday changed his plea to guilty in Federal court here to the charge of violating the Harrison drug act. His bonds were continued by Judge Tuttle and sentence was deferred until after the cases of Dr. E. P. Richter and Dr. H. M. Leach, Saginaw physicians under indictment for Harrison act violations, have been concluded.

Mr. Banister was represented by Assistant Prosecuting Attorney Riley L. Crane of Saginaw, who told the court that he was satisfied his client was technically guilty of the violation.

Mr. Crane said that when the prescriptions were presented to be filled, Mr. Banister did not have the drug called for and instead of furnishing morphine, substituted heroin, after calling Dr. James D. Bruce, who had written the prescriptions, and obtaining his permission to make the substitution.

Mr. Banister identified the alterations on seven prescriptions. He told the court that five years ago he compromised a case with the Government, paying a fine for selling drugs illegally.

The man who looks ahead, and thinks ahead, and plans ahead, and saves ahead is invariably the man who IS ahead.

Welcome to Attend Controllers Congress.

Lansing, May 29—The annual convention of the Controllers Congress of the National Retail Dry Goods Association will be held at 1210 Woodward avenue in Detroit this year from June 11 to 14. We believe that our members will be much benefited by taking advantage of the opportunity to attend a convention of this kind so near at home. It is not necessary for you to be a member of the controllers congress to attend the convention and receive its benefits.

A Cleveland store has asked us to offer for sale for them a cash carrier system at a price of \$20. Their letter states that this system has three lines and is worth from \$250 to \$350 new. The owner bought it originally at a bankrupt sale and is desirous of selling the same. Communicate directly with S. Stern, 12012 Saywell avenue, Cleveland, Ohio.

Fine location in a good city for a women's ready-to-wear store. The proprietor wishes to make a change in his affairs and has a lease which expires in April, 1925. Rent, \$175 to \$200 per month. Also fixtures, including repairs on balcony aggregating \$1800. This would be a good bargain for the right party. Send inquiries to this office.

A progressive store in Flint, desires a young man to assist in window trimming and card writing. This is a good position and gives opportunity for advancement. Send enquiries to this office.

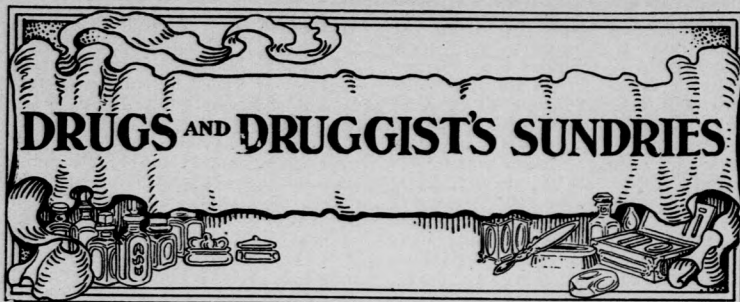
One of our members wishes to purchase two round revolving racks for coats and dresses. The same merchant has for sale some Palmenberg's waist forms.

A capable man between thirty-five and forty years of age, who has had considerable experience as employee as well as proprietor of ready-to-wear and dry goods stores, has given notice to his present employer that he will leave his position July 1. He desires a position in a ready-to-wear store as department manager or as manager of a branch or chain store. He is not satisfied with the city in which he is now living as a place of residence. Send enquiries directly to this office.

One of our members in a thriving city in Southern Michigan desires to secure a young man between twenty-one years and upwards to commence a business career with him. This position would be a good place for a young man who desires to learn the dry goods business and at the same time find himself located in a good Southern Michigan city. Send enquiries to this office.

It is with pleasure that I note in the columns of the Hillsdale Daily News an account of the thirty-fifth anniversary of Gerge E. Walworth, of Hillsdale. I have known Mr. Walworth personally during all of these years, having been a resident of Hillsdale before coming to Lansing, and can congratulate him, knowing how faithful he has been to business and also how faithful he has been to business ideals and honesty. Mr. Walworth now has a son in business with him and we wish for them many years of continued success.

The board of directors of our Association will hold a meeting at the Jackson City Club, English Room, at 12 o'clock, Friday, June 8. While this is an official meeting and the directors are the official representatives of the organization, it has always been the policy to welcome to our directors meetings any member who desires to attend or who may be in the city at that time. Please regard this, therefore, as an invitation. You will be welcome. A special letter will be sent to those residing near Jackson reminding them of it. Jason F. Hammond, Mgr. Mich. Retail Dry Goods. Assn.



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.
 Next examination sessions—Detroit, June 19, 20 and 21; Sault Ste. Marie, Aug. 21 and 22; Grand Rapids, Nov. 20, 21 and 22.

Complete Programme for the Pharmaceutical Convention.

Forty times the Michigan State Pharmaceutical Association has celebrated its birthday and forty times it has had a bigger, better birthday party than the year before. It can be safely said that the forty-first annual party is going to maintain this reputation of growing "better and better" every time. The forty-first annual convention of the Michigan State Pharmaceutical Association will be the largest and best one that it has ever had and we feel that it is the largest and best one that any state association has ever had.

A glance over the topics of the business sessions in the program that follows will convince you that every paper will be timely and to the point and you can't afford to miss a session. The M. S. P. A. has just finished the most active year in its history and if you miss getting the reports on what has been done, you will be the loser.

The entertainment program this year has more events than any program heretofore offered. Everything will be done to make the ladies feel at home. They will enjoy going through some of our furniture show-rooms and will have a different idea of what a furniture exhibition is like after this tour has been made. The picnic will be an innovation this year. The Travelers are putting it on and won't even let us know where the mysterious place is that it is going to be. And you know that everybody loves a mystery. The writer had it confidentially tipped off to him that the smoker would be the biggest smoker we have ever had. It is said that all the hyenas have been borrowed from the circus that will be in town that day to assist in the initiation ceremonies of the Hilarious Order of Hyenas. Good entertainment has been promised for the banquet, among whom is Clifford Walker, the cartoonist.

There will be prizes at the picnic. Also there are to be all sorts of prizes from a case of dyes to jack-

knives for prompt and steady attendance. Better be on time at every session and get in on the prize contest.

Don't forget to carry an extra suitcase to carry away the souvenirs. If you do forget, you will have to buy one in Grand Rapids.

Be sure and ask for a certificate for each member of your family when purchasing your going ticket. Leave this with Secretary Middleton upon your arrival. Should 250 do this, you will get half fare returning. This has also been extended to the Northern Peninsula since the first announcement was made. Should you fail to do this, you will not only lose your chance of securing the reduced rate, but you may be the cause of 249 others losing their reduced fare also.

The convention is to be held in Grand Rapids, which has justly been called "A good place to live" and I think you will all agree, a good place to hold conventions. The headquarters will be at the Hotel Pantlind and most of the sessions will be in the ball room of this hotel. For reservations, write Hotel Pantlind, Grand Rapids.

Do not let anything keep you from attending all three days. Bring the good wife and come prepared to have a good time and combine business with pleasure. Take part in the discussions, get in big, and go home feeling ten years younger.

Programme

All events in this program are for Eastern or daylight saving time.



A

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

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

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

TANGLEFOOT

TANGLEFOOT

TANGLEFOOT

Tuesday morning, June 12. 10 a. m.

Opening of registration booth at the Hotel Pantlind.

General get-together and reunion of the druggists and their families.

Tuesday afternoon, 2 p. m.

Opening of first business session.

Announcements, reading of communications, appointment of committee on resolution.

Address of the President—George H. Grommet, Detroit.

Report of the Secretary—Louis V. Middleton, Grand Rapids.

Report of the Treasurer—Ellis E. Faulkner, Middleville.

Report of Standing Committees. Executive—E. W. Austin, Midland, Chairman.

Membership—Glen Staines, Detroit, Chairman.

Publicity—R. T. Lakey, Detroit, Chairman.

Trades Interest—C. J. Wilkinson, Lansing, Chairman.

Report of the State Board of Pharmacy—H. H. Hoffman, Lansing, Director of Drugs and Drug Stores.

Report of the Prescott Memorial Scholarship Association—Charles E. Mann, Detroit, Chairman.

Paper by Hon. Carl Young, State Commissioner of Labor.

Wednesday morning.

Report of the Legislative Committee, D. G. Look, chairman. Several of Br. Look's colleagues in the State Legislature have promised to attend and take part in the discussion. Michigan druggists have made great progress in securing legislation for the safeguarding of public health during the past session of the State Legislature and every druggist should hear this report and take part in the discussion.

Discussion of the Anti-Narcotic Conference at Washington. Leonard Seltzer and Charles E. Mann, the representatives of the Michigan State Pharmaceutical Association at this conference, will lead this discussion.

Wednesday afternoon.

Paper, "Federal Laws and Regulations," by Julius H. Riemschneider, Chicago, chairman Ex-

ecutive Committee, National Association of Retail Druggists.

Paper, "How to Make Vaccines Move," by J. J. VonKoss, Detroit, Sherman Laboratories.

Thursday morning.

Paper, "The Busy Druggist and His Windows" by Fred Tracy, Grand Rapids, Window Display Service Co. This paper will be illustrated by a demonstration of trimming inexpensive windows with a punch.

Paper, "The Manufacture, Storing and Sale of Chocolates," by R. T.

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Can Be
Satisfied
Before
He Has
Smoked
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Hudson, Elmira, N. Y. Booth's Chocolates.

Report of the Committee on Resolutions.

Report of the Committee on Nominations, E. C. Varnum, Jonesville, Chairman.

Election and installation of officers.

Awarding of attendance prizes.

Entertainment Programme

Tuesday evening, at 8 p. m., there will be an opening dance for all registered guests at the Pantlind Ball Room. Entirely informal.

Wednesday—Noon luncheon for all registered guests.

Paper, "The University of Michigan College of Pharmacy," by Prof. Edward H. Kraus, Ann Arbor, acting dean.

Immediately after Dean Kraus' paper, Wednesday afternoon, the ladies will be taken to the Kent Country Club, where they will be entertained by Hazeltine & Perkins Drug Co. during the afternoon and for dinner.

Wednesday evening there will be a theater party for the ladies at Ramona Theater, Reeds Lake. Transportation will be provided for from the Kent Country Club to Reeds Lake.

Wednesday evening there will be a Dutch lunch and smoker for the men at the Pantlind ball room. Meeting of the Hilarious Order of Hyenas.

Thursday morning there will be a visit to the furniture exhibition rooms of the Berkey & Gay Furniture Co. by the ladies.

The furniture season will start the week following the convention and a visit to the display rooms at this time is a revelation in what Grand Rapids can produce in the way of furniture.

Thursday afternoon there will be a blind run field day and picnic for all registered guests. Autos will call at the Pantlind Hotel at 1 p. m. and return at 5 p. m.

Thursday evening there will be a grand annual banquet for all registered guests. Louis V. Middleton.

Landed the Next Assembly for Grand Rapids.

