

# MICHIGAN TRADESMAN

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Fortieth Year

GRAND RAPIDS, WEDNESDAY, JUNE 13, 1923

Number 2073

## DOUBLE your MONEY with DOUBLE MESH!

*Follow the Arrow to SUCCESS*

That's the message of  
Arrow Human Hair Nets  
to YOU - Mr. Progressive Merchant

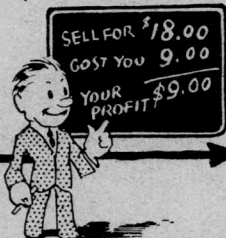
### ARROW HUMAN HAIR NETS

make Customers!  
make Friends!!  
make Money!!!

Progressive Michigan Merchants are selling  
them. So should you. Their handsome profits  
offset many of your low margin items.

There is a big demand  
for Double Mesh Nets  
**Now** Send in this order.

Our Merchandising  
Methods will win for you!



THE  
GENEROUS OFFER  
FOR INITIAL ORDERS



With every initial  
order of 1 gross you  
get the handsome  
mahogany finished  
metal display  
cabinet litho-  
graphed in 3  
colors.

**[It will  
sell on  
sight.]**

## Grand Rapids Dry Goods Co.

Grand Rapids, Mich.

Distributors for

KAUFMANN BROS., Importers  
111 Fifth Avenue, N. Y.





**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, Gran-  
ulated meal, Buckwheat flour and  
Poultry feeds.

Western Michigan's Largest Feed  
Distributors.

**Fiegler's**

**Chocolates**

Package Goods of  
Paramount Quality  
and  
Artistic Design

**THE BUSINESS BUILDER—**

In proportion as a product affects your volume of sales it may  
be considered a profit maker.

Consider the possibilities of yeast sales. These bring your  
customers into your store three and four times a week. Yeast-  
buyers are also buyers of eggs, butter, coffee and other  
groceries.

Fleischmann's Yeast creates larger sales for you all along the  
line.

**THE FLEISCHMANN COMPANY**

Yeast

Service

**RAMONA PARK**

**RAMONA**

is a feast of fun that leaves  
"a good taste in your mouth"—because  
everything offered for your amusement is nothing  
but "pure fun spiced with thrills." Old Man Joy is pilot on every  
fun ride at RAMONA, be it the "Jack Rabbit" Derby  
Racer, the Caterpillar, the Miniature Rail-  
way, the Aeroplane Swings, the Whip  
or the Mystic Chutes.

**"Famous For Fun"**

**HEKMAN'S**

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

GROCERS—In every business there is  
some outstanding name noted for  
quality. In baked goods, the name  
is Hekman.

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

**Food Fads and Food**

There is a difference between food fads and food  
—a man occasionally relishes a bag of popcorn,  
but he would not depend upon it as a real food.

**Shredded Wheat Biscuit**

is a real food, supplying all the elements a man  
needs to keep at top-notch strength. It is ready-  
cooked and ready-to-eat—saves fuel, saves time,  
saves strength. Always the same high quality, with  
a steady demand that yields a good profit.

MADE ONLY BY

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



**WHITE HOUSE  
COFFEE**



THE LEADING HIGH-GRADE  
COFFEE OF THE U.S.A.

1-3 AND 5 LB. CARTONS ONLY

BOSTON DWINELL-WRIGHT CO. CHICAGO

Almost a Complete Breakfast by  
itself, WHITE House Coffee simply  
Makes people realize how indispen-  
sable it really is.

The Finest—Most Dependable—  
Most Uniform and Satisfactory Cof-  
fee known to the world of coffee  
drinkers.

**LEE & CADY—Detroit**

Wholesale Distributors of

Dwinell-Wright Co.'s Products



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Fortieth Year

GRAND RAPIDS, WEDNESDAY, JUNE 13, 1923

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## MICHIGAN TRADESMAN

(Unlike any other paper.)

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

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly By

TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

### Subscription Price.

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

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

### FORTY YEARS OLD.

M. S. P. A. Six Months Older Than the Tradesman.

The forty-first convention (fortieth annual meeting) of the Michigan State Pharmaceutical Association is being held in Grand Rapids this week. The first preliminary meeting was held in Lansing in February, 1883. The first regular annual meeting was held in Detroit the following September.

The convention was called to order in the ball room of the Pantlind Hotel, Tuesday afternoon, when President Grommet read his annual address, as follows:

Again we are assembled in convention to reflect the past and prepare for the future, with the prime motive of maintaining pharmacy in a position of esteem and success.

The past year has been a busy one, legislation being the important topic. The Legislative Committee functioned admirably under the brilliant generalship of Chairman Look. We have learned by past experience that to survive we must keep a close vigil on the lawmaking bodies, who not through malice but most generally through misunderstanding enact laws which sometimes threaten our existence. Our programme has been a defensive one and as such we were given much consideration by the respective law making bodies.

The Legislative Committee should be composed of well-chosen, capable members who are and should be ready at all times to do their duty when called upon. Another point I cannot pass without mentioning. Do not forget to go to the polls at election time and choose your candidates judiciously. Neglect to perform this duty as an American citizen has proven disastrous in many instances.

### Professional Status.

Comparing Michigan with other states of the Union, we are practically surrounded by states who demand a college training from candidates for registration. We cannot as a progressive people ignore this situation and permit Michigan to be the dumping grounds for inefficient pharmacists. This is a matter of grave concern when you realize that

we are the protectors of public health. As a matter of professional pride, we should be on the same plane as other professions who demand higher education.

As a proprietor, you want to feel assured that your clerks are capable men. As clerks you do not want to undergo embarrassment by having professional men belittle your calling. You are proud of pharmacy. That is the reason you chose this profession. Why should you not uphold the dignity of your profession?

It is the wish of your humble servant that a suitable resolution be placed on record at this convention endorsing college prerequisite for Michigan.

For a number of years the American Conference of Pharmaceutical Faculties has urged the Carnegie Foundation to undertake a survey of pharmacy in this country similar to the one it made of medicine and the one now in progress concerning dentistry. Those who are vitally interested in the present status and future of dentistry believe that the forthcoming report of the Carnegie Foundation will be of the utmost importance to the progress of that profession. A similar investigation of the present status of pharmacy should be welcomed by all.

Although the Foundation has been asked on a number of occasions to undertake a survey of pharmacy, it has been unable to do so on account of the studies in progress. However, inasmuch as the investigation of dentistry is drawing to a close, it appears to many that the time is very opportune for pharmacists to renew their request for the much-needed survey. A resolution from our Association endorsing such a survey should have great weight with the officers of the Carnegie Foundation.

### Business Conditions.

According to statistics, business is again assuming a strong momentum. From reports of the Detroit Board of Commerce the employment situation has been on the upward trend since the first of the year. Retail business depends a great deal on the employment situation. If people are employed they are likewise spending their money.

The cut price evil is still with us. This is a condition which is a more grave problem in the larger cities. Until the manufacturers support a fair trade program, this condition will continue. It is up to the manufacturer. If every retailer would stand on his own rights and voice his sentiments we would soon have the ear of the manufacturer. Why should we pay more than \$2, \$4 and \$8 per dozen for merchandise that is to be retailed at 25c, 50c and \$1 each? We do it because we haven't the courage of our convictions. The large advertiser who charges you \$4.25 per dozen for an article and announces to the public that it can be obtained for 50c, sells the cut-rater direct with generous discounts that he (the cut-rater) may be enabled to retail it for less than what the small merchant can buy it for from the jobber. Ask the manufacturer if he wouldn't rather have the co-operation of the many small dealers than the cutting of one large dealer who does nothing for his item except to use it as bait to attract patronage to his store? I hope that the incoming Trades Interest Committee will do some work

along this line during the coming year. This would be a real service to our membership.

### Membership.

The same old chestnut again this year. Membership is a proposition which is no easy job. Our attention and funds this year were devoted mostly to the legislative program, so the Membership Committee had no funds to work with. However, we have shown a good increase in Detroit, the home of the chairman.

### Publicity.

This is becoming an important feature of our work. There are times when proper publicity is very essential, especially when a susceptible public is willing to accept anything that is printed in a newspaper. Malicious statements which reflect against an honorable profession should be answered in a diplomatic, careful manner and, consequently, careful thought and selection of a chairman of this committee must be given by the officers elect.

### Anti-Narcotic Conference.

Two delegates were appointed to attend the Anti-Narcotic conference held at Washington the first week in May. It was the opinion of your President that any move which would affect pharmacy should have pharmaceutical representation. We will be pleased to hear the report of the representatives, who have some interesting facts for you.

### Board of Pharmacy.

During the past year an innovation has been put into execution. The office of the Secretary of the Board of Pharmacy is now situated in Lansing at the executive office building. The office of Drugs and Drug Store Director has been consolidated with the Secretary of the Board of Pharmacy. Here the Board of Pharmacy will have modern filing devices for all records in a fire-proof building. Lansing being the Capitol and situated centrally makes this a great advantage.

Our worthy colleague and protector of Pharmacy, Mr. Hoffman, is in charge of this office. Mr. Hoffman needs no introduction you all know of his many achievements in the past.

In closing, I wish to thank the officers and committeemen for their co-operation. I appreciate the fact that much of this work is accomplished by a sacrifice of time, oftentimes from your own business; but I can truthfully say that time thus spent by myself has been well spent. It has been an educator. More of us should become interested in work of this kind. There is a spirit of good fellowship developed when you meet your brother druggists. You will invariably find that a possible enemy or competitor is oftentimes a prince to meet and talk to.

I cannot pass without complimenting our Secretary. He is a real worker. Anytime during the twenty-four hours he is on the job, looking after the interests of the M. S. P. A. Secretary Middleton then read his annual report, which is published verbatim on pages 26 and 27 of this week's edition.

H. H. Hoffman presented the annual report of the Michigan Board of Pharmacy, as follows:

### Receipts.

166 registered pharmacists' applications, first examination \$2,490.00  
101 registered pharmacists' applications, re-examination 303.00  
184 registered assistant phar-

macists' applications, first examination 1,840.00  
27 registered assistant pharmacists' applications, re-examination 54.00  
141 registered pharmacists' certificate fees 2,115.00  
199 registered assistant pharmacists' certificate fees 1,990.00  
58 registered pharmacists by completed requirements 870.00  
3 reinstatements 68.00  
42 reciprocal registrations 630.00  
15 registered assistant pharmacists by examination for registered pharmacists 150.00  
1824 drug store license renewals 5,472.00  
133 drug store licenses, new 399.00  
98 drug store licenses, one-half year 147.00  
447 registered pharmacists' apprentices 447.00  
5 duplicate certificates 5.00  
5 engrossing duplicate certificates 2.50  
20 grades for reciprocal applications 20.00  
30 registered assistant pharmacists' re-examination for grades 450.00

Total receipts \$17,451.50

### Disbursements.

Personal services \$6,665.20  
Contractual 3,825.64  
Supplies 2,353.00  
Equipment 134.93

\$12,878.77

Credited to general funds of State 4,572.73

\$17,451.50

Report on Inspections from June 1, 1922, to June 1, 1923.

2697 inspections where drugs are sold.

2491 drug store inspections.  
206 stores other than drug stores inspected.

830 one-man stores.  
1661 with two or more registered pharmacist employed.

6 stores selling drugs with no registered pharmacist employed.  
378 samples of pharmaceutical preparations analyzed.

141 samples or about 40 per cent. found not to comply with U. S. P. or N. F. requirements and were condemned as follows:

55 samples Sweet Spirits of Nitre.  
17 samples Tincture of Iodine.  
8 samples Camphorated Oil.  
6 samples Spirits of Camphor.  
19 samples Tincture Belladonna.  
17 samples Tincture Nux Vomica.  
18 samples Tincture Aconite.  
1 sample Elixir of Ferric Pyrophosphate.

167 Misbranded preparations removed from shelves.

### Prosecutions.

J. C. Dunlap, 1301 Court street, Saginaw, conducting drug store without drug store license. Arrested on June 6—pled guilty—was fined.

J. Michalski, 5816 Chene street, Detroit, selling drugs, not being a registered pharmacist and not under the immediate personal supervision of the same. Warrant applied for June 16, 1922—appeared in court and pled guilty June 24, 1922. Court imposed fine.

Kenneth Crawford, Jackson, selling drugs, not being registered pharmacist and not under the immediate personal supervision of the same. Warrant issued July 11. Appeared in court same day and pled guilty, fined \$50.

C. I. Gerondale, 9425 Fort street, Detroit, violation of pharmacy law. Warrant issued August 25. Appeared in court for trial August 31. Discharged not sufficient evidence.

Eui Raymond, 6227 Dix avenue, Detroit, violation of pharmacy law. Warrant issued August 25. Pled guilty August 25. Sentence suspended.

(Continued on page thirty-two.)



## IN THE REALM OF RASCALITY.

## Cheats and Swindles Which Merchants Should Avoid.

The most dangerous of swindlers are women. A woman of criminal bent is often more clever at concocting a scheme for deception, and putting it into operation, than a man. We recently learned, for example, of a woman who makes a business of promoting oil stocks by the simple method of opening spiritualistic medium parlors in a number of cities. Having a confederate who opened oil brokerage houses in the same cities, she conducted seances at public meetings and also gave private seances by appointment. Whether the seances were public or private she always managed to get in contact with the spirits of departed financiers of note who always told her that the oil enterprises that were being promoted by her confederate were destined to be big money makers and advised all who could to buy the securities before the boom came.

By these clever methods and the susceptibility of those who went to her seances, she and her gang cleaned up large amounts of money in a number of cities. However, they made a practice of never staying long in one place, always packing up and moving to another city before the authorities had time to make investigation.

In one Southern city, a group of promoters got together and organized a Chamber of Commerce in the name of that city. It was the chief duty of this Chamber of Commerce to boost the various securities that these fellows were offering to the public. In their promotion literature, they made capital of the fact that their propositions had the endorsement of the Chamber of Commerce, and needless to say they deceived thousands of people before the truth was learned.

Recently a number of so-called financial publications have sprung into existence. These all contain enquiry columns which purport to give information and guidance on any security. In most cases, this is just another clever scheme for compiling "sucker" lists. The people who unwittingly write to these publications for information invariably find that later on they receive promotion literature from different parts of the country. The writer has managed to get his name on a number of these "sucker" lists, and now very often finds himself solicited by the promoters of fake financial publications, which is fairly conclusive evidence that the swindling promoters and the promoters of these so-called financial publications are working together.

Inducing the holders of good dividend paying stocks to exchange them for worthless securities is a prevalent game just now. We have had a number of cases called to our attention recently, where persons who held good securities have been called up on the telephone and told that the company whose stock they hold are going through a reorganization, issuing new stock and that all old stock not sent in before a certain

date will be assessed. These swindlers invariably represent themselves as the fiscal agents for the legitimate company, and tell the stockholders that their certificates must be endorsed and turned over to them, and that they will issue the new certificates. This scheme has been operated very successfully. The swindlers take the stocks, so endorsed and turned over to them, and dispose of them quickly in the open market, then close up their offices and disappear.

Ever since the Government took action and made a few arrests among oil promoters, other clever promoters have been quick to make capital out of the circumstances, and are now telling the public that all the crooks in the oil game have been arrested by the authorities, and that those who have been allowed to continue unmolested are all honest men, for if they were not the authorities would have arrested them also.

I reproduce herewith a statement sent out by one J. A. Carlton.

**Sounded! The Death Knell of Fraud! This Message is Personal and Important.**

At last! Petroleum has been purged of the fraud artist, of the brigand's that have brought so much ill repute on the second largest industry in the world. The industry that offers the smaller investor practically the only means of multiplying his earnings—the industry that has afforded thousands of investors happiness and independence in their sunset years of life.

Various federal agencies have given petroleum a thorough "house cleaning." They have made a searching investigation of the men in petroleum and their findings have resulted in the indictment of a number of operators that are accused of unfair and dishonest methods. Petroleum has received an immense benefit—the honest men in petroleum have received an equally great benefit but!—the investing public has received the greatest benefit.

The statement is open to question. Contrary to what he says, the petroleum field has not been purged; the purging has really only just commenced, and we are sorry to say that to-day there are hundreds of swindlers still at large and still circularizing the country and using any methods possible to extract money from the unsuspecting public. It is true that the Federal Government has made a few arrests of the oil swindlers, but if we can be successful in our campaign we intend that the Government shall make a great many more arrests.

Carlton's statement that the field of oil operators is now clean, and that the swindlers have been put out of business is misleading, and is apparently intended to induce unsuspecting people to believe that those who are still operating must be honest men and that investments made with them are perfectly safe.

We warn the public that this is not the case and that the public is still far from being safe in entrusting its money to a large number of oil promoters.

In the same mail in which we received Carlton's circular letter we received a circular letter of A. E. Cady, who styles himself as Sole Trustee of the Cady Smackover Syndicate. In this circular letter, which

is dated April 14, 1923, Cady states emphatically that he has made an affidavit before a notary public that he will pay 100 per cent. cash dividend to all stockholders of record on or before May 1, 1923. From our experience, such statements have often been misleading. There have, however, been instances where 100 per cent. dividends have been paid but they have been few and far between.

The idea that any concern in two weeks is going to refund every cent of money that is put into a stock is ridiculous, yet Carlton tried to tell us that the oil industry has been cleansed of frauds.

We advise caution in making commitments in any oil proposition and advise that a thorough investigation of any security that is offered is made through an adequate source. G. W. B. Witten in Magazine of Wall Street.

Whatever impression of sincerity Ralph B. Dudley of Camden, Ark., might have created in his desire to induce investors to back him in drilling several wells he sweeps aside when he holds forth the assurances that he could earn a profit of \$12,000 for every \$100 invested just as soon as he struck a gusher. Dudley also tries to create the impression that the Standard Oil interests are affiliated with him by offering a participating right in some subsidiary scheme of his by that name. Dudley says now that the Federal authorities have undertaken the task of putting an end to the fraudulent oil operators who have infested Texas and the Smackover field legitimate developers of oil properties again have a chance of raising capital on an honest basis. With this statement we fully agree but at the same time we can not class among them anyone who can so freely offer \$12,000 for \$100. Such profits exceed those made by the specie Uncle Sam has set out to exterminate as a pest upon society.

The Federal authorities are not going to wait until Dr. Cook is tried for using the mails to carry on his stock-selling fraud, to check his operations. They have clamped a fraud order on his business, which prevents him from using the mails to pester his victims in an endeavor to place upon himself the mantle of a martyr. Old Dr. Cook was but a cover for a cleverer get-rich-quick mind, that of S. E. J. Cox, who, when he was put out of business, had to operate under another name. Since the Federal authorities have gone down to Texas to clean the state up of its numerous natural gas gushers, there has been considerable subsidence of their noise.

**Republican or Sinner.**

A negro servant girl in Florida approached her boss's husband one day with: "Is you a Republican?"

"Why, no," he replied, "I generally vote the Democratic ticket, in this country, at any rate."

"No, no!" she came back, "I don't mean one of dem kind of 'publicans. I means a notorious republican, what signs papers."

## R. &amp; F. Brooms

THE DANDY LINE

Also B. O. E. LINE

## Prices

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

Freight allowed on shipments of five dozen or more.

All Brooms Guaranteed

Rich &amp; France

607-9 W. 12th Place

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Can Be  
Satisfied  
Before  
He Has  
Smoked  
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Of Real  
Merit

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GRAND RAPIDS, MICH.



**"Open Price" Policies Once More.**

The Supreme Court has once more ruled that certain practices of the "open price" type of trade association are in conflict with the anti-trust laws. It has sustained the Government in its suit against the American Linseed Oil Company, et al., maintaining that this case involved the same principles as had been previously passed upon by the Court in the Hardwood Lumber case. Attorneys for the defendant argued that the operations of the association of linseed oil manufacturers were not of such far-reaching effect as those which had been pronounced unlawful in the preceding case, but the Court refused to draw any distinction of this character and held that the practices in question could not be reconciled with its earlier ruling.

There are some champions of this type of association who maintain that if the "open price" features are eliminated the organization has little excuse for existence. It then becomes "Hamlet" with Hamlet left out. A glance at the agreement of the linseed crushers, as described in the decision of the Court, shows that it had many useful functions aside from the exchange of price information among its members. These included the compilation of data regarding manufacturing and marketing conditions in the industry; adoption of economies in manufacture and sale; exchange of the latest information concerning credit of buyers; establishment of uniform cost accounting systems; co-operation to obtain freight tariffs and classifications; standardization of products, and economical development of foreign markets.

From the foregoing it seems that an association confining itself within these limits would still have before it a large and highly useful programme. The practices which the court outlawed were those which resulted when each member, in the language of Justice McReynolds, "agreed to furnish a schedule of prices and terms and adhere thereto—unless more onerous ones were obtained—until prepared to give immediate notice of departure therefrom." This the court held, was crossing over into forbidden territory, and the necessary tendency of such practices was "to destroy the kind of competition to which the public has long looked for protection." After this ruling, reaffirming the previous attitude of the court, the practice of those trade associations which have continued to disseminate price information among their members may be expected to fall into innocuous desuetude, but there will still be many important economic functions which they can continue to perform while keeping clear of the twilight zone created by the decisions of the Supreme Court.

**Retail View of Swell Question.**

It seems somewhat regrettable that in the negotiations between the wholesale grocers and the canners respecting swells no one appears to have taken much heed of the retailer. It may be that the jobber must cover the spoilage of goods in retail

hands and that in getting a swell allowance from the canner the jobber protects the retailer, but manifestly the retailer is far from an adequate understanding of the swell problem as a real problem. For instance, here is the way it was presented to the recent Massachusetts retailer's convention by its resolutions committee:

"The question of Swells.—What can be done to compel the party at fault to stand the loss? Is the retailer, who by buying futures finances in a large part the canning industry, at fault for the swell cans? But he has to pay for them. Is the retailer at fault because, while 23 cans stand up forever, one goes bad? If they can pack 23 perfect cans, why not 24? Perhaps the packer could tell which was the 24th can, who knows, but can the retailer tell it until it has gone bad?

"If there must be an occasional mistake, why should not the party making the mistake pay for it? Why do we growl about it and pay?

"Are not the retailers of this country strong enough to make the canners either give them perfect goods or settle up for the poor ones they put in?

"Let's resolve something and go to work on it. If there is no other way, we can at least resolve not to buy any futures."

Unhappily the retailer ought to know that the canner cannot tell "the 24th can" any better than the retailer can, nor so well, for swells usually develop some time after the goods leave the cannery. And, of course, few canners are certain that all their cans are absolutely tight or fully processed.

Furthermore, the whole crux of the swell problem is that it is hard to tell who in fairness ought to pay for swells. If the canner does it, either in the first instance or later on, it must go into his overhead and in turn be reflected in the price he makes. If the jobber or the retailer lose it they must absorb it into their overhead and there, too, the consumer ultimately pays for it.

So long as Uncle Sam says that spoiled cans must be sent back along the line for examination by the man to blame, the risk must be adjusted, not so much on the basis of abstract responsibility as on a basis of rational prudence and fairness.

**Creeds for Churches.**

Detroit, June 12.—I note that one of your correspondents wants to have a church founded without a creed, but he does not suggest any sort of substitute. What does creed mean? Nothing but credo, that is, I believe. The Apostles' and Nicene creeds are epitomes of the Gospels, nothing more. To discard them is to discard the whole fabric of Christianity. A church without a creed is a house without foundations, a government without a constitution, an army without a standard, a man without a backbone. A society (it couldn't be a church) founded upon the things that are actually known would be unimaginative and stupid; it would get nowhere. Even science demands faith. A famous professor of higher mathematics always began his lectures with: "Let us assume." Like all investigating scientists, he demanded faith in the fundamental hypothesis before he could proceed.

James S. Field.

# Courtship Days

---

Courtship is the gentle art of finding out.

Before the matter is settled finally there is a subtle inspection of each other's charms—a delving into temperament and mutual suitability.

There are days of Courtship in business. No merchant should take a thing on chance. His wholesale dealer is his partner—to be chosen with care—and to be identified with him for the years to come.

This is the month for business Courtships. It is the testing time—the brief period between season to see and know what's what. We are willing! If you are, then there's nothing to prevent us from finding each other out. We may not be the house you want to hitch up to, and you may not be the merchant we want, either. But we can't tell until we get to know something of each other's qualities.

You, of course, must take the first step. Whenever visiting our city, by all means drop in on us and get acquainted.

---

**WORDEN GROCER COMPANY**

Grand Rapids

Kalamazoo—Lansing—Battle Creek

**The Prompt Shippers.**



**MOVEMENT OF MERCHANTS.**

Arcadia—Martin Shira has opened lunch room and ice cream parlor.

Wellston—James Harris succeeds Raymond Richards in general trade.

Detroit—The Standard Box Co. has changed its name to the Union Lumber Co.

Thompsonville—Burga Smith succeeds John Smith in the grocery business.

Ashley—The Home Goods Store succeeds Louis K. Kirby & Son in general trade.

Lake Odessa—N. E. Blakeley succeeds R. A. Stuart in the grocery and bakery business.

Clarksville—Grove C. Ward succeeds Pratt & Pratt in the dry goods and grocery business.

Breckenridge—D. A. Curtis & Co. has engaged in the lumber and building materials business.

Bad Axe—Th Bad Axe Grain Co. will erect a new office building at an estimated cost of \$20,000.

Hillsdale—The Hillsdale Cigar Co. has remodeled its business offices and made other improvements.

Detroit—The Automotive Fan & Bearing Co. has removed its business offices to 1310 Wildwood avenue, Jackson.

Grand Rapids—The Naylor Furniture Co., 1358 Grandville avenue, S.W. has increased its capital stock from \$20,000 to \$50,000.

Detroit—The Jefferson Savings Bank, Grosse Pointe Park has been incorporated with an authorized capital stock of \$60,000.

Chelsea—The Chelsea Lumber & Coal Co. has been incorporated with an authorized capital stock of \$30,000, \$20,000 of which has been subscribed and paid in in cash.

Elsie—Ernest Blunt, head clerk for O. L. Brainard in his grocery store for some years, has purchased the Carter & Steere grocery stock and will continue the business under his own name.

Montgomery—W. O. Robinson, recently of Camden, has purchased the Blair meat market and grocery stock and will continue the business under his own name.

Hopkins—The Allegan Lumber Co. has purchased the stock and property of the Corlett-Stone Lumber Co. D. O. Green will continue as manager of the new company.

Comstock Park—The Comstock Park Lumber Co. has been incorporated with an authorized capital stock of \$10,000, of which amount 6,000 has been subscribed and \$3,150 paid in in cash.

Detroit—The Builders Lumber & Wrecking Co., 7015 Miller avenue, has merged its business into a stock company under the same style with an authorized capital stock of \$25,000, of which amount \$15,000 has been subscribed, \$1,528.74 paid in in cash and \$13,471.26 in property.

Detroit—The International Manufacturing Co., 439 East Fort street, has been incorporated to manufacture and sell motors, automotive, marine and stationary gasoline equipment, with an authorized capital stock of \$100,000, \$1,000 of which has been subscribed and paid in in cash.

Custer—Harvey Luce, of Indiana, has accepted the management of the Custer Lumber Co., A. L. Pullman having resigned his position to accept a similar one with the same company at Marion.

Jackson—The Godfrey-McKinstry Lumber Co., Ltd., 308 Frances street, has been incorporated with an authorized capital stock of \$20,000, \$5,000 of which has been subscribed and paid in in property.

Jackson—Charles Schrah, for 16 years a member of the Jackson police force, has resigned his position and opened a grocery store, ice cream and soft drink parlor at Portage Lake resort, 14 miles north of the city.

Crystal Falls—The Crystal Falls hotel which is being erected by the American Legion residents of this town, will be completed and turned over to the directors July 15. Plans for the opening are nearly completed.

Detroit—The United Sales & Distributing Co., 148 East Woodbridge street, has been incorporated to deal in office, store and factory appliances, with an authorized capital stock of \$3,000, all of which has been subscribed and \$1,500 paid in in cash.

Detroit—The Motor City Oil Co., 3131 Bellevue avenue, has been incorporated to deal in oils, gasoline, paints, greases, auto accessories, etc., with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and paid in in cash.

Ypsilanti—O. M. Rockwell and L. Frank Morrison have formed a co-partnership and purchased the H. B. Smith drug stock and store fixtures and will continue the business under the style of the Economy Drug Store, at the same location, West Michigan avenue.

Holland—Ollie's, Inc., 10 West 8th street, has been incorporated to deal in sporting goods, cigars, tobacco, confectionery, etc., at wholesale and retail, with an authorized capital stock of \$15,000, of which amount \$13,500 has been subscribed and \$3,500 paid in in cash.

Lansing—Clifford J. Page, formerly of Page & Harryman, shoe dealers, has formed a copartnership with H. R. Lamerson, proprietor of the Lamerson Bootery, City National Bank building, and the business will be continued under the style of the Page-Lamerson Bootery.

Lowell—Gust Jaarvis has sold his confectionery stock and ice cream parlor to Mrs. J. J. Lalley and Arthur E. McMahon, who will continue the business under the old name, the Sugar Bowl. Mr. Jarvis will devote his entire attention to his confectionery store at Saranac.

