

MICHIGAN TRADESMAN

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EST. 1883

Forty-first Year

GRAND RAPIDS, WEDNESDAY, AUGUST 22, 1923

Number 2083

ROCK ME TO SLEEP

Backward, turn backward, O Time, in your flight,
Make me a child again just for to-night!
Mother, come back from the echoless shore,
Take me again to your heart as of yore;
Kiss from my forehead the furrows of care,
Smooth the few silver threads out of my hair;
Over my slumbers your loving watch keep—
Rock me to sleep, mother—rock me to sleep!

Backward, flow backward, O tide of the years!
I am so weary of toil and of tears—
Toil without recompense, tears all in vain—
Take them and give me my childhood again!
I have grown weary of dust and decay,
Weary of flinging my soul-wealth away,
Weary of sowing for others to reap—
Rock me to sleep, mother—rock me to sleep!

Tired of the hollow, the base, the untrue,
Mother, O mother, my heart calls for you!
Many a summer the grass has grown green,
Blossomed and faded, our faces between;
Yet, with strong yearning and passionate pain,
Long I to-night for your presence again;
Come from the silence so long and so deep—
Rock me to sleep, mother—rock me to sleep!

Over my heart in the days that are flown,
No love like mother-love ever has shone;
No other worship abides and endures,
Faithful, unselfish, and patient, like yours;
None like mother can charm away pain
From the sick soul and the world-weary brain;
Slumber's soft calms o'er my heavy lids creep—
Rock me to sleep, mother—rock me to sleep!

Come, let your brown hair, just lighted with gold,
Fall on your shoulders again as of old;
Let it drop over my forehead to-night,
Shading my faint eyes away from the light;
For with its sunny-edged shadows once more,
Haply will throng the sweet visions of yore;
Lovingly, softly, its bright billows sweep—
Rock me to sleep, mother—rock me to sleep!

Mother, dear mother, the years have been long
Since I last listened your lullaby song;
Sing, then, and unto my soul it shall seem
Womanhood's years have been only a dream.
Clasped to your heart in a loving embrace,
With your light lashes just sweeping my face,
Never hereafter to wake or to weep—
Rock me to sleep, mother—rock me to sleep!

ELIZABETH AKERS.

Public Reference Library,
Library St

That Ton of Coal

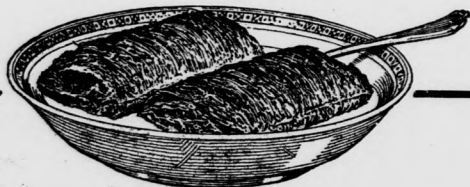
The cost of it need not worry your customers if they will cut out expensive foods that have no food value.

Shredded Wheat Biscuit

is a real food, containing all the strength-giving elements of the whole wheat grain prepared in a digestible form. Being ready-cooked and ready-to-eat it saves fuel, saves time, saves money. We create the demand for it through extensive national advertising. You distribute it and make a good profit.

MADE ONLY BY

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



WHITE HOUSE TEA

"JUST AS GOOD AS WHITE HOUSE COFFEE"
IS ITS BEST RECOMMENDATION



PACKED IN 4 OZ. AND 8 OZ. CANISTERS

BOSTON DWINELL-WRIGHT CO. CHICAGO

A real surprise and delight
for folks preferring tea for a
table beverage.

NEVER DISAPPOINTS

Hundreds of enterprising grocers are adding
this superb tea to their stocks—to the delight
of appreciative customers.

Distributed at Wholesale by

JUDSON GROCER CO.

GRAND RAPIDS, MICH.

HEKMAN'S

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

GROCERS—Hekman baked goods
are stocked and pushed by shrewd
grocers, because appreciated and
used by discriminating women.



Hekman Biscuit Co.
Grand Rapids, Mich.

15 MILLION FAMILIES

\$1000 for 300 words is pretty good pay!

That was the opportunity offered fifteen million families—to
become the first prize-winner in the great Fleischmann Health
Contest.

This contest proved the value of Yeast-for-health as never
before. It is still boosting sales for you.

THE FLEISCHMANN COMPANY

Yeast

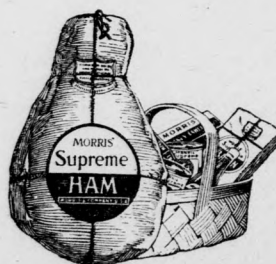
Service

MORRIS' Supreme

Quick Turnover Foods

All food products bearing the Supreme label
can be depended upon for top quality,
quick turnover and ready acceptance by
consumers.

Ask the Morris salesman to help you install
a complete "Supreme" Food Department.



**You'll find it
profitable to
sell Supreme
Foods**

MICHIGAN TRADESMAN

Forty-first Year

GRAND RAPIDS, WEDNESDAY, AUGUST 22, 1923

Number 2083

MICHIGAN TRADESMAN

(Unlike any other paper.)

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

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By

TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

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under Act of March 3, 1879.**THE DRY GOODS TRADE.**

While in some respects the past week was quite reassuring in mercantile circles, in others it was a little disappointing. Among the good features was the presence in the city of a large number of buyers, representing every section of the State. Individual purchases were not large as a rule, but the sum total of the buying was rather impressive. There was, however, much inspection of lines in the textiles, which showed an interest that is likely to result in more business later on. As a sequel to the piecemeal character of buying which is in vogue, the seasons have a way of merging into one another. This is quite marked just now. Buying for Fall keeps pace with that for Spring in more than one direction. This is because the retailer is feeling his way, not being desirous of committing himself any further than he is obliged to or of stretching his credit beyond what is absolutely necessary. And the wholesaler has fallen in with and followed the tactics of the retailer for similar reasons. This system puts it up to the producer to display sufficient initiative to start things. It often leads to the latter's making tentative offers to stimulate trade by means of novelties having some attractive qualities that will commend them to the general public. If the interest of the latter can in this way be aroused sufficiently to start them buying at retail, other activity follows almost as a matter of course.

Under circumstances of this kind attempts to push sales are not advisable because they would be injurious where they were not futile. Natural and orderly development is the remedy for any slowness or caution in buying. The impulse or urge must come from the consumer. He, or she, cannot be hurried to any great extent. Even the novelties merely

serve to coax along the buying inclination. And it happens to be a fortunate thing that this Fall it is only that which needs incitement because it is conceded that the buying power, taking the country as a whole, was never greater. Altogether too much pessimism was trotted out because of the lowered prices of wheat. One would have thought, from some of the utterances, that it dominated among the things grown. But the value of the crop is less than that of corn, cotton or hay, to say nothing of the value of the products of the meat and dairy industries or of the forests. In Minnesota, where the price of wheat was brought into politics, Governor Preus has shown that only 6 per cent. of the income of the farmers of that State was derived from the sale of wheat. It was the dairies that provided the real money. Even allowing for all the decrease in buying power caused by the reduced quotations for wheat, the diminution so occasioned can be but a small figure in the country's mercantile trade. It is more than offset by the greater returns from other sources of farm revenue and by the employment of more persons in different occupations at higher wages.

At this season of the year retail trading naturally slows up. The requirements of the period have been provided for and many are away on vacations. It is too early for most to buy things for Fall. Up to within a few days, also, the weather was not conducive to shopping with comfort. Purchasing by city residents during the last week was mostly of odds and ends for filling-in purposes and the picking up of bargains in staple articles. A great deal of the trading done was by visitors to the city, for whom there were some special attractions for early Fall. August appears to be a favorite month for such visitors who have shown up in especially large numbers this year, their presence being apparent at the hotels and theaters as well as on sidewalks at night. Meanwhile, the retail merchants are preparing for the regular Fall business, which is expected to reach normal proportions in about three weeks or so. The general feeling is that there will be a good season in most wearables as well as in articles for the household. The beginning of the buying and its volume and continuance will depend more upon the weather than any other one element. What is especially desired is that the trading for Fall and Winter shall be attended to before the real holiday business begins. A prolonged hot spell extending, as it sometimes does, well into October, would be a decided drawback, while a few cool nights

in September would materially stimulate sales.

INSIDE STORE STEALING.

Of the eighteen possible causes of stock shortages and inventory losses in retail stores the one on which the least stress is said to be laid is theft by employees who sell the goods. But this form of loss forms a larger part of shortages than is often supposed and where least suspected. The head of a service system explained that the work of his service included the two-fold function of detecting theft and improving the store service. In one instance the inventory loss was reduced in a single year from 5 per cent. to 1 per cent. after it had been demonstrated that inside stealing had been going on.

One reason why the average store owner thinks that he is safe from thefts by selling employees is that practically all stores have rules regarding the handling of sales that, if honestly followed, would make a theft quickly apparent. Yet it very frequently happens that clerks who are dishonestly inclined find ways of circumventing these rules for their own profit, no matter what method is used in recording sales.

The service executive mentioned above also says that his system works on the principle that prevention is preferable to detection. Therefore it is well to let employees know that they are being watched. The really honest clerk will not mind, while such inspection will often deter those who are not honest. The service inspectors report, as part of their duty any violations of the rules of the store, poor service, apparent theft, or any other matters that may injure the reputation of the store. Some stores have inspectors of their own, but the weakness of this plan lies in the fact that the clerks soon learn to spot them. Outside or independent inspectors go from city to city, and there is no possibility of their being known. Both men and women do this work, making test purchases in various departments periodically, it may be twice a week or perhaps only six times a year.

SCARING AWAY CREDITORS.

Some of the farmer's self-appointed friends are not helping his case by advertising him as a bankrupt. Their attitude lacks consistency. They claim that the farmers need more credit and cheaper credit and at the same time proclaim that the future recipients of this credit have already "gone broke." A business man who followed such tactics when he approached his banker for a loan would surely walk out of the bank as empty-headed as when he entered. Nobody with capital cares to lend it

to a confessed failure. Moreover, it is doubtful if agriculture at present needs any extensive financing, if this is to promote further expansion of production. The grain belts are in the condition of some of our manufacturing enterprises; they are suffering from over-expansion indident to the war. The same would be true of the cotton belt if it were not for the ravages of the boll weevil. The acreage planted in cotton this year is the largest on record. Credits for buying at present values or for further increasing the yield of staple grain crops will not solve the agricultural problem. The resort to needed diversification will sometimes require more credit facilities, and in such cases there are adequate agencies for supplying them. In the end, however, the farmer must work out his own salvation. Such aid as his political friends have given him so far has proved a broken reed.

NEW ENGLAND WAYS.

Those who deplore the fact that craftsmanship is no longer characteristic of Americans would find something to give them pause in every country district in New England. The women folks from the hill towns don't draw and paint miniatures or do landscapes in water-colors. The traditions born of necessity to make things that are "useful" are all against the purely decorative arts. Yet there is nothing in their religion of work to prevent them from spending eye-straining hours, by the light of oil lamps, after the milk pails are washed, the pans of milk set for cream, the usual darning and patching for the household done and the children and men folks in bed and asleep, in making their bit ready for the fair.

Much of the work that is shown is done by old ladies, scarcely able to move out of their chairs. Many of the exhibitors are too feeble to go and see the bright quilts, the silken puffs and the beautifully knitted shawls over which they have labored. In many a New England home during the next two months "Grandma" will sit alone all Fair Day, waiting for the folks to come home. If the colt which has been carefully fed and groomed all Summer fails to win a ribbon; if the pedigreed Jerseys on which father has counted so much are outpointed in competition with the exhibits from the State Farm or the fancy imported stock from the estate of the Boston broker; if the carefully picked and sorted barrel of Ben Davises is beaten those concerned will say little and will start planning for next year. But if, with all these disappointments, Grandma's quilt takes a blue ribbon, the day will have been a huge success.

BAN PRISON MADE GOODS.

Drive by Garment Manufacturers Against Criminal Competition.

Direct action in combating the competition that comes from prison-made garments is being taken by the International Association of Garment Manufacturers through the distribution of a pamphlet containing a list of the names of prison contractors in various States, together with the number of prisoners employed by them in each state. The list is being mailed to wholesalers who deal in work shirts, pants, overalls, aprons, house dresses, athletic underwear and children's rompers and play suits, as well as to retailers and retail associations.

The distribution of this pamphlet, according to A. F. Allison, Secretary of the Association, is part of the high-pressure fight that the Association has been conducting for some time against prison-made garments in direct competition with free labor. It is estimated that close to 40 per cent. of the work shirts sold in the country are made in whole or in part by prison labor, which is paid much less than free labor. The competition in other lines, particularly house dresses and aprons, is almost as keen and has forced many independent manufacturers out of business in the last few years.

While the fight that the Association is waging against the prison-made garments is acknowledged to be primarily selfish, the Emergency Drive Committee of the organization in charge of the campaign has developed co-operation with sociological agencies working for prison reform. The Association is identified with a broad movement having for its object the use of prison labor to make supplies used by the state, for the interchange of prison-made products between states for state use and for the training of prisoners along lines that will give them definite trades at which they may work following their release from confinement.

The Association stresses the point that prison-made garments are not so labeled and recently procured information showing that a large number of retailers who have been handling prison-made garments were not aware of the source of merchandise they were purveying to the public. Many retailers have ceased handling prison-made goods and all of those approached on the subject have offered their support to the association's fight.

These are the States that let out the labor of their prisoners on contract to various manufacturers, together with the number of prisoners engaged in contract work; Alabama 600; Arkansas, 150; Connecticut, 350; Delaware, 190; Idaho, 250; Kentucky, 400; Maryland, 569; Nebraska, 300; Oklahoma, 400 (the contract in this State was recently cancelled); Rhode Island, 250; Tennessee, 250; Utah, 150; Virginia, 375; West Virginia, 800; and Wyoming, 186. Iowa and Wisconsin are known to have contracts with outside manufacturers, according to the pamphlets, but state

officials have failed to answer enquiries. Missouri, employing 1,032 prisoners operates its own plant and sells the output. Michigan prison managers, under the direction of Gov. Groesbeck, are planning to greatly enlarge their capacity to manufacture garments intended to be sold through the regular trade channels. Two hundred and twenty machines are being installed at Jackson prison to manufacture denim, which will be made up into blouses, shirts and overalls at Ionia and Marquette prisons. The latter prison has long been a large producer of prison made garments which are sold mostly to the department stores in the large cities. Union men wear prison made garments almost exclusively, because

these goods, either unwittingly or otherwise. This is a sample, the letter having been written to a certain Chicago store:

Your name appears in a full-page advertisement for "X. Y. Z." work shirts, published July 22 in the Hearst daily papers, which appear to take great delight in exploiting prison-made goods.

We have been advised that "X. Y. Z." work shirts are made in prison. Are you assured that this is not so? We have never seen any shirts or other garments advertised as prison-made, although as yet thousands of men prisoners are working at contractors' sewing machines. Is this right or wrong? Although the buying public has been kept in ignorance regarding goods that are prison-made, can this long continue?

In our investigation we find no man who knowingly buys convict-

profit, and that the present convict labor system is a relic of the past which soon must go. Everywhere the feeling is growing that the prisons should be put on a business basis, increasing production by paying a fair wage to prisoners and thereby enabling them to pay their keep and support their families while serving their sentences. It is with a view to making the prisons and the prisoners self-supporting that the International Association of Garment Manufacturers has been waging its fight.

Specifics for Two More Maladies.

Curative medicine seems just now to be having its triumphs and to be getting some of the glory that for some time past has been monopolized by the medicine that prevents. Hardly has the diabetic who had been hopeless come to realize that "insulin" can save his life and restore his health, when from reputable and trustworthy sources comes the news that specific remedies in the shape of new serums have been found for two terrible maladies for which, hitherto, only quacks have promised real and speedy restoration.

Both of these announcements appeared in a recent issue of the Tradesman, one relating to rheumatism coming from the New York University Medical School, where more than 5,000 cases of that manaphased disease have been treated with more or less success in 80 per cent. of them, while the London Medical Research Council made a highly commendatory report on Professor Dreyer's "antigen," or vaccine, for sufferers from tuberculosis. In both instances the claims are cautiously expressed, in evident dread of arousing exaggerated expectations, but the fact presented are encouraging.

It is to be noted that animal experimentation, which certain mad folk are so fond of calling "vivisection," was utilized in attaining these medical successes, as so many others that without it their attainment would have been quite impossible. That fact, of course, the "antis" will ignore or mendaciously deny.

Garlic? Plenty.

Just enough garlic is garlic enough. There is no denying that it gives an artistic zest to certain dishes. All concerned in the availability of this popular Italian relish may be assured that a bumper crop is coming. The acreage of garlic in southern Italy is between 3,000 and 3,500 acres. There is a promise of a crop return of 3,000,000 pounds.

Sunflower Oil.

Mexico has a plant with perhaps a great industrial future. It is the girasol, or sunflower, serving both as a food and being very rich in oil. Much of the "olive" oil sold in Mexico is native sunflower oil.

Motto For September.

Soon, again, the school bell rings! Everywhere, for girls and boys, Past are near vacation joys. That's the word September brings. Each must respond to duty's call. Make success of tasks began. Be that the aim of every man Every day, this golden fall. Remember: It's September.

THE LITTLE FARM.

The little farm has many a charm
As the years are passing by
In the little of great renown
Where the Inter-oceans lie
It reminds me yet, so I don't forget
The old time-killing ways
Of the dear old place, the year-round race,
Of the good old yesterdays.

With the little farm, no clock's alarm
Need be heard along at four,
So I take my rest as suits me best
For there's not a single chore,
Not even a hen that wants me when
The coop should opened be,
There is not a care in the way I fare
In the early morn, for me.

But the little farm, instead of harm,
By a term I'd hate to name,
In a way that's fine holds me in line
To the nature conquest game.
For it seems to show as I hoe the row,
Whether rain or shine is best,
And I thus can be in sympathy
With the plowman in his quest.