Lee M. Hutchins and Dr. William Hess were successful in their efforts to bring the Presbyterian Assembly to Grand Rapids in May, 1924. The convention allowed Mr. Hutchins eight minutes to tell 1500 people why they should come to Grand Rapids. They allowed four men to present, not objections to Grand Rapids, but reasons why San Francisco would be better than any other city. This coterie of four included three California men and, as a last resort, they brought in William Jennings Bryan for a three minute talk, and after sitting four hours in a camp chair and speaking eight minutes, Mr. Hutchins carried away the bouquet. Mr. Hutchins was the first layman in years to present the matter of place and time before the General Assembly. Therefore, he feels quite well repaid for his trip to Indianapolis and his efforts in behalf of the city of his adoption.

His Flute Was Better Than a Gun.

When John Jacob Astor, the founder of the Astor fortune used to go into the forests to trade with the Indians for furs he did not carry a gun. He took a flute with him and played on it, which pleased the Indians, and won him their confidence and friendship.

When you are trying to make friends, never carry a gun with you. Always take a flute—the flute of courtesy, kindness, and good will.

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	1 75 @ 2 00	Aconite	1 80
Boric (Xtal)	17 1/2 @ 25	Amber, rectified	2 00 @ 2 25	Aloes	1 45
Carbolic	78 @ 83	Anise	1 00 @ 1 25	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	2 10
Nitric	9 @ 15	Cassia	3 75 @ 4 00	Benzoin	2 30
Oxalic	20 1/2 @ 30	Castor	1 60 @ 1 80	Benzoin Comp'd	2 65
Sulphuric	3 1/2 @ 8	Cedar Leaf	1 50 @ 1 75	Buchu	2 55
Tartaric	42 @ 52	Citronella	1 20 @ 1 45	Cantharidies	2 85
Ammonia		Cloves	3 25 @ 3 50	Catechu	2 20
Water, 26 deg.	10 @ 13	Cocoonut	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 35 @ 1 50	Digitalis	1 80
Chloride (Gran.)	10 @ 20	Cubeb	8 50 @ 8 75	Gentian	1 35
Balsams		Elgiron	3 00 @ 3 25	Ginger, D. S.	1 80
Copaiba	60 @ 1 00	Bucalyptus	90 @ 1 20	Guaiac	2 20
Fir (Canada)	2 50 @ 2 75	Hemlock, pure	2 00 @ 2 25	Guaiac, Ammon.	2 20
Fir (Oregon)	80 @ 1 00	Juniper Berries	2 00 @ 2 25	Iodine	95
Peru	3 50 @ 3 75	Juniper Wood	1 50 @ 1 75	Iodine, Colorless	1 50
Tolu	1 60 @ 1 80	Lard, extra	1 35 @ 1 45	Iron, clo.	1 40
Barks		Lard, No. 1	1 25 @ 1 35	Kino	1 40
Cassia (ordinary)	25 @ 30	Lavendar Flow	4 50 @ 4 75	Myrrh	2 50
Cassia (Saigon)	50 @ 60	Lavendar Gar'n	1 75 @ 2 00	Nux Vomica	1 55
Sassafras (pw. 40c)	40 @ 40	Lemon	1 50 @ 1 75	Opium	3 50
Soap Cut (powd.)	15 @ 20	Linseed Boiled bbl.	1 22	Opium, Camp.	85
Berries		Linseed bld. less	1 29 @ 1 37	Opium, Deodor'd	3 50
Cubeb	1 50 @ 1 75	Linseed, raw, bbl.	1 20	Rhubarb	1 70
Fish	25 @ 30	Linseed, ra., less	27 @ 30	Paints.	
Juniper	7 @ 15	Mustard, artifi. oz.	50	Lead, red dry	14 1/2 @ 15
Pricky Ash	@ 30	Neatsfoot	1 35 @ 1 50	Lead, white dry	14 1/2 @ 15
Extracts		Olive, pure	3 75 @ 4 50	Lead, white oil	14 1/2 @ 15
Licorice	60 @ 65	Olive, Malaga, yellow	2 75 @ 3 00	Ochre, yellow bbl.	2
Licorice powd.	70 @ 80	Olive, Malaga, green	2 75 @ 3 00	Ochre, yellow less 2 1/2	6
Flowers		Orange, Sweet	4 50 @ 4 75	Putty	5 @ 8
Arnica	25 @ 30	Origanum, pure	2 50 @ 2 75	Red Venet'n Am.	3 1/2 @ 7
Chamomile (Ger.)	40 @ 50	Origanum, com'l	1 00 @ 1 20	Red Venet'n Eng.	4 @ 8
Chamomile Rom	1 75 @ 2 00	Pennyroyal	2 75 @ 3 00	Whiting, bbl.	4 1/2 @ 4 1/2
Gums		Peppermint	4 25 @ 4 60	Whiting	5 1/2 @ 10
Acacia, 1st	50 @ 55	Rose, pure	9 00 @ 10 00	L. H. P. Prep.	2 80 @ 3 00
Acacia, 2nd	45 @ 50	Rosemary Flows	1 25 @ 1 50	Rogers Prep.	2 80 @ 3 00
Acacia, Sorts	22 @ 30	Sandalwood, E.	11 00 @ 11 25	Miscellaneous	
Acacia, powdered	35 @ 40	I.	11 00 @ 11 25	Acetanolid	47 1/2 @ 53
Aloes (Barb Pow)	25 @ 35	Sassafras, true	1 50 @ 1 80	Alum	08 @ 12
Aloes (Cape Pow)	25 @ 35	Sassafras, artifi	1 00 @ 1 25	Alum, powd. and ground	09 @ 18
Aloes (Soc. Pow.)	65 @ 70	Spearment	4 00 @ 4 25	Bismuth, Subnitrate	3 85 @ 4 00
Asafoetida	65 @ 75	Sperm	1 80 @ 2 05	Borax xtal or powdered	07 @ 13
Pow.	1 00 @ 1 25	Tansy	10 00 @ 10 25	Cantharades, po.	2 00 @ 5 00
Campbor	1 20 @ 1 30	Tar, USP	50 @ 55	Calomel	1 78 @ 1 98
Guaiac	@ 70	Turpentine, bbl.	@ 1 22	Capsicum, pow'd	48 @ 55
Guaiac, pow'd	@ 80	Turpentine, less	1 29 @ 1 37	Carmine	6 00 @ 6 64
Kino	@ 75	Wintergreen, leaf	6 75 @ 7 00	Cassia Buds	25 @ 30
Kino, powdered	@ 85	Wintergreen, sweet birch	3 75 @ 4 00	Cloves	47 @ 50
Myrrh	@ 80	Wintergreen, art	1 00 @ 1 25	Chalk Prepared	14 @ 16
Myrrh, powdered	@ 85	Wormseed	10 00 @ 10 25	Chloroform	67 @ 6
Opium, powd.	12 15 @ 12 60	Wormwood	10 00 @ 10 25	Chloral Hydrate	1 35 @ 1 81
Shellac	1 05 @ 1 20	Potassium		Cocaine	11 60 @ 12 25
Shellac Bleached	1 10 @ 1 25	Bicarbonate	35 @ 40	Corks, butler	55 @ 75
Tragacanth, pw.	2 25 @ 2 50	Bichromate	15 @ 25	Coppers, less	40 @ 50
Tragacanth	2 50 @ 3 00	Bromide	45 @ 50	Coppers, Powd.	24 @ 30
Turpentine	25 @ 30	Carbonate	30 @ 35	Corrosive Sublim	1 43 @ 1 63
Insecticides		Chlorate, gran'r	23 @ 30	Cream Tartar	35 @ 45
Arsenic	13 1/2 @ 30	Chlorate, powd.	16 @ 25	Cuttle bone	55 @ 75
Blue Vitriol, bbl.	@ 7 1/2	or xtal	16 @ 25	Dextrine	4 1/2 @ 15
Blue Vitriol, less 8 1/2	15	Cyanide	35 @ 50	Dover's Powder	3 60 @ 4 00
Bordeaux Mix Dry	14 @ 29	Iodide	4 61 @ 4 84	Emery, All Nos.	10 @ 15
Hellebore, White powdered	20 @ 30	Permanganate	35 @ 45	Emery, Powdered	8 @ 10
Insect Powder	70 @ 1 00	Prussiate, yellow	65 @ 75	Epsom Salts, bbls.	@ 3
Lead Arsenate Po.	28 @ 41	Prussiate, red	1 45 @ 1 50	Epsom Salts, less 3 1/2	@ 10
Lime and Sulphur Dry	10 @ 25	Sulphate	35 @ 40	Ergot, powdered	@ 1 50
Paris Green	38 @ 52	Roots		Flake, White	15 @ 20
Leaves		Alkanet	25 @ 30	Formaldehyde, lb.	19 @ 20
Buchu	1 75 @ 1 90	Blood, powdered	30 @ 40	Gelatine	1 25 @ 1 50
Buchu, powdered	@ 2 00	Calamus	35 @ 40	Glassware, full case	60 %
Sage, Bulk	25 @ 30	Elecampene, pwd	25 @ 30	Glauber Salts, bbl.	@ 03 1/2
Sage, 1/2 loose	@ 40	Gentian, powd.	20 @ 30	Glauber Salts less	04 @ 10
Sage, powdered	@ 35	Ginger, African, powdered	25 @ 30	Glue, Brown	21 @ 20
Senna, Alex.	75 @ 80	Ginger, Jamaica	60 @ 65	Glue, Brown Grd	15 @ 20
Senna, Tinn.	30 @ 35	Ginger, Jamaica, powdered	42 @ 50	Glue, White	27 1/2 @ 35
Senna, Tinn. pow.	25 @ 35	Goldenseal, pow.	5 50 @ 6 00	Glue, White Grd.	25 @ 35
Uva Ural	20 @ 25	Ipecac, powd.	3 00 @ 3 25	Glycerine	24 @ 32
Oils		Licorice, powd.	40 @ 45	Hops	65 @ 75
Almonds, Bitter, true	7 50 @ 7 75	Licorice, powdered	30 @ 40	Iodoform	6 30 @ 6 75
Almonds, Bitter, artificial	4 00 @ 4 25	Orris, powdered	30 @ 40	Lead Acetate	18 @ 25
Almonds, Sweet, true	80 @ 1 20	Poke, powdered	30 @ 35	Lycopodium	75 @ 1 00
Seeds		Rhubarb, powd.	85 @ 1 00	Mace	75 @ 80
Anise	35 @ 40	Rosinwood, powd.	30 @ 35	Mace, powdered	95 @ 1 00
Anise, powdered	38 @ 45	Sarsaparilla, Hond. ground	@ 1 00	Menthol	11 00 @ 11 25
Bird, ls	13 @ 15	Sarsaparilla Mexican, ground	@ 50	Morphine	8 70 @ 9 60
Canary	10 @ 15	Squills	35 @ 40	Nux Vomica	@ 30
Caraway, Po.	55 @ 60	Squills, powdered	60 @ 70	Nux Vomica, pow.	17 @ 25
Cardamon	2 00 @ 2 25	Tumeric, powd.	17 @ 25	Pepper black pow.	22 @ 35
Celery, powd.	45 @ 50	Valeran, powd.	40 @ 50	Pepper, White	40 @ 45
Coriander pow.	35 @ 40	Seeds		Pitch, Burgundry	10 @ 15
Dill	10 @ 20	Anise	35 @ 40	Quassia	12 @ 15
Fennell	25 @ 30	Anise, powdered	38 @ 45	Quinine	72 @ 81
Flax	08 1/2 @ 13	Bird, ls	13 @ 15	Rochelle Salts	30 @ 40
Flax, ground	08 1/2 @ 13	Canary	10 @ 15	Saccharine	@ 30
Foenugreek pow.	15 @ 25	Caraway, Po.	55 @ 60	Salt Peter	11 @ 22
Hemp	8 @ 15	Cardamon	2 00 @ 2 25	Selditz Mixture	30 @ 40
Lobelia, powd.	@ 1 25	Celery, powd.	45 @ 50	Soap, green	15 @ 30
Mustard, yellow	15 @ 25	Coriander pow.	35 @ 40	Soap mott cast.	22 1/2 @ 25
Mustard, black	15 @ 20	Dill	10 @ 20	Soap, white castle	@ 11 50
Poppy	22 @ 25	Fennell	25 @ 30	Soap, white castle less, per bar	@ 1 25
Quince	2 @ 2 25	Flax	08 1/2 @ 13	Soda Ash	3 1/2 @ 10
Rape	15 @ 20	Flax, ground	08 1/2 @ 13	Soda, Bicarbonate	3 1/2 @ 10
Sabadilla	23 @ 30	Foenugreek pow.	15 @ 25	Soda, Sal	03 @ 08
Sunflower	11 1/2 @ 15	Hemp	8 @ 15	Spirits Camphor	@ 1 35
Worm, American	30 @ 40	Lobelia, powd.	@ 1 25	Sulphur, roll	3 1/2 @ 10
Worm Levant	@ 4 50	Mustard, yellow	15 @ 25	Sulphur, Subl.	04 @ 10