Bridgman—The Baldwin-Whitten-Ackerman Nurseries has been incorporated with an authorized capital stock of \$100,000 common and \$50,000 preferred, \$136,000 of which has been subscribed and paid in in cash. Farm products will be handled in connection with nursery stock.

Flint—The closing of the Smith, Bridgman & Co. department store, which has been conducted at the same location for 61 years, was marked by a unique event when Mrs. Mary Smith, 89 years old, who made the

first purchase when the store was opened in 1862, also made the last purchase.

Lowell—E. A. Anderson has sold his grocery stock to Clint Hodges, who has taken possession. Mr. R. F. D. 1, from Conklin, where he has purchased the general stock of William Rademacher, who will retire from business, after having conducted a general store at Wright for the past 31 years.

Detroit—Kretsch Bros., 14840 Kercheval avenue, have merged their plumbing, manufacturing, etc., business into a stock company under the style of Kretsch Bros., Inc., with an authorized capital stock of \$50,000 of which amount \$27,800 has been subscribed, \$1,087.28 paid in in cash and \$25,912.72 in property.

**Manufacturing Matters.**

Ann Arbor—The American Manufacturing Co. has changed its name to the American Auto Sales Co.

Detroit—The Kerr Specialty Co., 1741 Bellevue avenue, has increased its capital stock from \$60,000 to \$150,000.

River Rouge—The Great Lakes Engineering Works has increased its capital stock from \$1,500,000 to \$2,500,000.

Detroit—The Sterling Manufacturing Co., 4725 Ellery street, has increased its capital stock from \$20,000 to \$40,000.

Detroit—The Peninsular Machinery Co., 429 East Jefferson avenue, has increased its capital stock from \$1,000 to \$200,000.

St. Johns—Murray & Martin, bakers, have purchased the Phippeny & Hicks bakery and will use the plant for pastry baking only.

Lansing—The Lansing headquarters of the Hekman Biscuit Co. has been removed from 403 East Shawwassee street to 802 East Michigan avenue.

Grand Rapids—The Shanahan Furniture Co., 1321-31 Carman avenue, has increased its capital stock from \$10,000 and 3,000 shares no par value to \$25,000 and 7,500 shares no par value.

Shelby—J. A. Harrison & Sons, have sold their lumber and shingle business to Martin May, of Ludington, who will continue the business under the style of the Shelby Lumber Co.

Hamtramck—Yeamans Novelty Co., 36266 Yeamans avenue, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Merrill—The Merrill Creamery Co., with business offices at 209 North Water street, has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and \$1,000 paid in in cash.

Petoskey—The Petoskey Ice Co., has been incorporated to manufacture and sell artificial ice and deal in fuel, etc., with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in property.

Detroit—The Detroit Bolt & Screw Co., 606 McKerchey Bldg., has been incorporated with an authorized capital stock of \$1,500 common and \$1,500 preferred, of which amount

\$1,500 has been subscribed and paid in in cash.

Battle Creek—Guy E. Elliott has merged his safety deposit boxes, metal boxes, etc., manufacturing business into a stock company under the style of the Safety Deposit Box Co., with an authorized capital stock of \$16,000, of which amount \$8,200 has been subscribed and paid in, \$4,700 in cash and \$3,500 in property. The company will also deal in office supplies.

**Selling Sanitation and Satisfaction.**

The selling point in refrigerator marketing is not only that they are a storage place for edibles during the summer months, but that they are an essential feature of the modern cleanly, sanitary kitchen that the great women's magazines have been advocating for years. Follow in the footsteps of these magazines and gather the harvest sowed by this national publicity.

Another important factor in connection with the sale of refrigerators is the new angle that the ice companies are putting on their advertising. The companies have come to realize that ice is a universal commodity which can be pushed by proper advertising, and the assumption that there will be a refrigerator in every home is an important part of their selling campaign.

The refrigerator should be featured in all kitchen displays. They cannot be demonstrated as other household appliances are, but the prospective buyer must be told exactly what the ice-box will do. The prospect should be impressed with the fact that the refrigerator will give complete and scientific preservation of perishable edibles in the home, and that it is unsafe to leave exposed to the danger of decomposition. This will happen if it is not refrigerated.

**Some Things Clerks Can Do.**

A clerk, and a very good one, too, has jotted down the things he would do under different circumstances:

- I would be on time each morning.
- I would be present each day.
- I would take not more than forty-five minutes for lunch.
- I would arrange my stock and be ready when the store opens.
- I would have my salesbook and index ready for action.
- I would not leave my department without a permit.
- I would be polite and courteous to customers.
- I would try to impress the customer that I was a salesperson.
- I would fill the order correctly.
- I would not use a scratch pad in taking an order.
- I would use only the salesbook in taking an order.
- I would itemize each purchase on the salesbook.
- I would not abbreviate an item.
- I would add and total the purchase correctly.
- I would carry the amount to the index.
- I would write plainly.
- I would ask customers to kindly take small packages with them.



### Essential Features of the Grocery Staples.

Increased cost of production on account of higher farm wages resulting from shortage of farm labor now confronts the agricultural industry, according to the United States Department of Agriculture in its monthly agricultural review for June. The effect of such a situation is normally in the direction of higher prices for farm products or curtailment of production, or both the review indicates. The department points out, however, that it is still so early in the season that definite forecasts regarding either supply or demand cannot be made. An influx of Mexicans into the sugar beet regions to relieve in part the shortage of farm labor is reported.

Agricultural prices show relatively little change. Slightly higher prices for some products are shown but most of these products have left the farm. The index of purchasing power of farm products stood at 70 for April as compared with 69 in March. The general industrial situation is receiving considerable attention by the department in charting the prospective demand for agricultural products. Competitive bidding for labor and materials and strikes in the textile and building industries suggest that the industrial boom may be entering the phase of highest costs, the department says. The building boom has already received some preliminary shocks in the shape of strikes and suggested curtailment of credit, it is stated.

Sugar—The market is unsettled and weak. Loca jobbers hold cane granulated at 10.35c and beet at 10.05c.

Coffee—There is little change in the coffee situation. The spot demand for Brazilians is fair with desirable selections of Santos scarce and demanding good premiums. With warmer weather there is an excellent chance for retailers to turn consumers attention to iced coffee as a hot weather beverage. Many did so a year ago with pleasing results. Lots of people who do not like tea and who are prone to abandon coffee during the summer months can be induced to continue as coffee consumers through a little effort in this direction.

Canned Fruits—Second cling peaches a short while ago were a drug on the market and went at sacrifice prices. Most traders ignored them and considerable weakness developed. A number of operators who figured that a reaction would develop quietly bought up stocks and put them aside. The low prices through consuming channels started a heavier movement and now stocks are cleaning up in such shape that those dealers who have stocks are more confident of the future and they do not care to sell except at substantial advances. Standards have improved also and are in fair jobbing demand on the spot in a moderate way. There is no real speculative movement in either grade as distributors do not care to stock ahead when future prices are still unsettled. Advices from the Coast are to the effect that it will likely be another month or more before the

larger canners name their opening prices. The delay is caused by the failure of packers to accept the views of growers as to raw material. Growers have high ideas and canners think they are excessive in their demands. Operating costs are heavy and the only way the packer thinks he can meet the ideas of distributors is to get raw material more advantageously than at present. In this way the canner is showing a genuine desire to issue opening prices which will induce trading. If packers are as successful in apricots and peaches as they have been in cherries they will be able to force a lower basis upon growers. The cherry market has remained firm, especially in the Northwest where many canners are sold up on contract, mostly to interior markets. Apricots ruled weak and are neglected. There is a constant demand for pineapple which is hard to fill as supplies are light. With a large strawberry pack dealers want attractive prices. Maine blueberries are getting concentrated in strong hands. Apples are quiet.

Canned Vegetables—There is a tendency toward more or less of a famine in spot stocks of tomatoes and to a lesser extent in corn. Old peas are getting down to the bare bone in all sections and new pack from the South now moving, is in demand. As most canners are sold up they are not seeking new business. Standards are short of requirements, making a better outlet for the intermediate grade. Fancy peas are gaining in strength as old goods are being harbored in case the new pack runs largely to the other grades. Tomatoes are firm in 3s, 2½s and 10s, with 2s picking up. Tending toward higher levels. The first three sizes are sparingly offered while No. 2s are not so easily picked up at 95@97½c factory. Futures are held firm in the country. Corn is moving in fair volume for standards. Fancy corn is only to be had in straggling lots. String beans are also short of requirements.

Canned Fish—Coast advices indicate strength in pink and red salmon, as the carryover is reported to be light and in strong hands while the pack of reds will be curtailed by Government regulation. Opening prices are not expected until July. Chinook salmon, now coming in, is readily absorbed and the present pack it is expected will as usual be easily sold at opening prices which are expected to be \$2.20 and \$4.50. Sardines are more or less lacking in features, although there is a steady jobbing demand. Shrimp is firm and wanted but sparingly offered. Lobster, crab meat and tuna fish are all selling better now that the weather has increased consumption.

Dried Fruits—It takes only three words to sum up the dried fruit market as "dull, weak and inactive. While there is a fair distribution from jobber to retailer the movement from first hand to jobber is not at all what it should be. It is mostly small lot trading, and as the trend of prices has still been downward there is no inducement to buy ahead—quite the contrary. There seems to be no

faith among jobbers in present quotations of old packs and the noticeable lack of demand for new fruits on contract shows that what prices have been quoted have not been accepted as a safe basis. It is quite evident that distributors think that a turning point in the dried fruit market is at hand and because of the possibility of lower prices no one wants to be stocked up with old goods or obligated on future contracts to take delivery of high priced stocks later on. While domestic market conditions are unsettled they are chaotic abroad and much in the dried fruit line depends upon the foreign situation. Prunes are dull. There is some speculative demand, but it is at inside prices and at concessions on special lots. Ordinary jobbing interest is narrow. While currants are quoted higher on the spot due to the exchange, dealers are bidding 12c on a 14c market and fail to get the goods, which means a narrow movement. Primary markets are unwilling to quote freely for shipment. Apricots have made no progress in spots or futures. California new Adriatic figs are offered, but have so far not been freely taken. Peaches and pears have been slow sellers.

Candy—Advances in candy prices are being named by many manufacturers, the sugar price situation obviously being the big factor in this direction. The summer season is always a banner one for the sale of confections of all kinds. Accordingly it behooves every grocer to spruce up his candy department, give it better than usual position and display in his store, and at least occasional mention in his advertising. Candy profits are mighty satisfactory and with a little effort much of the trade now going to the drug stores can be diverted to the groceries. This can't be done on penny goods alone, however. Any grocer who confines his attention to these items and cheap mixed can never expect to enjoy any pronounced candy sales and profits. A little investment in the better bar goods, bulk candies and boxed items will create many a dollar of profits.

Paris Green—Just a little while now and Grand Daddy Bug and all his numerous progeny will be hard at work allaying their appetites for the, to them, toothsome potato leaves and vines. When this happens the grower of the staple spud will be in the market for a few pounds of food which will once and for all satiate the appetites of the bug family. 'Tis none too early to advise your trade that you are in position to aid them in staging the farewell party for Mr. and Mrs. Potato Bug and their heirs and assigns.

Harvey Gish leaves to-morrow for Ann Arbor to witness the graduation of his son, Russell G. Gish, from the Michigan University. He graduates on the literary course, but expects to make landscape designing his occupation for life. He has several commissions to execute in Ann Arbor during the summer season and will probably not return home with his father.

### Michigan Wholesale Grocers.

At the annual meeting of the Michigan Wholesale Grocers Association, held at Detroit last week, the following officers were elected for the ensuing year:

President—Edwin Dibble, Hillsdale.

Vice-President—E. A. Kruisenga, Detroit.

Secretary—F. J. Holmes, Alpena.

Executive Committee—H. T. Stanton, G. W. Rouse and John C. Clark.

The newly-elected Secretary lived at Alpena for many years and conducted a wholesale grocery business there with marked success. Having recently sold his business to the National Grocer Co., he is foot loose and has accepted the position with the understanding that he is to make his headquarters in Detroit.

Offices for the Association have been established at 1132 Majestic building.

William Judson has returned from San Jose, California, where he and Mrs. Judson started three weeks ago to attend the golden wedding of O. H. Barnhart. The trip was made without incident over the double track road of the Union Pacific and Mr. Judson was very much pleased to note the very wonderful improvement of the country through which the road passes since five years ago. He says the most wonderful development was the number of new school houses being built in almost every town through which the road passes. The same is true of California, where school houses are certainly very greatly in evidence. They arrived at their destination on Sunday and the following day sat down to an anniversary dinner, participated in by twenty-six relatives of the Barnhart family. Pleasant talks were made by many of those present, including Mr. Judson, who pronounced the family relation the biggest institution in the world. He spoke feelingly and sympathetically of the relations the Barnhart family sustained to Michigan the many years they lived in this state and congratulated the principles that they were able to have all of their children with them on the occasion of their golden wedding. The Judson returned by the same route they used in going to California, Mrs. Judson stopping over in Denver for a week to visit an Aunt.

### Indignant Letter Received By A Jobbing House.

"If you send me to day what I order of your man who was here, then I wonder what kinds of boot-legs I was drinking when he was here. If you don't send me what I order, then I wonder what kinds the man was a drinking of who send them. I said two dozen of the one kind and six of the other. You send six dozen and you send three dozen, but each ain't the kind it is, and the dozen is filled out hind end to. Send them as I ordered and take back them as is too much. When your man comes again he don't get an order, and if it ain't right when it comes, then he don't get once more."



### Methods of Meeting Mail Order Competition.

It is worse than useless to decry mail-order houses, proclaiming to your customers that such institutions are predatory and reprehensible, that the extent and attractiveness of their so-called bargains is enormously exaggerated, and all that sort of thing; for your customers immediately jump to the conclusion that it's only another case of "sour grapes;" that you are hopelessly outclassed as a merchandiser, but are too stubborn blind or prejudiced to admit defeat. Don't decry mail-order competition—meet it.

If it is true that merchandising is only another name for service, then the local dealer who is close to the people, who knows them by name and understands from first-hand information their likes and dislikes, and the extent of their buying capacity—is in a position to render a far more satisfactory type of service than the remote mail-order concern. In the long run it may be that mail-order house will be cited as one of the most resultful and stimulative factors, whose combined benefit has been to lift the shopkeeper out of a slump and make him over into a real merchant.

In a recent number of the Tradesman there was an interesting story of a Wisconsin merchant who is successfully meeting this type of competition. He doesn't do it by eloquent abusiveness, but by a definite carefully thought-out, intelligently directed program of his own. As the story goes, he issued a catalogue of his own, which he distributed generously throughout his trade zone. In the pages of this catalogue many attractive bargains were featured. Thus he proved to his customers, and all who might read his catalogue that, when it came to bona fide bargains, the mail-order people didn't have a thing on him.

And just at this point we may interrupt the story by remarking that the only effective way of meeting the mail-order concern's proffer of bargains is to match it with other bargains in similar lines. You can do this. Any first-class dealer anywhere can do as much. There are manufacturers and jobbers in various lines who specialize in "leaders" and so-called "specials"—merchandise that, for one reason or another, can be had at attractive prices. The idea is to mark them up so as to get a reasonable profit on the transaction, and then pass the favor on to your customers. Every city department store manager is continually on the outlook for such things in order to keep business breezing along. In many lines—especially in shoes, haberdashery, and clothing for everybody—there are between-season "specials," which are now universally resorted to as business-stimulators in dull periods; and the thing that makes them go is the attractive price concession. Every dealer ought to have in stock at all times a sufficient supply of these "leaders." By them your regular lines can be supplemented, so that the bargain-hunter—and in some communities he or she is rather numerous—does not come to

you in vain.

In the account of this interesting experiment on the part of the Wisconsin merchant, it goes on to say that his first catalogue was mailed out early in the Spring. So far, so good. But this merchant wanted to be sure that the people who got the catalogue read it and kept it on hand for constant reference, so he made a novel offer. He gave a cash discount on all orders sent in, provided the catalogue was returned between Sept. 1 and Dec. 31. The discount amounted to \$1 on orders totaling \$21 or more, 50 cents on orders reaching \$10.50, and 25 cents on orders amounting to \$5.25. Catalogues had to be returned within the specified period. It is stated that the plan worked well.

In another anti-mail-order crusade conducted by this same merchant, he conceived the idea of giving away a piano to the most popular customer. This plan was evidently worked up along the familiar lines of the voting contest; i. e. with each purchase of given amount a single vote was allowed. While this contest was in progress, a novel idea occurred to him, so he announced that for every mail-order catalogue of other concerns delivered to his store, two votes would be allowed. He took in over three tons of catalogues issued by competitive houses and sold them at a profit as waste paper!

Now that particular Wisconsin merchant wasn't denouncing mail-order houses, he was just mixing imagination with his business and beating them at their own game. And that's precisely what it will take to meet this type of competition.

You have the goods. Your customer can examine them for himself, and compare them with other goods of similar lines, both the cheaper and the better grades. In ordering from a catalogue all he has is a picture and few printed lines of description. Over against a section of a page of cold and insensate printed matter in a bulky catalogue, is the thing itself in your store—and something or other—it may be a gun or a horse blanket—backed up by your personality. Assuming that you can once get him into your store, who has the advantage, the mail-order house or you? If you sell guns and horse blankets, you know a lot of interesting things about such commodities; and if you are a good salesman you will know how to use this information to advantage in helping your customer to a judicious choice.

But just at this point, as no doubt the reader of this article has surmised, is the rub. How can we get him into the store? The mail-order people have sent him their catalogue and he turns to its pages when he needs a gun or a horse blanket; so what can I do? Do like the catalogue houses do—go after him with advertising matter. The catalogue is a good antidote for the catalogue, as the Wisconsin dealer has proved by his valuable experiment. But if the catalogue is too ambitious for you, and involves a greater investment in advertising than your busi-

ness will at present justify, get out a booklet, or at least a series of form letters, or something to make him realize that you are still on the ground.

I read of a dealer who offered to duplicate any mail-order bargain. If the reader of a catalogue saw a pair of shoes at \$4.50 that appealed to him as being an exceptional value, this dealer offered to sell a pair just as good at the same price. He even went so far as to have some typical mail-order bargains ordered and brought to him—this merchant paying for them just for demonstration purposes; then he selected parallel lines from his stock, and proved to the satisfaction of all unprejudiced comers, that he was (and had been) offering just as big and even bigger bargains.

I have read a great many stimulating and helpful articles on meeting mail-order competition, and I have talked with a great many intelligent dealers throughout the South and the Middle West, and I have given the matter not a little thought of my own; and this, so far as I am now able to see the situation, is the conclusion of the whole matter: Meet mail-order competition with fruitful plans and methods of your own; demonstrate to the people of your community that you are in a position to render a better type of merchandising service than the distant mail-order house can possibly render. Instead of wasting your time in abusiveness, improve the time by mixing imagination with your business.

Frank Fenwick.

### Proceedings of Grand Rapids Bankruptcy Court.

Grand Rapids, June 4.—On this day was held the first meeting of creditors in the matter of Alton Van Houten, Bankrupt No. 2267. The bankrupt was present in person and by attorney, J. J. Smolenski. There were no creditors present or represented. One claim was proved and allowed against the estate. The bankrupt was sworn and examined by the referee, from which examination and from the schedules filed, it appeared that the estate had no assets over and above the legal exemptions to which the bankrupt was entitled. An order was made confirming such exemptions and the meeting was adjourned no date. The case has been closed and returned as a no-asset case.

On this day also was held the final meeting of creditors in the matter of John Van Andel, Bankrupt No. 2160. The bankrupt was not present or represented. The trustee was present in person. Several creditors were present in person. The trustee's report and account was approved and allowed. The bill of the attorney for the bankrupt was approved and allowed. An order was made for the payment of administration expenses and for the payment of a final dividend to creditors. There was no objection to the discharge of the bankrupt. The meeting was adjourned without date. The case will be closed and returned.

On this day also was held the final meeting of creditors in the matter of Fred Gunther, Sr., Bankrupt No. 1960. There were no appearances. Claims were approved and allowed. An order was made for the payment of administration expenses and for the payment of a final dividend to creditors. There was no objection to the discharge of the bankrupt. The final meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Geo. L. Brooks, Bankrupt No. 2274. The bankrupt was present in person. One creditor was present. Claims were allowed against the estate. The bankrupt was sworn and examined by the referee without a reporter, and it appeared that there was no estate over exemptions. An order confirming exemptions was made and the case closed and returned to the district court.

June 6. On this day were held the combined adjourned first meetings in the matter of Lawton L. Skillman, Bankrupt No. 2224, and of Skillman Lumber Co., Bankrupt No. 2222. Mr. Skillman was present for examination before a reporter and was examined by the

various attorneys in the two cases. The meetings were then adjourned without date.

June 7. On this day was held the first meeting of creditors in the matter of Herman Lampen, Bankrupt No. 2277. The bankrupt was present in person and by attorney, John W. Powers. Creditors were present in person. Claims were proved and allowed. The bankrupt was sworn and examined by the referee without a reporter. No trustee was appointed as there was no estate above exemptions. The exemptions were set off to the bankrupt and the meeting adjourned without date. The case has been closed and returned to the district court.

On this day was held the final meeting of creditors in the matter of Grand Rapids Motor Truck Co., Bankrupt No. 1186. The trustee was present in person. Claims were allowed. The trustee's final report and account was approved and allowed. The various bills for administration were considered and approved. An order was made for the payment of administration expenses, there being no funds on hand for dividends. The final meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Vine W. Hunter, Bankrupt No. 2279. The bankrupt was present in person and by attorneys, Eldred & Genuend. One creditor was present. C. C. Woolridge was appointed trustee by the referee, and the amount of his bond placed at \$100. The bankrupt was sworn and examined without a reporter. The first meeting was then adjourned without date.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Walter F. Droste, Bankrupt No. 2291. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of the city of Grand Rapids, and is the proprietor of a meat market. The schedules of the bankrupt list assets of \$525, of which \$250 is claimed as exempt to the bankrupt. The first meeting will be called when the bankrupt has furnished funds for the same, there appearing to be no real value in the assets of the estate over and above exemptions. A list of the creditors of the bankrupt is as follows:

G. R. Store Fixture Co., G. R.	\$ 15.00
Dayton Moneyweight Scale Co., Dayton, Ohio	60.00
Thos. J. Rooney, Grand Rapids	50.00
John T. Droste, Ionia	50.00
Morris & Co., Grand Rapids	281.47
G. R. Butchers Supply Co., Grand Rapids	15.00
Ostermeyer & Co., Chicago	52.46
Swift & Co., Grand Rapids	9.31
Cyrus W. Clark, Grand Rapids	203.10
J. C. Morhardt & Co., G. R.	57.69
Feldpausch Bros., Grand Rapids	7.79
Wagner Bros., Grand Rapids	31.17
Datema & Withrop, Grand Rapids	11.05

June 8. On this day was held the final meeting of creditors in the matter of Cyclone Motors Co., Bankrupt No. 2202. Creditors and the trustee were present. Claims were proved and allowed. The trustee's final report and account was approved and allowed. An order for the payment of administration expenses and labor claims was made as far as the funds on hand would permit, there being no funds on hand for the payment of dividends. The final meeting was adjourned without date. The case will be closed and returned to the district court.

June 9. In the matter of Regle Brass Co., Bankrupt No. 2081, the court is in receipt of an offer from W. J. Bennett, of Grand Rapids, of \$35,000 for all of the assets of the estate, both real and personal, except the cash now in the hands of the trustee and the accounts receivable. The date set for creditors to show cause why this offer should not be accepted and the sale confirmed is June 22. An inventory may be seen at the office of Kirk E. Wicks, special referee for the case, 336 Michigan Trust building. This property, which is a complete plant with machinery, tools, some raw materials and semi-finished materials in the brass manufacturing industry for the manufacture and finishing of brass hardware is located at Greenville. All interested should be present at the time above named.

In the matter of Dewey Jaarsma, Bankrupt No. 2287, the funds for the first meeting have been received and such meeting will be held at the referee's office on June 18.

In the matter of Jacob A. Tuuk, Bankrupt No. 2290, funds have been furnished and the first meeting is called for June 18.

In the matter of Franks Manufacturing Co., Bankrupt No. 2270, the court is in receipt of an offer of \$350 from Fred Haight, of Grand Rapids, for all of the assets of this estate, except the accounts receivable. The balance to be sold is appraised at \$602. The date fixed for the sale is June 18. All interested should be present at the time mentioned. The sale will be held at the office of the referee, 315 Houseman bldg., Grand Rapids. The property for sale consists of tools, machinery and other personal property for the manufacture of automobile spark plugs. An inventory may be seen at the office of the referee.



### Reminisces of Eearly Days in Grand Rapids.

Redford, June 12.—During the years 1850-54, the late W. N. Cook and the late Charles W. Hathaway, my father, were business partners—each one skilled as blacksmith and edged tool maker—and conducted a shop on the Grandville road at practically the spot now occupied by the main entrance to the Union Railway station.

At that time the neighborhood was well populated by families who had reached Grand Rapids as subcontractors and laborers during the construction of the so-called Detroit & Milwaukee Railway.

The major portion of these settlers were people of generous instincts, good average intelligence and the splendid energy and public spirit of pioneers. Largely, also, they were of Irish descent and were, with a goodly allotment of Frenchmen, a most worthy community that had settled where they did because of the advice and urgings of the officials and contractors for the building of the railway. The great sand hills North of Grand Rapids, through which the railway was surveyed and staked out, foreshadowed a job extending over many months of effort and it was good judgment to locate the real workers as nearly as possible to the industrial and to the civic, social and religious resources of the situation.

Moreover the area along the Grandville road had been secured by the said officials and promoters, so that it was possible to apportion lots of goodly areas among the pioneers and assure them that they would not be disturbed so long as they might choose to remain.

Accordingly the rapidly developed location became a potent and permanent factor in the development of the city and was at once also placed as a chief and foundational feature of the Parish of St. Andrew, so that church and day school influences were immediately available. This, with the Grandville road as a chiefly traveled highway to the South and to the tiny settlements at Grandville and Holland, made the new pioneer settlement popular, permanent and picturesque.

Lumber was available, as was labor, so that while money was not over abundant, the tiny home made houses, each one a veritable home, developed seemingly by magic and each one had its garden with the inevitable cow, pig and poultry adjuncts—the coat-of-arms of the homesteader.

And it was for such a growth that was, in exact accord with outside thoughtlessness and superciliousness, too common in all new development, evolved the meaningless, undeserved and cruel title of "Shanty Town."

Leaders among the founders of this little settlement bore the names of Grady, McGurran, Robbins, William Godfrey, William Moran, J. O'Riordan, W. H. Fulton, T. M. Connelly, Michael Crowley, Heman Leonard and William Hughes. Messrs. Grady, Godfrey, Leonard, McGurran and Moran were, in my childlike fancy, the rich men of the time, their large well built and imposing residences shaping my conclusion.

But most of the dwelling houses were small, one-story cottages, well built with diligently and well cultivated half-acre kitchen gardens attached. Pleasing variation to the generally picturesque phase of the area was afforded by the marked and rapidly flowing creek, called variously, "Sargent's Creek," because it emptied into the pond inlet of Grand River, further West, in Robbins Creek, because it was generally identified by the small boy as the stream where Tommy Robbins harbored his two canoes, which, at a small fee, could be utilized by youngsters not too timid as to paddling down and into the pond.

Another interesting fact in this

connection is that the present day location of the Michigan Tradesman is within a very few rods of the much waded, much utilized course of the creek where Gaius Perkins, Charley Leonard, Billy Fulton, Sidney Stevens, the present writer and many other boys fared forth with "wums fer bait" frequently on the hunt for suckers, mullet and horned dace.

It was the daily practice of my father and his business partner, Newton Cook, to traverse along a well beaten path by the side of the brook from LaGrave street to their shop on the Grandville road and it was, almost daily, my great adventure to pass—as a proud load astride my father's shoulders—over this route. Indeed this somewhat boggy and damp pathway became generally recognized as a shortened outlet for pedestrians between LaGrave street and the Grandville road. The girls attending Mrs. Moore's private school on LaGrave street were not averse to the bog-trotting experience. Effie and Emma Deane, "Mit" Turner, Eva Cook, Ellen Turner and others were well known as skilled bog-trotters.

It was in 1856 that the firm of Hathaway & Cook was dissolved and the shop on the Grandville road was abandoned. My father located in a shop on the West side of the East side canal two water power sections, North of Bridge street, and the adjoining water power section South of M. L. Sweet's flouring mill. Here father remained, devoting himself to the manufacture of edged tools—narrow axes, double bit axes, broad axes, adzes, ship carpenters tools, wheelwright tools, cooper tools and general carpenter tools.

My paternal grandfather was a descendant and graduate of the famous old time "Connecticut-River-Valley School (at Ashville, Mass.) of Edged Tool Production."