And the little farm has another charm;
'Tis a part o'mother o'mine,
There is naught of worth like the very earth
For it holds all else in fine.
And I'll love to go to dig and hoe
In the earth that mothers me,
Till with loving care they lay me where
I'll a long time with it be.

L. B. Mitchell.

they are sold cheaper than garments made by free labor.

In addition to sending out the list, which will enable merchants to identify prison-made garments, so far as possible, the Association has developed a label to be used by any of its members who care to do so, stating that garments so labeled are not made in whole or in part by prison labor. Licenses will be issued for the use of this label, and violation of its use will be subject to a fine of not less than \$250 nor more than \$500 following a review of the case by the Association's Executive Committee. The license also provides that, in case of violation, the facts in connection with such violation shall be published in three advertising mediums. It is expected that about 30,000,000 garments will be thus labeled within the next six months.

Also as a part of the Association's fight against the competition of prison-made merchandise with that turned out by free labor, letters are frequently sent to retailers who handle

made shirts, or other garments, for any other reason than price. Do you not think that prison-made goods should be sold for what they are, for then no complaint could be made on that score? If any of your customers desire to wear a shirt sweated out of the prisoner and the State, that would seem to be their privilege and the privilege of any one desiring to sell such articles.

However, we desire to call to your attention that if you sell prison-made shirts you are helping, in our opinion, to kill clean competition for your business among work shirt manufacturers employing free labor. We realize that prison contractors make huge profits. However, are their customers assured they are paying the real bottom price to offset the risk of dealing with convict-made goods?

The organized fight by the public and manufacturers employing free labor against the present convict system has just started. The white light of publicity will be fully thrown upon it. Can we not count upon you to co-operate? We will welcome your enquiries.

Such letters have done much to convince retailers that state prisoners should not be employed for private

Changed Status of the Public Food Supply.

The grocery trade and canners have waited patiently for whisperings from the Duluth convention of Food Commissioners as to the disposition of the problem of "swells" allowance proposition. At the time of this writing, save for the news story from Duluth, it looks as though the commissioners found it quite as tangled a problem as the jobbers and canners have and have been wary of nailing down any definite remedy.

No one disagrees with the idea that canned foods should be destroyed whenever they clearly develop spoilage. Jobbers and retailers have always been willing to gather the swells and return them to the packer, but the plain fact is that a very small part of the stuff—very small probably—has leaked back into consumption. The jobber is no more open to accusation for this palpable crookedness than the canner and no one seriously objected when the Government prohibited their return through interstate channels to the originator of them.

But what to do about it is not easy. From the standpoint of the food commissioner, it is absolutely none of his business, save to prevent their sale. Why the canners, in their fear that someone was "doing them" hatched up the elaborate "local pest-house" idea, fuller of leaks and pitfalls than anything yet suggested, no one has yet been able to discover and the caution of the food commissioners in trying to prevent being drawn into a trade fight is reassuring.

One cannot read the proceedings of the food commissioners without being impressed with the changed status of the public food supply after seventeen years' operation of the Federal Pure Food law. Here is one commission frankly stating that 98 per cent of the food supply to-day is pure and honestly labeled.

It turns out that the chief abuse the commissioner now has to meet is to prevent the making and sale of impure and deleterious and mislabeled soft drinks, created in an effort to cater to public thirst when the people are cut off from their old-time favorite beverages; a class of products which does not seriously affect the average groceryman.

It is also reassuring to find the commissioners seeking not to be over-finishy about hair-splitting niceties of food quality but rather to see that food is wholesome and honestly labeled and also that much which formerly overzealous commissioners ordered destroyed is salvaged and made fit for consumption.

Millions of dollars' worth of perfectly usable food has been junked by hasty condemnation, and much perfectly good food of second or inferior quality has been kept off the market by the imagination of theorist that "pure food" necessarily means "highest quality food." Now the tendency appears to be somewhat along the line of recognizing that rationalism in food administration can do a great deal to aid in lowering the high cost of living.

Some one hears the question asked in the grocery trade: "Why is a canner?" And the answer usually is "Because he is a canner." Whenever the distributive trade gets into a controversy with the canners, it usually turns out that the chief difficulty to an understanding lies in the fact that the canner refuses to be anything else but a canner; in other words, will not try to see problems in any other eyes than those of his own selfish—and not always broad-gauge—angles.

Nothing has so well illustrated it as this present controversy about "swell allowances." Because the canner believes—and is advised by some of his leaders—that one-half of 1 per cent. is an excessive allowance, he refuses to recognize that, whether it is or not, it may be the very best way out of a tangled problem; certainly far better than an intricate and involved system of zone warehouses, which would (probably) cost him a great deal more, if they would work at all in practice.

No one can disagree with President Anderson when he plainly says that it is a pernicious practice for a jobber to try to make money out of an excessive swell allowance or a padded label allowance and pocket what he can make out of it—but it might be well for Mr. Anderson to prove that it is a common practice with jobbers before his followers swallow the pill whole, along with a lot of other disruptive medicine peddled out by Old Doc "Trade."

Some people also think it pays better to bank on the general honesty of the genus homo than to gamble that he is essentially crooked. But whether he is or he isn't, any man with a pack worth \$1,000,000 is a big enough business man to realize that it is cheaper to "present a buyer" \$5,000 and wash his hands of the whole problem of swells and spoilage than to fuss about it all the year and then get into a squabble with his best customer about it. And the same is true pro rata, down to \$50 a year. Once more let it be said: Why make a mountain out of a molehill.

Hides, Pelts and Furs.

Hides.	
Green, No. 1	06
Green, No. 2	05
Cured, No. 1	07
Cured, No. 2	06
Calfskin, Green, No. 1	12
Calfskin, Green, No. 2	10½
Calfskin, Cured, No. 1	13
Calfskin, Cured, No. 2	11½
Horse, No. 1	3 50
Horse, No. 2	2 50
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	@35
Unwashed, Rejects	@30
Unwashed, Fine	@42

Safe Guide for the Retail Merchant.

Fenton, August 21.—Enclosed find check for \$3 to bring my account up to date. We eagerly look forward to the time when we will receive the Tradesman, because we consider it a safe guide for the retail merchant in these times when conditions and prices are continually changing. Hardly an hour in the day goes by we don't refer to your Journal. Grant W. Whitman.

Will Always Do His Duty Without Fear or Favor

IT IS HIGHLY SIGNIFICANT of the confidence of the business men of the country in our new chief executive that although Mr. Coolidge has occupied but a short twenty days the eminent office to which he was so suddenly called, the great ship of state is riding on an even keel. Everywhere throughout the land, from the stock market of Wall street to the habitat of the remotest retail merchant, the opinion is universal that the administration of the new President means a continuance of prosperity.

No greater tribute could be paid to a man called without notice to take up so responsible an office than has been accorded Mr. Coolidge by business men everywhere. The Vice-President has little opportunity to make history and Mr. Coolidge has proved no exception to this rule, but as a level-headed citizen of New England and as Governor of Massachusetts he made a record that commends itself to the thoughtful men of the Nation to such an extent that they now unhesitatingly entrust their affairs to his guidance without the slightest apprehension as to the future. President Coolidge is not much of a talker and even less of a writer, but it will interest the readers of the Tradesman to glance at the platform on which he won a notable victory in the gubernatorial election which made him the chief executive of the great State of Massachusetts. It is as follows:

"Do the day's work. If it be to protect the rights of the weak, whoever objects, do it. If it be to help a powerful corporation the better to serve the people, whatever the opposition, do that. Expect to be called a stand-patter, but don't be a stand-patter. Expect to be called a demagogue, but don't be a demagogue. Don't hesitate to be as revolutionary as science. Don't hesitate to be as reactionary as the multiplication table. Don't expect to build up the weak by pulling down the strong. Don't hurry to legislate. Give administration a chance to catch up with legislation."

Calvin Coolidge's most striking characteristic is illustrated by a small, framed legend that hangs above a fireplace in the Coolidge home in Northampton, Mass. The legend reads:

A wise old owl lived in an oak
The more he saw, the less he spoke;
The less he spoke, the more he heard.
Why can't we be like that old bird?

WORDEN GROCER COMPANY

Grand Rapids
Kalamazoo—Lansing—Battle Creek

THE PROMPT SHIPPERS.

MOVEMENT OF MERCHANTS.

Petoskey—The Petoskey Produce Co. has increased its capital stock from \$8,000 to \$45,000.

Marquette—The Marquette Cafe, Washington street, has been opened by the Marquette Cafe Co.

Detroit—The Malcomson Coal Co., Congress building, has decreased its capital stock from \$450,000 to \$150,000.

Grand Rapids—The Furniture Capital Shops, Buchanan and Steven streets, has changed its name to the Hekman Furniture Co.

Vestaburg—Abraham Snyder & Son have sold their hardware stock and store fixtures to Levi Blough, who has taken possession.

Portland—The Willard Motor Co. has been incorporated with an authorized capital stock of \$14,000, all of which has been subscribed and paid in in cash.

Chesaning — McGinnis Bros., of Merrill, have purchased Raymond Inn and will open it as soon as it can be remodeled and a number of improvements made.

Dimondale—The Stockbridge Elevator Co. has sold its plant here to the S. Cushman & Son Co., of Bath, who will continue the business as a branch to its main plant.

Milan—W. H. Ingraham, who conducted a general store at Stony Creek for over a year, died at St. Joseph Hospital, Ann Arbor, Aug. 16, following a short illness.

Vestaburg—Levi Blough has sold his coal, wood and coke business to the Michigan Bean Co., which will continue the business in connection with its elevator and grain business.

Detroit—The Pontiac Scrap Iron & Metal Co., 99 Turk street, has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Ishpeming—The Hewitt Grain & Provision Co., with headquarters at Escanaba and branch houses in Ishpeming, Sault Ste. Marie and Iron River, has changed its name to the Hewitt Grocery Co.

Kalamazoo—Daniel Aach, who recently sold his stock of men's furnishings, hats, caps, etc., located on Portage street, has re-engaged in the same line of business at 222 North Burdick street.

DeWitt—Tabor & Peck, garage, automobile supplies, accessories and parts, have dissolved partnership and the business will be continued by Desloss Tabor, who has taken over the interest of his partner.

Saginaw—M. G. Meyers has leased the store at 215 Genesee street and is remodeling it preparatory to opening a credit clothing store under the style of the Hygrade Store. It will be opened about September 8.

Nashville—George C. Deane has leased the store adjoining his clothing store and will cut openings between the two stores making it one big establishment and more than doubling his present floor space.

Detroit—The Tung-Sol Sales Co., 2467 Grand River avenue, has been incorporated to conduct a general mercantile business in incandescent lights, electrical and auto accessories,

with an authorized capital stock of \$10,000, \$1,000 of which has been subscribed and paid in in cash.

Detroit—The Lane Co., 2453 Woodward avenue, has been incorporated to deal in clothing at wholesale and retail, with an authorized capital stock of \$30,000, \$3,000 of which has been subscribed and paid in in cash.

Detroit—The Wesson Sales Co., 1727 First Nat'l. Bank building, has been incorporated to manufacture and deal in tools, etc., with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Detroit—Marion's Inc., 1536 Broadway, has been incorporated to deal in women's and children's ready-to-wear clothing, with an authorized capital stock of \$10,000, \$1,000 of which has been subscribed and paid in in cash.

Monroe—The Renner-Brost Co. has been incorporated to deal in automobiles, auto accessories, supplies and parts, with an authorized capital stock of \$35,000, of which amount \$22,800 has been subscribed and \$14,400 paid in in cash.

Saginaw—The Atlas Coal Co., with business offices at 414 Phoenix building, Bay City, has been incorporated with an authorized capital stock of \$25,000 common and \$25,000 preferred, \$2,000 of which has been subscribed and paid in in cash.

Springport—The West Chemical & Paint Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$100,000, of which amount \$70,000 has been subscribed and paid in, \$10,000 in cash and \$60,000 in property.

Paw Paw—William H. Longwell one of the oldest bankers in Southwestern Michigan, in point of continuous service, died at his home here Tuesday, following a short illness. He had been Cashier of the Paw Paw First National Bank nearly thirty-five years.

Detroit—Ginn & Homer, Inc., 9258 Grand River avenue, has been incorporated to deal in automobiles, auto accessories, parts and supplies and to do a general garage business with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Detroit—The Lakin-Allen Electric Co., 448 Larned street, West, has been incorporated to manufacture, repair, rebuild and deal in electric motors, with an authorized capital stock of \$50,000, of which amount \$27,030 has been subscribed and \$15,090.73 paid in in property.

Jackson—E. W. Chapin, who has conducted a wholesale and retail cigar and tobacco store here for the past fifty-two years, has sold his interest in the stock of E. W. Chapin & Son to his son and partner, Elmore H. Chapin, who will continue the business under his own name.

Detroit—Henry Morrie Fechimer, 57 years old, died at his home, 148 Pallister avenue, Aug. 19. He is survived by his wife, Mrs. Emma S. Fechimer, two daughters, Mariam and Alice, and one son, William. Mr. Fechimer was a well-known Detroit business man, having been the secre-

tary and treasurer of the Heyn's Bazaar Co., 1241-1243 Woodward avenue, for a number of years.

Detroit—George C. Geissler, 2444 John R street, automobiles, auto accessories, parts and supplies, has merged his business into a stock company under the style of the Geissler Sales Corporation, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Fremont—John Pikaart, retired business man of this city, died Tuesday morning at his home on Fremont Lake following an attack of apoplexy. He was 59 years old. Until his death, he had served as Vice-President of the Old State Bank of this city. His widow and a son, J. T. Pikaart, survive. Mr. Pikaart was engaged in general trade at Brookside for many years prior to his removal to Fremont. He achieved marked success as a merchant and was held in high esteem by all who knew him.

Menominee—Frank St. Peter, president of the Carpenter-Cook Co., wholesale grocers, of Menominee, has been elected president of the Commercial Bank, to succeed the late Ferry Madden. St. Peter was one of the organizers of the Commercial Bank eighteen years ago. The institution started with a capital stock of \$65,000 and its resources now are \$1,200,000. Its deposits are more than \$1,000,000. Howard E. Hadeau, cashier, has been elected Vice-President. He is one of Michigan's youngest bankers and recently was made a director of the Federal Land Bank of St. Paul, Minn.

Sturgis—Charles H. Berford, an employee of the Sturgis Grocery Co., is under arrest on a charge of grand larceny. He is accused of systematically stealing produce from the warehouse of the grocery company, which was later disposed of. He is said to have taken more than \$3,000 worth of supplies within the past few months. Manager Wyre had been unable for months to account for the loss of stock. Suspicion was finally attached to Berford and after a short period of watching Wyre secured what he says is ample evidence to convict the man. False orders and manipulated records in the office are said to constitute the bulk of evidence.

Manufacturing Matters.

Kalamazoo—The Kalamazoo Creamery Co. has increased its capital stock from \$100,000 to \$200,000.

Manistee—The Manistee Flouring Mill Co. has decreased its capital stock from \$20,000 to \$5,000.

Saginaw—The Weed Destroying Machine Co. has changed its name to the Hemme Implement Co.

Mt. Clemens—The Cooper Steel Spring Co. has increased its capital stock from \$25,000 to \$100,000.

Detroit—The W. H. Bartlett Co., women's wearing apparel, has increased its capital stock from \$50,000 to \$250,000.

Detroit—The Detroit Tool & Cutlery Co., 2400 Bellevue street, has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in property.

St. Joseph—The Pulp Products Co. has filed a voluntary petition in bankruptcy. Liabilities, \$94,343.58 and assets \$10,455.61.

Detroit—The Michigan Copper & Brass Co., West Jefferson avenue, has decreased its capital stock from \$3,200,000 to \$3,000,000.

Charlotte—The Union Casket & Manufacturing Co. has increased its capitalization to \$40,000, of which amount more than half has been paid in.

Olivet—H. A. Inman has sold his bakery to Edward Longner, of Benton Harbor, and Harlan Lampson, of South Bend, Ind., both practical bakers. The business will be continued under the style of Longner & Lampson.

Kalamazoo — The Kalamazoo Checker Cab Co., 125 North Pitcher street, has been incorporated with an authorized capital stock of \$15,000, of which amount \$7,500 has been subscribed and paid in, \$6,000 in cash and \$1,500 in property.

Detroit—The Edwards Lawton Manufacturing Co., 1562 12th street, has been incorporated to manufacture tools, iron work, stamping, etc., with an authorized capital stock of \$30,000, \$16,000 of which has been subscribed and paid in in cash.

Albion—A wholesale candy manufactory will be added to Albion's list of diversified industries. The Jackson Confectionery Co. will be moved here from that city by the proprietors, Leon Thomas and William Applegate. The house is supplying a number of nearby towns with candy.

St. Johns—The Michigan Body Corporation, with plants at Chesaning and St. Louis and business offices at St. Johns, has been incorporated with an authorized capital stock of \$65,000 preferred and 23,500 shares at \$10 per share, of which amount \$65,000 and 14,000 shares has been subscribed and \$140,000 paid in in property.

Detroit—The Decker Manufacturing Co., 255 Meldrum avenue, has been incorporated to manufacture and deal in auto curtain lights, open car enclosures, accessories, etc., with an authorized capital stock of \$60,000 preferred and 12,000 shares no par value, of which amount \$59,000 and 12,000 shares has been subscribed and \$51,625 paid in in cash.

A Novelty in Bead Jewelry.