A New Soda Fountain

AND

Up-to-date Store Fixtures

Help Build Up Your

Tourist and Resort Trade



WE are state agents for the GUARANTEED ICELESS SODA FOUNTAINS of Grand Haven, and for the WILMARTH SHOW CASE CO. of

Grand Rapids. They are the leaders, and their products will bear the closest scrutiny of your most exacting tourist and resort customers and friends.

Hazeltine & Perkins Drug Co.
Grand Rapids, Michigan

GROCERY PRICE CURRENT

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

ADVANCED

Dom. Sardines
Cheese
Mop Sticks
Allspice
Nutmegs

DECLINED

Cloves
Pepper
Mustard
Oats

AMMONIA

Arctic, 16 oz. ----- 1 75
Arctic, 32 oz. ----- 2 75
I X L, 3 doz., 12 oz. 3 75
Parsons, 3 doz. small 5 00
Parsons, 3 doz. med. 4 20
Parsons, 1 doz., lge. 3 35
Parsons, 1 doz., lge. 3 35
Silver Cloud, 3 dz. sm. 4 80
Silver Cloud, 2 dz. med. 4 00
Silver Cloud, 2 dz. lge. 6 70
One case free with five.

AXLE GREASE



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

BAKING POWDERS

Arctic, 7 oz. tumbler 1 35
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, 16 oz. ----- 2 25
Queen Flake, 100 lb. keg 11
Queen Flake, 25 lb. keg 14
Royal, 10c, doz. ----- 7 75
Royal, 6 oz., doz. ----- 2 70
Royal, 12 oz., doz. ----- 5 20
Royal, 5 lb., doz. ----- 31 20
Ryzon, 4 oz., doz. ----- 1 35
Ryzon, 8 oz., doz. ----- 2 25
Ryzon, 16 oz., doz. ----- 4 05
Ryzon, 5 lb., doz. ----- 18 00
Rocket, 16 oz., doz. 1 25

BLUING

Original
condensed Pearl
Crown Capped
4 doz., 10c dz. 85
3 dz. 15c, dz. 1 25
Silver Cloud, 3 dz. sm. 3 80
Silver Cloud, 2 dz. lge. 3 80
with perforated crowns.
One case free with five.

BREAKFAST FOODS

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



Shred. Wheat Biscuit 3 85
Vita Wheat, 12s ----- 1 80

Post's Brands.

Grape-Nuts, 24s ----- 3 80
Grape-Nuts, 100s ----- 2 75
Postum Cereal, 12s ----- 2 25
Post Toasties, 36s ----- 2 85
Post Toasties, 24s ----- 2 85
Post's Bran, 24s ----- 2 70

BROOMS

Standard Parlor, 23 lb. 8 00
Fancy Parlor, 23 lb. 9 50
Ex. Fancy Parlor 25 lb 10 50
Ex. Fcy. Parlor 26 lb 11 00
Toy ----- 2 25
Whisk, No. 3 ----- 2 35

Rich & France Brands

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. Warehouse, 32 lb. 10 50

BRUSHES

Scrub
Solid Back, 8 in. ----- 1 50
Solid Back, 1 in. ----- 1 75
Pointed Ends ----- 1 25
Stove
No. 1 ----- 1 10
No. 2 ----- 1 35

Shoe

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

BUTTER COLOR

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

CANDLES

Electric Light, 40 lbs. 12.1
Plumber, 40 lbs. ----- 12.8
Paraffine, 6s ----- 14 1/2
Paraffine, 12s ----- 14 1/2
Wicking ----- 40
Tudor, 6s, per box ----- 30

CANNED FRUIT.

Apples, 3 lb. Standard 1 75
Apples, No. 10 ----- 4 50
Apple Sauce, No. 2 ----- 2 00
Apricots, No. 1 ----- 1 90
Apricots, No. 2 ----- 2 25
Apricots, No. 2 1/2 ----- 2 50
Apricots, No. 10 ----- 9 00
Blackberries, No. 10 ----- 9 00
Blueberries, No. 1 ----- 1 75
Blueberries, No. 10 ----- 11 50
Cherries, No. 2 ----- 3 00
Cherries, No. 2 1/2 ----- 4 95
Cherries, No. 10 ----- 11 50
Loganberries, No. 2 ----- 3 00
Peaches, No. 1 ----- 1 35
Peaches, No. 1, Sliced ----- 1 40
Peaches, No. 2 ----- 1 35
Peaches, No. 2 1/2 ----- 3 25
Peaches, 2 1/2 Cal. 3 00
Peaches, No. 10, Mich ----- 7 75
Pineapple, 1, sliced ----- 2 10
Pineapple, 2, sliced ----- 3 50
Pineapple, 2, Brk. slic. ----- 3 00
Pineapple, 2 1/2, sliced ----- 4 25
Pineapple, No. 2, crus. ----- 2 50
Pineapple, 10, cru. 11 50
Pears, No. 2 ----- 3 25
Pears, No. 2 1/2 ----- 4 25
Plums, No. 2 ----- 2 35
Plums, No. 2 1/2 ----- 3 00
Raspberries, No. 2, blk. ----- 3 25
Raspb's, Red, No. 10 ----- 9 75
Raspb's, Black No. 10 ----- 11 00
Rhubarb, No. 10 ----- 6 25

CANNED FISH.

Clam Ch'der, 10 1/2 oz. 1 35
Clam Ch., No. 3 ----- 3 40
Clams, Steamed, No. 1 ----- 1 75
Clams, Minced, No. 1 ----- 1 50
Finnan Haddie, 10 oz. 3 30
Clam Bouillon, 7 oz. ----- 2 50
Chicken Haddie, No. 1 ----- 1 75
Fish Flakes, small ----- 1 35
Cod Fish Cake, 10 oz. ----- 1 85
Cove Oysters, 5 oz. ----- 1 75
Lobster, No. 1 ----- 2 80
Shrimp, No. 1, wet ----- 1 50
Sard's Oil, 1/2 ----- 3 35
Sardines, 1/4 Oil, 1/2 ----- 3 35
Sardines, 1/4 Smoked ----- 7 00
Salmon, Warrens, 1/2 ----- 2 75
Salmon, Red Alaska ----- 2 80
Salmon, Med. Alaska ----- 1 65
Salmon, Pink Alaska ----- 1 60
Sardines, Im. 1/4, ea. ----- 10 28
Sardines, Im., 1/2, ea. ----- 25
Sardines, Cal. ----- 1 75
Tuna, 1/2, Albocore ----- 95
Tuna, 1/2, Nekco ----- 1 65
Tuna, 1/2, Regent ----- 2 25

CANNED MEAT.

Bacon, Med. Beechnut 2 40
Bacon, Lge. Beechnut 4 05
Beef, No. 1, Corned ----- 2 60
Beef, No. 1, Roast ----- 2 35
Beef, No. 1/2 Rose Sil. ----- 1 75
Beef, No. 1/2 Qua. Sil. ----- 2 10

Beef, No. 1, Qua. sil. 3 35
Beef, No. 1, B'nut sil. 5 10
Beef, No. 1/2, B'nut sil. 2 80
Beefsteak & Onions, s ----- 15
Chili Con Ca., 1s ----- 1 35
Deviled Ham, 1/2 ----- 2 20
Deviled Ham, 1/2 ----- 3 60
Hamburg Steak &
Onions, No. 1 ----- 1 15
Potted Beef, 4 oz. ----- 1 40
Potted Meat, 1/2 Libby ----- 50
Potted Meat, 1/2 Libby ----- 90
Potted Meat, 1/2 Rose ----- 80
Potted Ham, Gen. 1/4 ----- 1 85
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. ----- 1 00
Fremont, No. 2 ----- 1 25
Snider, No. 1 ----- 1 35
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
Wax Beans, 2s ----- 1 35
Wax Beans, No. 10 ----- 5 00
Green Beans, 2s ----- 1 60
Green Beans, No. 10 ----- 8 25
Lima Beans, No. 2 Gr. ----- 2 00
Lima Beans, 2s, Soaked ----- 95
Red Kid, No. 2 ----- 1 30
Beets, No. 2, wh. ----- 1 60
Beets, No. 2, cut ----- 1 25
Beets, No. 3, cut ----- 1 40
Corn, No. 2, St. ----- 1 00
Corn, No. 2, Ex-Stan ----- 1 55
Corn, No. 2, Fan ----- 1 60
Corn, No. 2, Fy. glass ----- 2 25
Corn, No. 10 ----- 7 25
Hominy, No. 3 ----- 1 15
Okra, No. 2, whole ----- 2 00
Okra, No. 2, cut ----- 1 90
Dehydrated Veg Soup ----- 90
Dehydrated Potatoes, lb ----- 45
Mushrooms, Hotels ----- 40
Mushrooms, Choice ----- 43
Mushrooms, Sur Extra ----- 70
Peas, No. 2, E.J. ----- 1 25
Peas, No. 2, Sift. ----- 1 60
Peas, No. 2, Ex. Sift. ----- 1 90
Peas, Ex. Fine, French ----- 22
Pumpkin, No. 3 ----- 1 45
Pumpkin, No. 10 ----- 4 00
Pimentos, 1/4, each ----- 15
Pimentos, 1/2, each ----- 27
Swt Potatoes, No. 2 ----- 1 35
Sauerkraut, No. 3 ----- 1 35
Succotash, No. 2 ----- 1 60
Succotash, No. 2 ----- 1 35
Spinach, No. 1 ----- 1 25
Spinach, No. 2 ----- 1 45
Spinach, No. 3 ----- 2 15
Spinach, No. 10 ----- 6 00
Tomatoes, No. 2 ----- 1 30
Tomatoes, No. 3 ----- 1 90
Tomatoes, No. 2 glass ----- 2 85
Tomatoes, No. 10 ----- 6 00

CATSUP.