This general title, credited, it was said, to the rhetorical excellence of Daniel Webster and, for at least a century, was applied to the long established edged tool factory workers who grew up and worked as efficient factors in the clearing away of the hardwood forests from the shores of Long Island Sound to the great hills along the northern boundaries of Massachusetts. At all events the graduates of that school had worthy representatives in my grandfather and his son and for many years they were, with many others, reliable and famous aids in the development of the great lumber and agricultural interests in Michigan. Such an ancestral record is eminently an honorable one and one which, we feel, we cannot duplicate.

In addition to my ancestor's achievement, as here proudly recorded, I may be pardoned for allusion to the fact that my dear father was a thorough mathematician, as shown by an autographic paper upon "Strains and Stresses in Bridge Building," with graphic illustrations, drawn by himself, which is on file in the Grand Rapids Library or museum. He was admirably equipped as to acquaintance with standard English literature. One of my most valued memories is the Shakesperian Club in the village of Mill Point—now Spring Lake—which had the Hopkins boys (Mortimer and Steve) Tom W. Ferry—my father's boyhood chum—C. W. Hathaway, Mr. and Mrs. Newcomb, "Aunt" Allen—kin of Ethan Allen—and Mr. and Mrs. Middlemist as resident active members. The Middlemists conducted the hotel and it was in that hotel dining room that I gained my first view of theatrical or rhetorical effort. It was in 1852 or 1853, the chief feature of the memory being the appearance of the Rev. James Ballard, our family pastor in Grand Rapids, who recited a selection from Shakespeare—probably the oration over Caesar's dead body. I believe this because I had heard my father

"speak the same piece" several times with my mother and me as audience.

At that time and for two years previous my parents and I were second floor tenants in the home of W. N. Cook on LaGrave street and, following my theatrical debut (?) above recorded, father and Mr. Cook had established themselves on the North side of Monroe st., about midway between Division and Ionia st., a fact deeply impressed upon my mind, because he had caused to be painted at the upper edge and across the entire width of the building he occupied, the legend: "The Hope of Reward Sweetens Labor."

I am quite convinced that that couplet is the very first text that I committed to memory.

Chas. S. Hathaway.

### Corporations Wound Up.

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

American Utilities Co., St. Joseph.  
Enterprise Clothing Co., Detroit.  
Central Michigan Light & Power Co., Detroit.  
Stambaugh Lumber & Fuel Co., Stambaugh.  
Colonial Theatre, Flint.  
Continental Car Co., of America, Louisville-Detroit.  
Valley City Machine Works, Grand Rapids.  
Grand Rapids Grinding Machine Co., Grand Rapids.  
R. B. B. Amusement Co., Flint.  
Skrzycki Land & Home Co., Detroit.  
Markwick Sanitary Food Bag & Fastener Co., Detroit.  
Berton A. Spring Co., Grand Rapids.  
Daggett Holstein-Friesian Association, Daggett.  
Beidler & Bookmyer, Inc., Detroit.  
Trippensee Manufacturing Co., Detroit.  
Everitt Brothers, Detroit.  
W. E. Laur & Sons, Saginaw.  
Marx Reaty Co., Detroit.

## Shoe Stock

The entire stock and fixtures of the Shoe Market located at Ionia, Michigan, will be sold in bulk at Public Auction at Ionia on Tuesday, June 19th, at two o'clock in the afternoon. Stock nearly new. Inventory of stock and fixtures \$4,000. A going business and an excellent opportunity.

J. CLYDE WATT,  
Trustee,  
Ionia, Michigan

### Cars and Ships.

Little Johnny was seeking information from his father.

"Father," he asked, "freight is goods that are sent by water or land, isn't it?"

"That's right, son."

"Well, then, why is it that the freight that goes by ship is called a cargo, and when it goes by car it is called a shipment?"

And then Johnny wondered why father put on his hat and sauntered outside to get the air.

## 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.

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STRAIGHT  
SIZE—

The Johnson  
Original 10¢ Cigar

# VAN DAM

MANUFACTURED BY  
TUNIS JOHNSON CIGAR CO.  
GRAND RAPIDS, MICHIGAN

## "Hello, Hiram" The Candy Bar That Satisfies

DE BOLT CANDY CO.  
Kalamazoo, Mich.



**MUST REVISE FORECASTS.**

Price recessions during the past sixty days have served to check discussion of the question whether the country is headed for inflation. A short time ago there were not a few business men and economists who were convinced that the price indexes would go twenty or twenty-five point above their present level before a definite reaction set in. It is, of course, possible that we may yet witness such a development, but the recent check to the rise in prices diminishes the probability of such an outcome. If inflation is still to come the temporary check will in any event have had the effect of prolonging prosperity. There are indications, however, that in the light of recent happenings those who were looking for a precipitous rise in prices during the year are subjecting their estimates to considerable downward revision.

Views of business men on the subject of inflation fall into several categories. There is one group who believe that the predicted inflation has already come and gone, or at least is going. They maintain that nothing like the upward swing of war times was due in this swing of the cycle, and that the country has already had all of it that was coming. It has avoided the excesses of the post-armistice period, and it will therefore not have to sit in sackcloth and ashes and bring forth fruits meet for repentance as in 1920-21.

A somewhat different point of view is that of the business prognosticators who are expecting to see a "double peak" in the prosperity phase of the cycle. In their opinion, we have already passed one of the peaks and have begun a gentle descent into a little valley from which we shall pass presently to another peak perhaps not differing greatly in height from that which was passed in March or early April. There is still a third group of business observers who maintain that as yet we have had only the beginnings of inflation and that we are yet to experience the "real thing" before we pass into the next phase of the business cycle.

To reach that phase without the usual and well known accompaniments, they say, would be an economic phenomenon without precedent. They point to the fact that the cyclical developments in the business world so far have run true to form, and they interpret this as an indication that our present prosperity must run its course in the usual way. They are correct in maintaining that the avoidance of a period of depression after the rapid expansion of 1922-23 would be unprecedented, but there is undoubtedly more concerted activity to break former precedents in this particular than the country has ever known before. To assume that such a thing cannot be done is to adopt the fatalistic attitude which is sometimes attributed to adherents of the cycle theory by their critics. It is too early as yet to predict failure.

The conservation of our present prosperity obviously depends upon our ability to avoid inflation. That

we have not wholly avoided it is shown by existing conditions in the building industry. A rise of 31 per cent. in the average price of building materials in twelve months, and a rise, too, which had its start from a point far above the general price level, is proof positive that inflation has arrived in one field of business. If the conditions in building should be duplicated in a few other lines the outlook for general business would be anything but promising. Various methods for conserving prosperity by preventing such duplication have been discussed in New York during the current week by the National Monetary Association. The possibility of maintaining a fairly stable price level through changes in the rates of discount and rediscount was one of the subjects discussed. Another was the possibility of price stabilization through controlling the volume of money in circulation by the purchase of securities by banks. The familiar proposal for a "stabilized dollar" also received its share of attention. Not all these plans would prove practicable, but their discussion and the widespread interest which they have aroused afford ground for the hope that something effective may yet be done to eliminate the extremes in the periodic fluctuations in business.

All the anti-inflation schemes noted above involve Nation-wide cooperation on the part of banks, business establishments and the Government. This means that much educational work will still be necessary before a feasible plan along any of the lines suggested can be put into operation, and that will require time. Meanwhile the individual business unit can do its bit in smoothing out the wrinkles in the business curve. While making a drive to get its share of present prosperity it can avoid speculative buying and the accumulation of heavy inventories, it can keep well up with its collections while money is easy and can exercise care in the giving of new credit. The same caution which it uses in giving credit should be employed in taking it. Above all, this is not the time for embarking on a new building programme or for extensive enlargement of equipment. A detailed programme for the guidance of business men when the tide of prosperity is at the flood has been formulated in the report of the President's Committee on Unemployment, to which reference has been previously made in the Tradesman, and in the present period of uncertainty this can be studied with profit.

**STILL TOO MANY FAILURES.**

Statistics of business failures for May, as reported by Dun's agency, are not as reassuring as they might be. A slight increase in number over April is noted, although the total liabilities were about \$10,000,000 less than last month. The general tendency has been for failures to decrease in number from the beginning of a year to the middle of it, and then to get larger in the final six months. An increase, even so small as that in May, therefore, attracts attention. Besides this, the total

number—1,530—is close to three times the average before the deflation period of three years ago, and this of itself shows a condition far from normal. It would be unfair, however, to ascribe the result to the circumstances prevailing in May. It is usually some time after the subsidence of a storm before the wreckage comes ashore, and this is as true of commercial disturbances as it is of atmospheric. The reasons for some of the failures now being recorded dates back somewhat, a portion even to the drastic deflation of three years ago. A comparison in April and May shows an increase in those of manufacturers for the latter month, but the average liability was only \$41,716, as against \$82,300 in April. Failures of traders were 1,069 in May as compared with 1,088 the month before, with the average liability about \$3,000 higher. In the miscellaneous list, which includes brokers, agents, etc., there were sixty failures in May and forty-four in April. The relative amounts of liabilities are not available because figures are not given for the Jones & Baker brokerage receivership, the inclusion of which may go far yet toward making the aggregate of liabilities for May quite close to that of the preceding month.

**TAKE AWAY THE LICENSE.**

Among 150 men picked up by the police department of Grand Rapids Saturday and Sunday evenings for violation of the traffic laws, was one person so drunk that he did not know his own name. This man was making a pretense of driving a car, but he presented every indication of causing serious loss of life before the evening was over.

The Tradesman is unable to understand why a man who is apprehended while in such a condition is not forever prohibited from driving a car in the future. He is a constant menace to human life and has no more right to pursue his murderous course than a wild hyena has to run at random among the people.

Other prospective murderers are the young man and young woman who drive cars with their arms around the necks or waists of their companions, while the cars sway from one side of the road to the other, to the dismay and alarm of decent drivers. If injury and death comes to such people alone, no one feels very badly over their misfortune, but, unfortunately, injury and death are usually inflicted on innocent drivers and occupants of cars who do not conduct themselves in a criminal manner while using the road. There should be more strict enforcement on this point.

One day a rather timid-looking fellow came in and selected some goods. After completing his purchase, asked if he could open a charge account. He was told to go back to the office to see the 'Credit Man.' A few minutes afterwards he came back and going up to the clerk said, "He ain't no credit man, he is a cash man."

If a man reaps what he sows lots of people sowed weeds.

**WOOLS AND WOOLEN GOODS.**

Foreign wool markets are devoid of feature for the moment and are likely to remain so until the opening of the next series of auction sales in London toward the end of this month. While all the indications are of continued strength in prices, especially for merinos, it is generally assumed that levels will go no higher, but that, on the other hand, they are more likely to recede, now that the most urgent needs seem to have been supplied. Purchasers of the domestic clip appear to be of the same opinion, as they are offering opposition to the prices which growers—especially those in pools—have set. How far the mills have gone toward providing for the next season's requirements does not appear, but the best evidences are that the principal ones are in no immediate need of raw material. There is every reason why the manufacturers of woollens should seek to keep down prices for fabrics, in view of the possibility of a rebellion by consumers against any too steep advance in prices of apparel and added cost of the raw wool must be reflected in that of garments. The mills are, in general, reducing their output, the amount of reorders having failed to come up to expectations. Clothing manufacturers have done a somewhat spotty business, orders from retailers in certain sections not being up to the mark. Dress goods are moving slowly except as to some special lines of coatings.

**CRUSHERS WENT TOO FAR.**

A pretty clear case was made out against the linseed oil combination in the proceeding finally decided by the United States Supreme Court on Monday last. The different crushers had a fine little arrangement among themselves. They met regularly, exchanged information both as regards market conditions and economy of operation as well as the credits of buyers. Much of what they did was quite praiseworthy and calculated to be of public benefit. But they went beyond this. They swapped price lists, fixed prices for the oil in the different zones of territory into which they divided the country and called to account any member who sold for less than the agreed price. They made themselves into a close corporation and prevented any kind of competition, bringing themselves clearly within the provisions of the Sherman anti-trust law. The paint makers and other users of their product were at their mercy and had to pay the prices that were demanded, which increased by over 200 per cent. in a couple of years. The crushers were a little too brazen, being emboldened probably by the manner in which they were able to control Congress into giving them extra protection in the way of an added tariff on imported linseed oil. By the Fordney-McCumber act, passed after the institution of the Government's suit against the combination, the tariff rate on linseed oil was raised from 10 cents per gallon to 24.7½ cents.



# OVER \$7500.00 for Grape-Nuts Recipes

The Postum Cereal Company will buy not less than 101 Recipes or suggestions for new Uses of Grape-Nuts, paying \$50.00 for each one accepted. And in addition—

Good Housekeeping Institute, conducted by Good Housekeeping Magazine, will decide an award of \$2500.00 for the best four of the 101 or more Recipes or suggestions for new Uses of Grape-Nuts, so purchased:

\$1000.00 for the 1st selection      \$750.00 for the 2nd selection  
\$500.00 for the 3rd selection      \$250.00 for the 4th selection

Read carefully the terms of this offer so that you may have the fullest opportunity to share in its benefits. The conditions are so simple and fair that every housewife in the United States can take part in this National Recipe Festival!

## There Is No Other Food Like Grape-Nuts

WHILE practically every man, woman and child in the English-speaking world knows Grape-Nuts as a delicious, nourishing and wholesome cereal, and while it is common knowledge that Grape-Nuts with milk or cream is a complete food, many housewives know of the appetizing and dishes that can be prepared with Grape-Nuts. It lends more uses than any other cereal.

dressings for fowls, etc. No doubt there are thousands of women who are finding varied uses for Grape-Nuts in their home cooking, and even more thousands who will be glad to learn of those varied uses; for while we all cling to old favorite dishes, we also welcome and enjoy a change.

So that is the thought back of our offer of more than \$7500.00 in cash for new ways of using Grape-Nuts. To those women who are already using Grape-Nuts in various ways, other than as a breakfast cereal or in the recipes given here, and to the women who would like to try Grape-Nuts, we offer to buy not less than 101 Recipes or suggestions for new Uses of Grape-Nuts, so purchased:

Below are ten Recipes showing a few of the many appetizing dishes that can be made with Grape-Nuts. Read them over, try some of them, and then you will find it easy to work out a new Recipe or think of a new use for Grape-Nuts, that we may purchase. And remember, your Recipe or suggestion for new use of Grape-Nuts may also merit one of the large awards.

**GRAPE-NUTS Ice Cream**  
Prepare plain flavored ice cream in the usual way. Just before the cream hardens in freezing, add Grape-Nuts as it comes from the package, in the proportion of one-half cup of Grape-Nuts to one quart of ice cream. If you buy ice cream ready made, add Grape-Nuts in place of nuts. You'll find the resulting flavor unique.

**GRAPE-NUTS Salad**  
1 cup Grape-Nuts      2 cubed bananas  
1 sliced orange      2 teaspoons lemon-  
juice  
1 cup cubed pineapple  
Cream Salad Dressing  
Mix the fruit, add lemon-juice, mix with Grape-Nuts and serve on bed of lettuce with Cream Dressing. Makes four to six portions.

**GRAPE-NUTS Six Minute Pudding**  
1 cup Grape-Nuts      1 tablespoon sugar  
1 cup raisins  
1 cup scalded milk  
1/2 cup raisins  
1/2 cup scalded milk. Add sugar, Grape-Nuts with scalded milk. Cook six minutes and a little nutmeg. Cook constantly, and stirring constantly, and

# ARE YOU CASHING IN?

THINK what it means to have thousands of home women working out new Recipes and new ways of serving Grape-Nuts

Never before in all the 25 years that Grape-Nuts has been popular as a delicious and healthful cereal, has such an opportunity for bigger sales and bigger profits been offered you.

Our nation-wide advertising is directing housewives to ask

their grocers for descriptive circular telling all about this extraordinary opportunity to earn money in their own homes. You will likely have calls for the circulars, and if you haven't received a supply, they will be sent promptly on request.

It will pay you well to cooperate in making this National Recipe Festival a huge success

Will You Cash In?

Postum Cereal Company, Inc.  
Battle Creek, Michigan





### Buying Juvenile Footwear for Fall.

Growing girls' misses' and children's shoes show a decided tendency to follow the general style characteristics of women's footwear. It is as if the younger folks are keeping their eyes on the grown ups and they are demanding that they be allowed to wear what they want to rather than submit meekly to mothers' ideas in selecting their shoes.

Juvenile shoes will not imitate closely in details of materials and patterns the adult shoes. But there will be a greater sale than ever before—and later into the real cold months—of low shoe effects. It is in this sense that the styles will follow the trend of women's.

Youngsters will demand the low shoes for the greater foot freedom and because, in general, prettier effects are possible in low shoes than in boots. This will be almost 100 per cent. true among growing girls of 14 and upwards.

Starting with the small run of cacks, staples in first step shoes will sell as usual. In the 5/8 and the 8 1/2 to 11 runs, turn boots will sell in patent, and tan calf with fancy tops and bands in both button and lace will have a sale equal to the staple styles. The favorite styles in these latter will be patent with gray kid tops and patent band at the top, and tan calf with top ooze in otter or biege, also with band at the top. In welts there will be some staple boots sold in tan calf, some dressy patent boots with fancy tops of ooze, worumbo or other colored tops. In the children's sizes there will be a sale and demand for oxfords in patent and tan, mostly in foxed effects with a fancy material top, with vamp, stay, and foxing perforated and with straight and shield tips perforated. One strap shoes in punched effects and in two tone combinations will share in the demand with oxfords.

When we come to the misses' run of sizes the sale of low shoes will be more marked than in any previous season. There will be some staple tan boots sold, as after all the so-called misses are really children of seven to ten years of age. There will be a call for fancy top patent leather boots with tops of ooze in colors and fancy cloths. Smart styles in oxfords, foxed and freely perforated, made in tan and patent with inlay or quarter of another tone, will be good in the cities. One straps in two tones of tan in calf and ooze, or all over tan calf, and patent treated the same way, will be good sellers among the better class trade.

When we come to the big girls, we have reached a point where we have,

to split this class in our merchandising. There will be some boots sold on the wider orthopedic last to those girls of the younger age, of 12 to 14 years. But the girl of 14 and upwards will demand low effects. The foxed and "broggy" oxford in all over tan in calf and Norwegian, and the same oxfords in two tones of tan calf with tan or brown ooze as a trimming, will be especially good among school girls. In this class there will be a good sale for blucher oxfords of heavy leathers, with soft toe and fancy tips, or plain toe, also soft. These may be strictly tailor made, or in perforated saddle effects. But the bigger interest will be in one strap styles in sporty effects, of all over tan or patent, and two tone brown effects wherein tan calf or patent will be combined with colored ooze leathers. These strap effects will not be as ornate or intricate in design as the women's styles, and will be of the tailored type; some will approach the sandal in design.

Summary:—Turn boots in staples and fancies for small children. Tan and patent welt boots for older children—plain and fancy tops, and a few perforated fancy oxfords and straps, two tones, or all over one leather, and perforated.

For misses, more low shoes in fancy oxfords and straps, with some continued sale for staple boots of tan and fancy top patents, but less than in former years.

Growing girls—boots only for the junior miss and broggy and sporty foxed oxfords in two tones, some plain toe or soft toe oxfords, and real smart tailored styles in strap effects in welts, in tan calf trimmed with tan ooze, or patent plain or combined with ooze.—Shoe Retailer.

### Why Your Friends Buy Their Shoes Elsewhere.

Ever since business began, men have gone into business thinking they would make a grand success because they had so many friends. The result was either of two; they failed, or else built up their business with strangers who were attracted by their goods and pleasant manner of doing business.

You know this to be a fact. How many acquaintances can you count that are very good friends, and yet always trade elsewhere? A good many, no doubt; but why? And why, also, are the majority of your customers stranger?

A well-known salesman who calls on us frequently gave me a good illustration of this the other day, telling of an experience in the earlier days before he went on the road.

He and his father were in the re-

# Herold-Bertsch Shoes

Michigan  Made



Above are the two big farm papers of Michigan. Every week in one of these papers we are telling Michigan folks about Herold-Bertsch shoes, and sending them to you to buy. In this way we are increasing the good will developed by our 30 years of honest shoe values, and making it easy for you to sell more and more H-B goods. Let your community know through your windows and your ads where they can buy the Herold-Bertsch shoes and oxfords they've been reading about.

HEROLD-BERTSCH SHOE COMPANY  
Grand Rapids

## Style Expressing

# More Mileage Oxfords

For Men Who Care

On the Floor for at Once Delivery

## Kid Leathers

Ask for Nos. 544, 571, 584, 585, 587

## Calf Leathers

Ask for Nos. 533, 534, 535, 536, 582, 581, 558, 572

They come in Palo, Pilgrim, Quaker, Saxon and Drak Lasts, and are the Best Bets in Men's Fine Footwear today. They are shoes that will fit the eye, pocketbook and feet.

Mail in your order today and get started with Footwear that will get a bigger and better business for you.



## HIRTH-KRAUSE CO.

From Hide to you.

Shoe Mfgs. and Tanners Grand Rapids, Mich.



tail shoe business in a New York state town, and among their customers was a merchant who kept a dry goods store in the neighborhood. This man was particularly friendly, and went out of his way to bring people to the store; in other words, was an ideal customer.

The time came when the shoe store needed new rugs, and the problem was, "Where will we buy them?" Obviously they owed it to their neighbor to buy from him, but they were afraid that the rugs he would show them might not suit and they would offend him if they did not buy, and so lose him for a customer. The quality of his merchandise was just as high as at the store at which they did buy the rugs, but because the dry-goods merchant was such a good friend and customer, he lost the business.

It is only a good example of what happens to many merchants every day, big town, small town, anywhere. It is a curious trait of human nature to imagine that the stores in other cities or in other localities offer better values, although if the truth were known, the store nearest and handiest offers just as good merchandise at the same rate of profit and sometimes lower.

Two to one, you can give Smith, who buys his shoes down at Jones' store, just as good a shoe for looks, comfort and wear at lower cost than he pays Jones. Why, even in some cases Jones sells him the same make under another brand that you handle! But you are such a good friend of Smith's, belong to the same club, his wife and yours are pals, that he fears you might not have what he wants and that it would offend you if he did not buy.

If we could have a heart to heart talk with every friend and ask them where they bought their shoes, we might be able to induce them to try us once at least. But we haven't the nerve to ask such a question. We are afraid again they might be offended. No wonder certain people with cast-iron nerve make a success where conscientious merchants struggle along.

How can we change it? We know that we would feel better satisfied if our friends would at least give up a chance at their business, and few of us are unreasonable enough to expect to sell something, even to a friend, if it does not suit him. We lose sales every day, sometimes to good customers, who have their minds made up for some novelty we have not bought.

Why can't we tell this to our friends? We can, but how? Advertise it? Hardly; it would sound out of place in a newspaper, and probably would not accomplish the results we wish to obtain. By a personal letter? Maybe, but we would have to be sure we were writing to the right parties, and not to some who are occasional customers, or who have relatives in other stores. By telling their friends who do buy from you? Yes, if you can get them to mention it without bringing up the subject. It is a delicate matter at the best; maybe if we had the nerve

to broach the subject to them direct it would work—maybe not.

But how about yourself, Mr. Shoe Retailer? Do you trade with your friends, give them a chance for your business, trade with those who buy from you? Sometimes you do, but mostly you are afraid they might not be able to suit you. Let us reform ourselves first, and check ourselves up on everything we buy, to trade with those who trade with us whenever we are able, then perhaps those we have been trading with will buy from us to get back the business they formerly received.

F. C. Hamlin.

#### Chinese Rug Industry Suffers Heavy Losses.

The unprecedented boom in the rug-making industry in China, which followed interruption of the Turkish and Persian trade during the war, has suffered a severe check.

Out of 500 factories which were built in Tientsin during the first years of the war, developing a daily output of more than 10,000 square inches, fewer than 300 have survived a renewal of competition. During the heyday of the industry prices soared from \$1.60 and \$1.80 per square foot to \$3 and \$4. About one-fourth of the output was consumed domestically and of the rest America took the bulk.

#### To Take Up "At Value" Question.

The custom which, it is asserted, has been growing in the rug and carpet trades of wholesalers selling on an "at value" basis rather than on definite quotations will be investigated by the National Retail Dry Goods Association. Decision to take up the matter was made at the recent meeting of the Board of Directors of the Association and was prompted by the complaints of retailers. It is pointed out that in a rising market the wholesaler stands to benefit under the practice, but with the reverse the claim is made that the retailer is placed under a disadvantage.

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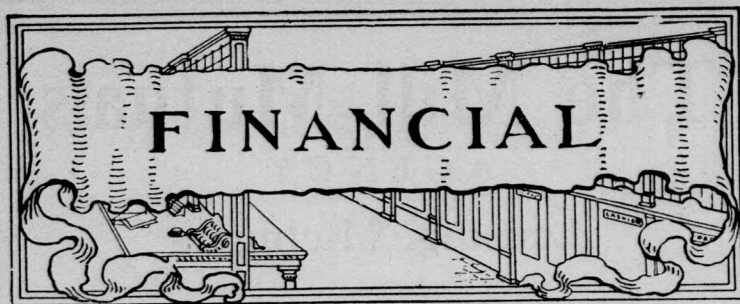
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### Economic Interests of European Nations are Closely Interwoven.

That the nations of the world are all members of one economic if not of one political body is well illustrated in the case of developments in England following the French occupation of the Ruhr. In some quarters it was stated that England would profit by this step of her ally, inasmuch as it would enable her to increase her export of coal, reduce unemployment, find work for idle shipping, and improve the trade balance. All of these things have happened to some extent, and yet the net outcome for the British Islands is not a happy one. The greater demand for British coal has forced up the price of fuel and this has its adverse effects on both householders and manufacturers. Textile mills in Manchester, for example, are being injured by the rising costs of production, and the iron and steel industries find it difficult to meet competition from the Continent. The result is that the increasing coal exports are being offset by diminishing exports of manufactured goods. The demoralization of industry in the most important manufacturing region of Germany has not proved a boon to British business. All this has some interest for this country in view of the recent declaration of a group of prominent politicians that the rapid recovery of Europe was against the interests of the United States and that such recovery as had already been achieved had injured our export trade.

Some sort of effort is going to be made at the next session of Congress to have the Government guarantee a minimum price for staple farm products. The matter was discussed to some extent at the last session, but agitation did not proceed very far. The farm bloc will be stronger at the next session of Congress, and its leaders are planning to drive through a measure for price guarantees. There are two obstacles in the way of their success. The American Farm Bureau Federation, representing the more conservative wing of the agriculturists, wants no bureaucratic price-fixing and is already waging a fight against this part of the programme of the bloc. The recent decision of the Supreme Court in the minimum wage case also has considerable bearing on this question. If the fixing of a minimum price for the labor of women is not in accordance with the Constitution of the United States, it is certain that the fixing of the price of wheat when no national emergency exists will not be upheld by the nation's highest tribunal.

The recent criticism which one of the Government departments brought down upon itself in connection with its publication of figures on the sugar situation has raised the question whether the Government should attempt to make any comment whatever on the probable course of events that might have its influence on market conditions. It is even urged by some economists that the official forecasts of crop yields should be abandoned, inasmuch as private estimates have proved fairly accurate, and have been made with only a slight fraction of the expense involved in the Government forecasts. There have been occasions, as in the case of the cotton crop of 1921, when the Government estimate has hit wide of the mark, and the forecasts of private agencies were nearer to the actual facts. Nevertheless, the point is made that estimates by public and private agencies are both needed, so that one may check the other, and between them the trade can adjust its ideas of prospective supply and price levels.

There is another kind of Government prophesying, however, that is indefensible. The country had a good example of this at the beginning of the week, when the Department of Agriculture sent out a statement for the press to the effect that the prices of farm products would go higher. Probably they will. The prices of some farm products are undoubtedly too low, in comparison with general price levels, and it would be gratifying to see an equalization in this direction. But there is also an opinion held by a considerable number of business men in good standing that commodity prices have about reached the peak, or even may have passed it. If these observers are right the Government is wrong, but in no event is a Government department justified in taking a stand on a matter which, after all, is only a conjecture. If, moreover, the Government sees fit to predict higher prices it is equally incumbent upon it to play the role of a prophet and send out word when it believes that prices are about to take the toboggan. It is impossible to imagine the head of any Government department doing such a thing, and it is difficult, then, to avoid the conclusion that predictions are made only when it is believed that they will have the desired political effect.

William O. Scroggs.

There is only one way to get rich quick, and that is by gambling. Most men who have tried that method say that it backfires too often to be reliable.

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### Proceedings of Grand Rapids Bankruptcy Court.