Something brand-new in the way of bead jewelry is just now being put on the market by leading manufacturers. It consists of a combination of necklace and adjustable "snake" bracelets, the latter being worn above the elbow. The necklace portion of the article is sixty inches long and comes in blue, amber, green and other colored beads as well as in imitation pearls and jet, with the bracelets to match. The bracelets are so attached to the necklace that absolute freedom of the arms is assured. The article wholesales at \$12 to \$36 per dozen, depending on the kind of beads contained in it.

Pride in your day's work gives us a feeling of satisfaction which nothing else can give.

Essential Features of the Grocery Staples.

Sugar—The market is still a conundrum, puzzling the oldest heads in the business. New York refiners are on a 7½c basis. Local jobbers are offering granulated at 8¼c.

Tea—The market shows no marked change from last week. The strongest thing in the line is Congous, which seem to be growing stronger and stronger on account of firm condition in China. Ceylons, Indias and Javas are also firm and are being bought every day at strengthening prices. All varieties of fermented teas appear to be particularly strong. In fact, most of the line is firm, with apparently a firm future. The entire line, particularly Congous, Ceylons, Javas and Indias show a fractional advance for the week. The expected shipment of Congous to this country this year will probably be one-fifth less than last year, with no carry-over from last year.

Coffee—The first hands' demand for Rio and Santos grades has been fairly good during the past week, with no particular change in price. All grades of Rio and Santos remain about as they were a week ago, meaning coffee green and in a large way, with a fair demand and a fairly firm undertone. Milds show no particular change for the week.

Canned Fruits—Although buyers are said to be more favorably disposed toward California fruits, they are still holding back for possible price concessions, which representatives of packers declare are not at all likely to be made, in view of the fact that present prices afford a very slender margin of profit.

Canned Vegetables—There is no cessation of the efforts making to secure supplies by buyers of peas who failed to make adequate provision for probable requirements by the placing of orders in advance of the pack or by those who believed they had done so only to be vastly disappointed by the inability of packers to make more than partial deliveries. The packers themselves are still in a state of much uncertainty as to how they are going to come out in the matter of deliveries and until they know whether they will have a surplus of any grade are unwilling to book additional business. Few, if any, jobbers have anything more than they will need for their own trade, and therefore resales are rare. Trade in tomatoes lags, and while prices on 1922 pack hold steady under light stocks, there is increasing pressure to clean up early 1923 goods before the main packing season starts, with the result that there has been a considerable scaling down of quotations within the past few days. The scarcity of spot corn of all kinds has created more than usual interest in the new Southern pack, that has just started, and the market for these goods consequently is hardening.

Canned Fish—It looks like a very short pack of Columbia River salmon. This is the finest grade of salmon and buyers want it. Packers are very reluctant to take on additional orders, consequently there is little or no business doing. Spot salmon of the lower grades, particularly the Alaska

grades, is dull; prices unchanged for the week. Maine sardines are still firm on account of scarcity. Some packers who have not been offering however, are coming into the market with small lots, although this has not yet affected the situation. Buyers and sellers of Maine sardines are rather widely apart. White tuna is still very firm and scarce. Other grades of canned fish show no change.

Dried Fruits—There appears to be a fixed idea in buying quarters that the recent decline in prunes and apricots will go further, and therefore jobbers are in no hurry to make commitments even against known requirements. While prices for California raisins have remained pegged at the point fixed about the middle of last month, there has been of late a rather active market for them, according to statements made by representatives of packers, including the biggest of them. In fact, the latter say that within the last couple of days there has been much more activity in all varieties on spot and for shipment than during any corresponding period in the past six weeks. One of the largest interests stated on Saturday that its spot stock of sultanas is completely sold out, the demand for them having been heavy and in a number of instances for large blocks. Some lower prices on California figs for September-October shipment are heard. Adriatics being offered at \$1.20 for four rows and \$1.05 for five rows, f. o. p. Coast. Currants have been quiet but firm in sympathy with stronger reports from Greece.

Syrup and Molasses—The market for fine grades of molasses, suitable for grocery purposes, continues to be steady and with no pressure to sell. The demand is fair. Sugar syrups seem to be wanted, but in small lots. This applies both to spot and export business; prices are unchanged. Compound syrup is in fair demand at steady prices.

Cheese—The market is firm, with a light consumptive demand at prices ranging about ½c per pound higher than a week ago. The make is about normal for the season. Stocks in storage are reported to be larger than usual. We do not look for much change during the coming week.

Provisions—Everything in the smoked meat line is having a fair consumptive demand at prices ranging about the same as last week. Pure lard is firm at ½c advance and lard substitutes are steady at unchanged prices. Canned meats, barreled pork and dried beef are steady, with a light demand at prices ranging about the same as a week ago.

Beans and Peas—No change has occurred in any line of dried white beans during the week. The whole line is still very easy, with business dull. Green and Scotch peas unchanged without incident.

Rice—Demand for domestic rice on the spot is showing improvement, the interest centering in fancy grades, which on account of very light supplies are firmly held at slightly higher prices. Southern advices are of a strong tenor, the crop which is now beginning to move being late and

will come on a practically bare market. Offerings of fancy Blue Rose are being made for prompt shipment from the mill at 4¼c and for shipment within ten days at 4½c. The local spot market for foreign rice is dull and somewhat unsettled, notwithstanding firm cables from primary sources of supply.

Salt Fish—Mackerel is exceedingly dull. The market is nominally unchanged and might be considered in buyer's favor, as there is very little business doing. Codfish is selling better than mackerel, but with small demand at best. Prices are unchanged.

Review of the Produce Market.

Apples—Transparents, Duchess and Red Astrachans, bring \$1 per bu. Bananas—9c per lb.

Beets—40c per doz. bunches for home grown.

Blackberries—\$2.50 per crate of 16 qts.

Butter—The consumptive demand for butter the past week has been very good. The make is about normal for the season and the quality arriving, considering the warm weather which prevailed up to this week, is average good. The market is in a healthy condition at the moment on the present basis of quotations. We are likely to have a good consumptive demand for the remainder of the week at least, with not much change in price. Local jobbers hold extra at 43c in 63 lb. tubs; fancy in 30 lb. tubs, 45c; prints, 45c. They pay 25c for packing stock.

Cabbage—\$1.25 per bu. for home grown.

Carrots—30c per doz. bunches for home grown.

Cauliflower—\$2 per doz. heads.

Celery—50c per bunch for home grown; \$2 per box of 4 doz. bunches.

Cucumbers—Home grown hot house 75c per doz.

Cocoanuts—\$6.25 per sack of 100.

Eggs—The market is firm on the present basis of quotations, with a good consumptive demand. The production has fallen off to a considerable extent and the market is firm. Storage stocks are reported to be large and we do not look for much change in price in the immediate future. Local jobbers pay 25c 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 ----- 4.50

Grapes—California Tokay, \$4.25 per 4 basket crate.

Green Beans—\$1.50 per bu. for either string or butter.

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

Green Peas—\$3 per hamper.

Honey—26c for comb; 25c for strained.

Lettuce—In good demand on the following basis:

Home grown head, per box --\$1.50

Leaf, per bu. ----- 1.00

Lemons—The market is now on the following basis:

300 Sunkist ----- \$11.00

300 Red Ball ----- 10.50

360 Red Ball ----- 9.50

Musk Melons—Osage sell as follows:

11 x 11 ----- \$1.75

12 x 12 ----- 2.00

14 x 14 ----- 2.25

Honey Dew ----- 3.25

Oranges—Fancy Sunkist Valencias now quoted on the following basis:

100 ----- \$6.00

126 ----- 6.50

150, 176, 200 ----- 6.50

216 ----- 6.00

252 ----- 6.00

288 ----- 5.50

Peaches—\$4 per bu. for home grown Yellow St. Johns.

Pears—Sugar, \$2 per bu.

Onions—Spanish, \$1.75 per crate; Texas, \$3.25 per 100 lb. bag.

Plums—\$3 per bu. for Burbanks.

Potatoes—Virginias are now selling \$5.50 for 11 peck barrel; home grown, \$1.50 per bu.

Parsley—50c per doz. bunches.

Peppers—Home grown, \$1.50 per bu.

Pickling Stock—Cukes, 20c per 100; white onions, \$1.60 per 20 lb. box.

Pieplant—\$1 per bu. for home grown.

Poultry—Local buyers now pay as follows for live:

Light fowls ----- 14c

Heavy fowls ----- 20c

Broilers, 2 lbs. ----- 28c

Radishes—30c per doz. bunches.

Spinach—\$1 per bu. for home grown.

Sweet Corn—40c per doz.

Tomatoes—7 lb. basket of home grown hot house fetch 65c; \$1.25 per ½ bu. basket.

Turnips—New, 50c per doz. bunches.

Watermelons—50@75c each for either Georgia or Florida.

Whortleberries—\$3 per 16 qt. crate.

New Grocery Chain To Come Out.

Another grocery chain is being projected in New York growing out of the recent combination of Park & Tilford, New York grocery people, and the Schulte interests, which are the chief competitors of the United Cigar Stores. The published object is to start a chain of grocery stores somewhat different from the average chain store.

A statement given out from New York during the past week said that the company aimed to open about 100. The general type of store would be about 20 x 50 feet in size, fitted with uniform style and taste and will carry on the business through the following departments: cigar departments, candy department, perfumes and toilet articles, basket fruit and Park & Tilford groceries, teas and coffees. Three stores will be established in New York and in a short time, said Mr. Schulte, and it is planned to start 100 others in the principal cities of the country. Agencies for the Park & Tilford product will be authorized in cities of 20,000 and over, and the Park & Tilford cigars and candies will be continued, he said.

The financial plans have been disclosed sufficiently to state that additional capital to the amount of \$2,000,000 is to be placed in the new "Park & Tilford, Inc.," which will be a holding company.

IN THE REALM OF RASCALITY

Cheats and Swindles Which Merchants Should Avoid.

The Tradesman feels called upon this week to warn its readers against having any dealings with Beardsley & Sons, who purport to conduct a collection agency at 1138 Reynolds street, Muskegon Heights. These people are writing collection contracts with merchants, the consideration being \$12 per year IN ADVANCE. For forty years the Tradesman has contended that any man who wants pay in advance for services he proposes to perform is, as a rule, a good man to avoid, and Beardsley & Sons appear to be no exceptions to the general rule. Last week a merchant not far from Muskegon informed the Tradesman that he had entrusted several collections to the Muskegon concern in April and that he had been utterly unable to obtain any report on them since. A Tradesman representative undertook to see Beardsley & Sons personally, but the street on which they reside—they conduct their business in a residence in the suburbs of Muskegon Heights—was so torn up that they could not be reached by vehicle, so a personal interview will have to be deferred until later in the year. In the meantime, the Tradesman reiterates the advice it has repeatedly uttered—pay no money to strangers and under no circumstances ever pay any money in advance to a person who proposes to do something later. It is seldom safe to trust any man under such circumstances, but the honest man is invariably satisfied to wait for his compensation until he has made good.

When Carl and Fred W. Beatty came to Grand Rapids about six months ago and engaged in the poultry and animal business at 7 South Ionia avenue (up stairs), the Tradesman warned the trade to go slow in having dealings with the concern, because the records of the two men were anything but assuring and their methods were anything but business like. The men now claim to have dissolved partnership. Carl was unable to meet his rent payment for the premises on Ionia avenue and has moved his stock to the fair grounds at Comstock Park. Fred is on the road for this concern, and goes from store to store, making promises which are not carried out in good faith. He gives every merchant to understand he is the sole agent in the town and then sells every other merchant who is caught by his smooth talk and generous promises. At Wayland recently he promised to advertise his poultry tonic (Chicolay) in the local paper and furnish each merchant an ample assortment of circulars to distribute among the trade, but neither has been forthcoming. The poultry tonic smells so strongly of acid that few hens can be prevailed upon to touch it, much less consume it in sufficient quantities to improve their laying power. Any merchant who has any dealings with either of these men is quite likely to regret his ac-

tions, because of their general unreliability and worthlessness.

It is reported that Carl Mather, who deliberately "absorbed" approximately a hundred thousand dollars placed in his custody by relatives and friends in order to conduct the Grand Rapids Knitting Mills, is now working in the country towns of Michigan, soliciting \$25 contributions to a fund to enable him to act as purchasing agent for his employers in the New York market. Considering how quickly he "got away with" such a large sum of money belonging to the Grand Rapids Knitting Mills, it would seem to be the part of wisdom to refrain from furnishing further funds for him to disport himself with.

coal lands in Vigo county on the Wabash river and is building at the pit mouth a power plant which will have an eventual capacity of 135,000 horsepower. The coal mined will go directly from the shaft to the crushers feeding the boilers of the power plant. The first unit now under construction will be 54,000 horsepower and will be completed early in 1924. The territory to be served from this plant covers nearly one-third of the state with a population estimated at 1,500,000.

The gross earnings for the year were \$10,508,809, compared with \$7,522,239 for 1922. The operating expenses were \$6,669,988, an increase of \$1,949,384. The gross income was \$4,838,821, compared with \$2,862,635. After interest and other

Blaine Gavett; treasurer, William J. Ripley; counsel, Charles McPherson directors, the officers and Charles B. Kelsey, George G. Whitworth; Charles A. Boalt, St. Paul; William B. Parsons, St. Paul and John A. Russell, Detroit.

Jackson Travelers Hold Their Annual Picnic.

Jackson, August 20.—Members of Jackson Council No. 57, made merry with their families and friends at their annual picnic held at Barlett's Landing, Pleasant Lake last Saturday.

At noon a delicious dinner was served to 250 who were in attendance at the affair.

A sports program was enjoyed in the afternoon and prizes were awarded to the following in the contests held: Boys' race, under 10 years, John Girken; girls' race, under 10 years, Dorothy Spears; ladies' race, Mrs. Albert Dorr and Mrs. Sidney Spears; girls' race, over 10 years, Lucile Howard, Harriet Wilse; boys' race, over 10 years, Charles Girken, William Hopp; fat man's race, Mark Gascon, Irving Spears; old man's race, Maurice Human; cracker eating contest, Mrs. T. Bornor; nail driving contest for women, Mrs. S. Spears; clothes pin contest, Mrs. T. Bornor; guessing contest, Mrs. William Hopp; quoit pitching contest, Mark Gascon and Paul Hurlburt.

A ball game between two picked teams of the lodge resulted in the team picked by Morris Heuman winning by one point from the team chosen by Paul Callaghan. The final score was 8 to 7. Many of the party stayed in the evening to enjoy the dancing offered at the pavilion.

The committee in charge of the successful and enjoyable affair was composed of Irving Spears, Earl Weed, and Maurice Heuman.

Negro Labor in Detroit.

More Southern negroes have come to Detroit in the last six months than in any similar period. The largest number come from Georgia, Alabama and Florida. Mr. Ford alone employs 5,000 and intimates that all white employees will ultimately be replaced with colored men. In all about 17,000 negroes are employed in seventy-nine large industrial plants in Detroit. Former field hands find employment in industrial plants as common laborers, receiving from 43 to 55 cents per hour, and beyond this a bonus to a steady employee. Half of the concerns work their men on a piece basis. The prevailing wage for an unskilled laborer for a nine hour day is \$5 and \$6, as compared with 60 cents for a day's work often earned by field hands in Southern cotton fields.

Grain for Germany.

Germany wants the surplus grain of the United States. The fundamental financing argument is that the sale of American surplus grain to Germany will advance wheat prices in America so much that the grain growers can well afford to extend Germany credit. One plan discussed in Germany is that the grain growers be given non-interest bearing German government bonds of the denominations of \$100 or less.

Gasoline.

Gasoline production in June, 626,724,217 gallons, was almost equal to the domestic demand which amounted to 633,504,590 gallons. Exports were 75,314,994 gallons.

THE NATURE LOVER.

The nature lover's best and worst
Is down here on the ground,
'Tis his instinctive "safety first"
From the isms that abound.
He gets somewhere to something real
On something all the time,
With something that makes its appeal
As something that's sublime.

And he is not at all afraid
Of highest mountain peaks;
The rock-ribbed way on up the grade
Forms part of what he seeks.
The view seems richer for its cost,
The splendor grows apace,
There's nothing in it that is lost
From base to highest place.

But all the same, he's on the ground
High, low or anywhere,
The rich perspective is profound
Though skies be foul or fair.
From thunderbolts to rainbows, he
May all so soon be led
Or to the sunset on the lea
With golden glow and red.

'Tis from the ground he reckons from
To sun and moon and star
Until he finds he's just begun
To squint at things afar.
And so, with all the splendid things
Right here upon his plod,
He sprouts no creed bespangled wings
For finding nature's God.

And so there's every reason why
He loves his Mother dear
And on his Father to rely
Without a doubt or fear.
In him is near perfection reached,
The consciousness that best
Lives to the truth by nature preached
And trusts for all the rest.

L. B. Mitchell.

Annual Meeting of American Public Utilities Co.

The sale of its Minnesota-Wisconsin and Jackson (Miss.) interests leaves American Public Utilities in ownership of Central Indiana Power Co., Albion (Mich.) Gas Light Co., Elkhart (Ind.) Gas and Fuel Co., Utah Gas and Coke Co. and Holland (Mich.) Gas works and these properties are now stable and profitable.

Next to the reorganization of the capitalization the most important development of the year was in the Central Indiana Power Co. With Indianapolis as a center this company serves 110 prosperous towns in Central Indiana with high tension system of more than 800 miles. The company owns 3,300 acres of

fixed charges the balance is \$1,409,539 and after the payment of \$689,121 in preferred dividends \$720,418 remains for depreciation and common stock dividends.

At the close of the annual report presented to the stockholders Monday President Joseph H. Brewer forecasted rapid growth of earning power and enhanced values for its Indiana properties. The sale of the Wisconsin-Minnesota properties, which were practically finished, will enable the company to concentrate capital and energy upon the Indiana property, where the possibilities for the future are reported to be great.