B-nut, Small ----- 1 80
Lilly Valley, 14 oz. ----- 2 25
Libby, 14 oz. ----- 2 25
Libby, 8 oz. ----- 1 60
Lilly Valley, 1/2 Pint ----- 1 60
Paramount, 24, 8s ----- 1 45
Paramount, 24, 16s ----- 2 40
Paramount, 6, 10s ----- 10 00
Sniders, 8 oz. ----- 1 75
Sniders, 16 oz. ----- 2 75
Van Camp, 8 oz. ----- 1 75
Van Camp, 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, 16 oz. ----- 3 25
Sniders, 8 oz. ----- 2 25

CHEESE

Roquefort ----- 52
Kraft Small tins ----- 1 70
Kraft American ----- 1 70
Chili, small tins ----- 1 70
Pimento, small tins ----- 1 70
Roquefort, small tins ----- 2 50
Camenbert, small tins ----- 2 50
Brick ----- 28
W'sconsin Flats ----- 28
W'sconsin Daisy ----- 28
Longhorn ----- 28
Michigan Full Cream ----- 27
New York Full Cream ----- 33
Sap Sago ----- 32

CHEWING GUM

Adams Black Jack ----- 65
Adams Bloodberry ----- 65
Adams Calif. Fruit ----- 65
Adams Sen Sen ----- 65
Beeman's Pepsin ----- 70
Beechnut ----- 65
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, 1/4 lb. ----- 32
Bunte, lb. ----- 82
Droste's Dutch, 1 lb. ----- 9 00
Droste's Dutch, 1/2 lb. ----- 4 75
Droste's Dutch, 1/2 lb. ----- 2 00
Hersheys, 1/4s ----- 33
Hersheys, 1/4s ----- 28
Huyler ----- 26
Lowney, 1/4s ----- 40
Lowney, 1/4s ----- 40
Lowney, 1/4s ----- 38
Lowney, 5 lb. cans ----- 21
Van Houten, 1/4s ----- 75
Van Houten, 1/4s ----- 75
COCOANUT.
1/4s, 5 lb. case ----- 48
1/4s, 5 lb. case ----- 53
1/4s & 1/4s, 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 ----- 13
Santos ----- 23
Maracaibo ----- 25
Guatemala ----- 28
Java and Mocha ----- 39
Bogota ----- 30
Peaberry ----- 26
Christian Coffee Co.
Amber Coffee, 1 lb. cart. ----- 31
Crescent Coffee, 1 lb. ct. ----- 26
Amber Tea (bulk) ----- 47

McLaughlin's Kept-Fresh
Vacuum packed. Always
fresh. Complete line of
high-grade bulk coffees.
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 50
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

CIGARS

Lewellyn & Co. Brands
Mi Lola ----- 125 00
Capitol, 50s ----- 115 00
Favorita, 50s ----- 95 00
Victory, 50s ----- 75 00
Buckeye, 50s ----- 75 00
Panetela, 50s ----- 75 00
LaSoreta (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

Harvester Line.
Kiddies, 100s ----- 37 50
Record Breakers, 50s ----- 75 00
Delmonico, 50s ----- 75 00
Epicure Panetela, 50 ----- 75 00
Perfecto, 50s ----- 95 00
The La Azora Line.
Agreement, 50s ----- 58 00
Washington, 50s ----- 75 00
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

Vanden Berge Brands

Chas. the Eighth, 50s ----- 75 00
Whale-Back ----- 50s 58 00
Blackstone ----- 50s 95 00
El Producto Boquet ----- 75 00
El Producto, Puri-
tano-Finos ----- 92 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 ----- 18
Jumbo Wrapped ----- 20
Pure Sugar Stick, 600's ----- 4 20
Big Stick, 20 lb. case ----- 20
Kindergarten ----- 19
Kindergarten ----- 18
Leader ----- 17
X. L. O. ----- 15
French Creams ----- 20
Cameo ----- 13
Grocers ----- 13

Fancy Chocolates

5 lb. Boxes
Bittersweets, Ass'ted ----- 1 75
Choc. Marshmallow Dp ----- 1 75
Milk Chocolate A ----- 2 00
Nibble Sticks ----- 2 00
Primrose Choc. ----- 1 35
No. 12 Choc., Dark ----- 1 75
No. 12 Choc., Light ----- 1 85
Chocolate Nut Rolls ----- 1 90

Gum Drops

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

Lozenges.

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

Hard Goods.

Lemon Drops ----- 21
O. F. Horehound dps. ----- 20
Anise Squares ----- 20
Peanut Squares ----- 20
Horehound Tablets ----- 20
Cough Drops ----- 20
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.

Cocoanut Pinks ----- 22
Walnut Fudge ----- 23
Pineapple Fudge ----- 21
Italian Bon Bons ----- 18
National Cream Mints ----- 30
Hello, 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, special-
ly print front cover is
furnished without charge.

CRISCO.

36s, 24s and 12s.
Less than 5 cases ----- 21
Five cases ----- 20 1/2
Ten cases ----- 19 1/2
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 ----- 40

DRIED FRUITS

Apples
Evap. Choice, bulk ----- 13
Apricots
Evaporated, Choice ----- 23
Evaporated, Fancy ----- 23
Evaporated, Slabs ----- 20
Citron
10 lb. box ----- 55
Currants
Package, 14 oz. ----- 20
Boxes, Bulk, per lb. ----- 20

Peaches

Evap. Fancy, Unpeeled 19
Evap. Fancy, Peeled ----- 22
Peel
Lemon, American ----- 26
Orange, American ----- 28

Raisins

Seeded, bulk ----- 13
Seeded, 15 oz. pkg. ----- 14 1/2
Seedless, Thompson ----- 12 1/2
Seedless, 15 oz. pkg. ----- 14
California Prunes
90-100 25 lb. boxes ----- 10
80-90, 25 lb. boxes ----- 11
70-80, 25 lb. boxes ----- 12
60-70, 25 lb. boxes ----- 12 1/2
50-60, 25 lb. boxes ----- 13 1/2
40-50, 25 lb. boxes ----- 15
30-40, 25 lb. boxes ----- 18

FARINACEOUS GOODS

Beans
Med. Hand Picked ----- 09
Cal. Limas ----- 11 1/2
Brown, Swedish ----- 08
P. I Kidney ----- 09 1/2
Farina
14 packages ----- 2 10
Bo, per 100 lbs. ----- 05

Hominy

Parl. 100 lb. sack ----- 2 50
Macaroni
Domestic, 20 lb. box ----- 07 1/2
Domestic, broken, box ----- 05 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 00
00 and 0000 ----- 6 00
Barley Grits ----- 4 25

Peas

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

Sago

East India ----- 10
Taploca
Pearl, 100 lb. sacks ----- 10

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

JELLY AND PRESERVES
Pure, 30 lb. pails ----- 3 60
Pure 7 oz. Asst., doz. 1 20
Buckeye, 22 oz., doz. 2 10
O. B., 15 oz., per doz. 1 40

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

MARGARINE

I. VAN WESTENBRUGGE
Carload Distributor
1 lb. cartons ----- 23 1/2
2 and 5 lb. ----- 23

MATCHES.

Diamond, 144 box ----- 8 00
Blue Ribbon, 144 box 7 55
Searchlight, 144 box 8 00
Red Stick, 720 lb. box 5 50
Red Diamond, 144 box 6 00

Cleveland Match Co.
Brands



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 60
Libby Eggs, Wet, lb. 24

MOLASSES.

Gold Brer Rabbit
No. 10, 6 cans to case 5 10
No. 5, 12 cans to case 3 55
No. 2 1/2, 24 cans to case 5 60
No. 1 1/2, 36 cans to case 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 case 4 15
No. 1 1/2, 36 cans to case 3 50

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 case 3 35
No. 1 1/2, 36 cans to case 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 70
Red Hen, 24, 2 1/2 lb. ----- 3 10
Red Hen, 12, 5 lb. ----- 3 10
Red Hen, 6, 10 lb. ----- 2 80
Ginger Cake, 24, 2 lb. 3 00
Ginger Cake, 24, 2 1/2 lb. 3 80
Ginger Cake, 12, 5 lb. 3 50
Ginger Cake, 6, 10 lb. 3 40
O. & L. 24-2 1/2 lb. ----- 4 50
O. & L. 12-5 lb. ----- 5 05
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 40
Dove, 24, 2 1/2 lb. Black 3 90
Dove, 6, 10 lb. Blue L. 4 40
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 ----- 15 1/2
Pecans, 3 star ----- 22
Pecans, Jumbo ----- 20
Walnuts, California ----- 28

Salted Peanuts

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

Shelled
Almonds ----- 55
Peanuts, Spanish, 125 lb. bags ----- 13 1/2
Filberts ----- 50
Pecans ----- 1 05
Walnuts ----- 50

OLIVES.

Bulk, 2 gal. keg ----- 4 25
Bulk, 3 gal. keg ----- 6 00
Bulk, 5 gal. keg ----- 9 50
Quart. Jars, dozen ----- 6 25
Pint Jars, dozen ----- 3 75
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 90
8 oz. Jar, Stu. doz. 3 40
9 oz. Jar, Stuffed, doz. 4 00
12 oz. Jar, Stuffed, dz. 5 00

PEANUT BUTTER.

Bel Car-Mo Brand
8 oz. 2 doz. in case 3 30
24 1 lb. pails ----- 5 75
12 2 lb. pails ----- 5 60
5 lb. pails 6 in crate 6 10
14 lb. pails ----- 19
25 lb. pails ----- 18 1/2
50 lb. tins ----- 18

PETROLEUM PRODUCTS

Iron Barrels
Perfection Kerosine ----- 12.6
Red Crown Gasoline ----- 21.3
Gas Machine Gasoline ----- 33.8
V. M. & P. Naphtha ----- 25.2
Capitol Cylinder ----- 42.2
Atlantic Red Engine ----- 23.2
Winter Black ----- 13.7



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



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
PIES
Cob, 3 doz. in bx 00@1 20

PLAYING CARDS

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

POTASH

Rabbitt's 2 doz. ----- 2 75

FRESH MEATS

Beef.
Top Steers & Heif. 15@16
Med Steers & Heif. 14@15
Good Steers & Heif. 12@13
Com. Steers & Heif. 10@12

Cows.