Grand Rapids, May 29—On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Hollie C. Romaine, Bankrupt, No. 2288. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of the township of Grand Rapids and is a plumber and steam fitter by trade and occupation. The schedules of the bankrupt list assets of \$520, of which \$500 is claimed as exempt to the bankrupt, and liabilities of \$2372.07. From the fact that the assets of the bankrupt over exemptions are of a doubtful value, the court has written for funds, and upon the arrival of the same notice of the date if first meeting will be made here. A list of the creditors of the bankrupt is as follows:

Richards Mfg. Co., Grand Rapids \$701.62  
Evert Stadt Hdwe. Co., G. R. 18.55  
Vanden Beek Hdwe. Co., G. R. 15.00  
T. Smit, Grand Rapids 18.00  
Ferguson Supply Co., G. R. 1218.90  
G. R. Savings Bank, G. R. 400.00  
May 31. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Northern Michigan Pulp Co., Bankrupt, No. 2280. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a corporation doing business at Petoskey and manufactured pulp out of logs procured in the vicinity. The schedules list assets of \$279,924.08, and liabilities of \$296,739.20. The first meeting of the creditors will be held at the office of the referee on June 14. A list of the creditors of the bankrupt is as follows:

City Treasurer, Petoskey \$2549.14  
Edwin Crutchfield, Petoskey 179.53  
Blanch Blakely, Petoskey 65.40  
Eugene W. Cole, Petoskey 195.95  
John Piel, Petoskey 117.70  
Chas. Koche, Petoskey 74.25  
Dave Potts, Petoskey 77.88  
Otto Johnson, Petoskey 77.70  
Chas. Lee, Petoskey 39.52  
A. Cowan, Petoskey 88.00  
Mich. Trust Company, G. R. 103,000.00  
Allied Mills, Kalamazoo 77.55.00  
Albany Felt Co., Albany 1167.43  
Alpena National Bank, Alpena 5000.00  
Appleton Iron Wks., Appleton 318.20  
Appleton Machine Co., Appleton 146.00  
Anchor Packing Co., Detroit 38.00  
Bagley, Sewall Co., Watertown, N. Y. 192.00  
Baker Mfg. Co., Saratoga Springs, N. Y. 170.00  
Barclay, Ayers & Bertsch, G. R. 2.15  
Beloit Iron Wks., Beloit, Wis. 8.70  
Birmingham Prosser Co., Kalamazoo 64.26  
Black-Clawson Co., Hamilton, O. 21.00  
C. L. Boelio, Petoskey 8.00  
Bristol Co., Waterbury, Conn. 128.45  
Brooks Oil Co., Cleveland 342.00  
Bremmyr Bain Co., Petoskey 473.74  
Carp Lake Mfg. Co., Carp Lake 960.00  
Carthage Machine Co., Carthage, N. Y. 275.23  
Central Mfg. Co., Kalamazoo 512.08  
Cook Electric Co., Petoskey 332.88  
Chase & Woodruff, Kalamazoo 2599.06  
Churchill Printing Co., Petoskey 8.95  
Se Soto Coal Co., Grand Rapids 1254.38  
R. J. Dowd Knife Wks., Beloit, Wis. 244.50  
Eastwood Wire Mfg. Co., Belleville, N. J. 250.87  
H. D. Edwards & Co., Detroit 47.35  
W. B. Elliott, Cheboygan 115.00  
Enterprise Coal Co., Chicago 227.50  
C. W. Fallass, Petoskey 5.90  
First National Bank, Petoskey 5000.00  
Foxboro Co., Foxboro, Mass. 48.15  
Fochtman Store, Petoskey 1800.00  
Galster Ins. Agency, Petoskey 2280.53  
Gallion Iron Wks., Gallion, Ill. 14.36  
Glenn Falls Mach. Co., Glenn Falls 49.25  
D. Graft & Sons, Kalamazoo 27.72  
Green Bay Barker Co., Green Bay 116.05  
Grinnell Co., Warren, Ohio 1.74  
Frank Gruler & Sons, Petoskey 98.30  
Hanky Milling Co., Petoskey 42.65  
Headeley Bros., Clarion 2000.00  
Heine Boiler Co., St. Louis 209.30  
Hooper Mankin Fuel Co., Huntington 646.43  
M. M. Hunt, Carp Lake 2996.51  
Minnie Ingalls, Eureka, Calif. 33.33  
Island Creek Coal Co., Cincinnati 3355.59  
Jackson & Tindle, Inc., Buffalo 11600.00  
Jewell Belt Hook Co., Hartford 79.43  
Kalamazoo Motors Corp., Kalamazoo 6.18  
Kuttruff, Pickart & Co., New York 235.00  
Lockwood Trade Journal, N. Y. 8.00  
Locke Regulator Co., Salem, Mass. 15.16  
Litz Smith Fuel Co., Huntington 506.18  
J. B. Lunds Co., Cheboygan 3175.78  
Mc Cabe Hdwe., Petoskey 2057.28

W. R. Mc Dermott, Petoskey 506.85  
Mc Lin & Willaman, Pellston 2250.00  
Geo. Mc Manus Lbr. Co., Petoskey 47.74  
Magnolia Metal Co., New York 26.88  
Magnolia Land & Lumber Co., Petoskey 900.00  
Manistee Iron Wks., Manistee 75.00  
Manhattan Rubber Co., Detroit 138.60  
Matthew Addy Co., Cincinnati 1344.30  
Meeker & Anderson, Alba 450.97  
Mich. Tanning & Extract Co., Petoskey 211.22  
Midland Coal Sales Co., Cincinnati 61.00  
Ned E. Munger, Petoskey 935.16  
Newman Clock Co., Chicago 2.84  
Ohio & Michigan Coal Co., Detroit 1463.70  
Jas. Oldham, Petoskey 13.80  
Orr Felt & Blanket Co., Piqua 368.00  
Penn. Salt Mfg. Co., Phila. 27914.29  
Philadelphia & Cleveland Coal Co., Cleveland 3196.56  
Estate Geo. W. Priest, Pellston 6432.07  
Petoskey Iron Wks., Petoskey 2511.77  
Pfeiffer & Burch, Petoskey 152.50  
Storage Battery Co., Petoskey 2.00  
Ross & Wentworth, Bay City 2625.10  
Reliance Gauge & Column Co., Cleveland 6.75  
Sterling Midland Coal Co., Chicago 1219.20  
E. H. Sargent, Chicago 48.48  
Homer Sly Auto Co., Petoskey 11.70  
Standard Oil Co., Grand Rapids 751.68  
Texas Gulf Sulphur Co., no ad. 4327.49  
Tribbey Coal Co., Cincinnati 365.60  
Valley Iron Wks., Appleton 70.25  
Vogt Mfg. Co., Louisville, Ky. 550.60  
White Marble Lime Co., Manistiquette 369.07  
M. L. Williman, Pellston 1250.00  
Wright Austin Co., Detroit 4.65  
Geo. T. Zipp Lumber Co., Petoskey 329.04  
L. S. Shaw & Co., Cleveland 138.57

June 1. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of J. A. Tunk, Jr., Bankrupt, No. 2290. The matter has been referred to Benn M. Corwin, as referee in bankruptcy. The bankrupt is a resident of Grand Rapids and is a garage owner. The schedules filed list assets of \$2244.36, of which \$200 is claimed as exempt to the bankrupt, with liabilities in the sum of \$16,096.45. From the fact that the assets of the estate are of doubtful nature the court has written for funds and on arrival of the same the first meeting will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

Motor Specialties Co., Muskegon \$100.00  
W. U. Telegraph Co., Muskegon 11.92  
Firestone Tire Co., G. R. 139.68  
C. G. Spring Co., Detroit 152.82  
Donaldson Litho. Co., Newport 270.00  
United Auto Co., Muskegon 140.00  
Muskegon Chronicle, Muskegon 100.00  
Howard Cranfill, South Bend 63.22  
Piston Ring Co., Muskegon 9.45  
Foote Printing Co., Muskegon 40.50  
Muskegon Glass Co., Muskegon 22.73  
United Home Tel. Co., Muskegon 72.35  
Towner Hdwe. Co., Muskegon 24.84  
William Hardy Co., Muskegon 39.75  
Consumers Tire Co., Muskegon 20.17  
Angus Coal Co., Muskegon 90.03  
Dana Printing Co., Muskegon 11.75  
Close Elec. Co., Muskegon 32.86  
Vacuum Oil Co., Chicago 340.01  
Consumers Power Co., Muskegon 11.00  
Hoyland-Lemle Co., Chicago 45.00  
Page Sales & Service Co., Detroit 1272.09  
Hackley National Bank, Muskegon 9288.25  
A. Tuuk, Muskegon 2300.00

The following claim is for liability only:

Commercial Finance Corp., G. R. 1497.12  
June 2. On this day was held the first meeting of creditors in the matter of Wallace B. Doddington, Bankrupt, No. 2275. The bankrupt was present in person and by Peter J. Danhof, attorney. No creditors were present or represented. No claims were proved. No trustee was elected. The bankrupt was sworn and examined by the referee without a reporter. It appeared that the estate contained no assets over exemptions and the meeting was closed and the case returned as a no-asset case.

On this day also was held the first meeting of creditors in the matter of Howard W. Dillenbeck, Bankrupt, No. 2276. The bankrupt was present in person and by Claude Youdan, attorney. No creditors were present or represented. One claim was proved and allowed. The bankrupt was sworn and examined by the referee without the reporter. The meeting was then closed without date, it appearing that there were no assets in the estate over and above the exemptions of the bankrupt allowed by statute.



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In the matter of Napoleon Motor Co., Inc., Bankrupt, No. 2187, the court has received an offer of \$3500 from A. Morrison, of Grand Rapids, for the remaining personal property at the plant at Traverse City. A meeting of creditors for hearing on such offer and further bids will be held at the office of the referee, June 13. All interested should be present at such time and place. An inventory may be seen at the office of the Grand Rapids Trust Co., trustee of the estate, and at the office of the referee.

In the matter of Matthew Erler, Bankrupt, No. 2283, funds for the first meeting have been received and such meeting will be held at the office of the referee on June 14.

#### How the Flag Came to Sandy Bar.

Grandville, June 12—Sandy Bar was way up in the pine woods a hundred miles from nowhere.

There were less than a score of pupils at the little district school, and the time of which we write was nearly seventy years ago, when flags and things connected with civilization were unknown.

The time was near the Fourth of July and the boys and girls of Sandy Bar school were quite excited over the prospect of a celebration right in their own little settlement.

There were to be Chinese fire-crackers, an anvil cannon and one of the woodsmen had suggested a parade of horrors.

Everything was being arranged to the king's taste, when little Peter Thornton asked Miss True, the teacher, if she had a flag.

"My mother brought one from Maine with her," said the boy, "but it got burned up when our house burned down two years ago."

"Of course, we must have a flag," declared Miss True, who was in the big woods teaching the young idea how to shoot from her far away home at Rockland, Maine. She had often told the children stories of her native state, of the big ships that went to sea from her home port and of the gay flags floating from the mastheads. It was all very fine. Nearly every boy had seen a flag sometime, somewhere, but not since coming to the lumber woods. This was long before the Civil War and bunting was no in evidence as it became later.

It soon became known that there was not a flag in the burg.

"How can we celebrate without one?" asked Jim Merritt.

"Certainly we can't," agreed the teacher. "We must have a flag, and I'll see what can be done about it. She herself had a red flannel petticoat somewhat the worse for wear, and a white neck scarf which she was ready to sacrifice on the altar of patriotism.

Miss True boarded at the school director's, who was the lumberman of the place. He often drove to the Mouth after supplies, but had not thought of going before the Fourth.

Down at the Mouth some of the stores would doubtless have a flag that could be purchased and Mr. Merritt offered to make the trip on purpose to try for a flag, but Miss True promptly forbade.

"I surely can make a flag," she assured him. "I have made them before now, and it's real sport."

And so the flag was started. Like Betsy Ross of old, Miss True tore up her red flannel petticoat and sewed together the white and red stripes into becoming length and width. She then rummaged until she found a bit of blue cloth to which she sewed white stars, and on the day before the auspicious day set for the celebration, the flag was completed and pronounced very good by every one who viewed it.

Two days before the Fourth, Miss True called the two larger boys, and asked them about getting a pole. They expressed eagerness to cut one in the woods and set it up before the schoolhouse. Pete and Jim went to the woods with axes and cut a small spruce, which they trimmed and bore in triumph to the school grounds.

This they set up, after having fixed a spool in the top, over which a small rope was to revolve, carrying Miss True's flag.

Sam Sparks yoked his oxen, hitched to a toad, and went to get the anvil at the blacksmith shop. The blacksmith had gone home with a lame foot the previous day, leaving the shop door locked, taking the key with him.

"Pete, you climb through the window," said Sparks. "We've gotter have that anvil if it costs a lawsuit." "But we can't lift it out the window, Mr. Sparks," interrupted the boy.

"Well, you can bust the lock can't you, with a pair of tongs. What's a lock to having a Fourth of July?"

Pete Thornton did as he was directed. With a pair of heavy tongs he soon freed the door. Sam Sparks and the boy managed to tumble the anvil off its perch and roll it outside. Procuring a plank they, after considerable effort, loaded the anvil on the toad, and drove to the schoolhouse.

Powder was always in evidence in every backwoods settlement of those days. The method of firing was to fill the small slot at one end of the anvil with powder, drive in a plug, at one corner of which was left a priming hole. With a redhot iron, heated at the schoolroom stove, the anvil cannon was fired. The explosion was fully equal in detonation to that of a small cannon.

A thunder shower on the evening of the Fourth laid the dust, and a day of sunshine dawned on the morrow.

A big wagonload of Indians came up from the Dam, yelling at the top of their voices as they entered the settlement. Miss True instructed several of the pupils in singing and speaking, which was carried out from a small plank platform in front of the schoolhouse.

Jim Merritt felt proud enough when he stepped out, and as the anvil crashed and Miss True's flag went to the top of the pole, he made his best bow, and recited "Warren's Address to his Army."

Bunker Hill, Yorktown and Sandy Bar were all mixed in that day's outburst of patriotism. The flag, the good old Stars and Stripes made by

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the numble fingers of the Yankee school ma'am, flaunted gaily, a credit to its creator. Although the first, this was not the last celebration at the settlement, and Miss True's flag always graced the occasions for years afterward. Old Timer.

#### Not for Protection, but Speculation.

The psychology of insurance is a matter to which considerable study may be given with profit. Unquestionably the insurance viewpoint constitutes a factor with more elastic characteristics than is generally realized. To the popular mind, stimulated by honorable motives, as it is, insurance in the abstract stands for protection. It constitutes the safe and sane method of alleviating a sudden heavy loss that might otherwise bring disaster, by distributing the burden over as large an average exposure as possible.

Properly regarded, it comprises one of the greatest boons to commerce and industry and national progress that modern foresight and sagacity has devised. Unfortunately, there is a class, however, in whose distorted vision insurance is held as merely a component part of business, to be either speculated with in the effort to win, much as the broker might gamble in the stock market, or worse still, regarded as desired loot by a predatory group, not hesitating to resort to the torch of the firebug or other nefarious practices.

The insured who expects or plans to "more than break even" with the insurance companies when he makes application for fire, burglary, automobile or other lines of insurance, is not a good citizen, and comprises a class that it is desirable for the underwriter to avoid in the selection of risks. The honest insured never desires a loss, with all the attendant trouble and inconvenience, and in cases where an insurance loss is with complaisance invited, or "wished for," as one public adjuster put it, in the scheme to beat the insurance game, the insured is a crook at heart. For, as the adjuster continued, "if the insured wishes hard enough it generally happens." But this spirit was not embodied in the policy contract to which both sides were members.

The cases of those unscrupulous merchants who deliberately conspire to burn, or resort to other fraudulent means to plunder insurance, fall to the level of the common criminal, while the extent of such depredations is a shock to human nature. As an illegitimate method of quick and easy money-making, incendiarism ranks first among all forms of crime, and its increasing frequency reveals a steady growth of debasing business morality holding it no sin to beat the insurance companies at every opportunity. Watch for the class who do not regard insurance for protection, but for speculation or plunder.—United States Review.

#### If the Pace Keeps Up.

Comment was made a day or two ago by a well-posted authority that, if the volume of sales of retailers thus far this month is kept up, the June results should be among the best of the year. He said that reports received from retailers in many

sections of the country indicate the probability that any loss in turnover the stores may have had in their more important departments, because of the recent unfavorable weather, will likely be made up this month. A feature of the current consumer buying is that it appears more concentrated because of having been held off and, for the same reason, gives promise of covering a longer period. The good consumer response also has a bearing on the Fall situation as, with a good prior season, the retailers will be in much better mood to enter upon commitments for the Fall.

If our carefulness equaled our carelessness, we would all be too rich to be happy.

## The Michigan Retail Dry Goods Association

advises its members to place their fire insurance with the

**GRAND RAPIDS MERCHANTS MUTUAL FIRE INSURANCE COMPANY**

and save 30% on their premiums.

Other merchants equally welcome.

319-20 Houseman Bldg.

Grand Rapids, Mich.

## A Satisfied Policy Holder

St. Johns, Mich., Jan. 16, 1923.

Michigan Shoe Dealers Mutual Fire Ins. Co.  
Lansing, Mich.

Gentlemen:-

Enclosed find check for premium on your \$5000.00 policy, and you may be interested to know that I feel very well pleased with the adjustment of my recent loss caused by water and smoke.

Your cost is less than any of the other several companies in which I am carrying insurance, and you were also the first to pay. In fact, I intend to take out \$5000.00 more in the near future. Thanking you for your promptness and wishing you success, I am

Very truly yours,

Geo. H. Chapman.

## Morton Hotel

6%

### First Mortgage Bonds

Maturities  
10 to 20 years

We have these good local bonds available for investment in \$500 and \$1,000 lots.

**Howe, Snow & Bertles, Inc.**

Investment Securities

Grand Rapids

New York

Detroit

SOME MERCHANTS whose business is seasonable carry their cash reserves in our 5% Full Paid shares, using it as collateral with us when funds are needed.

This guarantees them a 5% return on their money at all times and provides them with money at 6% when needed.

### Grand Rapids Mutual Building and Loan Association

Resources \$4,500,000.00

Chartered 1888

35 Years in the Widdicomb Building

## OUR FIRE INS. POLICIES ARE CONCURRENT

with any standard stock policies that you are buying.

The Net Cost is **30% Less**

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

WM. N. SENF, Secretary-Treas.



## MEN OF MARK.

## C. N. Remington, Public Spirited Citizen of Grand Rapids.

Charles N. Remington was born April 29, 1865, at Earlville, New York. His father's antecedents were English. His mother's antecedents were Irish a long way back. When he was eighteen months of age his parents removed to Grand Rapids, where his uncle, the late William B. Remington, was engaged in the wholesale notion business. His father started out on the road to represent this house, being a contemporary of the late Alonzo Seymour, who is generally conceded to be one of the first traveling salesmen who represented a Grand Rapids house among the retail trade of Michigan.

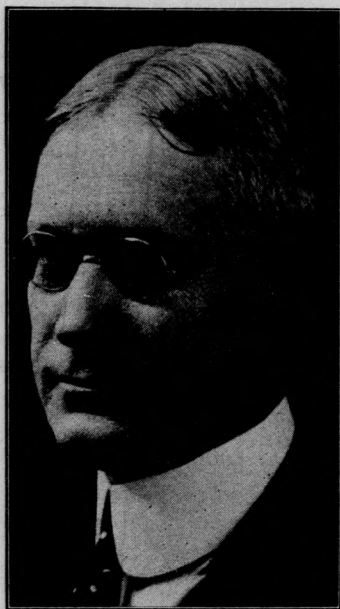
Mr. Remington attended school until 14 years of age, when he sought and obtained a position with the Berkey & Gay Furniture Co. as pad hopper. In this occupation he was the predecessor of the Excelsior Wrapper Co. of the present day in that he manufactured the pads used by that factory in packing its furniture. His salary at this time was \$2.50 per week. A year later he entered the employ of his brother-in-law, H. F. Hastings, merchandise broker, as office boy at \$10 per month. Thirteen years later he was made a partner in the business and on the death of the senior partner he acquired the interest of Mrs. Hastings, remaining with the business altogether twenty-six years. On selling the business to Arthur Hurst, he took up the active management of the Grand Rapids Mutual Building & Loan Association, which is now thirty-five years old and has resources of \$4,500,000. During the time the organization has been in existence it has made nearly 5,000 mortgage loans and 11,000 collateral loans on its own stock. Mr. Remington had been a director of the company for twenty years at the time he became its Secretary and General Manager. He had served as Vice-President since 1914. Two years ago he assumed the duties of President, so that he is now in sole charge of the entire institution.

Mr. Remington's investments have been largely along real estate lines. He platted some years ago the Briggs North Park addition of 82 acres, every lot of which has long since been disposed of. Some years ago he platted Edgewater addition, adjoining Reed's Lake, comprising 31 acres. He has recently platted Marywood addition, comprising 24 lots opposite the new Roman Catholic academy in the East end, and sold five lots within the first three days. He is contemplating the platting of the Flood farm, just East of Marywood addition, comprising 80 acres. This farm he has owned for nearly twenty years.

Mr. Remington built the original freight depot for the Holland Interurban road, now occupied by the Grand Rapids Steel and Supply Co. He also erected and owns the building on Ellsworth avenue occupied by Crane & Co. He owns the Tous-

sant block, occupied by the Wm. A. Berkey Furniture Co., and the Campau office building adjoining. He is President and General Manager of the Ludington Gas Co., whose destiny he has guided for the past fifteen years. He was an original member of the Grand Rapids Park and Boulevard Association, which built the boulevard around Reed's Lake. He has been Secretary of this organization ten years and has given the city and his associates yeoman service in this capacity. He is a member of the Board of Appeals under the Zoning Commission and has been first and foremost in all good movements for the betterment of the city, materially and morally.

Mr. Remington is a member of Park Congregational church, having



C. N. Remington.

been a trustee six years. He was a charter member of York lodge, F. & A. M., and passed through all the chairs. He is now treasurer of the Charity fund of the lodge. He is also a Shriner and a 32nd degree Mason.

Mr. Remington was married Jan. 10, 1889, to Miss Kate Drehr, of Grand Rapids. They have one daughter, Katherine, who acts as his private secretary. They reside in their own home at 340 South College avenue.

Mr. Remington is a plain, sincere, genuine man. He abhors pretense and sham of every kind. What he appears to be, that he is. Entirely free from the petty vanities of the ordinary man he thinks little and cares less for popular applause. Careful to conduct himself in a manner worthily to deserve the approbation of his friends and acquaintances, he practices no arts to win even their favor or good opinion or to keep it. Withal, his is a sensitive nature which would keenly suffer from misrepresentation and be deeply wounded by unkind criticism or censure undeserved.

Frankness of speech and directness of method are among his most conspicuous characteristics.

His manner is ever courteous and gracious to all who approach him.

Yet an inborn dignity and pride protect him from the elbow-touch of the would-be familiar.

The love of peace and the dislike of friction are innate with him, but no one can terrify him or move him to any action unsanctioned by his conscience or against his seasoned judgment.

Conservative by nature and forming his opinions only after mature deliberation, he is slow to change them. But he possesses none of that egotism which closes the ear to the appeals of reason and refuses obstinately to admit that there is another side.

He has a clear vision as regards men and affairs, policies and principles. He sees things as they are, uncolored by interest and undistorted by passion or prejudice.

Though no really deserving object ever appeals to him in vain, he makes no display of his charities, nor indulges in any self-exaltation on account of them.

In his home are blended substantial comfort and plenty, without extravagance or attempt at luxurious display; and within its portals, with warm and generous hospitality, the friendly visitor is always welcomed.

In his private life he is of exemplary habits, free from the little blemishes that stain the characters of many otherwise worthy men.

He is in his own simple, sincere and undemonstrative way, intensely devoted to his family, loyal to the core, affectionate and kind. He spares them nothing that promises them pleasure or that could possibly conduce to their permanent happiness and well-being.

Mr. Remington received a rigid schooling in the work of city betterment as chairman of the Municipal Affairs Committee of the Grand Rapids Association of Commerce and did noteworthy work in that connection.

With the exception of Charles W. Garfield, no one has been more active in the work of civic righteousness and civic improvement than Mr. Remington. He has been ready at all times and under all circumstances to do his part and it need not be remarked that his part has been by no means an inferior one in his unceasing devotion to the development and preservation of our natural resources. Mr. Remington seems almost to have acquired a personal affection for our park system. Certainly for many years he has stood before the public as its faithful lover defending it from every form of encroachment and deploring every threatened impairment of its beauty. All his life, in fact, he has been a cultivator of the beautiful in nature, and both in city and countryside he has labored indefatigably and successfully to preserve for the multitude those charms of landscape to which his eye and soul are so sensitive. His personal qualities, in which a modest simplicity and directness are blended with so many attractive traits, win him troops of friends, who have come to regard him as the guardian of our breathing places and beauty spots.

## Plea for Greater Consideration.

Hancock, June 12—It is my pleasure—and at times displeasure—to be a knight of the road, calling on grocers with jobbers' salesmen in different parts of the country.

This article pertains to the relationship between said jobbers' representatives and grocerymen. In some cases I find the two very congenial, especially if they have had dealings for a number of years. They come to know where each is at and get along together smoothly. The wise grocer comes to look on the salesman as a necessity and depends on his judgment as to what and when to buy. The salesman gets his information from his employer, who, in time, gets it from market reports, the Tradesman and other reliable sources.

In these days, of keen competition each grocer does business with more than one jobber—sometimes with several of them. This accounts for the independence of many grocers. The jobber's man is often treated with very little courtesy and sometimes with contempt. A lack of system in ordering is the chief trouble. Every grocer should have a want book in a handy place. As soon as he discovers that he is going to need a fresh supply of any article he should immediately put it on the book. A good plan, in addition to this, is to go the rounds of the store with the book each day, preferably about 2 p. m. When the jobber's man calls a minimum amount of time will be required in giving the order, which should be done as soon as possible after the salesman puts in his appearance. It saves both his time and the grocer's. I have often seen a salesman and grocer make the rounds of store and take the time of two men that could have been done in half the time by one, by following the plan I have suggested. I have seen a salesman wait around a store a long time for the grocer to finish waiting on customers and then be informed that nothing was wanted, when he might have told him so as soon as he appeared and saved him loss of time in waiting.

The article on "Courtesy" in the Tradesman of May 16 might be read with profit by many. I am a constant reader of the Tradesman and I am sure there is not a single copy issued but has valuable information and suggestions for merchants, jobbers and salesmen.

New Timer.

All good things that exist are the fruits of originality, and yet this virtue of originality remains the one thing which unoriginal minds cannot feel the use of.

As an insurance against loss when the unexpected occurs, keep your business in such shape that it will sell readily, profitably.

## 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



# 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)

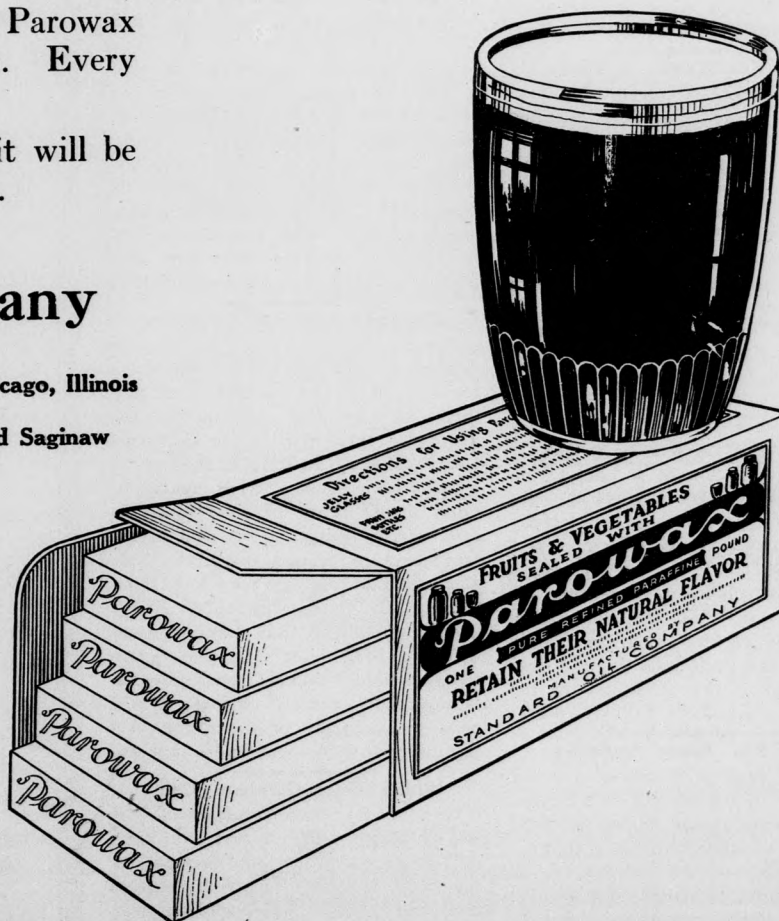
910 S. Michigan Avenue

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.





## DRY GOODS, FANCY GOODS AND NOTIONS

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.

### Staples Are Priced Low.

Owing to the rise in cost of some staple lines of merchandise, with unchanged retail prices being quoted, retailers are finding such items productive of very little profit and perhaps a loss. Examples of this are cited by the merchandise manager of one of the large New York stores. He said that some kinds of boys' clothing which wholesaled at \$8.50 per suit last year are now \$9.50, while the store's selling price of \$12.50 is retained. Girls' middy blouses that cost \$15 per dozen last year are now quoted at \$18 per dozen and are still sold by the store at \$1.95 each. Serge bloomers, he added, formerly sold at \$33 per dozen, have been advanced to \$36, while the store has not changed its selling price of \$3.95, which prevailed before the increased wholesale cost. This executive said the low mark-up was necessary now in order to absorb the advances, keep up turnover and prevent the development of consumer price resistance.