The following officers and directors were elected: President, Joseph H. Brewer; vice presidents, L. B. Andrus, Peter D. Kline; secretary,

Citizens Telephone Company Stockholders

About September 1, 1923, you will receive payment in full for your shares in the Citizens Telephone Company, with accrued dividends from July 1st.

We will accept your stock at par and accrued dividend for an immediate exchange, and suggest for the reinvestment of these funds the following list of conservative bonds:

NORTH AMERICAN EDISON CO. $6\frac{1}{2}$
due 1948, price $98\frac{1}{2}$ yielding $6\frac{5}{8}\%$.

KINGDOM OF NORWAY 6s due 1943,
price $96\frac{1}{2}$ yielding 6.30%.

UNITED LIGHT & RAILWAY CO. 6s due
1952, price $96\frac{1}{2}$ yielding 6.25%.

LONG BELL LUMBER CO. 6s due 1942,
price 94 yielding 6.55%.

GRAHAM & MORTON TRANSPORTA-
TION CO. 6s due serially, priced to
yield $6\frac{1}{2}\%$.

MORTON BUILDING CO. 6s due serially,
priced to yield $5\frac{3}{4}\%$.

NEWAGO PORTLAND CEMENT $6\frac{1}{2}$ s due
1938, price $96\frac{1}{2}$ to yield $6\frac{7}{8}\%$.

CONSUMERS POWER CO. 5s due 1952,
price $89\frac{1}{4}$ to yield $5\frac{3}{4}\%$.

DESCRIPTIVE CIRCULARS UPON REQUEST

Howe, Snow & Bertles

(INCORPORATED)

INVESTMENT SECURITIES

GRAND RAPIDS

NEW YORK

CHICAGO

DETROIT

Statistics and information contained in this advertisement, while not guaranteed, are obtained from sources we believe to be reliable.

DOLLAR GASOLINE FOOLS.

Those political prophets at Washington who trumpeted warnings of "dollar gasoline" in the last days of Congress are just as smugly convinced as ever that they were right. It was their timely exposure of this "conspiracy" that prevented the rise, and now that prices are being sharply cut they are busily engaged in smelling out another conspiracy. This time it is a scheme of the big concerns to freeze out the little fellows. Of course, the consumer profits by the present low prices, but he will have to pay for this later on when the independent concerns are driven to the wall. And so the defenders of the rights of the "peepul" find cause for lamentation whether the price of gasoline goes up or goes down or remains stationary.

There is nothing at all mysterious about what is happening in the case of petroleum and gasoline. It is wholly a question of supply and demand. There has been enormous overproduction of oil in the California fields. Storage facilities are overtaxed, and the surplus cannot be held indefinitely. The only possible way to restore an equilibrium in the oil industry is to stimulate consumption and discourage further excess production by a reduction of prices. Gasoline is being sold for less than present costs of production, but this is a situation that carries its own remedy. It is true that the smaller producers may be less able to stand the loss than their larger competitors, but that is always the case in any line of business in which there is such a maladjustment of supply and demand.

The oil situation shows an exaggeration of what has occurred in agriculture. There has also been overexpansion of our agricultural output. This applies not only to ourselves but also to Europe and to parts of South America. Conditions in Europe during the last three years have tended to make that part of the world more self-sustaining than it was in the pre-war period. Some countries are producing much more foodstuffs than before the war, while consumption of food has tended to decline both in quantity and in quality. This is attributed to the depression prevailing in European industrial centers. The industrial output is far below the pre-war average, and the factory worker has been compelled to lower his standard of living. This means less demand for food products from foreign countries and so Europe is living more at home. As a result, agriculture is adversely affected in countries which depend on Europe as a market for their surplus.

COTTON CROP UNCERTAIN.

Weather in the growing states was what swayed quotations of cotton during the past week, just as it did the week before and as it is apt to do for a month more. As to Texas, upon whose yield depends in great measure the size of this year's crop, it appeared to be an open question whether moisture or the lack of it would help most. The hot dry weather lately has rather undermined

the constitution of the boll weevil, but has not aided otherwise in the growth of the plant, which needs rain. It is to be observed, however, that cotton is not a very tender plant and can stand a great deal of killing. How far the use of insecticides has extended for the purpose of disposing of the weevil is yet to be seen. In a communication published the other day from a planter near Albany, Ga., a detailed account was given of the expenses incurred. It figured out that he would only get about one bale to four acres, and this would represent a cost of \$33.39 per 100 pounds. The curious thing was that, although each item of expense was carefully set forth, not one cent was expended against the weevil, in spite of the fact that that insect's ravages were put down as "the outstanding menace to the whole situation." If the case is at all representative, it is not at all surprising that cotton growing does not pay. Prices of cotton are holding up very well in view of smaller takings by both foreign and domestic spinners. The action of mills in determining to curtail production has tended to stiffen prices of cotton fabrics, and some quite large sales of gray cloths were reported during the week. Not so much can be said of finished goods, though some are showing a little more movement than they did. In gingham it was reported that one concern was disposing of them on memorandum, which is not a sign of confidence. A feature of the past week was the purchase of 55,000 dozen of men's nainsook underwear for Spring by a chain store organization. Knit goods are still going slowly and hosiery sales of any consequence are not expected until next month.

CONSTRUCTIVE FACTORS.

In spite of the unsatisfactory state of Franco-German relations, which have not been without their effect in this country, the past week's business news showed a number of features of a constructive character. Better prices for both wheat and cotton had a buoyant effect on the markets. Pig iron prices at the same time held steady, and there are indications that the recent recessions in the iron market have about run their course. A better tone was evident also in the coal and coke markets. The latest report of weekly car loadings showed a movement again very near the peak. Though the stock market was dull and reactionary at the beginning of the week, with many stocks declining in sympathy with the break in oils, in the latter half of the week there was a substantial rally with some recovery even in oil shares. The weakness in the latter had followed reports of drastic reductions in the price of gasoline in various sections of the country, but reports showing that stocks of "distress" gasoline were small appeared to be a steadying influence. Pronounced weakness in some of the foreign exchanges, particularly in francs, followed the publication of the British note to France, but in this field, too, there was recovery towards the end of the week.

HISTORY'S REPETITIONS.

"Depression in a country so endowed with every element of prosperity and wealth cannot be durable. The greatness of our resources has, for some years past tended to lead us astray. We thought them without limit, and abandoned ourselves to undertakings and speculations far beyond our real strength. The errors of the past will not be without their benefit, if they serve as beacons to warn us from similar mistakes in the future."

The foregoing might have been written at any time since April, 1920, and every business man has read no end of comment of similar tenor. In spite of its very modern ring, however, it was written just eighty-one years ago, and has been picked up from the message of the Governor of a Southern State to his Legislature when it convened in the spring of 1842. At that time the country was having a flare-back of depression following a short period of recovery from the panic of 1837. The Governor's hope that the experience of that time would serve as a warning against "similar mistakes in the future" was not fulfilled, for since then the country has passed through five major industrial crises, with smaller ones sandwiched in between. The present generation appears to have learned its lesson, but has it done this more thoroughly than those which went through the panics of 1837, 1857, 1873, and 1893? If not, the next generation will perhaps repeat the experiences of its predecessors, and some Governor in 1942 or thereabout will be making the same sort of comment that was made by another Governor in 1842.

PLAN TO ELIMINATE WASTE.

In its campaign to eliminate waste in industry the Department of Commerce has indicated its desire to help out the trades engaged in the making of women's wear. Conferences are to be held between representatives of the manufacturing interests and officials of the department with this end in view. In most occupations the remedies for much of the unnecessary waste are standardizing and the making of fewer sorts. To a large degree these cannot well operate in the case of the manufacture of women's raiment in which style cuts so much of a figure and where variety of design and ornamentation is so great an attraction. There is often, also, a good selling reason why styles should be changed between seasons to satisfy those who desire something more exclusive in their wardrobes. Then, too, some inspiration of a designer may afford the opportunity to increase sales by better satisfying customers. So the standardizing of styles is not a thing desired. But, in other directions, there is the prospect of cutting off needless expense which is now adding to the cost of manufacture and distribution. The institution of proper cost accounting systems and the reduction of factory overhead offer opportunities worthy of study, as does that of the continuous employment of labor. And there is also a field for investigation as to the most

efficient methods of marketing which have a decided bearing on the cost of things to the consumer.

WOOLS AND WOOLENS.

Not much movement appears in the markets for wool. Opinion is yet divided as to whether the prices at the forthcoming auction sales, to open in London in September, will show recessions or not. Census reports showing wool stocks in this country in the hands of dealers and manufacturers on June 30 place them at 531,698,479 pounds, grease equivalent. Adding to this the amounts not reported and that remaining in the hands of growers, there would be a total of well over a year's supply. There is, therefore, no danger of a scarcity of the commodity, a fact that is, perhaps, reflected in the circumstance that buying is on rather a restricted scale. The goods market, so far as concerns men's wear fabrics, is still halting in the purchases for Spring. Added openings of fabrics for that season took place during the past week. More or less, however, still continues to be bought for Fall needs. Buying of the lightweights in quantity will have to await the disposal of the made-up goods for Fall. Of these, top coats and overcoats seem to be assured of a good season. Suits, which have been taking rather more slowly, are expected to do better before long. More activity is shown in the dress goods lines, and buyers are looking forward to the openings for Spring of the mills making the finer sorts of them. Quicker placing of orders for them is expected, just as was the case a couple of weeks ago when the big company made its offerings.

MORE PRISON LABOR.

The announcement that Jackson Prison will install 220 more machines for the manufacture of denim and that several hundred prisoners in the Ionia House of Correction will be employed in the manufacture of shirts, blouses and overalls made from the cloth produced in Jackson Prison is a matter of profound regret to those who believe that the manufacturers of goods in prisons should be confined to articles which can be used in the other penal and charitable institutions of the State.

For some reason our present Governor appears to have set out to convert the prisons of Michigan into money-making institutions, regardless of the havoc he causes in the ranks of free labor, and the inconvenience, annoyance and loss he occasions good citizens who are deprived of employment or profits to which they are legitimately entitled. Strong effort will be made to counteract this determination on the part of Governor Groesbeck, but it will be a most bitter fight, because the Governor has succeeded in creating a great personal and political machine with original authority centralized in himself, which it will be most difficult to combat.

Some men spend enough time telling their hard luck stories to change their luck if they would put the time to proper use.

Sell Semdac Mops in Warm Weather

Summer brings added duties to the housewife because open windows allow much dust to collect on her floors and furniture. She wants to keep her home tidy, yet the heat makes hard work objectionable.

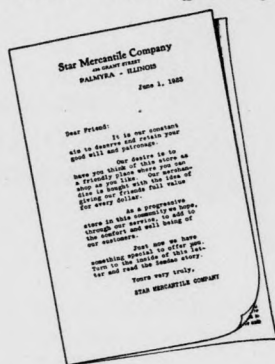
That is why the Semdac Floor Mop and Semdac Liquid Gloss appeals to her. It provides the easiest way for her to get rid of dust and dirt.

A Semdac dust cloth is easily made with a piece of cheese cloth moistened with Semdac. Run over furniture, it leaves a polish which rivals the original finish. It collects the dust instead of scattering it elsewhere to make more work.

The Semdac Mop is a boon to her in summer because she need not get down on her hands and knees to clean her floors. The flexible handle reaches under all furniture without unnecessary exertion. It is a pleasant task to run the mop over the floor leaving it spick and span. When dirty, the mop swab is easily removed for washing and as easily replaced.

A Special Offer from the Standard Oil Company (Indiana)

This offer will make money for you. It enables you to sell a large can of Semdac Liquid Gloss and a large size Semdac mop, with flexible handle and improved wire conduit swab, for the price of ordinary mops which sell regularly for \$1.50 or \$2.00.



Free Advertising Over Your Name

To bring this bargain to the attention of your customers, we mail for you, absolutely free, an attractive four page, four color, sales-making letter. This is sent to a list of

customers which you furnished to us and thus the advertising reaches the very people whom you think are your best prospects.

As an additional help, the new Semdac counter display showing both the Semdac Mop and a can of Semdac is furnished you.

If you install this display at the time your customers receive the letters, it will serve as a reminder, and your sales will show results accordingly.



Michigan Branches at Detroit, Saginaw, Grand Rapids

Send your order at once to our nearest branch or write direct to

STANDARD OIL COMPANY
(Indiana)

910 South Michigan Avenue

Chicago, Illinois.



Suggestions on the Shoe Dealer's Program.

Written for the Tradesman.

Every retail institution that hopes to get anywhere nowadays must have a program.

The construction of a judicious program for the retail shoe dealer involves a lot of thought.

Cut-to-measure programs for stores of every kind are not to be had for a consideration, they must be developed to meet local situations.

What you ought to attempt to do depends upon the location and size of your store, the range and grade of shoes you sell, the social status of your customers (real and potential) and the rating of the local purse.

A small store catering narrowly to the footwear requirements of a certain class in a large center of population will naturally require a different sort of a policy from the more general retail shoe store of the smaller locality; while the policy of the house specializing in the better grade and more exclusive lines will differ radically from that of the popular priced store.

But whoever you are, wherever you are located, and whatever your ultimate goal, you will progress more encouragingly towards the City of Heart's Desire if you have a program.

A program involves setting forth in one's mind certain definite things to be accomplished. It is a tentative matter, of course, and subject to modifications and amplifications, but it seeks to be logical and consistent, and it involves the forward look.

The dealer with a program may fail, of course, but the dealer without a program is much more apt to fail. The one is a sort of hit-or-miss process of doing business, while the other is orderly, systematic and cumulative.

Just going after business one season at a time is a far less satisfactory method than considering the whole year's selling in advance and trying to work out a program where special activity follows special activity in a natural and logical order.

For instance, if you have a program, there will be a series of special selling activities or sales, and there will be a series of window trims, and your advertising appeals will be more apt to have an orderly arrangement, none being independent of what has gone before and indifferent to what is coming afterwards, but each will fit into a general publicity scheme which has been worked out in advance.

Where one depends upon the inspiration or the impulse of the mo-

ment for any particular selling activity, any special trim or unusual newspaper announcement—and especially where one waits till the last available moment for the inauguration of such activities—there are likely to be serious defects that might have been avoided by careful thought and revision. It may be with the dealer as a certain instructor in the art of public speaking said it is with extempore speakers. This instructor was warning his class against the very common mistake of depending on inspiration "on the spur of the moment." "Young men," he said with a drawl, "my experience and observation have led me to the conviction that some moments haven't any spurs. Think through your speech before you attempt to deliver it."

The more special weeks or days a shoe dealer can have in his program, the more business he will do in the course of the year. The shoe merchant should profit by the example of the city department store people. With them it's just one sale after another, and always something special doing in one department or another.

A good plan would be to sit down and list as many such sales as one can think of, and then as other ideas of sales occur to you, or in reading your trade paper you acquire fresh ideas of sales, add these to your list.

Having a list as full and complete as you can make it, you should next prepare from it a fresh draft of possible sales wherein they are logically arranged; i. e., grouped with reference to the successive seasons in which they should be held. For there'll be sales for the winter, sales for spring, sales for summer, and sales for fall, together with orderly between-season sales.

And your advertising and window trimming will naturally follow the same orderly arrangement. In other words, there are kinds of advertising appeals that are more effective at one season of the year than at another; and effects in the matter of window trimming that may be had only by consistent efforts along certain lines.

The fact of a program in process of development serves as a spur and a prod to the proprietor and helps to enlist the interest and co-operation of the salesforce.

Since the shoe store with the programmed activities is busy with fresh and diversified business-building stunts, it naturally gets the reputation of being a wide-awake and prosperous store.

All in all, there are a good many reasons why the retail shoe store

Herold-Bertsch Shoes

Michigan  Made



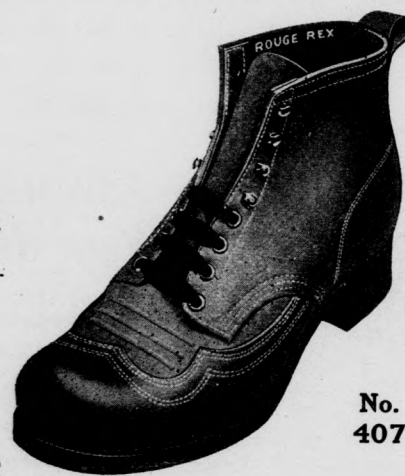
Built to Stand the Hardest Grief

H-B Hard Pans wear like iron and stand up under the hardest test a Michigan outdoor man can give them. Every week we are telling thousands of Michigan folks in the farm papers about these shoes, and sending them to your store to buy them. Advertise them in your local newspaper, using the cuts we furnish, and benefit by this publicity.

HEROLD-BERTSCH SHOE CO., Grand Rapids

You Will More Securely Make the Grades of Business by Stocking HIRTH-KRAUSE Shoes

ROUGE
REX
HI KR
RUTH



MORE
MILEAGE
PLAYMATE
SURE-SNUG

No.
407

BECAUSE

They Have Instant Business Acceleration
They Have Prompt "Pick Up" in Sizing in
They Are Grief Defying and Style Expressing
They Hold the Road, and Insure Pride of Ownership
They Have a Pull of Sale in High Gear on the Steepest Hill of Competition Without Any Labor or Noises of Dissatisfaction.

Climb in now. Let us introduce to you what good travelers they are.



HIRTH-KRAUSE CO.

From Hide to you.

Shoe Mfgs. and Tanners Grand Rapids, Mich.

proprietor should work out a program for the new year—and work it out far enough in advance to allow for amplification and revision and ample time for a good start ahead under full steam by January 1st.