Top ----- 13
Good ----- 12
Medium ----- 09
Common ----- 08

Veal.

Top ----- 13 1/2
Good ----- 12 1/2
Medium ----- 10

Lamb.

Good ----- 30
Medium ----- 28
Poor ----- 22

Mutton.

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

Pork.
Heavy hogs ----- 08
Medium hogs ----- 10
Light hogs ----- 10
Loins ----- 18
Butts ----- 13
Shoulders ----- 12
Hams ----- 13
Spareribs ----- 10
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@13 00

Lard

80 lb. tubs ----- advance 1/4
Pure in tiers ----- 12 1/2
California Hams 11 @12
69 lb. tubs ----- advance 1/4
50 lb. tubs ----- advance 1/4
10 lb. pails ----- advance 1/4
9 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 ----- 38 @35
California Hams 11 @12
Picnic Boiled ----- 30 @32
Hams ----- 32 @35
Minced 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 brk 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
1/2 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 ----- 05 1/2
Broken ----- 03 1/4

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, 111 num 4 40
Silver Flake, 18 Reg. 1 45
Sacks, 90 lb. Jute ----- 2 90
Sacks, 90 lb. Cotton ----- 3 00

SALERATUS

Arm and Hammer ----- 3 75

SAL SODA

Granulated, bbls. ----- 1 75
Granulated, 100 lbs cs 2 10
Granulated, 36 2 1/2 lb. packages ----- 2 40

COD FISH

Middles ----- 15
Tablets, 1 lb. Pure ----- 19
Tablets, 1/2 lb. Pure, doz. ----- 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

1/4 bbl., 100 lbs. ----- 6 00

Mackerel

Tubs, 100 lb. fancy fat 2 00
Tubs, 60 count ----- 5 25

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. ----- 90

STOVE POLISH.

Blackline, per doz. ----- 1 35
Black Silk Liquid, dz. 1 40
Black Silk Paste, doz. 1 25
Enameline Paste, doz. 1 35
Enameline Liquid, dz. 1 35
E. Z. Liquid, per doz. ----- 1 40
Radium, per doz. ----- 1 85
Rising Sun, per doz. 1 35
654 Stove Enamel, dz. 2 85
Vulcanol, No. 5, doz. 95
Vulcanol, No. 10, doz. 1 35
Stovoil, per doz. ----- 3 00

SALT

Colonial 24, 2 lb. ----- 90
20 oz. ----- 3 85
Med. No. 1, Bbls. ----- 2 80
Med. No. 1, 100 lb. bg. ----- 95
Farmer Spec., 70 lb. ----- 95
Packers Meat, 56 lb. ----- 63
Packers 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 30
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 ----- 5 00
Flake White, 100 box ----- 4 55
Fels Naphtha, 700 box ----- 5 50
Gruma White Na. 100s ----- 5 00
Naphtha, 100 box ----- 5 00
Swift Classic, 100 box ----- 5 25
20 Mule Borax, 100 bx ----- 7 55
Wool, 100 box ----- 6 50
Fairly, 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, ----- 3 00
Williams Barber Bar. 9s ----- 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 ----- 5 10
Ivory Soap Flks., 50s ----- 4 10
Lenox, 100 cakes ----- 3 65
Luna, 100 cakes ----- 3 75
P. & G. White Naphtha ----- 4 50
Star, 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 KLENZER



80 can cases, \$4.80 per case

WASHING POWDERS.

Bon Ami Pd. 3 dz. bx 3 75
Bon Ami Cake, 3 dz. 3 25
Climaline, 4 doz. ----- 4 20
Grandma, 100, 5c ----- 4 00
Grandma, 24 Large ----- 4 00
Gold Dust, 100s ----- 3 20
Golden Rod 24 ----- 4 25
Jinx, 3 doz. ----- 4 50
La France Laun, 4 dz. 3 60
Luster Box, 54 ----- 3 75

MIRACLE

WASHING CREAM

Miracle C., 12 oz., 1 dz 2 25

Old Dutch Clean, 4 dz 4 00
Queen Ann, 60 oz. ----- 2 40
Rinsol, 100 oz. ----- 6 40
Rub No More, 100, 10 oz. ----- 3 85

Rub No More, 13 Lg. 4 25
Spotless Cleanser, 45, ----- 3 85
Sani Flush, 1 doz. ----- 2 25
Sapolio, 3 doz. ----- 3 15
Soapine, 100, 12 oz. ----- 6 40
Snowboy, 100, 10 oz. ----- 4 00
Snowboy, 24 Large ----- 4 70
Speedee, 3 doz. ----- 7 20
Sunbrite, 72 doz. ----- 4 00
Wyandotte, 48 ----- 4 75

SPICES.

Whole Spices.
Allspice, Jamaica ----- @13
Cloves, Zanzibar ----- @45
Cassia, Canton ----- @25
Cassia, 5c pkg., doz. @40
Ginger, African ----- @15
Ginger, Cochín ----- @20
Mace, Penang ----- @70
Mixed, No. 1 ----- @22
Mixed, 5c pkgs., doz. @45
Nutmegs, 70-80 ----- @40
Nutmegs, 105-110 ----- @38
Pepper, Black ----- @15

Pure Ground in Bulk
Allspice, Jamaica ----- @16
Cloves, Zanzibar ----- @45
Cassia, Canton ----- @25
Ginger, African ----- @25
Mustard ----- @28
Mace, Penang ----- @75
Nutmegs ----- @34
Pepper, Black ----- @18
Pepper, White ----- @23 1/2
Pepper, Cayenne ----- @33
Paprika, Spanish ----- @42

Seasoning

Chili Powder, 15c ----- 1 35
Celery Salt, 3 oz. ----- 95
Sage, 2 oz. ----- 90
Onion Salt ----- 1 35
Garlic ----- 1 35
Ponelly, 3 1/2 oz. ----- 3 25
Kitchen Bouquet ----- 3 25
Laurel Leaves ----- 20
Marjoram, 1 oz. ----- 90
Savory, 1 oz. ----- 90
Thyme, 1 oz. ----- 90
Turmeric, 2 1/2 oz. ----- 90

STARCH

Corn
Kingsford, 40 lbs. ----- 11 1/4
Powdered, bags ----- 03 1/4
Argo, 48 1 lb. pkgs. ----- 3 75
Cream, 48-1 ----- 4 80
Quaker, 40-1 ----- 7

Gloss

Argo, 48 1 lb. pkgs. ----- 3 75
Argo, 12 3 lb. pkgs. ----- 2 74
Argo, 8 5 lb. pkgs. ----- 3 10
Silver Gloss, 48 1s ----- 11 1/4
Elastic, 64 pkgs. ----- 5 35
Tiger, 48-1 ----- 2 85
Tiger, 50 lbs. ----- 06

CORN SYRUP.

Penick Golden Syrup
6, 10 lb. cans ----- 2 55
12, 5 lb. cans ----- 2 75
24, 2 1/2 lb. cans ----- 2 85
24, 1 1/2 lb. cans ----- 1 95

Crystal White Syrup
6, 10 lb. cans ----- 2 95
12, 5 lb. cans ----- 3 15
24, 2 1/2 lb. cans ----- 3 30
24, 1 1/2 lb. cans ----- 2 25

Penick Maple-Like Syrup
6, 10 lb. cans ----- 3 70
12, 5 lb. cans ----- 3 90
24, 2 1/2 lb. cans ----- 4 05
24, 1 1/2 lb. cans ----- 2 75

Corn

Blue Karo, No. 1 1/2 ----- 2 15
2 doz. ----- 3 00
Blue Karo, No. 5, 1 dz. 3 00
Blue Karo, No. 10, ----- 2 80
1/2 doz. ----- 2 80

Red Karo, No. 1 1/2, 2 doz. ----- 2 50
Red Karo, No. 5, 1 dz. 3 50
Red Karo, No. 10, 1/2 doz. ----- 3 30

Imt. Maple Flavor.
Orange, No. 1 1/2, 2 doz. 2 95
Orange, No. 5, 1 doz. 4 20

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 65
Sugar Bird, 2 1/2 lb., 2 doz. ----- 9 00
Sugar Bird, 8 oz., 4 doz. ----- 12 00

Maple.
Michigan, per gal. ----- 2 50
Welchs, per gal. ----- 2 60

TABLE SAUCES.
Lea & Perrin, large ----- 6 00
Lea & Perrin, small ----- 3 35
Pepper ----- 1 60
Royal Mint ----- 2 40
Tobasco ----- 2 75
Sho You, 9 oz., doz. 2 70
A-1, large ----- 5 75
A-1 small ----- 3 85
Capers ----- 1 90

TEA.

Japan.
Medium ----- 34@38
Choice ----- 45@56
Fancy ----- 58@60
No. 1 Nibbs ----- 62
1 lb. pkg. Siftings ----- 15

Gunpowder

Choice ----- 28
Fancy ----- 38@40

Ceylon

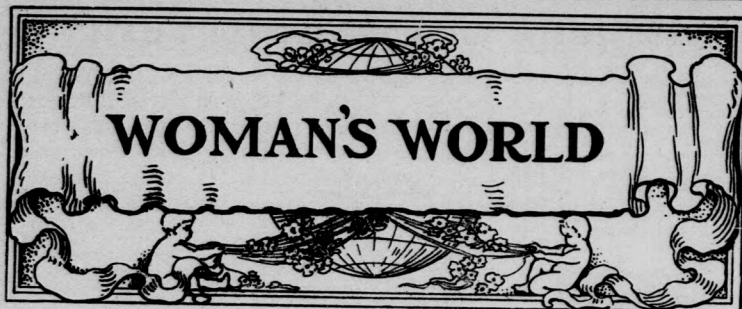
Pekoe, medium ----- 33
Melrose, fancy ----- 56

English Breakfast

Congou, Medium ----- 28
Congou, Choice ----- 35@36
Congou, Fancy ----- 42@43

Oolong

Medium ----- 36
Choice ----- 45
Fancy ----- 50



Why Should People Be Cross Mornings?

Written for the Tradesman.

Men differ, but all husbands are alike. Weather is of infinite variety, but climate is always the same.

These old sayings floated through my mind as I sat on the hotel veranda and overheard the group of women gossiping a few feet away. The subject of the meeting was the question of the last-comer, who came out of the house and sat down with a sigh:

"Why are all men cross in the morning?"

"Are they?" asked the unmarried member of the group.

"They are." It seemed as if all the married women joined in the chorus.

"Those opposed?" queried the white-haired one. "The ayes have it." And everybody laughed—except the unmarried one, who remarked emphatically:

"That's another reason why I shall not marry."

"The other reasons being——?" Again the white-haired woman.

"You needn't be catty: I've had chances. But I don't intend to surrender my special personal right."