### Buyers Not Wholly to Blame.

While buyers are responsible in a great many cases for the returned goods in the ready-to-wear trade, an experienced manufacturer of this merchandise insists that they are not wholly to blame. "Many manufacturers," he said, "are prone to regard the buyer as a fool. They take the position that he sees so much merchandise in the course of his days' work that he does not remember what he buys from the different houses. Because of this, they feel they can substitute something else for a number he has ordered, but of which they happen to be out. I personally have found, without trying to substitute, that the average experienced buyer has a wonderfully keen memory. I have had men describe a garment to me in detail, even to the trimming, some time after they saw it in the showroom. Anyone who thinks he can safely substitute on such men is not only foolish, but works an injury to the trade as a whole."

### Look For Many Novelties.

A great deal of attention is being given now to the styling and designing of women's wear fabrics for next Spring. That there will be a striking profusion of novelty effects, it is declared, may be taken for granted. In sports fabrics, particularly, are innovations expected to be introduced

It would not be surprising, it is said, if some of the cloths which have hitherto been used exclusively for "dressy" wear were to be developed for sports garments. Stripes are thought to be in line for lead in patterns, possibly superseding plaids. Their popularity for Spring, however, depends on how they are received for the coming Fall. Twills will be used again, but they are said in some quarters to be headed for a decline in favor, both because of their long run and the scaling down of them to low price levels. Reps and similar weaves of the poplin order are looked upon to lead, with more mills making them and growing favor being extended them by retailers.

### What Shall Be Done With Red?

One of the problems now facing the millinery industry is what to do in the case of red. This hue, which has come in stronger than any of the others in the vogue for colored cotsumes, has troubled the trade for some time. It is not a color that is ordinarily as popular as it is now, being rather difficult for many women to wear, and the present rush for it on the part of consumers has given buyers concern as to just how much they should stock up on it. The best information apparently is that it can be most safely handled in combination with other harmonious hues and that, in this way, it can be made less trying and the vogue for it made wider. The contention is advanced that, properly merchandised, millinery with a smack of red in it can be made to carry over into Fall on its present wave of popularity.

### Children's Tub Silk Garments.

While retailers have met with a degree of success with tub silk dresses for misses and women, it is said there has not been any marked demand for such articles for children's wear. This is so despite the efforts which some stores have made to push them. Part of the reason is said to lay in the comparatively high cost of dresses made of these shirting materials, as they run from \$15 up at retail. The belief is expressed, however, that they may sell better a little later. In those garments which have been moving, straight line effects in stripes, with a collar of organdy or other contrasting material, have been most favored.

### Where Fibre Garments Gain.

One of the reasons advanced for the slump reported in real silk knitted garments in certain quarters of the trade, especially in novelty sweaters and kindred merchandise, was that the greater skill used in the production of fibre silk articles now

is bringing out things made of this material that compare very favorably with the real silk goods at a smaller cost to the consumer. In numerous instances, it is asserted fibre silk garments of good workmanship have fooled the buyers themselves, so

closely did they simulate real silk. The improvement in manufacture is primarily due to the improved machinery used in making the fibre goods. Not only can these machines be used for making real silk articles, if desired, but they make up fibre things

## The Stories of Two Merchants



1

He owned a store in a town of 500 in a good farming community about 15 miles from a city of 10,000. He was selling \$10 to \$15 a day and his trade was going to the city because the merchants there were circularizing his trade at cheap prices.

When our salesman called he was doing nothing. Of course, he wanted nothing and told our salesman WHY. He showed the city circular to our salesman who pointed out that there was nothing on it which we could not sell him to sell at just as good prices and with a good profit to him besides.

He was a regular "Doubting Thomas" but our salesman made him buy an order of \$800, with the express understanding that we furnish an expert to write his advertisement and put on the sale for him. This we did, and his first day's sales were over \$500, and the total was over \$2,000 all at good profit and his trade brought back.

2

He was one of seven dry goods merchants in a town of 1600 in a good farming community. All of them were doing poorly. He had sales of \$6 to \$20 a day. To say that he was discouraged would be putting it mildly.

At our suggestion, he looked into a location in another town and decided to move. We helped him put on a closing out sale, showing him how to decorate his windows, wrote his advertisement, etc. The first day he sold over \$600, and the sale ran over \$2500. So he made the move at a profit instead of a loss.



ON HIS OWN HOOK.

If either one of these conditions apply to you in even a small way or if you have a merchandising problem to solve

### REMEMBER

WE ARE YOUR MERCHANDISING BANK AND ARE HERE TO SERVE YOU WITHOUT CHARGE.

We would appreciate the opportunity to serve you and all you need to do is to fill out the enclosed coupon and mail it to us.



GRAND RAPIDS DRY GOODS CO.

Wholesale Only

We Ship Mail Orders the Day Received.

GRAND RAPIDS DRY GOODS CO.

June \_\_\_\_\_, 1923.

I want your representative to call on me about \_\_\_\_\_

### REMARKS

(State here if possible, whether you want to put on a sale, merchandising help, advice, or what.)

Name \_\_\_\_\_

Address \_\_\_\_\_



in combinations of two, three and four colors. This adds greatly to the appearance of the merchandise and makes it a greater competitor of real silk goods.

#### Spurt in Bathing Suit Demand.

Manufacturers of bathing suits say that there has been a notable increase in the volume of business placed during the last week or ten days, the warm weather acting as the quickening factor. One well-known wholesaler said yesterday it was no longer a question of selling the goods, but rather one of filling the bunched demands that are being made. Worsted and cotton jersey suits are the leading ones called for, with a pronounced trend toward the brighter colors and fancy stripings. Lines for the next season will be opened about July 10, it is understood, by those manufacturers who sell to the jobbing trade. Some of the leading manufacturers who sell retailers mainly, it was said recently, will open their lines on Aug. 15. The present status of the yarn market is given as the reason for the action of the latter in delaying their showings.

#### Some Lagging in Boy's Clothing.

Additional business for Fall is being only slowly received by manufacturers of boy's clothing, according to reports in the market. The season began with a very good booking of orders, but, as in the case of men's garments, there has been a slackening during the past few weeks. Cancellations have been received by some manufacturers. These are described as nothing to be alarmed at. It is added, however, that some of the big retail stores have not yet sent in either confirmations or revisions of orders taken. The suit with two pairs of trousers constitute almost the entire demand. In the South, however, according to one well known wholesaler, the single trouser suit still is wanted. Tweeds and cheviots are the fabrics mostly favored. While the Norfolk style is leading, it is in modified form.

#### May Increase Lace Business.

Much interest has been shown in the lace trade because of what seems to be an increasing tendency toward the use of fine cotton undergarments, with their accompanying trimmings of embroidery and lace. At present this trend is confined entirely to the higher priced cotton garments but, it is said, if the vogue gains further support it will naturally take in the cheaper ones, with a consequent greatly added demand for lace. It is admitted, however, that this change from the popular silk undergarments will not come soon. The current lace business is of the between-season variety. Chantilly lace continues fairly active and is thought to be headed for much favor in the Fall. Metal laces are quiet now, but are also believed likely to enjoy popularity. Vals are described as being in some demand now.

#### Suede Fabric Gloves Sell Well.

Wholesalers here say that the volume of orders placed in cotton, or

the so-called "suede fabric," gloves for Fall has been large. One of them asserted that the coming season would be one of the best ever experienced as far as this merchandise was concerned. Much of the popularity expected for the gloves is based on the marked improvement in their styling, fit and durability. At the same time, it is said, prices of kid gloves will be higher, so that a larger consumer interest may result from this, as the fabric gloves can be profitably retailed from 50 cents to \$1.50 for good merchandise. A large variety of styles and colors is available, with the strap wrist type leading, although other long and short kinds are described as being in demand. The bulk of the orders has been placed for September-October delivery.

#### Offers New Broche Pile Coating.

The addition of a new high-grade coating of the broche pile fabric type to its Fall lines, under the name of boleros, has been announced by the Botany Worsted Mills. The pattern is of floral scroll figuration shown in lustrous relief upon a dull ground. The cloth is described as exceptionally supple and drapable. Its weight is 16 ounces. Fine cashmere stock is used in its production. The colors available are brown, black, navy and taupe gray. The pattern is of Spanish origin and Alexander M. Green, President of the Model Markers' Association, used the fabric in the presentation, at that association's fashion review on Wednesday of a circular fur-trimmed Spanish cape. The cloth lends itself to use for such capes of wide, flowing lines as were sponsored at the French mid-season openings.

#### They Like Advertised Hose.

A survey made by Middle Western hosiery mill, preparatory to an advertising and sales campaign to the retail trade, brought to light the fact that, of the 262 stores which replied to the concern's questions, 214 preferred to handle nationally advertised brands of this merchandise in preference to unadvertised lines. In answer to a question as to whether customers buy hosiery because of price, quality or name, only ten of the stores replied that purchases were made wholly on a price basis. All of the others, according to the current bulletin of the National Association of Hosiery and Undewear Manufacturers, asserted that their customers bought because of the quality or name, or both. Of these stores, more than 175 replied that customers bought hose whose name, or brand, was known to them.

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

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

# Duro Belle

## Human Hair Nets

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.

## Get Ready for the Glorious 4th Flags and Bunting

Buntings in Plain and Tricolors, to be used for school, or outdoor decorations.

Flags in all grades.

Muslin Flags from 2x3 inches up to 18x27 inches.

Spearhead Staff 9x12 inches up to 12x18 inches.

Bulldog Bunting 3x5 feet up to 12x18 feet.

Buy your supply early, write for prices.

## PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Quality Merchandise—Right Prices—Prompt Service

## 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

Are you one of the merchants who realize the value you receive when you buy



**Bathing  
Suits  
Of Us**

at \$36.00 for the Plain Heavy Ribbed  
and \$28.50 for the Medium Ribbed fancies?

WHY PAY MORE?

This is a "Special." Get busy before they are gone.

**Daniel T. Patton & Company**

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





### Coolness Retards Canned Foods Trade.

Prices for canned cherries, f. o. b. Michigan factory, vary as to location of the factory, but the lowest prices that have been made are about as follows:

	No. 2 tins	No. 10 tins
Water	-----\$2.00	\$9.00
10 degree	-----2.15	9.75
20 degree	-----2.25	10.25
40 degree	-----2.50	11.50
60 degree	-----2.75	12.75

These prices are made by one of the leading canners in Michigan, and are probably the lowest that are quoted by a reliable firm.

Consumption of canned foods, which was particularly active in hot weather again has been retarded. Therefore, the demand for salmon is quiet and confined to small lots. Purchases of canned salmon in car-load lots for shipment from the Pacific Coast are infrequent. The probability is that the wholesale houses have shipments of canned salmon in transit to arrive here after July, or after inventory is taken; but supplies are not needed just now on account of unseasonable weather.

The situation in relation to canned peas, corn and tomatoes is without change as to prices or activities of distribution. The demand for canned fruits is, of course, at its lowest ebb at this period from the fact that there are plenty of strawberries, cherries and fresh rhubarb on the market; the crop of strawberries having been especially abundant all throughout the United States, and prices low in consequence.

The fresh fruit stores also are well supplied with watermelons and cantaloupes from Southern sections, and all these goods are being used by consumers in preference to canned fruits, to the use of which they have been confined all Winter.

John A. Lee.

### In Defense of Coffee.

Coffee has been accused of so many offenses against the human nervous system that it is indeed refreshing to the lovers of this stimulating beverage which does not inebriate, to have a little professional testimony in its defense. Listen to this from the New York Medical Journal:

Many neurotics receive with gladness the tale of the harmfulness of coffee. They eagerly welcome innocuous substitutes, coffee minus the caffeine, or some nauseating cereal preparation. They think by avoiding coffee they cure their nervous condition. This whole question has been exaggerated. Coffee in moderation does not produce nervous ailments. Removal of coffee from the diet does not cure them. Coffee with cream and sugar is a source of

food and energy. In many cardiac and nephritic conditions there is no better or simpler preparation than well prepared coffee. It is amusing to see chocolate, cocoa and even tea substituted for coffee in various nervous or other conditions, when as a matter of fact the amount of stimulus cup for cup is the same or even greater. What foundation there is for giving children and old persons various chocolate preparations in place of coffee is difficult to determine.

It would be well to look at the coffee question squarely and not cover the situation by inane avoidances. Coffee is one of the mainstays of our rapid civilization. Those adults who wish to live and enjoy life, let them drink their coffee in peace. Those who wish to ascribe illness or nervousness to magical causes, let them abandon it.

This is somewhat in a different key from the remonstrances coffee-drinkers have been accustomed to receive. Cream and sugar in combination with it were held responsible for the worst effects of coffee. Through some legerdemain they heightened the deadliness of the beverage, which was least harmful when taken clear.

Of course, coffee has aroused suspicion because of its palatability. As a drink relished by the multitude it inevitably invited attack as presumptively deleterious. Taken in excess it no doubt is, as most good things are. Its exculpation now by medical authority, after the long propaganda against it by health fad-dists, will only confirm the sagacity of the many who drank it in moderation.

### Is Profanity and Obscenity Increasing?

Hancock, June 12—If told that you are not decent—not respectable—not a gentleman—you would, no doubt, be offended and resent it. Yet one who uses coarse, vulgar, obscene or profane language is certainly not a self-respecting gentleman. He lowers himself in the estimation of respectable people and in the sight of his God. It is wicked as well as indecent. If you must use bad language in public, use it at home. Your family might appreciate it. Get rid of the smut in your vocabulary, clean up and be a gentleman.

The above admonition could be read with profit by a large majority of men. It seems as though the tendency toward profanity and obscenity is growing stronger and stronger. Canal drivers and shoe makers were the particular offenders back in the days when we were on earth the first time. Now it has spread to all classes. It is not uncommon to hear little school boys use terribly profane and obscene words. And many women are not very far behind the men in this respect. S. I. Howard.

Success very frequently travels with a closed mouth but never with a closed mind.

# COOK'S

High Quality at Attractive Prices  
Makes a Line Worth Pushing.  
That's why Cook's Pork and Beans  
are handled by nearly all good  
grocers.



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

### 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

## MCCRAY REFRIGERATORS for ALL PURPOSES

Send for Catalogue

- No. 95 for Residences
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Hospitals, Etc.
- No. 72 for Grocery Stores
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**MCCRAY REFRIGERATOR CO.**  
2344 Lake St., Kendallville, Ind.

**Henry Smith**  
FLORIST  
139-141 Monroe St.  
Roth Phone  
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We are looking for an  
exclusive dealer in your  
town.

Write us about it.

Blended, Roasted and  
Packed by

**CHRISTIAN  
COFFEE CO.**

337-339 Summer Ave.  
GRAND RAPIDS, MICH.

## SPECIAL Lipton's Coffee

1 lb. free with 10

Distributed by  
**LEWELLYN & CO.**  
WHOLESALE GROCERS

GRAND RAPIDS

DETROIT



### Self Exploitation Not Always a Safe Proposition.

Grandville, June 12—If President Harding was superstitious he would hesitate long before making his meditated swing around the Nation.

Precedents tell us that the candidate who makes the biggest scramble is the one who almost invariably is laid on the shelf by the voters of this country.

Many of us remember the memorable Cleveland and Blaine campaign of '84, when the New York ex-governor remained at home and his rival circulated about the country making campaign speeches.

Blaine had with him, to help him out, the once redoubtable John C. Fremont, the Republican, party's first candidate for President.

Despite the fact that Jim Blaine was a magnetic speaker and had millions of friends, he fell down at the last moment and lost the Presidency, as Henry Clay had done before him, and some others we might mention.

It was undoubtedly the Birney Abolitionists who defeated Henry Clay, the most loved statesman of his day. A third party, as in 1912, wrought ruin to the hopes of the Whigs, and Clay of Kentucky went down to defeat, a broken-hearted man.

It is said that when the Birney men came to the ballot box, holding out their ballots, their hands trembled with the fear that Clay would not be elected.

And yet the men voted for the Abolition candidate, thus diverting enough Whig votes to defeat the man of their real choice. I once heard a candidate for a county office bragging that the prohibitionists elected him, while at the same time his voice was thick from the liquor he had imbibed. This was a fact. The man he defeated was a Christian gentleman and strictly temperate. Such things happen in politics quite frequently.

Usually it does not pay for a Presidential candidate to make a tour of the country, speaking in his own behalf.

In the memorable campaign of 1896, when the boy orator of the Platte stumped the country for free silver, many Republicans were diverted to his way of thinking, and yet for every free silver Republican vote Bryan secured there was a Democrat sound money voter, who cast his ballot for McKinley and the gold standard.

As one man remarked, "politics is a funny thing."

It will be remembered that while Bryan was swooning across country creating no end of enthusiasm, his opponent remained quietly at home and addressed great crowds from his front porch at Canton, Ohio.

It seems there is such a thing as overdoing a matter and that is the danger. President Harding will start early, a year before the gathering of National conventions, and this may not influence after events, yet precedent tells the story so unmistakably it were better that one who aspires should look carefully after his steps.

The misfortunes of Charles Evans Hughes may not be attributable to his stumping the country in his own behalf, yet it is more than likely, had he kept off the stump he would have been elected President in 1916.

Certainly he would not have made

the blunder of his California episode. The margin was small in that State, which, had it turned the other way, would have elected Mr. Hughes.

Our older citizens call to mind President Andrew Johnson's swing around the circle in behalf of "my policy." That policy was not happily conceived and the nomination he hoped to receive from the Democrats was not forthcoming. But for that unfortunate "swing" Johnson might have captured the Democratic nomination, even though it is doubtful if even then he could have secured the election. He was surely an accidental President and had not the tact to secure himself in his position by election.

General Grant never made a speech yet he was elected to the Presidency for two consecutive terms.

There is a certain glamor about a great name which seems to fall away when one comes in contact with a supposedly great man.

Bryan has been conceded to be one of the most eloquent orators who ever aspired to the Presidency, yet with all his wit, wisdom and mouth service, he never succeeded in capturing the thinking men of the Nation, because he appealed to the riff-raff.

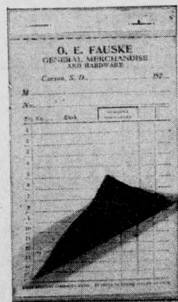
Somehow the general public seems to think a man who puts himself forward in his own behalf belittles himself. There was a fond wife and mother who was always sounding the praises of a favorite daughter. "Let somebody else tell that, Mrs. Blank," counseled a friend. It is the same way with candidates for high office. Let someone else take the stump in your behalf, Mr. Candidate, if you wish for success. A personal appeal for office seems undignified, to say the least, and the public often views a scumbler in his own behalf as not quite fitted to adorn the position for which he strives.

Mr. Harding meditates a swing across country and will, no doubt, enjoy such an outing to the top of his bent, but a word of caution should be spoken to him by those who have his best success at heart.

Words spoken on this trip will certainly be used as a text by his watchful enemies. Perhaps the best advice one could give to the President is "don't."

Crowned heads and great foreign potentates often travel through their realms incog. Why may not a President do the same in a republic like ours? The dangers of an itinerary such as President Harding contemplates are far too great to be lightly undertaken. Old Timer.

"Woman, you make me see red," said the youth, as he gazed at her rouged cheeks and painted lips.



#### Why Risk Loss

by being without sales books Without sales books you will lose time making and transferring memoranda of charges. And errors or omissions are quite likely to occur—which means actual loss of money.

Look and see how your supply is now and order today. Write for samples on our 50 books for \$3.75 printed with your name and ad.

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

## California Cantaloupes AMERICAN BEAUTY BRAND

We are now receiving these famous American Beauty Cantaloupes in carloads direct from the wonderful Imperial Valley of California.

American Beauty Cantaloupes have a national reputation for fine eating qualities and goodness. Your customers know of their superior flavor and will demand American Beauty Cantaloupes.

Let us keep you supplied throughout the season.

### The Vinkemulder Company GRAND RAPIDS, MICH.

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

A. B. KNOWLSON CO.  
Grand Rapids Michigan

**Moseley Brothers**  
GRAND RAPIDS, MICH.

Jobbers of Farm Produce.

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Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building  
Grand Rapids, Michigan

### TOP PRICES—CORRECT WEIGHT—PROMPT RETURNS POST & DE VRIES

Wholesale Receivers POULTRY, EGGS and VEAL

Reference Kent State Bank

120 ELLSWORTH AVE. GRAND RAPIDS, MICH.  
Phones Bell M. 3492; Citz. 68833

### 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

### THE PROOF OF



QUALITY

is measured by

**NUCOA SALES**

Nucoa, by far, out-sells all others

I. VAN WESTENBRUGGE  
DISTRIBUTOR  
Grand Rapids Muskegon

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

Receivers and Shippers of All

## Seasonable Fruits and Vegetables

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

**ABE SCHEFMAN & CO.**

**Wholesale Fruits and Vegetables**

22-24-26 Ottawa Ave.

Grand Rapids, Mich.

WHEN YOU THINK OF FRUIT—THINK OF ABE.





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

#### Landing the Trade in Fishing Tackle.

Written for the Tradesman.

At this season of the year, with city people flocking to summer camps on the lakes and streams, excellent opportunities are opening for the hardware dealer to push the fishing tackle trade. The time is propitious to show your stock of fishing tackle and other accessories that go to make up a sportsman's complete equipment.

One large city display took advantage of a particularly large window which allowed the window dresser ample space to display an extensive range of goods. The background of the display was a bush made up of fishing rods, and the arrangement made the display very realistic. The bases of the rods were sunk in imitation moss, leaves and other forest coverings. This arrangement gave the passer-by the impression that the store carried an immense stock of fishing rods, and, indeed, the stock carried was very extensive. In front of the rods were displayed all manner of fishing hooks, flies, trolling spoons, bait receptacles, hampers, rod cases, nets, etc. The heaviness of the display was relieved by the use of a few mounted fish, trophies of local sportsmen; these caught the pedestrian's eye and got him interested in the rest of the display.

In another large city store an effort was made to reproduce a fishing camp scene. In the main part of the window was a large galvanized pan about 3x2½ feet, and one foot deep. This was filled with water which, by means of a mechanical device, was kept running. In this tank were placed several small fish while the edges of the pan were covered with imitation moss. At the back of the pan, on a raised knoll, was a miniature tent, and inside were placed miniature figures. In front of the tent was a tripod with a pot suspended and under the pot were some sticks with a red electric bulb which threw a red glow upward through the sticks. Around the tent were a number of fishing rods. The scene attracted a lot of attention, particularly at night, when the only lights visible were those in the tent, reflected on the water, and the red light of the camp fire.

Across the window and above the line of vision was netting on which were hung fishing hooks, flies, etc.

The corners of the window and the border were made with various accessories, such as bait receptacles, glass minnow traps, rod cases, thermos bottles, etc.

Besides such timely displays, numerous stunts have been adopted by hardware dealers located close to popular fishing grounds to stimulate trade. One large and successful sporting goods firm has introduced a bulletin board that has attracted the attention of fishing enthusiasts and proven a good business bringer. The system is inexpensive and affords a method of keeping accurate bulletins on fishing conditions throughout their territory. The conditions for sport on all streams and at various points are reported frequently to the store, together with the flies and baits that are being used with the best results. The firm keeps guides or sportsmen at the various good fishing spots supplied with cards, reports being sent to the store on these cards at least once each week. The cards are printed as follows:

Date \_\_\_\_\_

Location \_\_\_\_\_

Water: Clear, Muddy, High, Medium, Low.

Fishing is: Good, Fair, Poor.

What Bait and Fly is best?

All that is necessary is to cross out the words not wanted, and fill in at the bottom particulars as to the most satisfactory bait. For example, if the water is high and clear, the guide will run his pencil through the words low, medium and muddy. If the fishing is fair, he will cross out the words good and poor. The cards when received are placed on the bulletin board in the store, where anglers can readily refer to them. The firm states that these cards attract much attention, and many people visit the store daily in the fishing season to look them over. Every visitor to the bulletin is a prospective purchaser of fishing tackle.

A small town dealer situated in a territory where there is exceptionally good fishing, features a Steel Fishing Rod Contest. Every person buying fishing tackle in his store from June 16 to August 31 receives a coupon showing that he has entered the contest, which is open to residents of the town and surrounding country. Each contestant is then running for two prizes, one of which, valued at \$5, is for the largest salmon caught in nearby waters, and the other, valued at \$2.50, for the largest small-mouthed black bass. The contest is given a preliminary announcement early in June in a full page advertisement in the local

## Foster, Stevens & Co.

### Wholesale Hardware



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

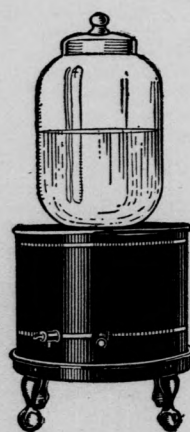
Grand Rapids, Mich.

## Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

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



### XXth Century Water Cooler

**WE SELL 'EM**

NEW OR USED

The greatest water and drink dispenser on earth.

Ice cold drinks or water.

The most economical.

The most sanitary. One to three bottle sizes.

**G. R. Store Fixture Co.**

7 Ionia Ave., N. W. Grand Rapids, Michigan

## Michigan Merchants

1923 PROMISES

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

BUY IN MICHIGAN

**Sherwood Hall Co., Ltd.**

Established 1865

Grand Rapids,

Michigan





paper; and the public are asked to watch the paper from week to week for results. All fish entered in the contest are weighed at the store and certificates of weight given at the time.

Another hardware store features a bass contest, with three prizes. Two prizes are given for the heaviest bass, and one for the longest bass. The contest opens June 15 and closes Nov. 15. Bass may be either the big-mouthed or little-mouthed bass. All contestants must register their names at the store before going fishing; that it, no fish can be brought in for the competition if the contestant has not previously handed in his name, either personally or by letter. Contestants can enter any number of fish; but no contestant can win more than one prize. All bass must be brought to the store and weighed on the store scales, the weights being entered in the registration book. No employee of the store is eligible to compete. Every fisherman entering a bass weighing 2 pounds or more receives a one-quart minnow pail free of charge as a souvenir.

Good salesmanship is necessary in the handling of this trade. The salesman to secure results must be able to talk intelligently about the sport, and about the fishing tackle he sells.

For instance, a question generally asked by prospective purchasers is, "Will a jointed fishing pole withstand the pull of a big fish?" Discussing the right and wrong method of answering this question, an old fisherman cited an experience:

"Knowing where there is a good sporting goods department in charge of a live clerk, I hid myself to this young clerk and told him I wanted to see something in fishing poles. For the reason that he had none of the old style one-piece bamboo poles, he did not introduce them to me.

"Here is as neat a little rod as I have in the store," he said, as he put together the three lengths of a light steel affair hardly as thick as a pencil. 'See the cork handle, and the patented system of firmly securing your reel. Why, it's so light you could feel a fish pass within an inch of your hook. But really, now—as I laughed at his exaggeration—you want a light pole to enjoy the game. You can bend this into a half circle and I don't think it will break.'

"I stopped him right there. 'Will the joints come apart, though?' I asked.

"With that he put the rod in my hands and told me to take it apart. I found that considerable resistance was offered by the junction of the parts.

"'You'll find that will hold every time,' the clerk explained. 'I have heard of instances which may or may not have happened but I have never had a complaint made to me. You see, the fish does not pull straight out. When your reel is not moving, anything on the line will bend your pole, just as I do now, but there is no tendency to separate at the joints. You must not forget that your line passes through these loops here and

there on your rod so that if one part did give at a joint, you would not lose it, and you would still have your fish, thanks to your reel. This rod is handy and we give you a cloth wrapping for it. There is just as much fun to be had out of its as with a \$10 silver-mounted rod. It is just as good and you will admit that after you have tried it. It is yours for \$2.25 and I might say that we have had a big run on this line during the last month."

The same principle holds good of any line you have to sell. Know enough about it to be able to talk convincingly and to tell what the goods will do—and, know enough not to promise things they won't do.

Victor Lauriston.

#### Silverware Outlook Bright.

Advance Fall purchases of silverware, both sterling and plated, made so far by buyers generally, presage one of the best seasons in a long time. In the current business the South and West are also figuring well, but the demand from the East has quieted down noticeably of late. Much of the business passing is in articles suitable for wedding gifts, and in the finer sterling ware there is a good call for handle baskets, running up to 24 inches in height and ranging in price from \$150 to \$300 each, for use as centrepieces and for sideboard decoration. Also active in the finer sterling ware, are three-piece console sets, consisting of a flower stand and a pair of low candlesticks, that sell from \$250 to \$500. The French gray or platinum finish is favored in this merchandise, as well as in other pieces that are selling well at this time.