Frank Fenwick.

Problem of Cutting Costs in Shoe Trade.

There is much to be learned by retailers in all lines of merchandise from a study of the latest report on Operating Expenses in Retail Shoe Stores in 1922, just published by the Bureau of Business Research of Harvard University. For the four years, 1919 to 1922 inclusive, the bureau has comparable data of operating expenses for eight-three identical firms. Since 1919 selling expenses have steadily increased. Wages during the four years rose from 8.3 to 10.4 per cent. of net sales, rents from 2.3 to 3.3 per cent., advertising from 1.3 to 2.3 per cent., and interest from 2.9 to 3.2 per cent. Total expenses rose from 24.4 to 29.2 per cent. of net sales, while the gross margin, or difference between costs of merchandise and net sales, declined from 33.9 to 29 per cent. As a result of these changes a net profit of 9.5 per cent. in 1919 dropped to 1.7 per cent. in 1920, changed to a loss of 1 per cent. in 1921, and to a loss of 0.2 per cent. in 1922.

These figures, in the opinion of the Bureau, show primarily a maladjustment of expenses to sales. Sales in dollars and cents declined more rapidly than absolute expenses. In other words, these firms at the end of 1922 had not yet solved the problem of bringing down costs. There was a gain in gross margin in 1922 over 1921, but this was offset by a decline in stock-turn from 1.8 to 1.6. Retail shoe dealers appear from this survey to be facing the task of obtaining larger sales or of reducing their operating expenses, or of effecting a combination of both.

Reports from 421 retail shoe firms in 1922 show that the typical shoe store during that year showed neither a profit nor a loss, the total expense of net sales exactly balancing the gross margin. In the view of the Bureau the relatively large profits before 1920 provided retailers with a reserve that enabled them to meet the difficulties of the following years. The readjustment to new conditions has not been effected sufficiently as yet to enable the typical firm to earn normal profits. In some farming communities, owing to disparities in price levels, buying power still remains subnormal. In other districts wages paid by the dealers have risen more rapidly than the gain in volume of their business. As a result, many firms are now so well prepared to meet a depression in business as they were in 1920, but fortunately nothing like the slump of 1920 is in sight.

The Road Salesman and Prosperity.

Shoe manufacturing and shoe retailing are well back on the road to prosperity and profit making. The salesman on the road has been hard hit the past four seasons in being obliged to meet his customers going and com-

ing and making extra trips at expense to himself out of all proportions to his earnings. The hotels and railroads have gotten too large a part of his earnings.

It has been in the interest of the retail merchant to buy lightly, late and often for the time during which he has been feeling his way through the readjustment period. The salesman has been patient through it all. Now, with manufacturing back to near normal, with prices of supplies advancing, and more than all else, the difficulty that transportation offers, both in the manufacturer getting his supplies and the certainty of slow delivery of finished goods, it is in the interest of the merchant to buy somewhat earlier and for earlier delivery than he really expects to have his goods in his store.

The salesman will probably book his fall business in better bulk than for some time past and will not be asked to double back and spend so much extra money in getting his business. This is a bit of luck that is coming to him and his checking account will show a better balance at the end of the season than for some time.

Give your man all of the safe business you can on his arrival. Let him enjoy for a change a little easy business and make some of his old time speed on his territory. The salesman's job at the best was never a sinecure. For the past few seasons it has been just "plan something else." Give him a slice of the present prosperity and send him on his way smiling. It is coming to him.—Shoe Retailer.

Flexible Soles for Children's Shoes.

One of the innovations of the coming season will be the interest displayed by merchants in the use of extremely flexible sole in children's and misses' shoes. This is a step that long has been recognized as desirable but has been slow developing because the factor of increased cost in making juvenile footwear has overshadowed certain improvements.

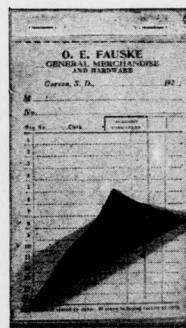
Flexible sole leather is now made by various tanners and some cut sole makers are featuring flexible soles ready cut for manufacturing use.

It has long been known that flexibility is a factor that adds to the wear. The flexible feature lone is an advantage apparent. Small shoes made with ordinary sole leather are more stiff and harder to break in than are men's or women's shoes, because of the short length. They are clumsy for the child to walk in and because of the stiffness they scuff rather than wear out.

Flexible sole leather is degreased and, of course, is susceptible to wetting quicker than a filled sole leather. With a healthy demand created, the tanners will be forced to recognize this feature and without doubt they will develop a tannage or a secondary treatment that will overcome this one objectionable feature. Viscolizing, or a similar treatment added to a flexible sole will make it an unbeatable selling article as it is based on an easy-to-understand practical feature.

Women's Shoes Well Ordered.

Despite the slow start that was made on the Fall season by buyers of women's shoes, several of the makers of the type of footwear that falls just short of the extreme novelty class are now covered with all the business they can handle for delivery this side of Oct. 1. Quite a little welt business has yet to be done, it was said recently, and buyers of "high" novelties have bought cautiously in order not to be caught by any new or sudden twist to the style side of the market. In the business that has been placed to date, pumps have had everything their own way. Strap and goring effects have both done very well from all accounts.



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Delivery in one week
Write for particulars
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We make all styles
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SALES BOOK CO**
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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

No Smoker
Can Be
Satisfied
Before
He Has
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A

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Make
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GRAND RAPIDS, MICH.

Putnam's
5c AND 10c BARS

**Pal O' Mine
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By Heck
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ARE SURE REPEATERS

LOTS OF NICE NEW PENNY GOODS FOR SCHOOL TRADE
STOCK UP NOW

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

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MUSKEGON
MICHIGAN

**Makes
Good
Chocolates**



The Farmer and Europe.

Adequate credit facilities the farmer must have, and existing marketing methods are likewise susceptible of improvement, but these things, however excellent, will not relieve the present distress of American agriculture in the opinion of B. M. Anderson, jr., economist of the Chase National Bank of New York. The real remedy, as this economist sees it, is the restoration of Europe to its pre-war status as the world's greatest industrial center, thereby stimulating its demand for foods and raw materials. This is not a small undertaking. It involves a settlement of the vexed reparations problem on sound economic lines, the stabilizing of European currencies, and along with this last step the balancing of all budgets.

All this is work that Europe must do for itself, but the United States may co-operate in the accomplishment of the necessary reforms. If it chooses not to do so, it must await the slow readjustment to changed domestic conditions before farming in the United States can be restored to a condition of prosperity. Dr. Anderson thinks that this country should co-operate with Great Britain in helping to unravel the European tangle and to bring the Continent back more speedily to its position as a purchaser of foods and raw materials. This involves the removal of our artificial restrictions on trade, the assumption of some responsibility for the security of France, and the cancellation of foreign debts, with the countries of Europe doing their part in making the indicated economic reforms.

It is good to have the things that need to be done pointed out, but will somebody now tell us how such a programme can be effective? Many of the things which are now barriers to the prosperity of the farmers are the handiwork of none other than the farm bloc. The leaders of this group have been determined isolationists, and even now are engaged in propaganda to show that the condition of the European markets is not responsible for the farmers'

troubles. The farm bloc has had a leading part in imposing restrictions on our foreign trade. It "sees red" at any suggestion of debt remittances and there is little hope that in the next Congress these leaders will take an attitude radically different from their stand in the last session. The final outcome will probably be some sort of a compromise between the policy of extreme isolation favored by one group and that of full and whole-hearted co-operation with Europe that is favored by others. Hitherto the isolationists have had things mostly their own way, but the force of events overseas may draw America more and more into co-operation with Europe along some of the lines Dr. Anderson has suggested.

The Craze for New Laws.

A correspondent in the Beverage News writes: "I recently ran across a rather good illustration of the peculiar working out of our so-called reform laws. Milk shake is the only drink allowed to be sold on Sundays in the Richmond (Va.) drug stores and soda shops. That is to say, it is legal and presumably moral to sell a milk shake on Sunday, but a serious offense and shockingly immoral to sell orangeade."

This is only a small sample of the kind of laws that make life and business in this country so easy and pleasant, and this condition was forcibly commented on by Dr. Beal in his address last year at the convention of the National Association of Retail Druggists. A recent survey of the legislative grist shows that some 50,000 bills were introduced in, and some 10,000 new laws passed by the Legislatures in session last year. Thousands of these bills and laws were intended to take away the rights of the citizen or to restrict and tax business.

The country and the people would be better off in every way, if there were no more laws made for the next ten years.

Optimism doesn't mean anything unless it is tempered with judgment.

Merchants Life Insurance Company

WILLIAM A. WATTS
President



RANSOM E. OLDS
Chairman of Board

Offices: 4th floor Michigan Trust Bldg.—Grand Rapids, Mich.
GREEN & MORRISON—Michigan State Agents

Grand Rapids National Bank

The convenient bank for out of town people. Located at the very center of the city. Handy to the street cars—the interurbans—the hotels—the shopping district.

On account of our location—our large transit facilities—our safe deposit vaults and our complete service covering the entire field of banking, our institution must be the ultimate choice of out of town bankers and individuals.

Combined Capital, Surplus and Undivided Profits over

\$1,450,000

GRAND RAPIDS NATIONAL BANK
GRAND RAPIDS, MICH.

**OUR INVESTMENTS OF
TRUST FUNDS ARE AT
COST AND WITHOUT
PROFIT TO OURSELVES.**

**Investments of each
particular estate are
chosen with a view to
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Conservative
Investments

FREEDOM FROM CARE

A BOND is a poor investment if you find it necessary to continuously follow the progress of the institution whose security you have purchased or if there is continued doubt as to the payment of either principal or interest.

Buy conservative bonds—we will send you our list upon request.

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**THE
MICHIGAN TRUST
COMPANY**

GRAND RAPIDS

THE CHECK-OFF.

Most Arbitrary Action Ever Devised By Union Fiends.

Kalamazoo, August 21.—I read nowadays in the daily papers about the check-off demanded by the union miners who threaten to deprive the country of anthracite coal unless it is granted as a concession to the union. Will you please tell me what check-off is? No one with whom I have talked appears to have a proper understanding of the term.

J. B. Smith.

The check-off is a scheme for compulsory union membership whereby the employer collects union dues and assessments by deducting them from the wages of his employees. No man can be employed who is not a union member and whose wages are not so docked. A voluntary check-off or an open-shop check-off is not sufficient. The president of the union says that under this regime a miner would still be free, for if he does not join the union he can "dig oysters in Florida." The wishes of the individual employe are not considered. All wages must be taxed to meet union requisitions in whatever amount union authorities direct.

This demand, for the enforcement of which the united mine workers are prepared to deprive the public of anthracite, involves a monopolistic agreement between the union and all anthracite operators, making membership in the united mine workers compulsory for all persons throughout the entire industry, except clerical and managerial forces. Electricians, blacksmiths, carpenters, engineers, firemen, drivers, stablemen and coal inspectors, as well as contract miners, laborers and others, are thus forced into an industrial union, or one big union for the industry.

So far as we know no other union in the United States, regardless of the fact that its action might cause no public suffering, has ever struck or threatened to strike for such a check-off.

The demand militates against our principles of liberty, runs counter to the statements of the Presidents of the United States and Federal administrations for over twenty years and is in conflict with the rulings of practices of our Federal Government as well as the decisions of many state courts forbidding the state and its political subdivisions to discriminate against union or non-union men. For over twenty years by repeated agreements between operators and miners the provision of the Roosevelt award has been readopted and reaffirmed as follows:

No person shall be refused employment or in any way discriminated against on account of membership or non-membership in any labor organization and there shall be no discrimination against or interference with any employe who is not a member of a labor organization by members of such organization.

Nothing that the operators do or have done is advanced as an argument in support of the demand to change this traditional policy. The union merely seeks the help of the paymaster to coerce delinquent and recalcitrant miners. It proposes to deprive the public of anthracite, because perchance some miners are

slow to pay their dues. Like a jurisdictional strike, it is a quarrel within the union, with the operators and the public innocent bystanders, conscripted to play a part. The non-combatants are to suffer.

The operators are advised by counsel that it would be illegal for them to enter into such a combination or agreement whereby no one can dig coal, except those who pay tribute to the united mine workers and are members of it. Such a monopolistic arrangement, they are informed, would violate the Sherman anti-trust law, and the principles of the common law, forbidding a labor monopoly.

The constitutional right to pursue a trade must not depend upon the whim of a private society. It should not lie in the power of any group of men to make a commercial leper of any citizen. A man's opportunity to work must depend on his ability and not upon the power of his fraternity.

To make union membership a condition of the right to pursue a trade strikes at the very vitals of American citizenship and industrial liberty. Union membership is a precarious privilege. It may be arbitrarily granted and arbitrarily withdrawn. That is why the American people are unwilling to weigh in the same balance the constitutional right of a man to work and the insecure privilege of membership in a private society. American institutions and public opinion will not consent that the granting and protection of the right to work shall be transferred from the state, which safeguards it to private societies, which have so often denied it. A compulsory closed-shop system confiscates liberty and destroys individualism, just as socialism appropriates private property and destroys individualism. The

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individual, and not the group, is the unit of responsibility, now and hereafter. Unless freedom to work be preserved to him, his sovereignty and dignity are lost. "Our fundamental law," said President Harding, "recognizes no class, no group, no section. Ours is a government of individuals."

Must Not Use "United States."

The use of the words "United States" in connection with products not made for or under the supervision of the United States Government is officially condemned by the Federal Trade Commission. This ruling has been handed down by the Commission in connection with the advertisement and sale of paints and varnishes which the Commission finds were labeled with words including "United States" or "U. S." and in some cases accompanied by a picture of the figure known as "Uncle Sam," which is popularly symbolic of the United States.

The respondents named in the Commission's order are Armstrong Paint & Varnish Works of Chicago, Ill.; United States Roofing Paper & Paint Factories, Inc., of Minneapolis, Minn., and Abe Hoochman and Harry Goldfish, trading under the name of the Army and Navy Stores, located in Minneapolis, and other cities throughout the United States. According to the Commission's order, all of the respondents are prohibited

1. From using the words "United States" or the symbol or abbreviation thereof, "U. S.," or a picture of the figure known as "Uncle Sam," which by custom and general usage has become well known as symbolic of the United States, either in combination or alone, in advertising matter or labels or otherwise, as describing commodities as having been purchased from, or manufactured for, or by, the Government of the United States, when such commodities have not in fact been purchased from, or manufactured for, or by, the Government of the United States;

2. From selling or offering for sale by means of labeling, designating or otherwise describing or advertising a commodity as "U. S. House Paint," "U. S. Floor or Utility Varnish," or by using words of similar import, as having been purchased from or manufactured for, or by, the Government of the United States, when such commodities have not in fact been purchased from, or manufactured for, or by, the Government of the United States.

Concerning the Wheat Surplus.

With wheat selling below production costs most people will probably be highly skeptical when told that bread may cost more. Yet this is the gist of a story that comes out

of the West. There should be a surplus of wheat in the country amounting to about 175,000,000 bushels, if the Government's crop forecasts are correct. It is pointed out, however, that most of this surplus is on the Pacific Coast. In the rest of the wheat producing area the supply about balances the demand, according to the crop statisticians. If the actual yield should fall below the Government estimate it may be necessary for the millers to bring wheat from the Pacific Coast or from Canada to meet domestic requirements. In the event of the use of Canadian wheat the duty will have its effect on the price of flour and bread. Normally, the United States does not produce enough of the hard varieties of wheat to meet its needs. The soft winter wheat, unless mixed with other grades, produces a flour that is too dark to be marketable in this country. To supply the deficiency of hard wheat for this purpose some importation from Canada is necessary. The Northwest will have a surplus of some 35,000,000 bushels of durum or macaroni wheat this year, but this does not meet the requirements for bread making. It is alleged that the bringing of an unusually large quantity of wheat east from the Pacific Coast or the importation of a large amount of dutiable wheat from Canada would increase the cost of making flour. The whole outcome depends of course on the accuracy of the figures, and they are subject to a considerable margin of error.

Trade Balance in July Again Becomes Favorable.

After four successive months in which there was an excess of imports over exports in the United States, the trade balance in July was reversed, and exports in that month, according to preliminary figures from the Department of Commerce, exceeded imports by the amount of \$26,000,000. This is the largest "favorable" balance reported during the current year. The only other months in which a favorable balance occurred were January, with excess exports amounting to \$5,514,000, and February, with an import excess of \$3,511,000. Notwithstanding the favorable balance for last month, the balance for the seven months of the current year shows a net surplus of imports amounting to \$116,000,000. This compares with an excess of exports in the corresponding period of 1922, amounting to \$450,000,000. The changes reflect industrial conditions in this country. The import surplus for the current year was due to heavier receipts of materials for use in manufacturing. The unfavorable balances were largest in the months when industrial activity in the United States was at the peak, and

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the reversal in July is due mainly to the slowing down of industry within the past three months.

While imports so far during the current calendar year have exceeded exports, it is to be noted that the value of exports has held above that of the corresponding period of 1922. Preliminary figures indicate total exports this year from January to July of \$2,256,000,000, compared with \$2,122,000,000 in the same months of last year. When allowance is made for price changes in these two periods it is probable that the actual volume of commodities exported in the first seven months of 1922 was somewhat in excess of that exported in the same period of the current year. Even so, the decline in exports as a whole is not great, though for certain specific commodities there has been a substantial reduction. For July of this year exports amounted to \$319,000,000, compared with \$301,000,000 a year ago. Here again the price element enters. On the whole however, the change from a favorable to an unfavorable trade balance is due to heavier imports rather than to any great slump in total exports.