"Which is?"

"To be cross in the morning. Marriage would be unendurable with two cross people in the house."

"But why in the morning?" asked the white-haired one. She had an unusually sweet face. "There might have been some excuse, before prohibition——"

"What do you mean—prohibition?" somebody asked, and everybody laughed. "Prohibition at this place doesn't account for anything—except perhaps Mrs.——'s vulgar display of diamonds. Everybody knows that her husband has got rich——"

"Everybody says it, but nobody knows it," interrupted the white-haired lady. "And really, I'd like to understand this cross-in-the-morning phenomenon. Is it universal among men?"

"It's universal among everybody, if I'm any judge," the unmarried woman said. "It can't be marriage, because I'm not married; but I'm not fit for human society until I've had my breakfast."

"I am not cross in the morning," said the woman who had provoked the discussion. "Heavens! If I were, we couldn't afford a house big enough for Jim and me. I had to learn thirty years ago to save my crossness until he had gone to the office."

"Why thirty years?"

"That's how long we've been married."

They didn't come to any conclusion about it. Some thought it was due to insufficient air in the sleeping room; the one who is crazy about psychoanalysis believed it was some kind of a complex, which operated in the hours before the duties of the day provided distraction. The white-haired woman rather agreed with this, suspecting that it was due to a sense of insufficiency to cope with the day's problems.

"It's my observation," she said, "that crossness is generally one's impulse to take out of those with whom we are especially intimate the punishment we'd like to inflict upon those we cannot or do not dare to punish, including the world in general. Crossness is the expression of a sense of inferiority and helplessness. We wake up to confront the tasks of the day, we feel inadequate for them, and take it out of anybody in the neighborhood who isn't likely to bite back. Its impulse to dramatize the thing we'd like to do to things in general. After we've had something to eat, we get chirped up and busy, and things don't look so bad."

One little woman who had not said anything opened a book which she had in her lap—it turned out to be "Daily Strength for Daily Needs"—and said:

"That's all very well as an explanation, but I don't think it's a very good excuse. Nobody has a right to poison the whole day for the people around him, and add to the sum-total of crossness in the world, just because he doesn't feel big enough for the things he's got to do. Describing it in terms of psychoanalysis doesn't make it any better. Being a husband—or a wife either—doesn't give anybody the right to face the day with the disposition of a pickle. The mood in which you begin the day colors the whole programme, for yourself and everybody around you. It's funny that what I have just been reading fits so well. Hear this by Albert Barnes:

"All usefulness and all comfort may be prevented by an unkind, a sour, crabbed temper of mind—a mind that can bear with no difference of opinion or temperament. A spirit of faultfinding; an unsatisfied temper; a constant irritability; little inequalities in the look, the temper, or the manner; a brow cloudy and dissatisfied—your husband or your wife cannot tell why—will more than neutralize all the good you can do and render life anything but a blessing."

"Let me read that over, please," said the white-haired lady, reaching for the little volume. She did so, and added:

"Yes. It's true. You ought to have read also this little final paragraph by Charles Buxton:

"'You have not fulfilled every duty unless you have fulfilled that of being pleasant.'"

Prudence Bradish.
(Copyrighted, 1923.)

Will Chambrays be Priced Next?

The question now in the minds of many buyers of the heavy cotton goods is when chambrays will be priced for the deliveries through the late Summer and early Fall. Indications were yesterday that this action would not be taken for a while, especially in the case of the chambrays used for making work shirts, and for this two things are held responsible. One is that the backwardness of the weather has retarded sales of work shirts in the farming regions, which has lessened buyers' pressure on makers of these garments. The other is that the actual or prospective slowing down in several lines of work, especially building, presages a period of caution on the part of wholesale and retail buyers of the made-up articles. At least one of the leading producers of the goods is sold up on chambrays to July and is not contemplating new prices just now.

May Mean More Wool Hose.

The more or less general absence of high shoes from the Fall and Winter calculations of the women's footwear manufacturers, especially in the so-called style lines, brought up the question here yesterday as to whether wool hose or spats would benefit the more from it. During the past season there were indications that women were tiring of wool hose and that they were abandoning them in favor of silks. At the same time, however, there was no great gain reported in sales of spats. With high shoes out of the running for the type of women who wore either wool hose or spats, a pretty question is presented to buyers of this merchandise. Just how large a factor, if any, the new invisible spat will be in shaping hosiery sales is another point that is now under discussion.

Imported Linens in Good Demand.

One of the features in the market for imported lightweight dress fabrics is the life to the demand for linens, coupled with their firmness in price. This is described as all the more noteworthy because of the price weakness of other imported Summer cloths such as dotted Swisses, organdies and ratines. A leading seller of linens here said yesterday he had recently received fifty-three cases of Irish dress linens, totaling about 2,600 pieces, in addition to prior shipments. He finds the current demand so good that he has to allot orders. He is quoting 60 cents per yard for the goods. Both cutters-up and retailers have been the buyers. Oyster lavender, Copenhagen, rose and straw are said to be the leading colors in demand.

Fabrics That May Lead.

Plaids have been conspicuous in the fabric designs favored by the leading French couturiers during their current mid-season openings. This is taken to indicate that these effects will be among the leading ones for the coming Fall. They are shown, according to the reports received here by the fashion expert of a leading local dress goods mill, in such widely varying fabrics as tweeds, velvets, broadcloths and chiffons.

In sport coatings the Fall trend is toward large plaids and checks in soft colorings, worked up in two and three tones of one color in brushed cloths and fleeces. Mixed colorings are also considered a pronounced factor. The trend here is working toward the wide acceptance of the traditional English sport cloths, as is indicated by the surprising number of severely tailored mannish suits to be observed at the Paris races daily. It is declared that the mixed nub cloths will be a feature of the sport fabrics division. These mixed effects will also include two and three tone camel's-hair novelties, serges and chevots.

A man is rich in proportion to the things he can let alone.

Insist Upon
Tea Table
FLOUR

Weber Flour Mills Corp. Brands.

Tea Table \$8.75
Oven Spring 7.43

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

Even
Hens
Scratch
Harder
When
Worms
Become
Scarce

—O—

So
Do
All
Consistent
Advertisers

Colors in Footwear.

Close co-operation of the tanners, manufacturers and retailers of women's shoes with the Textile Color Card Association of the United States has greatly developed the use of the colors in the shoe and leather industries. The result is that a woman can match her shoes with her hat or gown as perfectly as if they had been dipped in the same dye pot.

In discussing the vogue of colors in footwear, a leading lady authority stated that the streets resembled gardens these days with the red and green shoes substituting for Spring flowers. "In the bright colors," she declared, "reds are strongly favored, particularly the shade known as holly berry. Second place is given to greens, especially those known as harlequin and Egyptian green. Blue ranks third in order of importance, with the lighter tone called bluebell most popular, although some navy is being worn. There is also a tendency toward the soft shade simulating periwinkle, which was popular last year.

"In spite of the invasion of these daring hues in footwear, the soft beige and wood browns are by far the most fashionable. There is a decided leaning, besides beige, to such colors as hazel and Mandalay. These are being used in soft tones or a combination of light and dark shades, and have supplanted grays to some extent. Black will continue a big factor, while the all-white shade or white with treatments of red, green, blue and other colors will blend in harmony with Summer sports attire.

"Evening slippers will be most decorative, as well as colorful, in many instances being the only item of color with the favored all-white dance frock. Gold and silver leather, combined with lustrous metal brocades to match, fashioned in many interesting patterns, promises to find pronounced favor. Laminated fabrics will likewise be cleverly employed with gold and silver leather to harmonize with the dress fabrics of Egyptian or other Oriental inspiration. Black satin, combined with gold and silver leather, as well as black and hazel brown satins used with different kinds of leather in matching color, will also be featured."

When They Fail to Answer.

"I am quite a man to answer advertisements," a visitor to our office said on day, "and so in the course of time I receive many follow-up letters. The average one tells me about the article, its price, make-up, uses, and so on. As a

rule I find that I cannot use the article, and so I simply throw away the latter. In due time I receive first one follow-up to the original letter, then another and another, until the advertiser gets tired sending them. All this time I simply remain silent and these letters, like their predecessor, land in the wastebasket. Why Because not one of them gives me a chance to say whether or not I want the article. They simply assume that I want it, that I can't do without it and keep pounding along at that rate. If such advertisers, after sending the third letter, would drop their selling effort and just ask people to inform them why they are not interested, they would get many valuable selling pointers. It would be a simple matter to enclose a stamped post-card or envelope for reply and it would not only uncover weaknesses in the method of presentation of the product, but, oddly enough, it has been found that similar methods have made customers out of many people who ordinarily would not buy."

Will Blue Serge Suit Return?

Considerable interest has been shown in the wool goods trade over the current featuring of blue serge suits by prominent New York retailers. While this is usual at this time of the year, the action of the retailers has given point to the question of whether the former popularity of the blue serge suit with the conservative, well-dressed man is to return. In the men's wear fabric trade there is no immediate sign of revived interest in serges, although quite a number of the mills would welcome such a trend. It is pointed out that the widespread use of the automobile is what "killed" the serge demand. Constant riding in a car quickly renders the serge suit shiny, and as a result the demand switched into pencil stripe worsteds.

Response to Fall Coats.

Early reports of the way retailers are responding to the Fall showing of coats which some wholesalers are offering on the road, are not of a pessimistic nature. Despite the bad weather, which has held back the Spring buying, it was said yesterday that, everything considered, the early purchasing in territories covered has been such as to indicate that a good Fall is in prospect. In the case of one of the large stock houses which has had men on the road since about the first of this month, the report was that the volume of orders was particularly good, the demand centering on coats that wholesale from \$16.75 to \$32.50.

BUSINESS WANTS DEPARTMENT

Advertisements inserted under this head for five cents a word the first insertion and four cents a word for each subsequent continuous insertion. If set in capital letters, double price. No charge less than 50 cents. Small display advertisements in this department, \$3 per inch. Payment with order is required, as amounts are too small to open accounts.