#### Low Priced Electric Stoves.

One of the large New York distributors of merchandise for dollar sales is now offering electric stoves and toasters that may be profitably retailed at that figure. Both of these articles have heating elements that are guaranteed for a year. These may be replaced for a small amount at the end of that time. The toaster is in the regulation upright form, and will receive a slice of bread in each side. The stove is low set, with a good quantity of heat being given off, so that it is said to prove entirely satisfactory for cooking small amounts of food when it is not desired to make more elaborate culinary preparations. On each side there is a double socket plug which will fit either the screw receptacle or snap outlet. The wholesale price of both the stove and toaster is \$9 per dozen if lots of 200 are taken.

**TAKING INVENTORY**  
Ask about our way  
**BARLOW BROS. 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.



## We Are Headquarters for Tents and Camp Equipment

Auto Tents \$17.00 to \$58.00  
Wall Tents \$9.50 to \$75.00  
Children's Play Tents \$15.00  
Cot Beds \$3.90 to \$17.50  
Camp Chairs 80c to \$6.50  
Camp Stools 60c to \$1.50  
Folding Tables \$4.25 to \$7.50  
Camp Stoves \$6.75 to \$40.00  
Duffle Bags \$4.00 to \$8.00  
Rubber Ground Blankets \$3.00 and \$4  
Folding Water Buckets \$1.75 to \$2.50  
Tents to Rent.

**CHAS. A. COYE, Inc.**  
Campau Ave. and Louis St.

Mention this paper

## 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.



## Does the beauty of your store attract trade?

NOTE the attractiveness of the Wilmarth Show Cases and Wilmarth Interchangeable Sectional Unit Equipment in the above illustration—the main sales floor in the largest department store in Western Michigan.

Your store, too, can look like this. You can achieve for your store a beauty that creates new prestige, a merchandising efficiency that de-

velops increased sales without a corresponding increase in overhead. Furnish your store with Wilmarth Show Cases and Store Equipment, lay it out according to a Wilmarth Store Plan, and you will put your store on a higher profit making plane.

Get in touch with us today—you will not be obligated in any way.

**WILMARTH SHOW CASE COMPANY**

1542 Jefferson Avenue

Grand Rapids, Michigan

**Made In Grand Rapids**





### Poor Service Due To Lack Of Tact.

"Sir," sternly began a skinny, dried-up guest, "I wish to make formal complaint about the insulting attitude of that rotund waitress in your dining room! I gave her my order clearly and concisely and then, when it was far too long arriving, I requested her to use haste—if she knew the meaning of the word. Thereupon she uttered a raucous snort, deliberately turned her back on me and went and sat down at the other side of the room. After lingering for ten minutes longer I came out without my breakfast. Such a servant—"

"Just a minute, Mr. Hiss, till I shut the dining-room door!" nervously interrupted the landlord of the Petunia tavern. "Sylphie weighs in round numbers close to three hundred pounds and acquired a good deal of her skill as a waitress on a boarding car for a railroad construction gang. She has kindly consented to wait table here and if she heard herself referred to as a servant, there would be several kinds of consequences."

"She never forgets that she is a lady and she prob'ly noticed that you weigh some'ers in the neighborhood of a hundred and 'leven pounds and so merely treated you with silent scorn instead of resorting to more sinister methods, as you might call 'em. The real trouble, if you'll excuse me, Mr. Hiss, is that, not being fully acquainted with the circumstances, you didn't wait for the pizzilogical moment, as it were. When the service was slow you ort to have smiled and said you begged pardon with a rising inflection, but on account of the remarkable resemblance you felt sure she must be related to one of them sinners, underlating movie vampires, and she would have brung you most everything on the place as expeditiously and accurately as the crow flies."

### Making Room for New Salesmen.

The branch manager was apprehensive. A new factory was to be put in operation, and he would have to take on three new salesmen to take care of his share of the increase in production. All the territory allotted to the branch was being covered by eight salesmen, and the manager knew that any attempt, under ordinary conditions, to take territory away from them would be resented by them and considered as an attempt to cut down their earnings. So the manager decided to see what he could do in the way of developing business by mail. He wrote the salesmen that he was plan-

ning a mail campaign to get fill-in orders, and assured them that they would get full credit for all business produced in their territories. Not a man objected. The manager had their confidence, and they had no fear of an ulterior motive.

With a series of letters, special order blanks, booklets and other material, the manager began a steady bombardment of the best accounts in all of the small towns which the men did not make. He also timed a series of clever letters with order blanks enclosed, to reach the city and big town accounts thirty days after the salesman's call, and to continue every few days until about two weeks before the salesman's next call. The campaign had its effect, and the manager was able to present to the men twenty-five to thirty new accounts each. And he showed them how much more profitable it would be for them to call on their big accounts every thirty days, instead of ninety. The men promptly agreed and the new staff men were immediately introduced.

## GOODRICH STEAMSHIP LINES

### To Chicago

Daily 7:35 P. M. Grand Rapids Time

### From Chicago

Daily 7:45 P. M. Chicago Time

**FARE \$3.95**

Boat Train Leaves Grand Haven

Electric Station 7:35 P. M.

1 Block East of Hotel Pantlind

Route Your Freight Shipments

### THE GOODRICH WAY

"Operating Steamships Every Day in the Year," and

### Grand Haven, Muskegon Electric Ry.

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.

## THE PANTLIND HOTEL

The Center of Social and Business Activities  
Everything that a Modern Hotel should be.  
Rooms \$2.00 and up. With Bath \$2.50 and up.

## HOTEL BROWNING

GRAND RAPIDS

Corner Sheldon and Oakes;  
Facing Union Depot;  
Three Blocks Away

150 Fireproof  
Rooms

Rooms, duplex bath, \$2  
Private Bath, \$2.50, \$3  
Never higher

## HOTEL ROWE

GRAND RAPIDS NEWEST HOTEL

350 Rooms—350 Servitors—250 Baths  
Rates \$2 with Lavatory and Toilet \$2.50 with Private Bath

HOLDEN HOTEL CO., C. L. Holden, Mgr.

## CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION

## OCCIDENTAL HOTEL

FIRE PROOF  
CENTRALLY LOCATED

Rates \$1.50 and up

EDWARD R. SWETT, Mgr.

Muskegon :: Michigan

## CUSHMAN HOTEL

PETOSKEY, MICHIGAN

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

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

## 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.

## Livingston Hotel

GRAND RAPIDS

European

Rates \$1.25 to \$2.50 per day

## Stop and see George, HOTEL MUSKEGON

Muskegon, Mich.

Rates \$1.50 and up.

GEO. W. WOODCOCK, Prop.

Bell Phone 596 Citz. Phone 61366  
JOHN L. LYNCH SALES CO.  
SPECIAL SALE EXPERTS  
Expert Advertising  
Expert Merchandising  
209-210-211 Murray Bldg.  
GRAND RAPIDS, MICHIGAN

## HOTEL WHITCOMB

St. Joseph, Mich.

European Plan

Headquarters for Commercial Men  
making the Twin Cities of

ST. JOSEPH AND BENTON HARBOR

Remodeled, refurbished and redecorated throughout.

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

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

J. T. TOWNSEND, Manager.

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

## Western Hotel

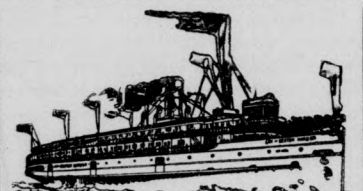
BIG RAPIDS, MICH.

Hot and cold running water in all rooms. Several rooms with bath. All rooms well heated and well ventilated.

A good place to stop.

American plan. Rates reasonable.

WILL F. JENKINS, Manager.



## CHICAGO

\$3.95

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### Gabby Gleanings From Grand Rapids.

Grand Rapids, June 12.—South Bend Grand Rpd, June 12.—South Bend has many things to be thankful for, including wide business streets, an excellent hotel, a wonderful vaudeville theater and a river side park, but there is one concern which does not reflect any credit on the city—the garage of Al. Ditsch. This concern tolerates a man with greasy garments who defiles the seat covers of tourists who happen to be so unfortunate as to entrust their cars to his keeping when spending a night in South Bend. When the matter is brought to the attention of the owner, he neither apologizes nor reimburses the owners for the expense of repairing the damage. Tourists who visit South Bend should give Mr. Ditsch a wide berth or lock their cars securely before entrusting them to the care of this person.

Cassius B. Towner, the Byron Center lumber dealer, recently sustained a fall in his lumber yard which resulted in a severe cut at the base of the brain. Although he bled profusely before he was discovered and the effusion of blood stopped, he is now slowly recovering from the effects of the accident.

W. S. Nixon, general freight and passenger department, the Goodrich Transit Co., has a hobby which he has pursued so steadfastly that it has now become a profession. About ten years ago he purchased the largest strain of Black Minorca chickens he could find anywhere in the country. He has bred his fowls up from stage to stage until he has succeeded in increasing the average weight of his hens from 5 to 10 pounds. He has had a rooster which weighed 12¼ pounds. Of course, such hens lay eggs double the size of ordinary eggs. Some of the eggs weigh 36 ounces to dozen. The average about 32 the dozen. The average is about 32 ounces. He sells most of his eggs to other chicken fanciers for breeding purposes. He feeds his hens only the best grain he can buy. He never permits them to eat kitchen scraps or garbage and keeps them away from manure piles or illy flavored objects of any kind, including cigarette smokers. July 1 of each year he sends his fowls to a nearby farm and permits them to enjoy a complete vacation for five months. During this time they romp over the orchard and are given access to every portion of the farm except the barnyard. Dec. 1 of each year he brings them back to his town residence in Coopersville and starts them in on a seven months' laying campaign. Mr. Nixon claims that by diligent and persistent effort he has succeeded in developing what he started as a hobby into a money making proposition, although he still regards his favorite pursuit as a pastime and derives a great deal of enjoyment from his association with his fowls.

On the Lower Ada road, about ten miles East of Grand Rapids, there resides a man who has conclusively demonstrated that he can change his occupation in middle life and not suffer in purse by so doing. Up to a few years ago he was a furniture worker in this city. Growing tired of that occupation, he sold his home in Grand Rapids and purchased a 40 acre farm in the location above named. Due to lack of experience, eggs and about three times as large as White Leghorn hens produce. Some of his eggs weigh 36 ounces to he happened to acquire a sand farm. For three years he cultivated his farm assiduously, only to find himself poorer than he was when he started. He then decided to turn his attention to some specialty and devoted one winter to reading up on the subject of bees. He now owns a large number of hives of the busy workers and last year sold 7,000 pounds of strained honey at 25 cents

per pound. He expects to increase his output to 10,000 pounds this year.

In November of this year A. E. Brooks will complete fifty years continuous service in the confectionery business in Grand Rapids. He came to this city in 1873 and bought a half of H. C. Brooks' half interest in the firm of Putnam Bros., which house was then composed of Ben W. Putman and H. C. Brooks. Two years later the firm name was changed to Putman & Brooks and the place of business was removed from Huron street, next to the river, to 63 and 65 Canal where the business was continued. Here the business was continued without interruption for a great many years, until the house removed to the Blodgett building, on South Ionia street. Here a dissolution subsequently occurred. Mr. Putman remaining with the old house and Mr. Brooks starting a new business under the name of A. E. Brooks & Co.

The wholesale grocers at this market will observe the usual vacation season for their traveling salesmen this year by observing a weekly vacation from June 30 until July 7.

### Items From the Cloverland of Michigan.

Sault Ste. Marie, June 12.—Harry Gilbert, for many years manager of the Soo Hardware Co. plumbing shop is pulling up stakes to swell the population of the Michigan metropolis. Harry is well and favorably known here and leaves a host of friends who regret his departure, but wish him and his family every success in their new abode.

Mr. and Mrs. Spencer Hill, proprietors of the hotel at Albany Island, have opened the resort for the season and many of the Soo-ites enjoyed the fish dinner on Sunday. The roads are in excellent condition and this popular resort anticipates a record breaking season, which it well deserves.

It is getting so about the only drivers who will give pedestrians a lift are motormen.

M. N. Hunt, our well-known contractor, was the successful bidder in getting the contract for our new memorial hospital.

A. W. Dawson, President of the Civic and Commercial Club, is taking a three months' vacation to recuperate and has turned over the management meanwhile to Edward Horry, who has been the Treasurer. Mr. Dawson predicts a fine summer at the Soo and urges the closest co-operation of the members for a greater and better city.

The beauty contest is on for the selection of a queen for the home coming carnival in July, but as the Soo has all pretty girls, the contest will be on the order of a survival of the fittest.

The smallest thing on earth is the atom. The biggest thing on earth is the up and atom.

Our popular City Attorney, H. W. Rannels, was married last week to Celia Wilson, one of our well-known and popular young ladies. They are spending the honeymoon on a motor trip to Montreal, New York and other places. On returning, they will take up their residence here.

Harry Wyman, the popular Swift soap salesman, arrived on the territory last week in his new sport Oakland, which makes a big hit. It being direct from the factory, the shine was still on and Harry was under some obligation to take the boys out for a spin after supper.

Some people's object in life is that they object to work.

A full boat load of Elks paid the Soo a visit last Friday arriving on the big Great Lake Transit steamer, Octorora. They were met by the local brothers, who were prepared to give them a warm reception and an auto ride to all of the points of interest. From all accounts all had

a good time and departed with many pleasant memories of the good old Soo.

Hard time are so-called because then it is difficult to find any soft money. William G. Tappert.

### Bryan's Recent Book.

Grand Rapids, June 12.—I am immensely interested, and at the same time amused, at the issue which has been made by William Jennings Bryan between the liberals and the fundamentalists in the Presbyterian Church. I have in my library the recent book entitled "In His Image" by Bryan, and while the author makes an able argument from his point of view, at the same time he does great harm and injury to Christianity by shutting off all comparative study and investigation. The worth of Christianity will always fundamentally rest in its doctrine of humanity, its sweet reasonable sympathy for and charity toward the other fellow, and finally, the proof of the pudding is the eating thereof. I have read all the standard authorities on evolution and anthropology, including Darwin, Spencer, Sir Henry Maine, and others, and I think I am a better and more intelligent Christian for having read these great scientific investigators, although I abandoned creeds a quarter of a century ago. If any man would really become humble in the Christian sense, let him read the "Origin of Species," and if any man would wish to appreciate the average Christian home, let him read some standard authority on anthropology. J. C. Smith.

### Has Sports Wear Novelty.

A novel accessory to sports costumes for women has just been brought out here by a manufacturer who makes up this kind of merchandise. It is called a handkerchief belt, is about an inch in width, and is meant for wear with sweaters golf coats and other garments of this type. Its novelty lies in the fact that at the left of the buckle is a small strap loop or "pocket," in which a handkerchief may be carried when not in use. The "pocket" is large enough to let it fall out easily. The strap that makes it is of the same material and color as the body of the belt, which comes in white and red kid, both plain and in cut-out effects, and with metal and pearl buckles. The belts, which can be retailed profitably at about 50 cents also come in patent leather, both plain and cut out and both all-black and in black edged with contrasting colors. In this case the buckles are either of black enamel or gun metal.

### Hides, Pelts and Furs.

Hides.	
Green, No. 1	07
Green, No. 2	06
Cured, No. 1	08
Cured, No. 2	07
Calfskin, Green, No. 1	12
Calfskin, Green, No. 2	10½
Calfskin, Cured, No. 1	13
Calfskin, Cured, No. 2	11½
Horse, No. 1	4 00
Horse, No. 2	3 00
Pelts.	
Old Wool	1 00@2 00
Lambs	25@ 50
Shearlings	10@ 20
Tallow.	
Prime	@5
No. 1	@4
No. 2	@3
Wool.	
Unwashed, Medium	@40
Unwashed, Rejects	@33
Unwashed, Fine	@42

### Nobody Home.

Jakie: "Ikey, you should put the curtains down when you kiss your wife; I saw you last night."

Ikey: "The chokes on you, Jakie; I wasn't home last night."

### Active Business Looked for in Flour.

The Government Crop Report issued a few days ago shows the condition of the growing winter wheat crop to be 76.3 per cent. of normal against 80.1 per cent. the 1st of May and 81.5 for a ten year average, which means the crop is approximately four points below that of the 1st of May and five points plus below the average for ten years.

This condition indicates a crop of 581,000,000 bushels of winter wheat against a crop last year of 669,819,000, a loss in the winter wheat crop this year compared to last of 88,819,000 bushels, which is a very material shrinkage, slightly over 12 per cent. in fact.

The condition of the growing spring wheat crop is reported at 90.2 per cent. against 90.7 a year ago, indicating a final crop of 236,000,000 bushels against 254,069,000 bushels last year, showing a net shrinkage in the spring wheat crop of 18,069,000 bushels, or a total shrinkage in the spring and winter wheat yield this year compared to last year of 160,888,000 bushels.

The Canadian crop is not showing up as well as a year ago. The present condition indicates a shrinkage of about 20,000,000 bushels compared to last year's crop.

The Russian crop of wheat, on the other hand, is estimated as 18 per cent. greater than last year, which was one-third below the normal pre-war years. Other sections of Europe report crop conditions more favorable than last year, but not up to normal.

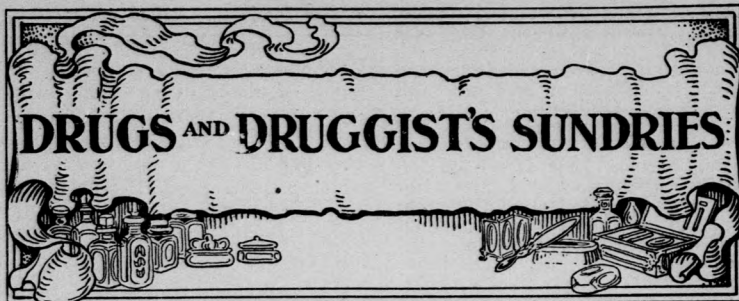
However, the World's demand is said to be overtaking the supply slowly but surely. This condition is brought about by attractive wages offered the city man as compared to the hard toil and the small wage of the farmer. The drift from farm to city continues and until the products of the farm return to the farmer a wage commensurate with that of his city brother, the drift will undoubtedly continue, and, of course, this is a natural course.

Export sales have been quite liberal on all declines. New crop business is as yet comparatively small, but indications are stocks of flour in retailers hands are, generally speaking, light and an active business is anticipated as soon as new crop wheat moves in volume.

New crop flour is offered at from 40c to 75c per barrel under the old crop flour and this, taking into consideration the fact that mill feed is still very high compared to a year ago, seems to indicate that new crop prices are pretty nearly in line if not really below what the product should bring; as a matter of fact wheat is too low in price compared to the value of other commodities, with one or two exceptions, and we are of the opinion that activity on the part of buyers will prevent flour going much, if any, lower than the new crop prices now being named. Another two or three weeks will tell the story, however, and make it possible for buyers to get a good line on prospective values.

Lloyd E. Smith.





**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.

#### Annual Report of Secretary Middleton to Michigan Pharmacists.

The past year has been a most active one for the Michigan State Pharmaceutical Association and its activities have been very successful. Prompt co-operation from the membership at large, sacrificing service from the druggist members of the State Legislature and real hard work on the part of the committeemen have made an effective organization, working for the common good.

#### National Legislation.

On July 22 last, your Secretary was called upon by the National Association of Retail Druggists to forward suitable telegrams to the Senators and representatives from Michigan for the provision in the pending tariff revision bill of an amendment prohibiting the "importation of merchandise into the United States bearing any trademark, label, print or other mark, registered in the United States Patent Office and owned by any person domiciled in the United States unless imported by such owner, provided that the owner shall file with the Secretary of the Treasury a certified copy of the registration of the mark." This was a very important amendment, as its intention was to do away with a return of the condition we had a few years ago when coal tar products sold for a dollar an ounce in the United States with the legend thereon, "For sale in the United States of America," and sold for a few cents an ounce across the river in Windsor, with the legend thereon, "The manufacture and resale in the United States of America are forbidden." The holding up in price of Salvarsan or 606 for American customers was one of the last glaring instances of this imposition. The writer received favorable replies to his telegrams from all the members of Congress, with the single exception of Senator Newberry, who took the stand that this was an embargo on the importation of dye-stuffs and chemicals that had been registered on trade mark in the United States

and would result in establishing monopolies with the firms who had purchased certain patents from the Alien Property Custodian. However, although Senator Newberry did not vote for placing the amendment in the bill, he did vote for the bill as amended and the N. A. R. D. (with the assistance of the various state associations) was successful in securing this protection for the druggists and public at large of the United States.

Following this came the Wood-Ernst bill. This bill would have established a Bureau of Prohibition, divorcing the Federal Prohibition Director from the Department of Internal Revenue and the Treasury Department. Should this bill have been enacted, the druggist would have had no appeal from the decisions of the Federal Prohibition Director. The N. A. R. D. called upon the State and various other organizations to protest against this bill and, with their co-operation, succeeded in postponing action on this bill for the time being, although the bill may be brought up at some future time.

Later, when an additional amount of red-tape was imposed upon the users of small amounts of alcohol, the N. A. R. D. called upon the various drug units to protest against this decision. While the protest did not remove the red tape, it did secure a promise that the additional red tape would not entail the delay in securing alcohol that has been anticipated.



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.

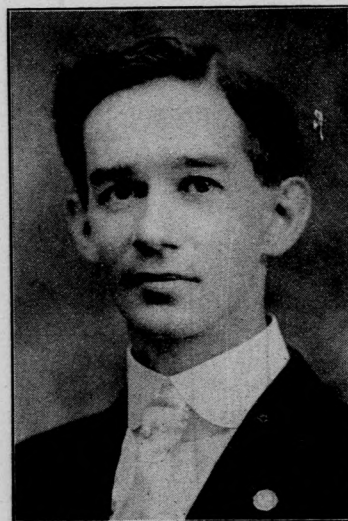
**TANGLEFOOT**

**TANGLEFOOT**

**TANGLEFOOT**

#### State Legislation.

The amount of State legislation that has been enacted for the benefit of public health by the assistance of our pharmacist members of the State Legislature is surprising. While the writer would like to go over this at this time, he feels that we should have this information first hand from the chairman of the Legislative Committee, who served as a member of the State Legislature during the past term and who will give you a full report to-morrow morning. However, in the enactment



L. V. Middleton.

of Senate Bill No. 204, an enactment placing itinerant vendors, peddlers, medicine shows and others selling drugs and toilet articles under control of the State Board of Pharmacy, the writer was called upon to secure co-operation from the membership at large in support of this bill. I wish to say that this co-operation was given cheerfully and promptly.

#### Committee Meetings.

During the past year, the Executive Committee met in Detroit, where they were the guests of our President and the Executive and Legislative Committees met in Lans-

ing with the druggist members of the State Assembly.

#### Financial.

On hand at last audit.....	\$ 497.00
Balance advertising in 1922	
program .....	112.50
Dues .....	1,258.00
Total .....	1,867.50
Remitted to the Treasurer..	1,777.00
On hand.....	89.60

Your Secretary wishes to state that he has on hand \$89.60 and your Treasurer has on hand \$616.76, making a total of \$706.36 and no bill had been presented to the Secretary by June 1 that had not been paid. Since making this balance, we have received a bill from the Detroit Retail druggists for \$30 and we owe some of the committeemen for their expenses attending meetings; also the program will have to be paid for. But the Secretary feels sure that the income from advertising in the program will take care of all these expenses, leaving us over \$1100.00 clear on June 1. In fact, the program will not only take care of these bills, but leave us large enough surplus to take care of any extra convention expenses.

In this connection the Secretary wishes to state that two years ago our financial showing was far different. Your Association was deeply in debt and the bank where the State funds had been deposited was closed, owing to the death of the sole proprietor. As it was impossible to secure even such funds as we had on hand, Mr. Steketee paid us the face value of our bank deposit in the Ellis Bank and the Secretary and Treasurer for the M. S. P. A. agreed to repay him any loss he might incur by so doing. Mr. Steketee, in order to realize upon this account was obliged to take county road bonds for this amount. Should Mr. Steketee not desire to retain these bonds, it is only a matter of fairness that we should advance \$200 and repurchase these bonds from Mr. Steketee, this being contingent on whether the law under which we are incorporated permits us to do so.



## A Valuable Impression



This surplus in our treasury is due, in a large part, to the delegates to the N. A. R. D. convention in 1921 paying their own traveling expenses, to the close proximity of the N. A. R. D. convention in 1922, to our committeemen paying their own expenses for committee meetings for the time being and to extreme economy on the part of your officers. Last year has been one of activity and in no case has the efficiency of your committees been impaired by the lack of funds.

#### Membership.

We have a membership of 1,081, of which only 581 are fully paid up for the year 1923. The status is as follows:

Paid up for and including,	
1924	41
1923	529
First 6 months 1923	11
1922	260
1921	241

Total	1,081
At last report there were	1,097
New members	85

	1,182
Deceased, retired, etc.	101

1,081

This leaves us a net loss of membership of sixteen.

The Detroit Retail Druggists Association were a wonderful factor in maintaining our membership during the past year. Each member of the Detroit Retail Druggists Association automatically becomes a member of the Michigan State Pharmaceutical Association. In fact, when the Secretary first assumed his duties as such, the smaller towns had the best record for membership, tapering down as the towns grew larger in population. At present the reverse is the case. The Membership

Committee has done its best to secure new members in the territory near to them.

#### Recommendation.

Quite often the Secretary is called upon to get a letter to our members within a very short time. He has always been fortunate in securing the good service of a printer or copyist who has been willing to side-track other work in order to assist him in hurrying this out; but there may come a time when this is either inconvenient or impossible. I would recommend that \$50 be appropriated for the purchase of a suitable copying machine for this purpose, so that letters can be produced without delay in the Secretary's office. The machine would pay for itself in two or three years and would then be a great saving for the Association.

The Secretary would like to thank the members at this time for the wholehearted co-operation given him whenever called upon and also the President, officers and committeemen for the valued assistance which has been rendered him in facilitating his work. He also wishes to thank the Michigan Pharmaceutical Travelers Association for their good offices which have been extended whenever the need arose.

In closing, I wish you to take in every bit of this convention. The committees have worked hard to provide you a profitable and enjoyable time. There will be prizes for prompt and steady attendance, but your greatest prize will be the good you get out of the sessions. This will be a prize we can all take home with us. Prize or no prize, let us all be present at every session and also on time. It will make the convention snappier and it is neither fair to the others, nor to the speakers to delay the meetings.