Goes Ahead From Year to Year.

Forty years ago E. A. Stowe mailed the first copy of his Michigan Tradesman to the mercantile world.

Compared with the fortieth anniversary issue which I have just been reading and which contains 132 pages, the first number was a puny looking publication; but behind it there was a mind and a purpose and a will and a sturdy body, and all of these combined have made the Michigan Tradesman a truly great business paper for the general merchants in the territory which it serves so well.

The same strong mind, the same set purpose, the same firm will are still there; and even if the body is not quite so sturdy and young, yet the Tradesman goes ahead from year to year.

Probably the greatest tribute that anyone could pay to my friend, Mr. Stowe, will be found in the following statement which was made by a former associate of his two years ago:

From the very first the Tradesman had a definite policy and expressed and maintained it forcefully and fearlessly. I recall the first libel suit threat, which had it been successfully instituted, would have wiped out the meager capital of the business, while, had the editor taken fright and receded from the position he had taken, he would have ended forever any chance for the usefulness and prestige which his paper has come to enjoy. I never knew a man to come to the office of those early days with a grievance—either real or fancied—that E. A. did not meet him more than half way. So long as the visitor was courteous and gentlemanly he was treated with the greatest possible respect; but if he threatened suit or intimated that he would "see his lawyer," E. A. abruptly terminated the interview with the remark that if the visitor started anything, he must be prepared to follow the matter to the court of last resort, because the Tradesman never considered any cause settled until it had been passed upon by the Supreme Court. There is certainly something uncanny in E. A.'s legal experiences, because he

has never gone to the Supreme Court without coming home victor.

Here is "Many years of continued service and happiness" to you, E. A.—Sidney Arnold in American Artisan.

Opposition to Hard Money.

It appears that much of the opposition to a hard-money policy in Great Britain comes from the Liberals. The recent advance in the Bank of England's discount rate, which was essentially a hard-money measure, has evoked no little criticism from this quarter, on the assumption that any step looking towards further deflation will intensify the trade depression that has prevailed in Great Britain during the past year. Special emphasis is laid on the effects of deflation on labor. Unemployment in Britain, though less acute than earlier in the year, is still serious and the anti-deflationists cite the possibility of its increase as a result of a hard-money programme as the chief reason for their attitude. Czechoslovakia has gone through a hard-money crisis with the rise in the value of the crown during the past year, but its troubles from this source now seem to be definitely of the past. Most countries of Europe must eventually go through the same experience. At present they realize the need of a surgical operation, but they are afraid of the knife. Great Britain is less in need of this operation than those countries of the Continent which have had a paper-money debacle. Even in Great Britain, however, deflation will have its temporary inconveniences, though in the long run the wage-earners, like other groups, will gain from the restoration of the pound to its gold parity.

Paper Demand is Increasing.

As was expected, the demand for paper of various kinds for Fall has set in sooner than is usually the case. The striking feature of the situation, according to the bulletin of the American Paper and Pulp Association, is the placing of large orders during the usually dull Summer months. Further evidence of a strong revival in September rather than October is offered in the estimates that jobbers in most lines of the trade have been overselling their purchases by from 10 to 30 per cent. The call for wrapping paper is described as already showing marked improvement. While the book paper mills are far behind on their orders, they have made some progress in catching up with them. Fine papers are being more called for, owing to early Fall direct-by-mail advertising. The paper box industry is gaining and a fairly large number of orders for future delivery are reported.

Sweden's Fleet.

Sweden has completed its largest floating dock, which will accommodate ships of 18,000 tons. It has been constructed by the Gaella Works, the country's leading ship-building concern. Sweden's merchant fleet was increased by seven ships in June. The entire fleet now consists of 1,270 steamships, 853 motor vessels, 794 sailing vessels. The gross tonnage of the fleet is 1,282,057.

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Proceedings of St. Joseph Bankruptcy Court.

St. Joseph, Aug. 11—In the matter of Walter H. Anway, doing business as the Simplicity Manufacturing Co., of Kalamazoo, bankrupt, the trustee filed his final report and account, showing total receipts of \$258.20 and no disbursements, whereupon an order was made by the referee calling the final meeting of creditors at his office Aug. 24 for the purpose of passing upon the trustee's final report and account, the payment of administration expenses and preferred labor and tax claims. There will be no dividends to creditors, who were directed to show cause why a certificate should not be made by the referee recommending the bankrupt's discharge.

Aug. 13. In the matter of H. H. Roth, bankrupt, of Penn township, Cass county, the trustee filed his supplemental final report and account, showing the disbursement of all funds and requesting that he be discharged as trustee, whereupon an order was made by the referee closing the estate and discharging the trustee. The referee made a certificate favorable to the bankrupt's discharge.

Aug. 14. In the matter of Cornelius Brown Co., a corporation, of Hopkins, bankrupt, the trustee filed his final report and account, showing total receipts of \$797.75, disbursements of \$115.84 and balance on hand of \$681.91, with request that the final meeting of creditors be called for the purpose of closing the estate. The referee entered an order as requested by the trustee setting the final meeting of creditors at his office on Aug. 28 for the purpose of passing upon the trustee's final report, the payment of administration expenses and the declaration and payment of first and final dividend. Creditors were directed to show cause why a certificate should not be made recommending the bankrupt's discharge.

Aug. 15—In the matter of the Earl Electric Co., bankrupt, of Benton Harbor, the trustee filed his supplemental final report and account, showing disbursements of all funds, with request that he be discharged as trustee and the estate closed. The referee entered orders as requested and also made a certificate recommending the bankrupt's discharge.

In the matter of Joseph C. Hookey, bankrupt, of Kalamazoo, as more than two years have elapsed since the adjudication, an order was made by the referee, directing the trustee to file his final report and account for the purpose of closing the estate and paying a final dividend.

Aug. 16. In the matter of Frank E. Glossop and Joseph E. Glossop, doing business as Glossop Brothers, bankrupt, of Augusta, the first meeting of creditors was held at Kalamazoo. As there were no assets over and above the bankrupt's exemptions and no claims were proved and allowed, orders were made that no trustee be appointed and that the bankrupts be allowed their exemptions as claimed. The bankrupts were sworn and examined by the referee and attorneys present without a report, whereupon the first meeting was adjourned without day. Unless cause to the contrary is shown the estate will be closed upon the expiration of the thirty days.

Aug. 17. The Pulp Products Co., a corporation, of St. Joseph, being a reorganization of the defunct Universal Pulp and Paper Co., filed a voluntary petition and was adjudicated a bankrupt and the matter referred to Referee Banyon, who was also appointed receiver. The referee made an order appointing Bret H. Cockett custodian, pending the first meeting of creditors and the election of a trustee. The schedules show claims to the amount of some \$94,342.58, with assets of \$10,455.61. The following are listed as creditors:

Prior or Secured Creditors.
City of St. Joseph, taxes amount unknown
Dilts Machine Works, Fulton, N.

Y. \$6,000.00
Preferred labor claimants unknown
Unsecured Creditors.

Commercial National Bank, Benton Harbor \$6,250.00
B. H. St. Joe Ry. & Lt. Co., Benton Harbor 10,000.00

Kitchell Fuel Co., Elkhart 1,165.83
Black-Clawson Co., Hamilton 290.00

Howell Elec. Motors Co., Howell 155.00
L. E. Merchant Co., St. Joseph 56.65

Fay Foundry Co., St. Joseph 305.46
Brown Ice & Coal Co., St. Joseph 335.19

Appleton Wire Works, Appleton 865.20
American Elec. Spl. Co., Chicago 212.60

Lorain Coal & Dock Co., Columbus 1,257.54
George A. Enos Coal Co., Cleveland 344.60

Howell Elec. Motors Co., Howell 296.00
C. E. Taylor, St. Joseph 22,000.00

George C. McCann, Danville, Ill. 13,500.00
Milton Stern, Kalamazoo 2,500.00

C. A. Buskirk, Otsego 1,000.00
Advance Foundry Co., St. Joseph 6.05

Albany Felt Co., Albany 632.00
Allerton Bros., Benton Harbor 23.25

American Tissue Mills, Holyoke 145.82
Appelford Counter Check Bank, Hamilton, Ont. 18.09

Appleton Wire Works, Appleton 179.40
Armour Grain Co., Battle Creek 36.95

Bahia Fiber Broom Co., Chicago 9.00
Baker-Vawter Co., Benton Harbor 69.29

Dan T. Bash, Benton Harbor 56.25
Benton Harbor Engr. Works,

Benton Harbor	95.28
Benton Harbor-St. Joe Gas & Fuel Co., Benton Harbor	28.18
B. H. & St. Joe Ry. & Lt. Co. Benton Harbor	5,872.83
Blitner Bros., St. Joseph	8.10
G. Bluschke, St. Joseph	216.00
Brammell Htg. & Sply Co., Benton Harbor	662.56
Stephen Burk, St. Joseph	19.50
Vito G. Cantassano & Bros. N. Y.	166.80
Central Mfg. Co., Kalamazoo	108.26
H. Channon Co., Chicago	63.71
City of St. Joe, St. Joe	25.87
City Plumbing Co., St. Joe	45.40
Crandall Packing Co., Palmyra N. Y.	5.67
Curtis & Myers Elec. Co., Benton Harbor	1,089.31
Cutler & Downing Co., Benton Harbor	5.50
Dachel Carter Ship Bldg. Co., Benton Harbor	6.90
Dearborn Chemical Co., Chicago	53.60
C. E. Dickinson, St. Joseph	26.32
Dilts Machine Wks., Fulton N. Y.	219.59
Doubleday Bros. & Co., Kalamazoo	11.15
Electric Maintenance Co., Benton Harbor	46.32
Engberg's Elec. & Mech. Wks., St. Joseph	4.47
Andrew Epple, St. Joseph	3.26
French Paper Co., Niles	123.75
General Chemical Co., Chicago	149.34
Gilliespie's Drug Store, St. Joe	13.65
Goodyear Tire & Rubber Co., Chicago	161.72
Goulds Mfg. Co., Seneca Falls N. Y.	466.60
D. Graft & Son, Kalamazoo	696.36
Grasselli Chemical Co., Chicago	50.05
Gregory Elec. Co., Chicago	45.98
Grewe & Humberg, St. Joseph	43.16
Harrold & Hawkins, St. Joseph	81.00
Harrolds Transfer Line, St. Joe	32.00
A. C. Heitschmidt, Mich. City	127.50
Hill Curtis Co., Kalamazoo	7.50
Frank C. Humberg, St. Joseph	4.10
Junkin Paper Mills, Fort Madison Iowa	114.15
Kalamazoo Tank & Silo Co., Kalamazoo	500.00
Kellogg Toasted Corn Flake Co., Battle Creek	157.60
Kidd, Dater & Price Co., Benton Harbor	19.16
Knox Consolidated Coal Co., Indianapolis	1,286.72
The Levis, Toronto, Ont.	96.85
Lockway Stouck Paper Co., Benton Harbor	25.02
Lockwood Trade Journal, New York	7.00
J. W. Lucas & Co., Benton Harbor	26.78
Machinery Exchange & Supply Co., Benton Harbor	3.00
Magic Leather Treatment Co., Detroit	14.40
Main Belting Co., Philadelphia	16.20
Mamer Co., Benton Harbor	12.00
Manhattan Rubber Mfg. Co., Detroit	41.20
Mark Mfg. Co., Chicago	1.72
Printing & Carton Co., Menasha, Wis.	377.32
L. E. Merchant Co., St. Joseph	38.25
Metric Packing Co., Buffalo	15.42
Meulenberg Sheet Metal & Roofing Works, Benton Harbor	21.50
M. C. R. R. Co., St. Joseph	440.61
Mich. State Tel. Co., St. Joseph	35.24
Miller Scrap Iron Co., Green Bay Wis.	977.86
Moulds Brass Foundry Co., Benton Harbor	1.65
Northern Lime & Stone Co., Petoskey	306.00
B. M. Nowlen & Co., Benton Harbor	112.64
Ohio Wax Paper Co., Columbus	91.13
Palladium Pub. Co., Benton Harbor	.60
P. M. R. R., St. Joseph	3.59
Pioneer Paper Co., Chicago	265.28
A. Plamondon Mfg. Co., Chicago	120.00
Postal Telegraph Co., St. Joe	25.36
Postum Cereal Co., Battle Creek	74.22
Potts Bros., Benton Harbor	249.32
Preston Lumber Co., Benton Harbor	321.84
Adolph Reich, St. Joseph	37.47
Richter & Achterberg, St. Joe	302.95
Rimes & Hildebrand, St. Joe	1.70
The Russ Co., South Bend	30.60
St. Joe Herold-Press, St. Joe	6.50
St. Joe Iron Works, St. Joe	293.75
Dan Sax & Co., Benton Harbor	17.30
Schaeffer & Budenberg, Brooklyn	2.08
John Shanahan, St. Joseph	5.25
N. Slater Transfer Line, St. Joe	268.26
South Bend Supply Co., South Bend	518.93
Specialty Papers Co., Dayton	130.19
The Square Drug Co., St. Joe	19.65
Standard Oil Co., Grand Rapids	86.51
Star Pattern Works, Benton Harbor	3.50
Star Paper Co., Kalamazoo	58.18
Burton G. Starke, St. Joe	1,192.72
M. W. Stock & Sons, St. Joe	616.41
J. J. Sullivan, Benton Harbor	1,094.10
Trade News Service, New York	15.00
Twin City Typewriter Co., St. Joseph	11.13
W. S. Tyler Co., Cleveland	193.35
U. S. Foil Co., Louisville	52.07
Valley Iron Wks., Appleton, Wis.	28.00
A. J. Vanderline, Kalamazoo	176.60
John Wallace Sons Co., St. Joe	1,641.90
Waste Products Co., Niagara Falls	531.00
Waterproof Paper & Board Co., Cincinnati	267.64
Western Paper Mills Supply Co., Kalamazoo	2,416.38

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Aug. 18. In the matter of Nick Jours doing business as the Central Candy Co., of Kalamazoo, bankrupt, the adjourned first meeting of creditors was held at the referee's office and the trustee's first report and account, showing total receipts of \$950 and no disbursements, were approved and allowed. Upon recommendation of the trustee a first dividend of 5 per cent. was declared and ordered paid. The administration expenses were ordered paid to date, whereupon the meeting was adjourned for a period of three months.

In the matter of Emanuel R. Kuhn, doing business as A. M. Young & Co., bankrupt, of Kalamazoo, the trustee filed his final report and account showing total receipts of \$1,940.06, disbursements of \$826.58 and balance on hand of \$1,113.48, with request that the final meeting of creditors be called for the purpose of paying a final dividend and the payment of administration expenses. An order was entered by the referee, calling the final meeting of creditors at his office on Aug. 31, as requested by the trustee. Creditors were directed to show cause why a certificate should not be made by the referee recommending the bankrupt's discharge and why the trustee should be authorized not to interpose objections to his discharge.

In the matter of Frank E. Glossop and Joseph E. Glossop, doing business as Glossop Brothers, bankrupt, of Augusta, no cause to the contrary being shown, an order was made by the referee closing the estate and recommending the bankrupts' discharges. The record book and files were returned to the clerk's office.

Remarkable Address by Remarkable Man.

E. P. Monroe (Sherwood Hall & Co.) was called to Hart last Saturday to make an impromptu address at the annual picnic of the blacksmiths of Manistee, Mason, Oceana and Muskegon counties. While in the city Friday Mr. Monroe kindly handed the Tradesman the manuscript of his impromptu address, which he very properly regards as his most masterly effort. The Tradesman is pleased to publish the address verbatim, as follows:

As I review this vast concourse, composed of men who are pursuing the most honorable occupation on earth, words fail me to do justice to the occasion.

You are the lineal descendants of Vulcan, the earliest mythological god recorded in history and by all means the most admirable. Who ever heard of Vulcan going to war? Echo answers, who? Mr. Vulcan may have forged the implements of warfare; he may have shod the war horses of the Aegean era; he may have made the swords worn by generals who led mighty armies to victory or defeat; but he never himself dreamed of warfare or devoted a lifetime, like the kaiser, to preparation for "Der Tag," to destroy a sister nation and wreck the civilization of the ages.

Mr. Vulcan was a peaceful individual who found more pleasure in contributing to the pursuits of peace than he did to creating the bloody implements of war. Nothing gave him greater pleasure than to hammer swords into plowshares and convert cannon into anvils. Because you are the direct descendants of Mr. Vulcan you are the heirs of all the ages and the most envied class on earth.

Not only is your lineage a matter of congratulation, but your daily life is one continual round of pleasure and satisfaction. You shoe the horses of the farmer and drayman. You keep in repair the wagons of the agriculturist and the reapers, mowers and threshers of the grain grower. But for you the freight cars would rust on the tracks and the ships of commerce would rot at the wharves. You are the men who make the world go round and but for you the busy marts of trade and commerce would cease to exist. You are a constant benediction to the world and contribute more to the comfort and sustenance of mankind than any other class on earth.

More great men have emerged from the grime of the forge and anvil than from any other occupation. Elihu Burritt, the learned blacksmith, acquired thirty-two languages while forging horse shoes. Robert Collyer, the greatest Unitarian divine of the last century, with the possible exception of Channing and Emerson, formulated the most forceful sermons ever delivered in a pulpit while pounding the hot iron on his anvil. It is a mistaken idea that a man cannot reach the top rung of fame and glory while he is engaged in the elevated occupation of blacksmith. I congratulate you on the character of your calling and the opportunity it affords you for self education, social advancement and personal refinement. I hope you all appreciate the position you occupy and take advantage of your calling to the greatest possible extent. I regard it as a great honor to be given an opportunity to tell you about your great ancestor and also your honored representatives—Messrs. Burrett and Collyer. If I am so fortunate as to be invited to address you again next summer, I will furnish you additional reasons why you should honor your calling as it has honored you and hold your heads even higher than you do now because of your association with the noble and lucrative occupation of blacksmith.