Want to hear from a party owning a good merchandise business or other business for sale. State cash price and particulars. John J. Black, 130th St., Chippewa Falls, Wisconsin. 110

Wanted—To buy or rent confectionery store in town of not less than 5,000 population. Address No. 193, c-o Michigan Tradesman. 193

For Sale—Or exchange for city property or farm. Stock general merchandise, fixtures, and store building with living rooms in connection. Address No. 194, c-o Michigan Tradesman. 194

FOR RENT—Live wire woman's ready-to-wear shop located in one of the best cities of Central Michigan. A money-making proposition. If interested, write Ladies' Shop, c-o Michigan Tradesman. 196

For Sale—Stock groceries and small stock shoes in good farming town. Good reason for selling. Address No. 197, c-o Michigan Tradesman. 197

For Sale—General store and five living rooms. Twenty miles east of Muskegon on Apple St. road. J. H. Bennett, Cassnovia, Mich., R. 2. 198

For Sale—\$1575.00 Diebold Manganese Steel safe with silver chest base. Three window, one cage, mahogany finish bank fixtures of late design, marble plates at each window and base, top and gates of square bronze staves. Large mahogany finish roll top steel desk. Reason for sale, bank liquidating. State Bank of Trout Lake, Trout Lake, Mich. 199

Wanted—Manager, for grocery department in big country department store, capable of earning \$25 to \$30 and better a week. Salary bases on sales and profit. Address No. 200, c-o Michigan Tradesman. 200

HOTEL—IN Center of Michigan's tourist and sportsman's paradise. Open all year: same owner nine years. \$4,000: terms: will pay for itself this summer. Will teach buyer. Rare opportunity. Good reason. Write or call on Geo. H. Smith, 608 Sun Bldg., Detroit, Michigan. 201

FOR RENT—Live wire woman's department store has certain departments on main floor for rent. Located in one of the best cities of Central Michigan. Also offer entire third floor for rent. Best of references required. Write or wire No. 105, c-o Michigan Tradesman. 105

For Sale To Close An Estate—800 acres of muck land adapted for hay or pasture land, at the source of Maple river in Emmet county, Michigan, \$5,000. Liberal terms if desired. G. N. Gould, Administrator, Harbor Springs, Mich. 143

REFRIGERATING MACHINES ALL SIZES MAKES—Taken in on larger ones, sell about 1/2 price. Will erect and guarantee. Born Refrigerating Company, Chicago. 166

FOR SALE—One of the best groceries and shoe stocks in town of about 2,000 population close to Grand Rapids. Doing about \$30,000 business annually, invoice about \$4,500, stock and fixtures. Rent \$35 per month. Address No. 175, care Tradesman. 175

FOR SALE—EIGHT DRAWER NATIONAL CASH register, used only a short time. Edward Wolf, Hillsboro, Wisconsin. 176

For Sale—Hotel, 50 rooms and restaurant, nicely furnished, rent \$20, 12 year lease, good income. \$6,000 handles. Hotel Hawkins, Ypsilanti, Mich. 177

BALED SHAVINGS—Yellow pine, cypress and gum mixed. The Hyde Park Lumber Co., Burch Ave. and N. & W. R. R., Cincinnati, Ohio. 179

Wanted—Store fixtures. What have you? Address A. L. Redman, Olney, Ill. 120

Pay spot cash for clothing and furnishing 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. 142

For Sale To Close An Estate—Creamery building and equipment at Harbor Springs, Michigan. Terms given if desired. G. N. Goulds, Administrator, Harbor Springs, Michigan. 142

For Sale—A real money maker business proposition at Wolf Lake, Jackson, Mich. Building, with store and fixtures, and living rooms attached; 2 1/2 lots; ice house full of ice to be sold to cottagers. Has a good acetylene lighting plant, boats. Must be sold on account of other business. Should be opened May 30. A very good thing. Eugene Davis, 830 Steward Ave., Jackson, Mich. 169

For Sale or Rent—Double brick store with basement 50x60 feet. In fine condition. Write or call, J. N. Gilman, Springport, Mich. 158

For Sale—Confectionery, novelty store, Eastman agency, property and equipment. Established seventeen years. Retiring from business. Poorest season netted \$4,000. Season about five months. Only local view post card dealer in town. Terms: third town, balance on time. Address No. 161, care Michigan Tradesman. 161

For Sale—Brick store building with living rooms above, ice cream parlor, soda fountain, candies, tobaccos, and small stock of groceries. Owner must change climate. Address No. 181, care Michigan Tradesman. 181

FOR SALE—General merchandise business, excellent farming community, good village: three churches, high school; stock thirteen thousand; fixtures, eighteen hundred; double store and upstairs, four thousand; warehouse on track eight hundred. Fine repair shop in connection. Want to retire. Daggett Mercantile Co., Daggett, Mich. 183

For Sale—Mr. Merchant, do you want to move into the finest county seat town finest modern building? Flat second floor, with or without furnace heat. Best location at about half value. A. L. Redman, Olney, Ill. 184

For Sale—Feed mill and custom grinding. A good location with old and well-established trade, doing profitable business. Good equipment. Owner wishes to retire. Might consider forty-sixty acre farm in exchange. Address Charles B. Hayes, Pratt Bldg., Kalamazoo, Mich. 185

FOR SALE—General store and home, town of 1,800, thirty miles from Philadelphia, on P. & R. Ry., in rich farming section. Brick store building, separate from home. Oldest establishment in town. Address Box 7, Telford, Pa. 187

FOR SALE—In city of 150,000 in Michigan up-to-date wholesale and retail bakery, one-story brick building about 56x120. Can be bought at inventory. Address No. 172, care Michigan Tradesman. 172

For Sale—Dry goods stock, best store and location in town. Wonderful clean stock. Sure money maker. Invoice \$15,000. Cash. J. E. Lugbill, Bluffton, Ohio. 162

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank statements \$4 75
File and 1,000 specially printed statements \$5 50
Printed blank statements, per thousand \$2 25
Specially printed statements per thousand \$3 00

Tradesman Company
Grand Rapids



Walker
MUSKEGON
MICHIGAN

**Makes
Good
Chocolates**

PRACTICING CAUTION.

The slight recessions in prices and the decline in forward buying have proved useful, in the opinion of many observers, in developing a bit more of the caution that the business community was beginning to need. In the opinion of one of them, however, there may be danger, when business activity again begins to move forward at an accelerated pace, that the admonitions which have recently been heeded will be ignored the next time they are needed. He is apprehensive that many business men will be like the sheep herders in the old fable who heard so often the cry of "Wolf!" that they failed to pay attention to it when it really meant something. Business men have been urged to caution and have been practicing caution. Nothing serious has happened, and now he wonders whether a few months hence when things are again going at full speed if necessary precautions will be taken when advice to this effect is given once more. Failure to heed, he says, will mean inflation.

THE MONEY MARKET.

It is quite generally recognized that the recent change in the business temper has not been due to any signs of strain in the money market. The banking reserves of the country and the rediscounting resources are sufficient to meet every current demand without greatly increased charges for credit accommodations; at the moment the situation is one in which rates are a trifle easier. Rates will not fall very far unless trade suffers an unexpected depression, with sharply falling prices; the money market prospect turns mainly on the prospect of business volume and prices with the situation vastly different than it was in 1920, when the banking reserves of the country and the rediscounting resources were strained to their utmost capacity.

Detailed Status of the Cotton Crop.

New York, May 29—We hand you herewith the result of our investigation covering the condition of the growing cotton crop, and the acreage planted to cotton, with such information as may be pertinent thereto. This report is made up to and including May 26.

The average indicated percentage condition for the United States is 70.0.

The indicated increase in acreage for the season 1923-24 is 7.5.

The indicated yield with normal weather henceforth is 11,650,000 Bales linter excluded.

The labor situation south has changed radically since last year when farm workers were plentiful, willing and cheap. During the Fall and Winter months negro families, in constantly increasing numbers, have been leaving the south, going principally to the northern and eastern industrial centers. During the past few months this movement of the negroes from the south has continued in considerable and constantly increasing volume and our correspondents now express much anxiety about the labor necessary to work the cotton crop, should the weather continue unfavorable.

The 1923-24 cotton crop starts off poorly. The season averages fully two weeks late. The weather has been too cold and too wet. Much cultivation, planting and replanting remains to be done. Chopping is later than last year.

The present indications are for an increased area of $7\frac{1}{2}$ per cent over that picked last year. Weather and labor conditions during the next few weeks will decide.

Using the U. S. Government par yield, basis for 1922 (1923 figures not as yet published), the yield indicated by the acreage and percent condition shown in this survey is 11,650,000 bales, linters excluded. This indicated yield is, of course predicted upon normal weather henceforth and the planting of the estimated $7\frac{1}{2}$ per cent increased area, less 1 per cent allowance for abandoned acreage.

While our correspondents in Alabama, Louisiana, North Carolina, South Carolina, Oklahoma, Georgia and Florida make mention of boll weevil being present it is too early for much damage from this source. About all that can be said at this time is that this insect infests practically the entire area in which cotton is raised, excepting the irrigated sections in the far west.

The present cotton year has now progressed to a point where it can be stated with a reasonable degree of certainty that the carry-over of American cotton July 31, 1923 (all kinds and all sources), will be around 2,000,000 bales. On July 31, 1922, according to Secretary Hester, the mills of the world had in their warehouses 2,029,000 bales. Thus the prospective carry-over July 31, 1923 of 2,000,000 bales is about the quantity mills had in stock July 31, 1922. Assuming that of this quantity mill stocks, afloat and enroute to mills, will require 1,500,000 bales, there will be around 500,000 bales left on July 31, 1923 which quantity includes the farm reserves, linters and etc., in fact every known bale of American cotton of every kind, everywhere.

New crop cotton can hardly be expected to reach the mills before the last half of September and the reserves of raw cotton have gradually been reduced until the supply no longer exists sufficient for the mills to continue their present rate of operation. Curtailment in some volume seems a necessity.

Perfect growing weather throughout the coming season and a minimum of insect damage is essential for the welfare of the cotton trade.

J. W. Jay & Co.

Draining the Farms for Factories.

There are many significant aspects to the labor situation; not the least important is that having to do with the effect upon our agricultural regions of what has recently gone on. High prices for manufactured goods and high factory wages have brought about a great shift of labor from the agricultural sections to the industrial communities, and at some time in the future, although not immediately, the broader consequences of this will be felt. The farmers have not prospered during the past three years, which accounts for the readiness and the volume of the flow of labor from the farm to the factory. But it is inevitable that at some point the pendulum of prosperity will swing the other way; then it will be found that with the supply of agricultural labor inadequate, and with the urban labor market oversupplied, a return flow from the factory to the farm must begin, with many consequent dislocations. A change involving these things is still in the future. It may not involve the outlook immediately, but it is something to consider in making calculations for the longer outlook.

Cheats and Swindles Which Merchants Should Avoid.

A new kink in the get-rich-quick game is to cater to the ambitions of the embryonic financier by offerings to appoint him a director upon the investment of a few dollars. This is what the Cain Oil Co., of Houston, Texas, is doing. For \$50 it will send an ornate diploma advising whoever has the opportunity to read this chromo that Mr. So and So has been made an associate director of the company. That is about all that ever will be returned—a title that, in later years when more intelligence has been awakened will be regarded as a badge of crass foolishness. The proper interpretation of the diplomas of the Cain Oil Co. would be that they fittingly designate the sucker.

Announcement has been made by Bank Commissioner Lawrence, of the State of Maine, who has supervision over securities permitted to be offered to the investors of the state, that the application of the Durant Corporation to sell the stock of the Flint Motor Company has been denied. Mr. Lawrence, in his announcement, took the position that, "An analysis of details submitted shows a carefully conceived plan whereby purchasers of the stock are the sole losers in case of the failure of the enterprise, while the Durant interests will be for practical purposes the sole gainers if it succeeds. We have consistently held all projects involving such consequences to be unfair and in the language of the statutes 'to work a fraud.'"