## WHOLESALE DRUG PRICE CURRENT

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

Acids		Almonds, Sweet,		Tinctures	
Boric (Powd.)	15 @ 25	Amber, crude	60@1 00	Aconite	21 80
Boric (Xtal)	15 @ 25	Amber, rectified	1 75@2 00	Aloes	21 45
Carbolic	78 @ 83	Anise	1 00@1 25	Arnica	21 10
Citric	62 @ 70	Bergamont	5 00@5 25	Asafoetida	22 40
Muriatic	3 1/2 @ 15	Cajeput	1 50@1 75	Belladonna	21 35
Nitric	9 @ 18	Cassia	4 25@4 50	Benzoin	22 10
Oxalic	20 1/2 @ 30	Caster	1 20@1 50	Benzoin Comp'd	22 65
Sulphuric	3 1/2 @ 8	Cedar Leaf	1 75@2 00	Buchu	22 55
Tartaric	45 @ 55	Citronella	1 20@1 45	Cantharides	22 85
Ammonia		Cloves	3 25@3 50	Capsicum	22 20
Water, 26 deg.	10 @ 18	Cocunut	2 50@2 75	Catechu	21 75
Water, 18 deg.	8 1/2 @ 13	Cod Liver	1 30@1 40	Cinchona	22 10
Water, 14 deg.	6 1/2 @ 12	Croton	2 00@2 25	Colchicum	21 80
Carbonate	20 @ 25	Cotton Seed	1 35@1 50	Cubeb	22 00
Chloride (Gran.)	10 @ 20	Cubebs	8 50@9 25	Digitalis	21 80
Balsams		Eligerson	3 00@3 25	Gentian	21 35
Copaiba	60 @ 1 00	Eucalyptus	30 @ 1 20	Ginger, D. S.	21 80
Fir (Canada)	2 50 @ 2 75	Hemlock, pure	2 00@2 25	Guaiac	22 20
Fir (Oregon)	80 @ 1 00	Juniper Berries	2 00@2 25	Guaiac, Ammon.	22 00
Peru	3 00 @ 3 25	Juniper Wood	1 50@1 75	Iodine	95
Tolu	1 60 @ 1 80	Lard, extra	1 35@1 45	Iodine, Colorless	21 50
Barks		Lard, No. 1	1 25@1 35	Iron, clo.	21 35
Cassia (ordinary)	25 @ 30	Lavender Flow	4 50@4 75	Kino	21 40
Cassia (Saigon)	50 @ 60	Lavender Gar'n	1 75@2 00	Myrrh	22 50
Sassafras (pw. 40c)	40 @ 40	Lemon	1 50@1 75	Nux Vomica	21 55
Soap Cut (powd.)	15 @ 20	Linseed Bld. bbl.	21 @ 22	Opium	23 50
Berries		Linseed bld. less	1 29 @ 1 37	Opium, Camp.	23 85
Cubeb	1 50 @ 1 75	Linseed, raw, bbl.	1 @ 20	Opium, Deodor'd	23 50
Fish	25 @ 30	Linseed, ra., less	1 27 @ 1 35	Rhubarb	21 70
Juniper	7 @ 15	Mustard, artifl. oz.	50	Paints.	
Pricky Ash	30	Neatsfoot	1 35 @ 1 50	Lead, red dry	14 1/2 @ 15
Extracts		Olive, pure	3 75 @ 4 50	Lead, white dry	14 1/2 @ 15
Licorice	60 @ 65	Olive, Malaga,	2 75 @ 3 00	Lead, white oil	14 1/2 @ 15
Licorice powd.	70 @ 80	green	2 75 @ 3 00	Ochre, yellow bbl.	2
Flowers		Orange, Sweet	4 50 @ 4 75	Ochre, yellow less	2 1/2 @ 3
Arnica	25 @ 30	Origanum, pure	2 @ 2 50	Putty	5 @ 8
Chamomile (Ger.)	40 @ 50	Origanum, com'l	1 00 @ 1 20	Red Venet'n Am.	3 1/2 @ 7
Chamomile Rom	1 75 @ 2 00	Pennyroyal	2 75 @ 3 00	Red Venet'n Eng.	4 @ 8
Gums		Peppermint	2 25 @ 2 40	Whiting, bbl.	5 1/2 @ 10
Acacia, 1st	50 @ 55	Rose, pure	9 00 @ 10 00	Whiting, P. Prep.	2 80 @ 3 00
Acacia, 2nd	45 @ 50	Rosemary Flow	1 25 @ 1 50	Rogers Prep.	2 80 @ 3 00
Acacia, Sorts	22 @ 30	Sandalwood, B.	11 00 @ 11 25	Miscellaneous	
Acacia, powdered	35 @ 40	I.	11 00 @ 11 25	Acetanalid	47 1/2 @ 53
Aloes (Barb Pow)	25 @ 35	Sassafras, true	1 50 @ 1 80	Alum	93 @ 12
Aloes (Cape Pow)	25 @ 35	Sassafras, artifl	1 00 @ 1 25	Alum, powd. and	09 @ 15
Aloes (Soc. Pow.)	65 @ 75	Spearment	4 00 @ 4 25	ground	09 @ 15
Asafoetida	65 @ 75	Sperm	1 80 @ 2 05	Bismuth, Subni-	3 85 @ 4 00
Pow.	1 00 @ 1 25	Tansy	10 00 @ 10 25	trate	3 85 @ 4 00
Camphor	1 20 @ 1 30	Tar, USP	50 @ 65	Borax xtal or	07 @ 13
Guaiac	70	Turpentine, bbl.	1 @ 1 22	powdered	07 @ 13
Guaiac, pow'd	70	Turpentine, less	1 29 @ 1 37	Cantharides, po.	2 00 @ 5 00
Kino	75	Wintergreen,	6 75 @ 7 00	Calomel	1 75 @ 1 96
Kino, powdered	85	leaf	6 75 @ 7 00	Capsicum, pow'd	43 @ 55
Myrrh	80	Wintergreen, sweet	3 75 @ 4 00	Carmine	6 00 @ 6 60
Myrrh, powdered	80	birch	3 75 @ 4 00	Cassia Buds	25 @ 30
Opium, powd.	12 15 @ 12 60	Wintergreen, art	1 00 @ 1 25	Cloves	47 @ 50
Opium, gran.	12 15 @ 12 60	Wormseed	10 00 @ 10 25	Chalk Prepared	14 @ 16
Shellac	90 @ 1 00	Wormwood	10 00 @ 10 25	Chloroform	57 @ 60
Shellac Bleached	1 00 @ 1 10	Potassium		Chloral Hydrate	1 35 @ 1 81
Tragacanth, pw.	2 25 @ 2 50	Bicarbonate	35 @ 40	Cocaine	11 60 @ 12 25
Tragacanth	2 50 @ 3 00	Bichromate	15 @ 25	Cocoa Butter	55 @ 75
Turpentine	25 @ 30	Bromide	45 @ 50	Corks, list, less	40 @ 50
Insecticides		Carbonate	30 @ 35	Copperas	23 @ 10
Arsenic	13 1/2 @ 30	Chlorate, gran'r	23 @ 30	Copperas, Powd.	4 @ 10
Blue Vitriol, bbl.	7 1/2 @ 15	Chlorate, powd.	16 @ 25	Corrosive Sublm	1 43 @ 1 63
Blue Vitriol, less	8 1/2 @ 15	or xtal	16 @ 25	Cream Tartar	35 @ 45
Bordeaux Mix Dry	14 @ 29	Cyanide	35 @ 50	Cuttle bone	55 @ 75
Hellebore, White	20 @ 30	Iodide	4 61 @ 4 84	Dextrine	4 1/2 @ 15
powdered	20 @ 30	Permanaganate	30 @ 40	Dover's Powder	3 50 @ 4 00
Insect Powder	70 @ 1 00	Prussiate, yellow	65 @ 75	Emery, All Nos.	10 @ 15
Lead Arsenate Po.	23 @ 41	Prussiate, red	1 45 @ 1 50	Emery, Powdered	3 @ 10
Lime and Sulphur	10 @ 25	Sulphate	35 @ 40	Epsom Salts, bbls.	3 @ 3
Dry	10 @ 25	Roots		Epsom Salts, less	3 1/2 @ 10
Paris Green	38 @ 52	Alkanet	25 @ 30	Ergot, powdered	1 @ 50
Leaves		Blood, powdered	30 @ 40	Flake, White	15 @ 20
Buchu	1 50 @ 1 60	Calamus	35 @ 75	Formaldehyde, lb.	19 @ 30
Buchu, powdered	1 @ 1 75	Elecampane, pwd	25 @ 30	Gelatine	1 25 @ 1 50
Sage, Bulk	25 @ 30	Gentian, powd.	20 @ 30	Glassware, less 55%	
Sage, 1/2 loose	4 @ 40	Ginger, African,	25 @ 30	Glauber Salts, bbl.	09 1/2 @ 10
Sage, powdered	35 @ 40	Ginger, Jamaican,	60 @ 65	Glauber Salts less	04 @ 10
Senna, Alex.	75 @ 80	powdered	42 @ 50	Glue, Brown	21 @ 30
Senna, Tinn.	30 @ 35	Golden Seal, pow.	5 50 @ 6 00	Glue, Brown Grd	15 @ 20
Senna, Tinn. pow.	25 @ 35	Ipecac, powd.	3 @ 30	Glue, White	27 1/2 @ 35
Uva Ursi	20 @ 25	Licorice	40 @ 45	Glue, White Grd.	25 @ 35
Oils		Licorice, powd.	20 @ 30	Glycerine	24 @ 32
Almonds, Bitter,		Orris, powdered	30 @ 40	Hops	65 @ 75
true	7 50 @ 7 75	Poke, powdered	30 @ 35	Iodine	6 30 @ 6 75
Almonds, Bitter,		Rhubarb, powd.	85 @ 1 00	Iodoform	7 60 @ 7 85
artificial	4 00 @ 4 25	Rosinwood, powd.	30 @ 35	Lead Acetate	18 @ 25
Almonds, Sweet,		Sarsaparilla, Hond.	30 @ 35	Lycopodium	75 @ 1 00
true	80 @ 1 20	ground	1 @ 1 00	Mace	75 @ 80
Seeds		Sarsaparilla Mexican,	50 @ 50	Mace, powdered	95 @ 1 00
Anise	35 @ 40	ground	50 @ 50	Menthol	11 00 @ 11 25
Anise, powdered	38 @ 45	Squills	35 @ 40	Morphine	9 70 @ 10 60
Bird, ls	13 @ 15	Squills, powdered	60 @ 70	Nux Vomica	3 @ 30
Canary	10 @ 15	Turmeric, powd.	17 @ 25	Nux Vomica, pow.	17 @ 25
Caraway, Po.	50 @ 45	Valeran, powd.	40 @ 50	Pepper black pow.	32 @ 35
Cardamon	2 00 @ 2 25	Leaves		Pepper, White	40 @ 45
Celery, powd.	45 @ 40	Buchu	1 50 @ 1 60	Pitch, Burgundy	10 @ 15
Coriander pow.	30 @ 22 @ 25	Buchu, powdered	1 @ 1 75	Quassia	12 @ 15
Dill	10 @ 20	Sage, Bulk	25 @ 30	Quinine	72 @ 83
Fennell	25 @ 30	Sage, 1/2 loose	4 @ 40	Rochelle Salts	30 @ 40
Flax	08 1/2 @ 13	Sage, powdered	35 @ 40	Saccharine	12 @ 30
Flax, ground	08 1/2 @ 13	Senna, Alex.	75 @ 80	Salt Peter	11 @ 22
Foenugreek pow.	15 @ 25	Senna, Tinn.	30 @ 35	Selditz Mixture	30 @ 40
Hemp	8 @ 15	Senna, Tinn. pow.	25 @ 35	Soap, green	15 @ 30
Lobelia, powd.	1 @ 1 25	Uva Ursi	20 @ 25	Soap, mott cast.	22 1/2 @ 25
Mustard, yellow	15 @ 25	Oils		Soap, white castile	11 @ 50
Mustard, black	15 @ 20	Almonds, Bitter,		Soap, white castile	11 @ 50
Poppy	22 @ 25	true	7 50 @ 7 75	Soda Ash	3 1/2 @ 10
Quince	2 00 @ 2 25	Almonds, Bitter,		Soda Bicarbonate	3 1/2 @ 10
Rape	15 @ 20	artificial	4 00 @ 4 25	Soda, Sal	03 @ 08
Sabadilla	23 @ 30	Almonds, Sweet,		Spirits Camphor	21 @ 35
Sunflower	11 1/2 @ 15	true	80 @ 1 20	Sulphur, roll	3 1/2 @ 10
Worm, American	30 @ 40	Seeds		Sulphur, Subl.	04 @ 10
Worm Levant	25 @ 00	Anise	35 @ 40	Tamarinds	20 @ 25

## 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

Canned Shrimps  
Fruit Jars  
Blue Karo Syrup  
Red Karo Syrup  
Orange Karo Syrup  
Some Confectionery

## DECLINED

Citron  
Orange Peel  
Tallow  
Hides

## AMMONIA

Arctic, 16 oz. 1.75  
Arctic, 32 oz. 2.75  
1 X L, 3 doz. 3.75  
Parsons, 2 doz. small 5.00  
Parsons, 2 doz. med. 4.20  
Parsons, 1 doz., lge. 3.35  
Silver Cloud, 3 dz. sm. 4.80  
Silver Cloud, 2 dz., med. 4.00  
Silver Cloud, 2 dz. lge. 6.70  
One case free with five.

## AXLE GREASE



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

## BAKING POWDERS

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. 2.20  
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. 95  
Royal, 6 oz., doz. 2.70  
Royal, 12 oz., doz. 5.20  
Royal, 5 lb. 31.20  
Ryzon, 4 oz., doz. 1.35  
Ryzon, 8 oz., doz. 2.25  
Ryzon, 16 oz., doz. 4.05  
Ryzon, 5 lb. 18.00  
Rocket, 16 oz., doz. 1.25

## BLUING

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  
Pillsbury's Best Cer'l 2.20  
Quaker Puffed Rice 5.45  
Quaker Puffed Wheat 4.30  
Quaker Brfst 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

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

No. 1 1.10  
No. 2 1.35

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@4.75  
Apple Sauce, No. 2 2.00  
Apricots, No. 1 1.90@2.00  
Apricots, No. 2 2.25  
Apricots, No. 2 1/2 2.25@2.50  
Apricots, No. 10 3.75  
Blackberries, No. 10 9.00  
Blueberries, No. 10 11.50  
Cherries, No. 2 3.00@3.50  
Cherries, No. 2 1/2 4.00@4.95  
Cherries, No. 10 11.50@12.00  
Loganberries, No. 2 3.00  
Peaches, No. 1 1.85  
Peaches, No. 1, Sliced 1.40  
Peaches, No. 2 2.75  
Peaches, No. 2 1/2, Mich 2.25  
Peaches, 2 1/2 Cal. 3.00@3.75  
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  
Pineap., 10, cru. 11.50@12.00  
Pears, No. 2 3.25  
Pears, No. 2 1/2 4.25  
Plums, No. 2 3.00  
Plums, No. 2 1/2 3.00  
Raspberries, No. 2, blk. 3.25  
Raspb's, Red, No. 10 9.75  
Raspb's, Black No. 10 11.00  
Rhubarb, No. 10 5.25

## CANNED FISH.

Clam Ch'der, 10 1/2 oz. 1.35  
Clam Ch., No. 3 3.00@3.40  
Clams, Steamed, No. 1 1.75  
Clams, Minced, No. 1 2.50  
Pinnan Haddle, 10 oz. 3.30  
Clam Bouillon, 7 oz. 2.25  
Chicken Haddle, No. 1 2.75  
Fish Flakes, small 1.85  
Cod Fish Cake, 10 oz. 1.75  
Cove Oysters, 5 oz. 1.75  
Lobster, No. 1/4, Star 2.90  
Shrimp, No. 1, wet 1.90  
Sard's 1/4 Oil, k'less 4.00  
Sardines, 1/4 Oil, k'less 3.85  
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@2.10  
Tuna, 1/2, Albocore 95  
Tuna, 1/2, Nekco 1.65  
Tuna, 1/2, Regent 2.25

## CANNED MEAT.

Bacon, Med. Beechnut 2.40  
Bacon, Lge. Beechnut 4.05  
Beef, No. 1, Corned 2.60  
Beef, No. 1, Roast 2.85  
Beef, No. 1/2 Rose Sil. 1.75  
Beef, No. 1/4, Qua. Sil. 2.10  
Beef, No. 1, Qua. sil. 3.25  
Beef, No. 1/2, B'nut sil. 5.10  
Beef, No. 1/4, B'nut sil. 2.80  
Beefsteak & Onions, s 3.15  
Chili Con. Ca., 1s 1.35@1.45  
Deviled Ham, 1/2 2.20  
Deviled Ham, 1/4 3.60  
Hamburg Steak & Onions, No. 1 3.15  
Potted Beef, 4 oz. 1.40  
Potted Meat, 1/2 Libby 50  
Potted Meat, 1/2 Libby 80  
Potted Ham, Gen. 1/4 1.85  
Vienna Saus., No. 1/2 1.35  
Veal Loaf, Medium 2.30  
Beechnut, 16 oz. 1.40  
Campbells 1.15  
Climatic Gem, 18 oz. 1.00  
Fremont, No. 2 1.25  
Snider, No. 1 95  
Snider, No. 2 1.35  
Van Camp, Small 92 1/2  
Van Camp, Med. 1.15

Beef, No. 1, Qua. sil. 3.25  
Beef, No. 1, B'nut sil. 5.10  
Beef, No. 1/2, B'nut sil. 2.80  
Beefsteak & Onions, s 3.15  
Chili Con. Ca., 1s 1.35@1.45  
Deviled Ham, 1/2 2.20  
Deviled Ham, 1/4 3.60  
Hamburg Steak & Onions, No. 1 3.15  
Potted Beef, 4 oz. 1.40  
Potted Meat, 1/2 Libby 50  
Potted Meat, 1/2 Libby 80  
Potted Ham, Gen. 1/4 1.85  
Vienna Saus., No. 1/2 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 95  
Snider, No. 2 1.35  
Van Camp, Small 92 1/2  
Van Camp, Med. 1.15

CANNED VEGETABLES.  
Asparagus.  
No. 1, Green tips 4.00  
No. 2 1/2, Lge. Gr. 3.75@4.50  
Wax Beans, 2s 1.35@3.75  
Wax Beans, No. 10 7.00  
Green Beans, 2s 1.60@4.75  
Green Beans, No. 10 8.25  
Lima Beans, No. 2 Gr. 2.00  
Lima Beans, 2s, Soaked 95  
Red Kid., No. 2 1.80@1.95  
Beets, No. 2, wh. 1.60@2.40  
Beets, No. 3, cut 1.25@1.75  
Beets, No. 3, cut 1.40@2.10  
Corn, No. 2, St. 1.00@1.10  
Corn, No. 2, Ex-Stan. 1.55  
Corn, No. 2, Fan 1.60@2.21  
Corn, No. 2, Fy. glass 3.25  
Corn, No. 10 7.25  
Hominy, No. 3 1.15@1.35  
Okra, No. 2, whole 2.00  
Okra, No. 2, cut 1.90  
Dehydrated Veg Soup 95  
Dehydrated Potatoes, lb 45  
Mushrooms, Choice 43  
Mushrooms, Sur Extra 70  
Peas, No. 2, B.J. 1.25@1.80  
Peas, No. 2, Sift. 1.60@2.10  
June 1.60@2.10  
Peas, No. 2, Ex. Sift. 1.60@2.10  
E. J. 1.90@2.10  
Peas, Ex. Fine, French 29  
Pumpkin, No. 3 1.45@1.75  
Pumpkin, No. 10 4.00  
Pimientos, 1/4, each 15@18  
Pimientos, 1/2, each 27  
Sw't Potatoes, No. 2 1/2 1.35  
Sauerkraut, No. 3 1.35@1.50  
Succotash, No. 2 1.60@2.35  
Succotash, No. 1 1.35  
Spinach, No. 1 1.45@1.60  
Spinach, No. 2 1.45@1.60  
Spinach, No. 3 2.15@2.25  
Spinach, No. 10 7.25  
Tomatoes, No. 2 1.30@1.60  
Tomatoes, No. 3 1.90@2.25  
Tomatoes, No. 2 glass 2.85  
Tomatoes, No. 10 6.50

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. 2.75  
Sniders, 16 oz. 1.75  
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  
Rocfort 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  
Wisconsin Flats 28  
Wisconsin 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 65  
Beechnut 70  
Doublemint 65  
Juicy Fruit 65  
Peppermint, Wrigleys 65  
Spearmint, Wrigleys 65  
Wrigley's P-K 65  
Zeno 65

## CHOCOLATE.

Baker, Caracas, 1/2s 37  
Baker, Caracas, 1/4s 35  
Baker, Premium, 1/2s 37  
Baker, Premium, 1/4s 34  
Baker, Premium, 1/2s 34  
Hersheys, Premium, 1/2s 35  
Hersheys, Premium, 1/4s 35  
Runkle, Premium, 1/2s 34  
Runkle, Premium, 1/4s 37  
Vienna Sweet, 24s 1.75

## COCOA.

Baker's 1/2s 40  
Baker's 1/4s 36  
Bunte, 1/2s 43  
Bunte, 1/4 lb. 35  
Bunte, lb. 82  
Drost's Dutch, 1 lb. 9.00  
Drost's Dutch, 1/2 lb. 4.75  
Drost's Dutch, 1/4 lb. 2.00  
Hersheys, 1/2s 33  
Hersheys, 1/4s 28  
Huyler 26  
Lowney, 1/2s 40  
Lowney, 1/4s 40  
Lowney, 1/2s 38  
Lowney, 5 lb. cans 31  
Van Houten, 1/2s 75  
Van Houten, 1/4s 75

## COCOANUT.

1/2s, 5 lb. case Dunham 50  
1/2s, 5 lb. case 48  
1/2s & 1/4s, 15 lb. case 49  
Bulk, barrels Shredded 22  
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@25  
Maracaibo 29  
Guatemala 28  
Java and Mocha 39  
Bogota 30  
Peaberry 28  
Christian Coffee Co.  
Amber Coffee, 1 lb. cart. 30  
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  
Carolene, Tall, 4 doz. 4.00  
Carolene, 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 dz. 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



Blue Grass, Tall, 48 5.00  
Blue Grass, Baby, 72 3.75  
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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  
Capitol, 50s 125.00  
Favorita, 50s 115.00  
Victory, 50s 95.00  
Buckeye, 50s 75.00  
Panetela, 50s 75.00  
LaSoreta (smokers) 70.00  
Wolverine, 50s 75.00  
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 35.00  
Pantella, 50, Wood 35.00  
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 21  
Kindergarten 19  
Kindergarten 18  
Leader 18  
X. L. O. 15  
French Creams 20  
Cameo 22  
Grocers 13

## Fancy Chocolates

5 lb. Boxes  
Bittersweets, Ass'd 1.75  
Choc Marshmallow Dp 1.75  
Milk Chocolate A 2.00  
Nibble Sticks 1.35  
Primrose Choc. 1.75  
No. 12 Choc., Dark 1.75  
No. 12 Choc., Light 1.85  
Chocolate Nut Rolls 1.90

## Gum Drops Pails

Anise 17  
Orange Gums 17  
Challenge Gums 17  
Favorite 21  
Superior 21  
Lozenges. Pails  
A. A. Pep. Lozenges 20  
A. A. Pink Lozenges 20  
A. A. Choc. Lozenges 20  
Motto Harts 21  
Malted Milk Lozenges 23

## Hard Goods. Pails

Lemon Drops 20  
O. F. Horehound dps. 20  
Anise Squares 20  
Peanut Squares 22  
Horehound Tablets 22  
Cough Drops Bxs.  
Putnam's 1.30  
Smith Bros. 1.50

## Package Goods

Creamery Marshmallows  
4 oz. pkg., 12s, cart. 1.05  
4 oz. pkg., 48s, case 4.00  
Specialties.  
Cocoanut Pinks 22  
Walnut Fudge 23  
Pineapple Fudge 21  
Italian Bon Bons 20  
National Cream Mints 30  
Silver King M. Mallow 32  
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 20  
Twenty-five cases 19 1/2  
6s and 4s  
Less than 5 cases 20 1/2  
Five cases 19 1/2  
Ten cases 19 1/2  
Twenty-five cases 19

## CREAM OF TARTAR

6 lb. boxes 40

## DRIED FRUITS

Apples  
Evap. Choice, bulk 14  
Apricots  
Evaporated, Choice 20  
Evaporated, Fancy 25  
Evaporated, Slabs 18  
Citron  
10 lb. box 51  
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 26

## Raisins

Seeded, bulk 12 1/2  
Seeded, 15 oz. pkg. 14  
Seedless, Thompson 12 1/2  
Seedless, 15 oz. pkg. 13 1/2  
California Prunes  
90-100 25 lb. boxes @08  
80-90, 25 lb. boxes @10 1/2  
70-80, 25 lb. boxes @11  
60-70, 25 lb. boxes @12  
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-1 Kidney 09 1/2  
Farina  
14 packages 2.10  
Bu", per 100 lbs. 05

## Hominy

Pearl, 100 lb. sack 3.50  
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  
Split, lb. 08

## Sago

East India 10  
Pearl, 100 lb. sacks 10  
Minute, 8 oz., 3 doz. 4.05  
Dromedary Instant 3.50

## FLAVORING EXTRACTS

Doz. Doz.  
Lemon Vanilla  
1.20 -- 1/2 ounce 1.50  
1.65 -- 1 1/2 ounce 2.00  
2.75 -- 2 1/2 ounce 3.25  
2.40 -- 2 ounce 3.00  
4.50 -- 4 ounce 5.50  
7.75 -- 8 ounce 9.50  
15.00 -- 16 ounce 18.00  
29.00 -- 32 ounce 34.00



**HORSE RADISH**  
Per doz., 6 oz. ----- 1 10

**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. bxs 6 50  
Red Diamond, 144 box 6 00

**Cleveland Match Co.**  
Brands



Old Pal, 144 Boxes -- 8 00  
Buddie, 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 Kgs, Wet, lb. 24

**MOLASSES.**

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

**Green Brer Rabbit**

No. 10, 6 cans to case 3 65  
No. 5, 12 cans to case 3 90  
No. 2 1/2, 24 cans to cs. 4 15  
No. 1 1/2, 36 cans to cs. 3 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 cs. 3 35  
No. 1 1/2, 36 cans to cs. 2 90

**New Orleans**

Fancy Open Kettle ----- 55  
Choice ----- 42  
Fair ----- 28  
Half barrels 5c extra

**Molasses in Cans.**

Red Hen, 24, 2 lb. ----- 2 70  
Red Hen, 24, 2 1/2 lb. 3 20  
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 75  
Ginger Cake, 6, 10 lb. 3 50  
O. & L. 24-2 lb. ----- 4 50  
O. & L. 24-2 1/2 lb. ----- 5 65  
O. & L. 12-5 lb. ----- 5 00  
O. & L. 6-10 lb. ----- 4 75  
Dove, 24, 2 lb. Wh. L. ----- 5 20  
Dove, 24, 2 1/2 lb. Black ----- 4 30  
Dove, 24, 2 1/2 lb. Black ----- 3 90  
Dove, 6, 10 lb. Blue L. ----- 4 45  
Palmetto, 24, 2 1/2 lb. ----- 4 40

**NUTS.**

**Whole**  
Almonds, Terregona ----- 19  
Brazil, Large ----- 14  
Fancy mixed ----- 20  
Filberts, Sicily ----- 15  
Peanuts, Virginia, raw ----- 11  
Peanuts, Vir. roasted ----- 13 1/2  
Peanuts, Jumbo raw ----- 13 1/2  
Peanuts, Jumbo, rstd ----- 15 1/2  
Pecans, 3 star ----- 20  
Pecans, Jumbo ----- 20  
Walnuts, California ----- 28

**Salted Peanuts**

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

**Shelled**  
Almonds ----- 55  
Peanuts, Spanish, ----- 13 1/2  
125 lb. bags ----- 50  
Filberts ----- 1 05  
Pecans ----- 50  
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 ----- 12.6  
Perfection Kerosine ----- 12.6  
Red Crown Gasoline ----- 21.3  
Tank Wagon ----- 21.3  
Gas Machine Gasoline 38.8  
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



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

**PICKLES**

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

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

**Dill Pickles.**  
600 Size, 15 gal. ----- 9 00

**PIPER**  
Cob, 3 doz. in bx 00@1 20

**PLAYING CARDS**

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

**POTASH**

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

**FRESH MEATS**

**Beef.**  
Top Steers & Heif. 15@16  
Good Steers & Heif. 14@15  
Med. 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 ----- 13  
Medium ----- 11  
Poor ----- 09

**Pork.**  
Heavy hogs ----- 08  
Medium hogs ----- 10  
Light hogs ----- 10  
Loin ----- 17  
Butts ----- 13  
Shoulders ----- 11 1/2  
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 tierces ----- 12 1/2  
California Hams 11 @12  
69 lb. tubs ----- advance 1/4  
50 lb. tubs ----- advance 1/4  
20 lb. pails ----- advance 1/4  
10 lb. pails ----- advance 1/4  
5 lb. pails ----- advance 1  
3 lb. pails ----- advance 1  
Compound Lard 13% @14 1/4

**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 @39  
sets ----- 38 @39  
California Hams 11 @12  
Picnic Boiled ----- 30 @32  
Hams ----- 32 @35  
Boiled Hams ----- 32 @35  
Mincod Hams ----- 14 @15  
Bacon ----- 22 @34

**Beef**

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

**Mince Meat**

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

**Pig's Feet**

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

**Tripe**

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

**Casings**

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

**RICE**

Fancy Head ----- 07 1/2  
Blue Rose ----- 05 1/2  
Broken ----- 03 1/2

**ROLLED OATS**

Steel Cut, 100 lb. sks. 4 75  
Silver Flake, 10 Pam. ----- 1 80  
Quaker, 18 Regular ----- 1 90  
Quaker, 12s Family ----- 2 65  
Mothers, 12s, Ill'num 3 25  
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 1/2 lb. packages ----- 2 40

**COD FISH**

Middles ----- 15  
Tablets, 1 lb. Pure ----- 19  
Tablets, 1/2 lb. Pure ----- 1 40  
Wood boxes, Pure ----- 26  
Whole Cod ----- 12

**Holland Herring**

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

**Herring**

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

**Lake Herring**

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

**Mackerel**

Tubs, 100 lb. fancy fat ----- 12 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  
Enamaline Paste, doz. 1 35  
Enamaline Liquid, dz. 1 35  
E Z Liquid, per doz. 1 40  
Radium, per doz. ----- 1 85  
Rising Sun, per doz. 1 35  
654 Stove Enamel, dz. 2 85  
Vulcanol, No. 5, doz. ----- 95  
Vulcanol, No. 10, doz. 1 85  
Stovall, per doz. ----- 3 00

**SALT**

Colonial 24, 2 lb. ----- 90  
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 lb. Table ----- 6 07  
60 lb. Table ----- 5 57  
30, 10 lb. Table ----- 5 30  
28 lb. bags, butter ----- 48



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

**SOAP**

Am. Family, 100 box ----- 6 00  
Export, 120 box ----- 5 00  
Flake White, 100 box ----- 4 55  
Fels Naphtha, 700 box ----- 5 50  
Grama White Na. 100s ----- 5 00  
Rub No More White ----- 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  
Fairy, 100 box ----- 5 50  
Jap Rose, 100 box ----- 7 85  
Palm Olive, 144 box 11 00  
Lava, 100 box ----- 4 90  
Pummo, 100 box ----- 4 85  
Sweetheart, 100 box ----- 5 70  
Grandpa Tar, 50 sm. ----- 2 00  
Grandpa Tar, 50 Lge ----- 3 35  
Fairbank Tar, 100 bx ----- 4 00  
Trilby, 100, 12c ----- 8 00  
Williams Barber Bar, 9s ----- 50  
Williams Mug, per doz. ----- 48

Proctor & Gamble.  
5 box lots, assorted ----- 6 40  
Chippo, 30, 12s ----- 6 00  
Chippo, 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 ----- 8 00  
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 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. ----- 8 85

Rub No More, 18 Lg. 4 25  
Spotless Cleanser, 48, ----- 3 85  
Sani Flush, 1 doz. ----- 2 25  
Sapolio, 3 doz. ----- 3 15  
Sapoline, 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 ----- @36  
Cassia, Canton ----- @25  
Cassia, 5c pkg., doz. ----- @40  
Ginger, African ----- @15  
Ginger, Cochinchina ----- @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 ----- @28 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  
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 pkgs. ----- 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 25  
2 doz. ----- 3 15  
Blue Karo, No. 5, 1 dz. ----- 2 95  
Blue Karo, No. 10, ----- 2 95

**Red Karo, No. 1 1/2**

2 doz. ----- 2 60  
Red Karo, No. 5, 1 dz. ----- 3 65  
Red Karo, No. 10, 1/2 doz. ----- 3 45

**Imt. Maple Flavor.**

Orange, No. 1 1/2, 2 doz. ----- 3 05  
Orange, No. 5, 1 doz. ----- 4 35

**Maple.**

Green Label Karo, ----- 6 69  
23 oz., 2 doz. ----- 6 69  
Green Label Karo, ----- 5 1/4  
5 1/4 lb., 1 doz. ----- 11 40

**Maple and Cane**

Kanuck, per gal. ----- 1 65  
Sugar Bird, 2 1/2 lb. ----- 9 00  
2 doz. ----- 12 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 25  
Capers ----- 1 90

**TEA.**

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

**Gunpowder**

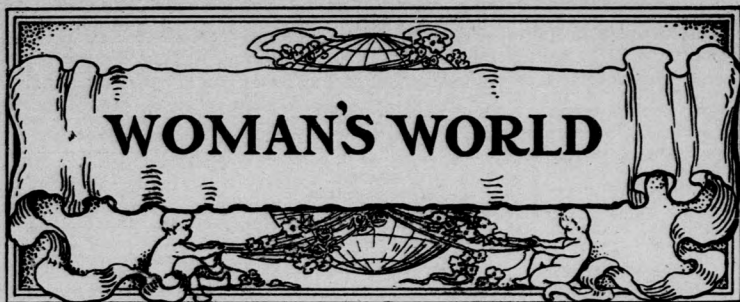
Choice ----- 28  
Fancy ----- 38@40

**Ceylon**

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

**English Breakfast**





### Shall They Come Back to Children's Status?

Written for the Tradesman.