Another Stock Jobbing Proposition Fails.

St. Joseph, August 21.—With the filing of a voluntary petition in bankruptcy last Thursday by the Pulp Products Co., owing debts to the amount of nearly \$100,000, with property of about \$10,000 or less, another financial bubble has bursted, as was fully expected when the bankrupt came to life as the foster child of the defunct Universal Pulp & Paper Co. The latter company came into being during the war and might properly be called one of the "war babies." The concern was quite successful so long as the war continued and predictions were made that there were those on the inside who would be made rich by the company, but upon the signing of the armistice the "baby was gasping for breath. Suits were commenced against the company in the Circuit Court of Berrien county and from the many rumors floating around it was hard to tell whether the company was in bankruptcy, receivership or a sort of trusteeship. Some kind of settlement was arranged with creditors for a considerable less than 100 cents on the dollar, and shortly the Pulp Products Co., was hailed as a winner and a fortune maker for those who were timely enough to purchase stock, which was sold quite freely to some of the leading business men of this city and Benton Harbor. Even workmen invested in the stock, which was sold by stock brokers from Grand Rapids and South Haven, and who certainly held out most alluring prospects for the company to obtain their commissions on the sale of the stock. The wonder is how long the public will continue to be fooled by such stock jobbing propositions.

Corporations Wound Up.

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

Inter-State Construction Co., Ltd., Detroit.

Home Oil Co., Port Huron.

Port Huron Beverage Co., Port Huron.

Andrew Dungey & Son, Lansing.

Howell Manufacturing Co., Howell.
Detroit Motor cycle Manufacturing Co., Detroit.

Davidson-Spencer Co., Detroit.

Huron Pointe Club, Detroit.

Citizens Electric Co., Battle Creek.

Signs of the Times Are Electric Signs

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

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

THE POWER CO.

Bell M 797 Citizens 4261

Sand Lime Brick

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

Brick is Everlasting

Grande Brick Co., Grand Rapids

Saginaw Brick Co., Saginaw

Jackson-Lansing Brick Co., Rives Junction

The Old Reliable

Over 25,000 Patients
in West Michigan

New System Dentists

We've taken pain and high price out of Dentistry and substituted comfort and economy. After all, there's no place like the New System.

41 Ionia Ave. in G. R. Just a Step South of Monroe Ave.
One Flight Up; Write for Information.

THE SIGN
For Your
OF QUALITY
Protection

Going in for Thrills

After you have carefully followed all directions, or been guided by your own experience, there comes a positive thrill in the achievement of a beautifully looking, wonderfully flavored loaf of homemade bread.

The best cooks who use Lily White for all their baking requirements know the satisfaction of using Lily White. They know its quality, its flavor, its fine, uniform granulation. They know what delicious breads, biscuits and rolls they can bake with it.

One trial is enough for you to learn the difference between ordinary flour and

Lily White

"The Flour the Best Cooks Use"



A GOOD RECIPE FOR ENGLISH TEA BISCUITS

4 cups Lily White flour, 4 level teaspoons baking powder, 1 teaspoon salt, 2 table-spoons butter or fat, 1 cup of mashed potatoes, 1 cup of milk. Boil and mash potatoes, having them free from lumps. Sift the flour, salt and baking powder, add potatoes and rub in fat or butter. Mix to a light dough with egg and milk; roll out a little thinner than ordinary biscuits and bake in hot oven. Serve hot. Use potatoes while warm.

Lily White is Worth More than Ordinary Flours

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.

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.



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.

Bloomer Dresses in Favor.

Bloomer dresses for little girls have lost none of their popularity if the business that has been done in them here for Fall delivery can be taken as a criterion. Many especially attractive models in the higher-priced lines of this merchandise for girls of 2 to 6 are now offered here, retailing in some instances around \$10 each. The finer garments are made mostly of fine chambrays and gingham, with some cotton crepes also seen. There is a wide range of colors, including red, blue, lavender, pink, green, brown, rose, etc. Most of the garments are made with the bloomers detachable. Trimmings on the better dresses run largely to hand embroidery in various effects, including cross stitching in contrasting colors. They are frequently finished off with frilled collars of batiste or some similar material, edged with "val," or picot lace.

Not as Active as Expected.

Although this is the period in which the buying of Oriental rugs ordinarily would be most active, the current purchasing of retailers, according to a leading importer, is dull. With prices easily 15 per cent. higher than last Fall, the tendency, it is explained, has been for the merchandise manager to hold buyers of this merchandise in close check. Quite a few requests have been received lately from retailers who wish to buy a certain amount of rugs, provided an equal or larger amount is sent on consignment. The importer in question says he is turning down every request of this kind that he receives. Persian rugs dominate the field now, it is said, with considerable hesitation on the part of some of the trade with regard to the Chinese kind, in which very close price competition has developed.

What the Slip-On Brought Back.

Steps are being taken by the Knitted Outerwear Bureau, which is handling the publicity end of the campaign of the National Knitted Outerwear Association to improve business, to bring back in vogue the slip-on type of sweater for women. Reports have been coming in from the West of the revival of the popularity of this type of garment, and style authorities and merchants in other parts of the country are looking for its return. Its general return to favor would be of material assistance to the manufacturers, in that it would

help retailers clear up considerable surplus stock and thus put them in a frame of mind for buying additional merchandise. Incidentally, reports emanating from the trade indicate that machine-knitted sweaters with bright bands of colors running around them are very popular just now.

Striped Shirts for Fall.

Stripes are going to be the big thing in men's shirts for Fall, according to representatives of the large shirting concerns. It is said that the orders placed thus far indicate that the stripes which have been out of the running for some time are coming back strongly. The custom trade and those manufacturers who are producers of silk shirts are especially said to be emphasizing stripes. The claim is made that the white and solid color vogue has been greatly overdone and that wholesalers have realized this by the reducing at low prices the stocks they are currently carrying. Broadcloths are also said to be in considerably less favor. Silk shirts promise to be big holiday items, it being intimated that the industrial worker is once more prone to indulge his taste for these garments.

Brushed Coats the Thing.

Brushed golf coats, with fancy fronts and plain backs are, far and away, the leaders in the current demand for women's knitted novelties. Two models are reported to be doing especially well, one of which is equipped with six buttons and fastens all the way up the front. The other fastens only near the bottom, where a cluster of four buttons is placed. Camel is the big shade, as many coats of this hue being sold as of all the other colors combined. Brown and gray come next. Worsteds coats of the kind described wholesale at \$48 a dozen and up, with similar effects in mohair beginning at \$66 a dozen. An attractive combination of brushed mohair and fibre silk, which produces a kind of two-tone effect, is priced at \$72 a dozen and up.

Fiber Fabrics Selling Well.

The cutters are using large quantities of knitted artificial silk fabrics for Fall garments, the total volume according to sellers running considerably ahead of last year. The dress trade is taking a great deal of the heavier improved tricolette cloths for the cheaper range of dresses. One dress manufacturer said yesterday that where he had eight models in these fabrics last season he now has sixteen, all of them selling well at \$10.75 wholesale. For stoutwear also, garments made of the knitted cloths are taking well. Manufacturers of

bloomers, pantalettes and other women's underwear items are likewise using the fiber fabrics very extensively, because of their comparative cheapness and the improvements made in their manufacture.

Novelty Jewelry Selling.

With the approaching end of the vacation season there has been a noticeable picking up here in the demand for novelty jewelry of various kinds. Every indication was said yesterday to point to the best season for earrings that has ever been experienced by the popular-priced end of the trade. The vogue for colored bracelets also is holding up strongly and, in anticipation of a continued demand for them, one of the manufacturers of this merchandise has just put on the market some attractive narrow celluloid bracelets set all around with brilliants of the color of the bracelet in which they are set. The shades include amber, sapphire blue, emerald and jade greens, crystals, etc. The bracelets wholesale at \$72 a gross.

Why Dark Colors are Stressed.

It has been a matter of some surprise that dark colors have predominated in quite a few of the men's wear Spring lines. An explanation of this is given by a trade authority who insists that this was to be expected as the result of clothing sales this Spring. He said that the retailers will have a large carry-over of the light colored suits into the next Spring. The dark colors that may be carried over can be sold

during the Fall, and so they are obviated. The mills, he pointed out, naturally want to sell their largest production, and, although they will show quite a few light colors, they expect to stress the dark ones to take the place of those that will be sold during the Fall.

Women's Belt Styles Set.

Three-quarters of an inch will be the basic width for women's belts this Fall and the cocoa and allied shades of brown will be the accepted colors, according to an announcement made yesterday by the belt manufacturers' group of the United Women's Wear League of America. Wherever the stylish waist-line is located this Fall, it was said the narrow belt will play a prominent part in the ensemble of sports costumes and of certain types of street garments. The increasing popularity of leather as a garment trimming item is expected to further the belt business considerably, and the manufacturers are looking forward to one of the best seasons ever experienced.

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.

HOUSE DAY

We want to encourage you to come into the House and visit us because we want to get better acquainted with you and we want you to see what a fine store we have, equipped with the most modern equipment to handle your business.

We also want you to see what fine condition our merchandise stock is in and how it is nicely assorted between wanted staples and fancy merchandise suited to your needs. We also want you to become better acquainted with our Buyers, Department Heads and Officers.

Therefore, to encourage you to visit us we have designated EVERY TUESDAY as HOUSE DAY. EACH DEPARTMENT on EVERY TUESDAY will place on sale certain wanted merchandise at SPECIAL PRICES which will more than warrant a trip to see us. In addition we always have numerous odd lots, samples, etc., to close out at special prices, which will also be placed on sale EVERY TUESDAY.

You will find these BARGAINS displayed on tables in the front of each department with signs in plain figures showing the low prices they will be sold for on TUESDAY ONLY. HOUSE DAY will begin next Tuesday, August 28th, 1923 and continue EVERY TUESDAY.

We hope that you will take advantage of HOUSE DAY and that it will result in increased benefits to both of us.

GRAND RAPIDS DRY GOODS CO.

We do not retail and sell to dealers only.



Sweater Coats Preferably Sleeveless.

All hail the sleeveless golf coat! There are styles and styles, of course, but it does seem as if the golf sweater that boasts no sleeves, is carrying all before it. While coats of this order were originally intended for sports occasions solely, their general wear characteristics were so readily appreciated that now they may be seen almost as frequently in town. When a sweater is advocated both for town and country wear, and is accepted by the most fashionable women as the logical complement for the knitted, linen, or flannel skirt, it is the highest praise it can receive, and is one more triumph for knitted outerwear.

The knitted coat or sweater which is illustrated is one of the most popular types, and is serviceable and smart at the same time. The low placed closing, achieved by five buttons in cluster arrangement, is an outstanding feature, while the low-cut armhole which makes for perfect comfort and freedom of movement is another. The pockets with their rack-stitch borders are salient utility notes.

This particular model is presented with a ciel blue background, the plaided design carried out in buff color fiber silk stripes, and an added note of color is effected in the tan cubes which appear at the center of each square. Other striking color combinations are offered in gray, orange and sky-blue, white, purple and jade, and tan, jade and royal blue.

Hat Trimmings for Fall.

Ostrich is easily the leader of the feather trimmings for Fall, the current bulletin of the Retail Millinery Association of America asserts, both in the more formal forms and worked into flowers, leaves, sprays, etc. It is also seen used flat or fashioned into foxtails. Extra long burnt peacock comes second in the ranks of the plumage.

Other popular trimmings for the new season include huge bow loop masses that are either placed in front or at the right side of the rear of the

hats they grace. Trailing trimmings of lace and ribbon streamers and huge flowers of shaded silks are also seen. Beads are used as all-over studding for theater bonnets. An abundance of rhinestone and paste ornaments is displayed, and paddle and knob effects in pins are popular.

Painted and coral ornaments are seen applied in all-over effects, and pins are found here and there on fitted shapes in conjunction with plumage trims. Shaving brush cordes supplant similar effects in ribbon on the cloches. Large buckles are used to catch in the drapes of berets. Bands of vivid embroideries are noted as a trimming theme in off-the-face shapes, while in cutout motifs flowers and twists of tinsel ribbon are the thing.

Few of the formal trimmings are placed flat on the hats, but flare up and stick out instead. Jet, gold and painted celluloid nailheads are seen as studding on a number of models. Black lace veils outlined in jet beads also play their part in the new season's mode, as do veils formed of several meshes picoted. In self trimmings are seen several twisted ropes of fabric.

Colors Dominate Hosiery Season.

If there is anything that stands out in the business placed in the finer grades of women's silk hosiery for Fall it is the number and variety of the colors that have been taken by the retail trade. In fact, the assertion is now flatly made that the current season will be more colorful as to hosiery than any Fall for several years past. The popular hues have been divided into two general groups, those that harmonize with the favored footwear colorings and those that contrast with them. In the former come such shades as log cabin brown, which is by far the leader of its group, Autumn brown and gray. In the latter are a number of colors, not the least favored of which are those of the nude family, although nude itself is not so active just now. Light gray hose for wear with black slippers are well thought of, as are gold and silver brocade effects for wear with evening slippers of those materials.

Return of the Derby.

Although at least one of the well-known hat manufacturing concerns has taken the stand that the derby is coming back, there is little evidence that this will take place in the Fall. It was said recently that the retailers' orders placed for the coming season show no marked gain for the derby. Soft hats strongly predominate, with the pearl gray shade greatly favored. The prime objection to a general return of the derby to popularity is based on the favor accorded the fleecy, soft-finished plaid back overcoats for some seasons past and which promise to have another great run this Fall. The derby, it is pointed out, does not harmonize with this type of overcoat. Moreover, the comfortable negligee trend in men's clothing is still strong, and the comparative stiffness of the derby does not fit in with this.

Now It Is Wooden Beads.

The latest thing in novelty jewelry is a new kind of wooden bead necklace, according to one of the largest wholesalers of this merchandise. The demand is described as being so strong now, although the articles have been on the market but a few days, as to indicate a vogue that may rival that of a decade or so ago. The necklaces, which are imported, come in lengths of 72 inches. The beads are enameled in all of the season's leading colors. They are intended to be worn double around the neck in the popular "choker" fashion which will still allow the chain to reach to the waist. By comparison with similar glass necklaces, the wooden ones have the ad-

vantage of being much lighter in weight. The wholesale price is \$8 per dozen.

Novelties in Brushed Mohair.

One of the leading knit goods houses which goes in strongly for novelty garments for women is now offering to the trade some unusual things in brushed mohair goods in genuine Scotch plaids. Three garments, in particular, are being played up by the house in question. One of them is a loose-fitting "chappie" coat that fastens with one button at the bottom. This garment wholesales at \$12, and \$8 each is charged for golf coats offered in striking plaid effects. The third garment is a vest for women, also featuring plaids, and it wholesales at \$5.50.

Fall Lines ---



**Mackinaws, Sheep Lined Coats.
Duck Coats, Hunting Coats,
Sheep Lined Vests, Kersey Pants,
Flannel Shirts,
Sweaters for the Whole Family.**

Quality Merchandise—Right Prices—Prompt Service

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

Citizens Long Distance Service



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

22,400 telephones in Grand Rapids.

Connection with 150,000 telephones in Detroit.

USE CITIZENS SERVICE

CITIZENS TELEPHONE COMPANY

These Hot Days Call For

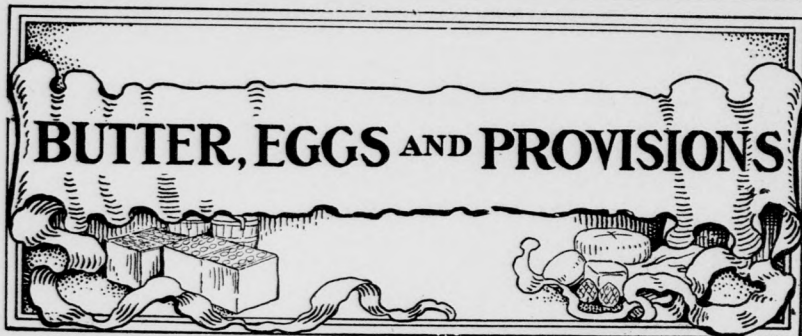
Refrigerators, Ice Chests, Water Coolers, Ice Cream Accessories, Etc.

We can serve you in
Both NEW and RE-BUILT

Grand Rapids Store Fixture Co.

7 Ionia Ave., N. W.

Grand Rapids, Michigan



New Oleomargarine Regulations.

The final form of the oleomargarine regulations, as decided on after several months of work and consideration by the Bureau of Internal Revenue, has been issued in printed form by the Bureau. Copies have gone to all interested persons, so far as the Bureau mailing list shows, and a limited supply is available to be sent to those who ask for copies.

These regulations cover all operations of the tax collecting arm of the Government relating to oleomargarine, adulterated butter and renovated butter. A large part of the changes made in old regulations have to do with simplified methods of practice in reporting business operations by the firms and individuals subject to the tax. The new rules are said to save oleomargarine manufacturers and dealers considerable time and work in preparation of sales reports, and in bookkeeping methods.

One illustration of this is mentioned in the press notice which has been sent out by the Bureau of Internal Revenue, where it says, "Under the revised regulations manufacturers of and wholesale dealers in oleomargarine are required to enter in their monthly returns only the total amount of oleomargarine sold to each person each month, except in case of a sale to another wholesaler. Heretofore they were required to enter each individual sale. It is estimated that the new method will reduce the number of entries by 40 to 50 per cent."