The Tradesman recently warned its readers to beware of the Pilgrim Oil Co., of Fort Worth, Texas. On May 9 a fraud order was issued against this company, W. H. Hollister, G. M. Richardson, and H. S. Robinson, officers and trustees of the company (all of Fort Worth), prohibiting the use of the mails by them for participation in a fraudulent oil stock scheme. Their use of the mails was prohibited both as members of the company and as individuals.

Go Careful on International Lamp Corporation.

A reader of the Tradesman requests an opinion of the stock of the International Lamp Corp.

The capitalization of the company consists of 80,000 shares of \$25 par common stock. There is no preferred stock or funded debt. Just recently \$1,500,000 of the \$2,000,000 stock outstanding was sold. This money was to be used for working capital and towards equipping the additional plants.

The lamp business of the company ranks among the largest of its kind in the country.

Net sales in 1922 were in excess of \$900,000, while net profits came to about \$122,000, equivalent to \$1.54 a share on the present amount of stock outstanding. This compares with sales of \$800,000 and profits of \$93,972, or \$1.17 a share in 1921.

The stock has been placed on a dividend basis of \$3 a year, payable monthly.

It seems strange, on the face of it, to declare a dividend of \$3 a share on a stock which has only been able to show about \$1.50 a share in its best year, or at least in any year which has been reported. First quarter earnings, however, were about 90 cents a share.

The stock was listed on the Chicago Stock Exchange in April. Since that time it has jumped all over the board. It is evident that the past record does not entitle it to much of a rating. However, the management is depending on operating efficiencies, coupled with exceptional executive ability to enable the company to earn its dividend. The present dividend was probably a little too optimistic as it was only a little over half earned in the first quarter of this year.

Items From the Cloverland of Michigan.

Soo, Mich., May 28—J. A. Gibbons who for the past ten years has been in the grocery business here has sold his stock to C. O. Brown and Frederick Baldwin who will continue the business. Mr. Brown is also operating the grocery on Spruce street and has had years of experience at the business. Mr. Gibbons has not as yet stated his plans for the future but it is hoped that he will continue his residence here where he is well and favorably known.

Mike A. Paris, one of the pioneer grocers of the Canadian Soo, passed away at his residence last Friday, at the age of 53. Mr. Paris was one of the successful merchants, starting at the bottom and by strict attention to business with a cheerful disposition he accumulated a nice fortune. He leaves to mourn, his widow and several children, besides a large circle of friends.

The best cure for freckles is winter.

Harmony Beach, one of our popular summer resorts, will be opened to the public about June 1. There will be dancing three times each week. The proprietors, Fred Fournier and A. Machan have been making many improvements and are anticipating the best season this year since the opening of this popular resort, as the roads are in fine condition at this time. Mr. Fournier has been in Flint during the winter where he has been directing the Durant hotel orchestra.

Taxes are keeping them "down" on the Farm. W. G. Tappert.

Going Into Particulars.

"These," orated the modern Cornelia, "are my jewels."

The visitor gazed upon her hostess' children. They were at their dinner. One little boy particularly fascinated her by the amount of food he could conceal within the little ana-tummy.

"Your jewels, eh?" mused the thoughtful guest. "Your jewels! I don't know just what sort of jewels the others are, but that one, in a few minutes, will be a son-burst."

Forty Years in General Trade at Grove.

Grand Rapids, May 29—I find in looking through the Tradesman that the things I was most interested in are the things I have parted company with. I have sold the ship, but still need the pilot for that ship. I could not tell on paper the help the Tradesman has been to me in the general conduct of my business. I certainly have had a hundred and fifty cents on the dollar for all I have put in the Tradesman.

George F. Cook.

Now is the time to order *Parowax*

LUSCIOUS strawberries, ripe red cherries and delicious, juicy raspberries will soon be tempting the housewife to prepare for her spring canning. She will count her jars and glasses and look to her supply of sugar and Parowax. For she knows that to keep her favorite preserves properly, she must use Parowax to seal the containers. It keeps the air out and the flavor in.

For many years now, Parowax has been necessary for her preserving. It does away with the troublesome strings and paper caps, which did not protect even from the dust, much less the air. It seals air tight, every kind of jar. Parowax assures her that her fruits will be as good, when opened, as the day when they were canned.

You will find that the demand for Parowax is steady during the canning season. Every package you sell adds to your profits.

Now is the time to order it, so it will be on hand when the fruit starts to ripen.

Standard Oil Company (INDIANA)

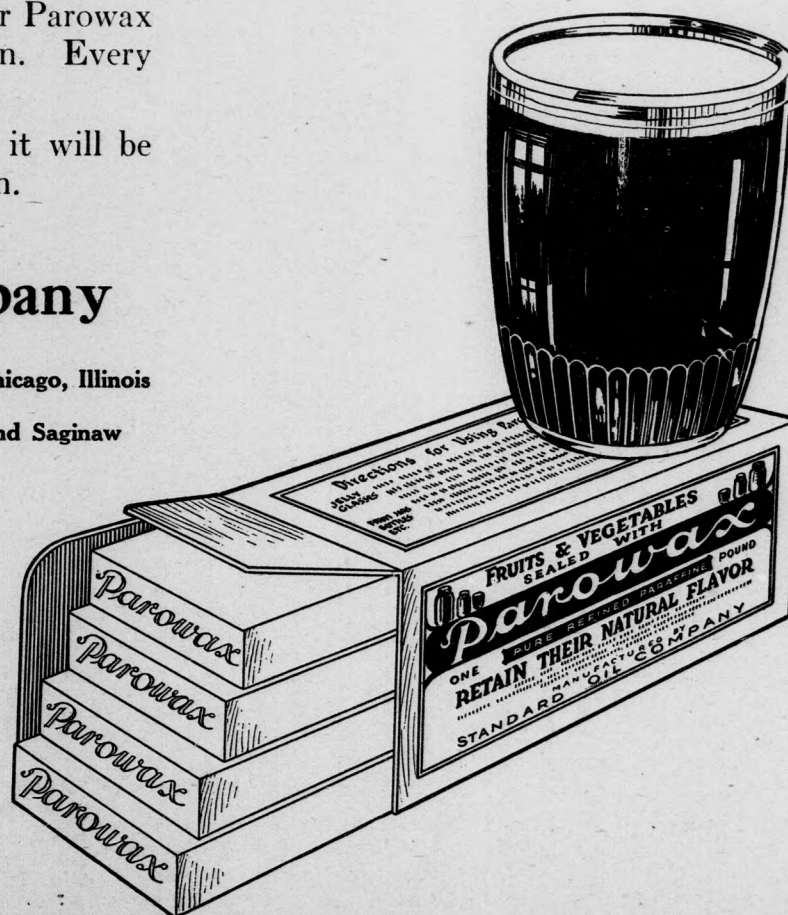
910 S. Michigan Avenue

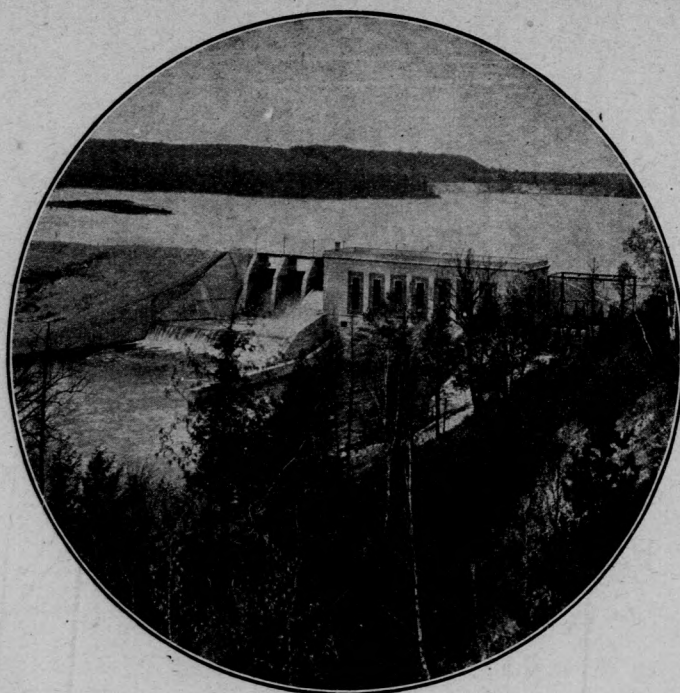
Chicago, Illinois

Michigan Branches at Detroit, Grand Rapids and Saginaw



One of these two color counter display cartons is packed in each case of Parowax.





CONSUMERS POWER COMPANY

"THE MIGHT OF MICHIGAN"

An Asset to

THE INDUSTRIES—
THE COMMERCE—

THE INVESTORS—
THE HOMES—

OF MICHIGAN

CONSUMERS POWER COMPANY renders a vital Public Service to 125 prosperous Michigan cities and towns. 218,000 Electric or Gas customers are using the Service of this company every hour of every day.

The 45,000 square miles of Consumers Power territory, covering 31 counties with a population of 800,000, are united in a vast power reservoir. 1,300 miles of high-power transmission lines and 9,000 miles of local lines form the great Web of Service which "ties in" the company's 36 power plants with the communities served, each backing the other and insuring to factory, store and home an ample, dependable power supply.

This superpower system (722 miles of which operates at 140,000 volts), and one of the nation's best—totals nearly a quarter-million horsepower—one-half of which is waterpower. This waterpower is developed in 21 plants on 9 Michigan rivers.

In 1922 alone, these waterpower plants saved for Michigan the equivalent of 700,000 tons of coal, which would have been required to produce the same power in private plants. This one year's saving of coal released 14,000 railroad cars for other needs of commerce.

Millions For Greater Service

CONSUMERS POWER COMPANY has under way a construction program aggregating Nine Million Dollars—to meet and care for the development of Michigan. A 20,000 horsepower Dam on the Manistee River; a 12,000 horsepower Dam on the Au Sable, and a 60,000 horsepower steam plant on the Saginaw River—all interconnected—are included in this great work.

A review of the past eight years indicates the underlying reasons for this progressive growth:

	1915	1918	1922
Kilowatt-Hours produced	245,299,654	404,412,930	461,840,561
Cubic Ft. of Gas produced	1,421,934,500	2,208,281,600	2,729,246,400

Customer-Ownership

Back of this stands a great family of "Profiting Partners." Over 10,000 Michigan people are investors in the Preferred Shares of Consumers Power Company. At the present rate of progress, the figure will be doubled by 1924. Customer-Ownership provides the means for expansion; creates a personal interest in the company's success, and provides a foundation investment for Michigan people.

CONSUMERS POWER COMPANY

General Office—Jackson, Michigan

District Offices—

Grand Rapids
Flint
Saginaw
Jackson

Kalamazoo
Muskegon
Pontiac
Battle Creek

Bay City
Owosso
Alma
Hastings

Manistee
Cadillac