You could have guessed, even if you had not known it, that she was just home from college—the end of her freshman year, or perhaps at the end of her course at boarding school—going to college next fall. As a matter of fact I did know that she had had a year of comparative freedom, especially freedom from the kind of clucking supervision that she suffered all through her girlhood before she went to school.

I met them on the street, and saw them coming towards me a good while before they saw me. Daughter's expression was not entirely pleasant; not at all what one might expect from a lively young girl at home for the summer, free at last from school duties and restrictions, and with the whole summer before her in which to play and do pretty much what she pleased.

Walking along with them a way, I had no difficulty in discovering what was the trouble. The old-time relationship of incessant nagging was in full operation; but daughter had passed beyond the stage when she could tolerate it.

Daughter had grown up into young womanhood, but mother was not aware of it. To her, the girl was still a child whose every movement had to be superintended, as every movement had been superintended in all the years from babyhood until she went away to school.

It really got on my nerves even in the little way that we walked together; mother's conversation and comment made up an almost unbroken stream of criticism and suggestion:

"I thought you had lots of physical culture—you certainly wrote me that you did. Why haven't they taught you to stand up straight? You are getting round-shouldered.

"I must say I don't like that hat you got—do you mean to tell me that they call that good taste? I can't imagine what the girls are thinking of now—the things they wear."

"Don't they do anything to discourage slang? Your conversation has been one unbroken stream of slang."

And so on.

The girls walked on, silent most of the time, with an expression of sullen boredom. I must say I sympathized with her.

I was thinking of the wonderful freedom she had had with her jolly classmates; of the congenial friendships she had enjoyed; of the merry goings and comings; of the sense of

grownup-ness and responsibility for yourself that is cultivated at schools such as she had been attending.

She had been, as I happened to know, president of her class and a member of the Student Council, which in a large degree handled discipline and made rules for the life of the student body. She had been active in dramatics and had won a prize for an essay in English.

And she had come home because there was no other place to go. The school was closed.

Suddenly she said, quite irrelevantly:

"I had a chance to go to a girls' camp this summer as counselor. It would have been great fun."

"That's the way children are nowadays," said her mother, gloomily. "They never want to be at home any more. We devote ourselves to them, trying to make them happy, and teach them how to behave; and they seek their happiness anywhere except with their parents. I don't know what the world is coming to, I'm sure."

"At least I should have been helping other girls to get health and happiness," the girl said. "Instead of just sitting around, and everlasting shopping."

"Well, whatever these expensive schools do," the mother said, "they certainly don't make their students contented with their homes and the normal life of a child in her family."

It was rather hopeless; I could think of nothing useful to contribute to the conversation, just then any way. But I wished that mother could realize that her daughter was no longer a child; that she was longing for something useful to do; something to talk about, except details of behavior and clothes.

The girls are coming home in droves now from schools and colleges full of the memories of happy times together, inspired by a sense of having been responsible for their own behavior. The wise mothers will meet them at the point to which they have grown. They will remember that the old days of mother-hen supervision have gone forever; they will welcome the opportunity to share in the new spirit; not of a new time or changed social conditions, but of a wider freedom of companionship, in the stage which daughter has attained in her normal development. Prudence Bradish.

(Copyrighted, 1923.)

### Couldn't Stand Everything.

"Why does Nettie's voice break so?"

"She has let it fall so often when she saw the floorwalker coming."

Insist Upon  
**Tea Table**  
FLOUR

Weber Flour Mills Corp. Brands.

Tea Table .....\$7.50  
Oven Spring .....7.10

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

**Roth Body Co.**

BUILDERS OF SPECIAL

**Motor Truck  
BODIES**

"Any style body for any make truck"

2048 DIVISION AVENUE, S.  
Citizens 31072

### GONE TO JOIN THE ANGELS.

Our cook was a treasure,  
Her wheatcakes a pleasure,  
Her coffee was fine—  
Her waffles divine!  
But she left in a hurry, and hasn't been seen  
Since she started the fire with some canned kerosene.



**Lily White**

*"The Flour the Best Cooks Use"*

**Greatest in Nutrition**

Lily White Flour is milled from the finest wheats grown in America. The grain is thoroughly washed, scoured and cleaned and is milled by the six-break system which efficiently reduces to a uniform granulation the heart of the wheat kernel. This is the prime center of nutrition, and it is this healthfulness that is actually baked into every loaf of bread.

You will like Lily White Flour for all your general baking. You will find it more satisfactory than any flour you ever used. Read the guarantee below if you are not convinced.

### Our Guarantee

We Guarantee you will like Lily White Flour, "the flour the best cooks use" better than any flour you ever used for every requirement of home baking.

If for any reason whatsoever you do not, your dealer will refund the purchase price. He is so instructed.



Soda Biscuits made with Lily White

**Your grocer will send you a sack of  
guaranteed Lily White.**

**VALLEY CITY MILLING COMPANY**  
GRAND RAPIDS, MICHIGAN

*"Millers for Sixty Years"*

Ads like these are being run regularly and continuously in the principal papers throughout Michigan. You will profit by carrying Lily White Flour in stock at all times, thereby being placed in position to supply the demand we are helping to create for Lily White Flour.

Maximum protection for the money, and adjustments are always made promptly

**Mary J. Field Company**  
Grand Rapids Representative

**Auto Owners Insurance Company**

Bell Main 1155

514-515 Widdcomb Bldg.

Citz. 65440



### Guessing on Cotton.

For the next two months the kind of difference of opinion which is said to make horse racing possible will be shown to the utmost as regards cotton. Nobody knows, or is likely to know in advance during the period mentioned, what the yield of this year's planting is to amount to and, perhaps, not even the quantity of carryover of the old crop. This opens the field to conjecture and helps along the betting on futures. Each bit of wetness or dryness in the growing districts will serve as a pretext for marking quotations up or down. It is curious to note, in the reports from down South, that the most pessimistic ones come from North Carolina, which produces 7 or 8 per cent. of the total crop, and the optimistic ones from Texas, which yields about 33 per cent. of it. That the first mentioned State is the headquarters of the American Cotton Association, which thinks of cotton in terms of 50 cents a pound, may be a mere coincidence. During the past week there were some spasms of activity on the exchanges when prices for both the old crop and the new went up, but not much actual cotton changed hands. So far as the mills are concerned, there are evidences of further curtailment of operations, this applying to the Southern as well as to the Eastern ones. New orders are imperative if further restriction does not become necessary. Under present conditions there is no disposition to pile up stocks which may have to be disposed of later on the basis of cheaper raw material. Prices of goods in the gray have been easing off and there has been little call for finished fabrics. Everybody seems to be playing a waiting game. In underwear the hot spell brought some demand for nainsook and other light wear articles, and bathing suits led in sales of knit wear. Much business still remains to be done on Fall underwear, although the period is at hand for opening the Spring lines.

### Warm Weather Hats.

Much is made of maline in millinery circles these days. In crowns, brims, flanges, trailing scarfs, choux trims, bows and entire hats, in black or shaded colors, maline is the medium par excellence of draping or fitting at this time of the year. Never before in a Summer season, according to the bulletin of the Retail Millinery Association of America, has this material meant so much to designer and follower of fashion alike.

"It contrasts and shades ideally," the bulletin continues, "and, with the other sheer crepes, organdies, gauzes and similar meshes, it easily takes first place. Felt comes next for prolific production of ideas and types in modern hatmaking. Even a touch of satin or velvet is seen on some of the newer trimmed felt hats, which are handled in the manner of the blocked straw shapes that sports devotees favor so much.

"Summer hats for Summer wear implies straw, and more prevalent are peanut, hanoki and bangkok for sports wear. Timbo is good for general wear. Milan is not so smart

as it was considered earlier in the season. Neapolitan hairbraid and the lacier weaves are assured for a front row at the fashion promenade for midsummer. Dyed laces, organdie lace and cut work, seersucker and similar old-time revived fabrics make the filmier, sheerer hats for matrons of the better class. Maline, taffeta and felt, however, are much to be reckoned with. Suede and fancy leathers also are used in combination with crepes and other lightweight fabrics."

### Will Influence Spring Opening.

Little in the way of duplicates for Fall men's wear fabrics materialized during the past week. Selling agents of the mills, however, have not abandoned their position that there is still some volume of these to come along later. Some of the mills are said to be approaching the point where they are getting close to the end of the heavyweight business they have booked, particularly in worsteds. Others, and this is said to be more general, have business booked that will carry them well through July. The way in which the mills are said to be situated on their heavyweight lines has an important bearing on the openings of the Spring lines. There has been talk that those lines will be opened later, but this hinges on the action taken by the largest factor in the trade. This company is understood, however, not to have booked heavyweight business in worsteds that will keep its mills busy after Aug. 1.

### New Type of Vanity Case.

A new style of vanity case, the product of a manufacturer of women's handbags, is now being offered to the trade here. It is available in a number of fancy leathers and wholesales at \$24 a dozen. Its shape is something like the tops of an Egyptian mummy case, and it swings from a top strap handle of the same leather as in the body of the case. This strap is attached to a two-tone celluloid plate in rose and white. The case fastens with a strap and button arrangement, and the fastening strap is trimmed with a celluloid ornament in the same two-tone effect. It is fitted with a powder puff, purse and circular mirror, and has a large shirred pocket in which loose articles may be carried. It is lined with moire silk of rose hue.

The love of money is the root of all evils. But we are all ready to pick the flowers.

## 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

## BUSINESS WANTS DEPARTMENT

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

Wanted—Two registered druggists or pharmacists. Address No. 203, c-o Michigan Tradesman. 203

For Sale—Our place of business, at Forward, seven miles from McBain, Michigan. General store. Good business, established twenty years. Mostly Holland trade. Good building, value \$5,000; stock, \$5,000. Business about \$15,000 annually. Will exchange buildings for good real estate. Stock, cash. Can reduce stock to suit buyer. Reason for selling, sickness in family and want a change. Will bear investigation. Jos. Nederhoed, Marion, Mich. 204

For Sale—Hardware and implement business in a good farming community twenty-five miles from Grand Rapids. A fine opportunity for anyone wishing to start business. Inventory of stock, \$4,500. Buildings reasonable. Closest competition six miles. Reason for selling, have a Ford contract. Address No. 206, c-o Michigan Tradesman, or Box 133 Burnips, Michigan. 206

For Sale—Shoe store and electric repair shop in connection. Established business of twenty-six years. Best location in city of Grand Haven. Reason for selling, retiring. Van Dyk & Dornbos, Grand Haven, Mich. 207

For Sale—87 foot frontage on main street, 180 foot frontage on side street. Fine maple shade on side street. Store building 22x100 feet occupied as feed store. Small store building on corner which is used for millinery store. Large horse shed, room for four teams. This is the best location in the city. Price \$7,000. Stock in store consists of flour, feed, hay and groceries. Will invoice \$2,000 to \$3,000. Address No. 208, c-o Michigan Tradesman. 208

For Sale—Grocery stock and fixtures. Must be sold at once, on account of poor health. Will make cash price a bargain. U. W. Kraft, Wayland, Mich. 209

FOR SALE—Stock of general merchandise: DRY GOODS, GROCERIES, HARDWARE, BOOTS and SHOES. In one of the best farming sections in Southern Michigan. Will invoice about \$7,000 for stock and fixtures. Address No. 210, c-o Michigan Tradesman. 210

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—\$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

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

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.

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

One of the best grocery stores in the city. Old established stand doing an annual business of \$80,000. Building \$15,000 and stock about \$7,000. Stock will be cash and building at reasonable terms. Will trade for good city property. This is an unusual proposition if you can handle it. For further information, call

### KINSEY & BUYS

Michigan Trust Building  
Commercial Dept.

For Sale Cheap—Modern Department Store at Port Austin, size 80 ft. x 111 ft., and stock consisting of Hardware, Shoes, Gent's Furnishings, Dry Goods, Groceries and Furniture.

Fred W. Kinde—Receiver.

WANTED—Position in store, by a man who has had eight years' experience in a variety store as manager and buyer. Best of reference given. Address No. 211, care Michigan Tradesman. 211

FOR SALE—Grocery and meat business in Boyne City, Michigan. Doing a business of \$20,000 a year. Can rent or buy the brick building. Other business. Faris Nickola, Boyne City. 212

STOCK of merchandise consisting of dry goods, notions, gent's furnishings, men's and boy's shoes, rubber goods, suit cases, trunks and bags. Doing cash business. Also two-story brick building. Stock can be reduced to suit purchaser. Reason for selling, account failing health. Address Lock Box 172, Webberville, Mich. 213

WANTED—Position of any kind in mercantile line. Have been manager for years of large general merchandise store. Know the business from A to Z. Or will take position as bookkeeper. Am thoroughly capable. Am a good community man for your town. Bass singer and stage theatricals. Experienced A 1 cornet player, and C melody saxophone player, band and orchestra. Have good family orchestra of my own. All letters answered. No town too small or too large. Address No. 214, care Michigan Tradesman. 214

For Sale—Three I. C. H. 8-16 tractors, with plows. Bargains, as we are closing out our business. Chas. Howland Implement Co., Pontiac, Mich. 215

Wanted—A stock of general merchandise. Have a splendid 200-acre farm and cash. Address No. 216, c-o Michigan Tradesman. 216

To Trade For Hotel—New \$12,000 country home, with 60 acres, 1/2 mile from beautiful city. 16 miles from Lansing. 20 acres bearing apples, 2 acres plums, 5 acres other kinds fruit. Brook runs through estate. Money maker. Address No. 217, c-o Michigan Tradesman. 217

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—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



### 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



# **FORTY YEARS OLD.**

(Concluded from page one.)

Samuel N. Osborn, Marshall, violation of pharmacy law. Arrested on warrant issued June 28, charged with selling drugs, not being a registered pharmacist. Appeared in court June 28. Pled guilty, fined \$50 and costs.

H. R. Allen, Pontiac, violation of pharmacy law. Warrant issued October 17. Appeared for trial October 18. Pled guilty, fined \$10.

Re-arrested October 18 for violation of pharmacy law. Appeared October 19. Pled guilty and fined \$50.

J. Stanley Finucan, Lansing, store inspected by Inspector Scott November 11, 1922. No registered pharmacist or registered assistant pharmacist in charge. Richard Burns, a registered apprentice, sold to Inspector Scott one ounce of carbolic acid and one ounce of tincture of iodine. Said Richard Burns claimed not to have been instructed by Mr. Finucan in regard to the law. Finucan having been instructed by Inspector Scott March, 1922. Warrant asked for and issued for said Finucan having been instructed by Inspector Scott and was fined \$60.

Glen H. Perkins, Freeport, arrested November 14, 1922, for violation of the pharmacy law, having sold to Inspector Scott carbolic acid and other prohibitive articles. Perkins was not a registered pharmacist or registered assistant pharmacist and his store was not in charge of the same at the time of sale. Warrant asked for and issued on above date. Perkins pled guilty and was fined \$50 and costs.

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

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

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

Vitcor E. Sinz, Grand Rapids, arrested April 26 for violation of the pharmacy law. Sold drugs and was not a registered pharmacist or registered assistant pharmacist. Pled guilty and was fined \$50 and costs. Complaint made by Inspector Scott.

Edward C. Hotaling, Grand Rapids, arrested April 26 for violation of the pharmacy law. Sold drugs and was not a registered pharmacist or registered assistant pharmacist. Pled guilty and was fined \$50 and costs. Complaint made by Inspector Scott.

Valentine Burbut, Detroit, arrested May 18 for violation of the pharmacy law. Sold drugs and was not a registered pharmacist or registered assistant pharmacist. Pled guilty and was fined \$100 and costs. Complaint made by Inspector Scott.

Summary: Fifteen arrests and fourteen convictions.

## **Review of the Produce Market.**

Asparagus—\$2 per doz. bunches for home grown; \$1.50 per doz. bunches for Ill.

Bananas—8@8½c per lb. The price will probably be advanced during the coming week.

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

Brussel's Sprouts—20c per qt. box.

Butter—The market is unchanged from a week ago. Local jobbers hold extra at 38c in 63 lb. tubs; fancy in 30 lb. tubs, 40c; prints, 40c. They pay 25 for packing stock.

Cabbage—Mobile, \$3.50 per crate; Mississippi, \$3.75 per crate.

Cantaloupes—Californias now sell as follows in this market:

Flats ----- \$2.75

Ponys ----- 4.75

Standards ----- 5.25

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

Cauliflower—\$3.75 per doz. heads.

Celery—California is selling at \$1.10 for Jumbo and \$1.25 for Extra Jumbo; Florida, \$8.50 per crate of 4 to 6 doz.

Cucumbers — Illinois hot house \$1.75 per doz.

Cocoanuts—\$6.25 per sack of 100.

Eggs—Local jobbers pay 18c for candled fresh, cases included.

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 per hamper.

Green Onions—25c per doz. bunches for home grown.

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 ----- \$7.50

Leaf, 20 lb. box ----- 20c

Leaf, 10 lb. box ----- 18c

Leaf, 80 lb. barrel ----- 16c

Onions—Texas Bermudas, \$3.50

per crate for white; \$3.25 for yellow.

Lemons—The market is strong at the recent advance. Sales are on the following basis:

300 Sunkist ----- \$12.00

300 Red Ball ----- 12.00

360 Red Ball ----- 12.00

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

On account of scarcity of stock there is likely to be an advance before the end of another week.

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

No. 1, White, per 11 peck bbl. ----- \$8.00

No. 1, White, per bu. ----- 3.00

No. 2, White, per 11 peck bbl. ----- 6.00

Parsley—50c per doz. bunches.

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

Pieplant—\$1 per bu. for home grown.

Pineapple—Red Spanish are held at \$4@5 for all sizes.

Poultry—Local buyers now pay as follows for live:

Light fowls ----- 14c

Heavy fowls ----- 19c

Broilers, 1½ lbs. ----- 29c

Broilers, White Leghorn ----- 22c

Cox and stags ----- 10c

Radishes—50c per doz. bunches.

Spinach—\$1.50 per bu. for home grown.

Strawberries—Tenn. fetch \$4 @ 4.50 for 24 qt. crate. Benton Harbor berries are \$2.75&3.25 for 16 qt. crate.

The latter are small in size and inferior in quality on account of lack of rain. The crop in this vicinity of Grand Rapids will be very short and the quality poor on account of hot weather and no moisture.

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

Tomatoes—6 lb. basket of California bring \$1.50; 7 lb. basket of home grown hot house fetch \$2.50.

Turnips—New, \$1.25 per doz. bunches.

## **THE BUSINESS MAP.**

While the country as a whole is prosperous, the prosperity is unevenly distributed among the various sections. In this there is nothing unusual, but it is interesting and important for the manufacturer and distributor to know what the business weather map looks like. Just at present the business weather looks least promising in the agricultural West, and especially in the wheat belts, where the low price of the principal product is not encouraging. At the beginning of the current year it was estimated that it would require two good years for the Western farmers to get back to normal. Since then the corn-growers have benefited by higher prices for their product, and, the corn belt is now somewhat more optimistic than the wheat belt, but there are still debts hanging over from 1920 on which liquidation is slow. In the South the high price of cotton has enabled that section to make unexpectedly rapid recovery, but the conditions there are "spotted." There are large areas in which, during the past two years, very little cotton has been made, owing to bad weather and insect pests, and in general the conditions have been best near the northern limits of the belt. In Georgia and South Carolina, where the ravages of the weevil have been especially severe, there has been a considerable exodus of colored labor to industrial centers. The section which has had the most difficulty in getting back on the main road to prosperity is the Northwest, while in the industrial East conditions come nearer to being uniformly good than elsewhere.

## **MUSKEGON'S GREATEST TASK.**

With wonderful examples of civic enterprise and accomplishment on both sides of her—Whitehall on the North and Grand Haven on the South—Muskegon has done absolutely nothing to develop and render accessible to her people the wonderful water front on Lake Michigan which lies at her feet.

Next to the unquenchable spirit of her citizenship, the greatest asset Muskegon possesses is her water front on Lake Michigan. This natural advantage as a source of health and inspiration is of priceless value. Yet nothing worthy the name has been done to develop it and render it easily accessible to people as a class. Grand Haven has achieved wonderful results by creating two avenues of approach and building thousands of square yards of cement on the water front for the benefit of pleasure seekers, picnickers and

bathers. Nothing that Grand Haven could do speaks louder for her public spiritedness and far sightedness.

Muskegon is great in many ways. By grit and determination she has changed a sluggish and languishing lumber town into a great and growing city. She has rescued many of her streets from sandy trails and surfaced them with many miles of beautiful cement and brick pavements, but her biggest and most comprehensive undertaking will be the development of her water front on Lake Michigan in keeping with the spirit of her people and the importance of her city as a place of manifest destiny.

## **DAME NATURE STILL ON JOB.**

Of 309 girl graduates in the high schools of Des Moines, who were asked what they wanted to do with life and themselves, only one proclaimed the ambition to marry and have a home; all the others announced the yearning for a "career"—to be actresses, lawyers, doctors, writers, teachers, missionaries, private secretaries, nurses, dietitians or some thing else not essentially conducive to domesticity.

This revelation as to the aspirations of the younger generation's feminine half doubtless will evoke loud cries of pain or rage in many quarters, but there isn't in it the slightest cause for alarm and it does not even hint that human nature has changed or is changing.

That these girls say what they do is not because the times now are different and provide more opportunities for the gratification of wishes that always existed. In due season most of them will marry, just as their like always did, and most of the dreams about a "career" will vanish and be forgotten, as is the nature of dreams, now as always.

Dame Nature is still on her ancient job, and she will not be denied any more in Iowa than elsewhere.

## **TAXES CAN BE REDUCED.**

During the past twelve months the predicted deficit in the United States Treasury at the end of the fiscal year has dwindled to nothing and now has been transformed into a surplus. The expected surplus is growing just as the deficit previously diminished. The last statement from the Secretary of the Treasury pointed to a surplus of \$125,000,000. Since then the revenues from customs have been running ahead of estimates, and it is believed that the surplus by June 30 may be nearer to \$200,000,000 than to the previous estimate. Fortunately, it is still six months before Congress meets, and so this money will not be immediately squandered. It is exceedingly important for the business interests of the country that this surplus should be made the basis for a reduction in taxes rather than for increased appropriations. During the coming months a great deal can be done to set the taxpayers to thinking about lower taxes and still further cuts in Government expenditures, but this is a campaign for business men rather than politicians. Many of the latter are already committed to huge political expenditures.





## 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**

### DIAMOND TOOTHPICKS



### DIAMOND CARTON CLOTHESPINS



are the best that can be made. Selling them means satisfied customers and helps build a reputation for "Quality" for your store, and last but not least furnishes a good profit.

Ask your jobber for Diamond Brand Toothpicks and Diamond Carton Clothespins, or write us for prices and particulars.

**THE DIAMOND MATCH COMPANY**

NEW YORK CHICAGO ST. LOUIS  
NEW ORLEANS SAN FRANCISCO



Having established its own  
invariable standard of quality

## RED STAR FLOUR

never makes claims of being  
"better than" or "as good as."

**JUDSON GROCER COMPANY**

DISTRIBUTORS

**GRAND RAPIDS,**

**MICHIGAN**



**Walker**  
MUSKEGON  
MICHIGAN

**Makes  
Good  
Chocolates**

Supreme  
Ham



## MORRIS'

Supreme

**Hams, Bacon, Boiled Ham  
Canned Meats, Butter, Eggs  
Cheese, Margarine, Sausage  
Lard, Shortening, Salad Oil**

Phone or Write Us  
for Quotations

**MORRIS & COMPANY**

PACKERS & PROVISIONERS



# DETROIT AIR COOLED CAR CO.

WAYNE, MICHIGAN

## MANAGEMENT

Under the personal management of W. J. Doughty, one of the pioneers in development of air cooled cars. Formerly with the Hupp Motor Car Company in the early days when manufacturing and marketing automobiles was a task. Mr. Doughty is ably assisted by Mr. G. R. Tremolada, formerly chief designing engineer Northway Motor & Mnfg. Company's division of the General Motors Corporation; and engineer of international reputation and experience, assuring a safe, sane and conservative management.

## PRODUCT

Company manufactures the D. A. C. air cooled cars. Three models: Touring car \$1,250.00, Coupe \$1,700.00, Sedan \$1,750.00; each having several hundred fewer parts and weighing one-third less than any other quality air cooled car. All models have many unique, original and exclusive features, for which patents are pending or granted. Equipped with the D. A. C. twin-three, six-cylinder, air cooled motor; developing 32 H. P. and weighing only 193 pounds. Four years' tests—covering nearly 65,000 miles—demonstrated approximately 30 miles to the gallon of gasoline. Exceptionally beautiful designs, unusual roominess and comfort, strictly quality cars at popular prices.

## OUTPUT SOLD

Contracts for 1,600 cars for immediate delivery have been closed with responsible dealers. Assurances from other dealers, in the largest distributing districts in the United States, indicate a distribution of 25,000 cars annually. More than 400 American and foreign dealers await dealers' proposition from this company.

## POSSIBILITIES OF PROFIT

While the Company has actual orders for 1,600 cars this year, showing a gross profit of \$450,000, our aim is to produce 5,000 cars as our dealers can readily dispose of that number.

The second year's production should show a gross profit of \$1,500,000.

The third year's production, working at full capacity—12,000 cars—should show a gross profit of \$3,500,000

## OPEN FOR SUBSCRIPTION

120,000 SHARES 8% FULL PARTICIPATING PREFERRED STOCK

Par Value \$10.00 per share

No Bonds

No Mortgages

Full participating Preferred Stock—By this is meant the preferred stock of the Detroit Air Cooled Car Company has a preference of 8% upon all dividends; a preference of one hundred per cent of the stock upon all assets of the Company and shares equally with the Common Stock in all the profits of the Company, thus giving the stock the greatest possible security without limiting the amount of its participation in the big earnings of the future.

The Detroit Air Cooled Car Company offers you this unusual opportunity to join them as partners in a manufacturing enterprise that, from all indications, may be one of the largest automobile manufacturers in the world. While the officers and directors are all successful business men, they are not in a position to finance the manufacturing of so great a number of cars as our dealers demand from us, and for that reason the Company does need and wants additional capital to insure a large and prosperous year with great possibilities from a dividend-earning standpoint.

We guarantee you an honest and faithful management, free from excessive salaries. Every officer and director has enough of his own money invested to insure him a good income from dividends he will receive on his investment.

D. A. C. CAR CO.,  
WAYNE, MICH.

Gentlemen:—I have \$\_\_\_\_\_ to invest. Kindly send me complete details of your company.

Name \_\_\_\_\_ Address \_\_\_\_\_