One change in the regulations concerning adulterated butter is of special importance. The particular adulteration of which the Internal Revenue officials take special cognizance is "too much water." Heretofore the method of sampling in many cases has been by cutting into the surface of a tub or other package of butter, with a knife, taking out a more or less irregular, inverted pyramid shaped piece badly defacing the appearance of the package, as well as taking a sample which had an undue percentage of its content in the top half or three-quarter inch of the butter. "Under the new regulations," says the announcement, "samples from tub butter are taken by the Bureau of Internal Revenue for testing purposes only by a trier, a tube like contrivance. The trier method results in less mutilation to the butter."

In some ways the most important change in the regulations is the stricter interpretation of the law relative to labelling of oleomargarine. Section 50-b "provides that manufacturers entering upon the manufacture of oleomargarine, or dealers entering

upon the sale of such product after June 23, 1923, the date the revised regulations became effective shall not 'except when necessary to comply with the State laws' use upon the packages the word 'butter,' 'butterine,' 'dairy,' or 'creamery' or names of cattle, names, labels, etc. 'which convey or tend to convey the impression that the article is a product of the dairy.'"

The oleomargarine trade received one other material concession in the final writing of the regulations, a reduction in the basis of bonds which must be put up, from capacity basis of the factories to actual past years production. The dairy interests lost their contention for a more stringent interpretation of the color regulations.

The regulations as now issued do not change the existing regulations as to adulterated butter in any way, leaving the decision that 16 per cent. or more of moisture is prima facie evidence of adulteration still in force so far as the bureau is concerned, and quoting a former decision that "butter manufactured from sour cream, the acidity of which has been reduced by lime water before churning, is not adulterated butter."

Canned Foods Week March 1 to 8.

At a meeting of the General Canned Foods Week Committee in Chicago plans for the next of the occasions for which it is sponsor were discussed. Much the same system as used in 1923 will be followed during the coming year, although new features were discussed and action deferred until a subsequent meeting. A tentative date, March 1 to 8, inclusive, 1924, was chosen for the week. Those attending the meeting were Roy F. Clark, Beaver Dam, Wis., and Frank M. Shook, Washington, D. C., representing the National Canners' Association; Leslie Lieber and Walter Tancill, of St. Louis, and John B. Neumann, of New York, representing the National Wholesale Grocers' Association; H. F. Clark, of Aurora, Ill., representing the American Wholesale Grocers' Association, and Walter A. Frost, of Chicago, and Paul Fishback, of Indianapolis, representing the National Food Brokers Association.

Worked Like Magic.

"You know that cream you sold me and said it was good for suburn."

"Yes?"

"You were right. I had a little patch of sunburn on my shoulder, and put some of the cream on it. Now both shoulders and arms are blistered completely."

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
Grand Rapids, Michigan

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.

IT'S TRUE Swift Cigars

Nothing Fancy But the Tobacco

Distributed by

LEWELLYN & CO.
WHOLESALE GROCERS

GRAND RAPIDS

DETROIT

Specialize
on
MOZART
and Build
a Canned
Foods
Volume



Full
Line
Canned
Vegetables

KENT STORAGE COMPANY
GRAND RAPIDS - BATTLE CREEK
Wholesale Distributors

Tribute to School Teachers of the Misty Past.

Grandville, August 21.—The recent death of an old-time school teacher called to mind the time when school ma'ams invaded the new settlements of the lumber woods and taught the wildwoods kids the rudiments of an education such as present day folks know nothing about.

Those were pioneer days in more senses than one. Indians, bears and rattlesnakes made the living of the pioneer educators anything but idealistic. It required not only gumption but real courage for the girls educated in the older parts of the country to face the hardships of pioneer life for the sake of teaching the young idea how to shoot.

And the emoluments were worth considering.

Five dollars per week, with the privilege of "boarding round," although more often than otherwise the teacher made her home at the school director's.

Fishing, hunting, berry going, boat riding and dancing seemed to drive away dull care. The settlement storekeeper was not bothered by drummers. Twice each year he visited Detroit for a supply of goods, mailing his orders between times.

Those early teachers, usually of the gentler sex, were brainy young women who had learned their lessons well, and would compare more than favorably with the teachers of the present day.

Many of the after statesmen of the Nation learned their first lesson at the knee of York State and New England school ma'ams, who came West seeking to better their condition. Numbers of these pioneer educators married here and became the mothers of men of mark.

Strange, is it not, that some of the greatest men of our country made their debut in the wilderness of the Northwest?

Every small town had its quota of public men. Lawyers, merchants, engineers, flocked to the new country. Some of them afterward representing their constituents in the halls of Congress. And these were no mean agitators, but men of sound sense and acumen.

Zachariah Chandler, Julius Caesar Burrows, Thomas White Ferry, Judge Augustine H. Giddings, Austin Blair and a host of like ability were the product of the new country then known as "The far west."

It seems that men of conspicuous traits of character come up out of the mire of mediocrity right here in the wilderness, later making their mark on the pages of American history. We have but to look at such men as Abraham Lincoln, who was the product of the Western wilderness, to understand the nature of the schooling these men acquired under the shadow of the pines or on the wide stretches of the Illinois prairie.

The education gained from the teachings of the pioneer women who came West to grow up with the country was such as to imbue the pupil with a determination to succeed in his battle with life.

The life of the pioneer serves to give confidence and those rugged abolitionists of an early day—the forerunners of the great uprising which swept African slavery off the map of America—were educated in this school.

The log cabin statesmen of this country were in the ascendant half

a century ago. It was through their efforts that the flag of freedom was made to float over a united and free country.

Those school ma'ams of yester year have a warm place in the hearts of the octogenarians of to-day. Back in that misty past were wholesome lessons taught, and the gentle yet firm hands of that little school ma'am whose New England ancestry stood behind her, swerved not when duty called her to use the ferule for correcting some refractory pupil of that bygone time.

The redman was in evidence at that time.

Camps were established at different points along the river (the Muskegon) where the Indians erected their wigwams and remained for days and weeks, while squaws entered the cut-over lands picking blackberries which grew in abundance everywhere.

The buck Indians hunted and fished meantime, conveying the berries in their Mackinac boats to market nightly at Muskegon.

Indian chivalry is not what it has been cracked up to be by some writers. The squaws were beasts of burden, while the males rested their tired limbs astride the backs of their ponies. Often one would meet a procession of these, the Indian riding ahead, his squaw bringing up the rear, loaded down with baskets and other products of red manufacture.

The school ma'am sometimes headed her pupils in a visit to the Indian camp, which in the edge of evening was a busy place. The small papposes were as cunning as young bears; in fact, they were not far removed from the intelligence of the cub, and the white folks were quite taken with their antics on the grassy bank of the river.

Every new thought sifted into the wilderness.

The spiritualists even invaded the woods, and one of the best school ma'ams of the lot became a writing and speaking medium.

Seances were held at the homes of settlers and some remarkable cures were performed by the use of medicines recommended through spirit writing. This, of course, was soon after the "Rochester knockings," while the whole land was taken up with the new cult. I believe the spiritual beliefs of that early day were far more in evidence than at any time since.

With the coming of electrical contrivances, the automobile, communication by telephone, radio and the like, those old-time conditions have been completely wiped out, only the memory of them remaining to the few who still survive. Old Timer.

Think "Hot Dog" Insulting.

The Institute of American Meat Packers has mailed the following letter to members asking co-operation and inviting suggestions toward eliminating the term "hot dog:"

The prevalence of "Hot Dogs" signs on booths where frankfurters are sold, particularly in Eastern resorts, is hardly conducive to a greater consumption of sausage. Agitation against the use of the term "Hot Dog" cannot be carried on effectively in a public way, since it is a sort of "joke" phrase, and serious public effort to have its use discontinued would simply give the term added circulation.

WATERMELONS AND CANTALoupES

When you order from us, you are assured of the prompt shipment of the best melons obtainable.

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Some of our customers have flour bought from us which will almost certainly make them some money. We have not urged them to buy but have stood ready to meet their wishes at prices reasonably in line with those of other good flours. We urge no one to buy on a market basis. Flour always is a poor article of speculation. The right way to buy flour is, as we have always said and always will continue to say, *when you need it.*

Fanchon and Red Star

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

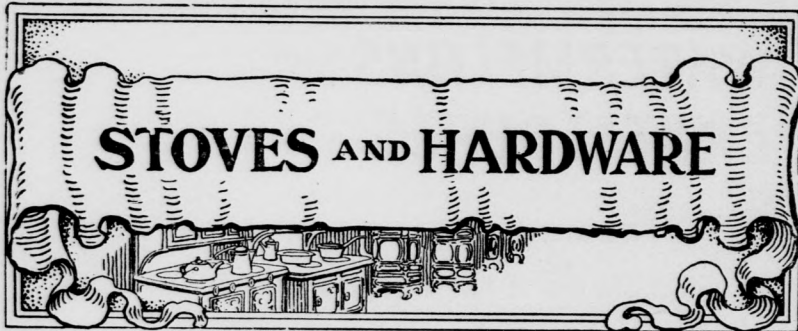
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Wholesale Fruits and Vegetables

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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.

How to Prevent Waste in the Tinshop.

Written for the Tradesman.

For some hardware businesses, the tinshop is a great asset. In other hardware stores its value is regarded as dubious. The difference simmers down quite often to the question of management, with an eye particularly to the prevention of waste.

The answer to the question, "Why doesn't the tinshop pay?" which has been asked and not satisfactorily answered so many times, is, in the opinion of many experienced dealers, to be found and summed up in that one word, "waste."

The question is by no means a simple one. It has many ramifications; for there are many directions in which, in the management and operation of a tinshop, waste may occur. But I have here set down, in the words of an experienced hardware dealer in a city of some 15,000 people, his personal views as to the main factors that contribute to waste, and consequent unprofitable operation of the tinshop.

"The first waste," he told me, "is in material, or, in other words, raw stock. At the present time, when there are so many uses to which sheet metals are put, it pays to keep almost every scrap of galvanized iron, tin or black iron.

"It is no uncommon thing to find pieces of scrap, which could be handily used for repair work, such as bottoms for pails, lanterns or covers, etc., thrown into the dump box. Some workmen think that anything like this has to be cut out of the whole sheet. All this scrap could be put away until slack times during the winter months, and then cut up by the apprentice into step-flashing, outlets, end-pieces, ferrels, etc.

"Another good use for scrap galvanized iron, or, in fact, for iron that has been used, is to cut it up into roof patches, about 3x7 inches. Tie these in, say 10-pound bundles. Your carpenter customers will be glad to buy them at a moderate price to do repair work on shingle roofs.

"There are several other things in the way of material to which it would pay to give consideration, such as saving all pieces of scrap brass, copper, zinc, lead, etc., whether old or new. This stuff can be sold to the metal man. It pays. With solder at present prices, it will pay any boss to keep an eye on the waste

in that direction. In any shop where a number of men and boys are employed the waste in solder if not watched is apt to become very considerable.

"In shops where gas or gasoline is used for heating solder, iron, etc., it is no difficult matter, by careful oversight, to save at least 25 per cent. of this expense. This is also true where charcoal is used.

"Now, these are only some of the avenues for waste in materials. I could enumerate others.

"The waste in time, however, is even more serious in a great many shops. To me, this is the sore spot of the whole waste body. There are tinnors who never seem to stop to think that one non-producing hour out of ten means that the shop makes practically nothing out of that man's time, after making due allowance for the cost of doing business.

"This is not so noticeable in the small shop where there are only one or two employes, as where there are a larger number. But if one expects to make anything out of the tinshop, the matter of time must be watched very closely.

"I know of no better way of doing this than by a proper system of keeping track of every five minutes of the day and seeing that it is properly accounted for. This can be done by the time card. You then have the whole thing right in your mitt, so to speak.

"What are some of the methods by which time is wasted, and which every tinshop could and should avoid? I will enumerate them. Late starting; waiting a half hour for the shop to warm up. Lost time through having poor light. Lost time going to and from jobs. Lost time through employes leaving their jobs 15 to 30 minutes before the proper time for quitting, when they think the boss will not know it. (Did you ever make it your business to drop in on the job about a quarter hour before closing time and find all the men gone?)

"Then there is lost time through allowing visitors access to the work shop to converse with the employes.

"Time is also lost through cutting out unnecessary patterns, when only one article of a kind is needed. For instance I well remember some years ago, a mechanic who was supposed to be an A-1 man at his business had a furnace repair job to do in which a taper 90 deg. elbow 10½ inches to inches was needed. It took him two hours to lay off and make this elbow. A short time after, another job somewhat similar to the former came along and was given to another employe drawing the same

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Foster, Stevens & Co. Wholesale Hardware

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

Grand Rapids, Mich.

wage as the first, and in less than half an hour the elbow was finished—in 25 per cent. of the time, and this without a pattern at all. This waste could have been saved by giving the right job to the right man.

"Here are a few suggestions as to how to overcome this waste of time.

"If you have a number of employees and are not a practical mechanic yourself, or find that you cannot devote your time to overseeing the department, secure a good, live, competent man as foreman, and put it up to him to make good, giving him all the encouragement and incentive you can.

"Do as few 'thank you' jobs as possible. Have work planned ahead so that no man is kept waiting for a job when he is through with the one he has. Finish up every contract job as much as possible before beginning another. This applies especially to furnace work, roofing and troughing, where material and tools have to be carted to and from the job.

"Well, these are a few of the large gutters that carry away the profit that ought to remain with the tinshop proprietor. But there are also a few underdrains which are not quite so easy to detect as these bigger and more prominent leaks.

"I rarely find that any ordinary tinshops ever take the trouble to figure up to see if they have made anything on the contracts taken and completed. In fact, most of them could not if they wanted to as no record is kept of the material used on the job.

"What is the result? When the next job comes along and a price is asked, the proprietor says, 'Well, I guess I came out all right the last time and I can do this job at the same rate,' and quite as likely as not he loses money on both jobs.

The taking of contracts too cheap is, to my mind, a serious leak and a very common one.

"Failure to charge work done is another leak. If we just had the value of all work done and not charged through forgetfulness each year, it would enable most of us to take a few weeks holidays with a liberal portion of spending money.

"Failure to collect and bring back goods left over from jobs is another source of loss. I personally have discovered goods left in other people's cellars when jobs were completed—forgotten for years and only found by accident. The loaning of tools is another leak which could be remedied by charging them up against the borrowers until they are returned. Everything should be charged up against the job done; including cartage, which is an item often forgotten. And it never pays to put a \$3 man at a \$1.50 job."

Victor Lauriston.

Oil Brotherhood.

The Standard Oil Company of California is the third largest unit of the Standard Oil corporation. It is aiming at second place and would like to crowd out its Indiana brother. The ranking unit of the great industry is the Standard Oil company of New Jersey.

Stoutwear Prospects are Good.

Wholesalers here specializing in stoutwear report a sizeable early Fall business with indications of the season in general to be one of good volume. Coats have the main interest of buyers. The straight line silhouette is stressed, with the side-tie models most favored. One well-known manufacturer says that the sizes from 42½ to 44½ are the biggest sellers. Sizes 46 to 48 are next in point of demand, although these, he said, are mainly in the cheaper garments, the business largely coming from certain parts of the South. The bolivias in black, kit fox and brown shades are the fabrics most used for the stout coats. Viatka squirrel, wolf and foxes are described as the leading trimming furs.

Jewelry Sales Keep Up Well.

Although there is no unusual snap to buying of the finer grades of jewelry at the present time in this market, house sales and those by men on the road are keeping up well enough to sustain the gains recorded during the first half of this year over the same period a year ago. Quite a marked picking up is expected to follow the annual convention of the National Retail Jewelers' Association, which is scheduled to begin in Providence, late this month. Retailers from all parts of the country will attend it, and most of them are expected to visit this market afterward. At the moment the buying is divided among bracelets, etc., with no really outstanding feature.

Novelty Compact Holder.

Novelties are what the leading handbag manufacturers are banking on to spur Fall sales of this merchandise. A leading manufacturer is now offering one for which he has already found considerable demand, although it is mainly intended for holiday sales. The article is a toilet compact holder in handbag form, designed to appeal mostly to the youthful customer. It is of celluloid and has hand-painted fruit decorations on its front and back. The size is most convenient for the standard powder compact. The holder has a double silk cord handle about seven inches long which is equipped with a slide to keep the cover closed. The wholesale price is \$16.50 per dozen.

Offers New Swagger Canes.

The promised continuance of the vogue for women's swagger canes has prompted one of the leading manufacturers of the merchandise to bring out some that come into the de luxe class. These are made in all the costume colors and with handles and tips of a sturdy material resembling amber. A leather strap handle with fringed ends is also provided, the strap matching the color of the body of the cane. On the handles are hand-painted designs embodying floral and human figure effects in attractive poses and colorings. The canes wholesale at \$18 and \$19 a dozen, the price depending largely upon the amount of hand work done on them.



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A MONEY MAKER

Can Always be sold at a profit.
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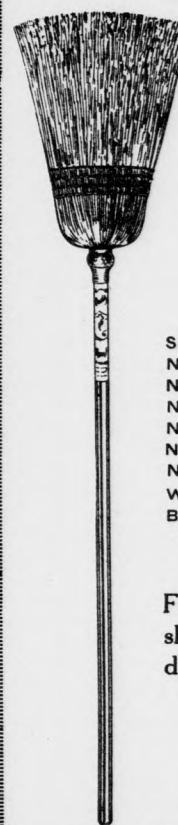
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RESPONSIBLE FOR NEXT WAR.

England Selling Her Soul For Mess of Pottage.

Grandville, August 21.—Is history about to repeat itself?

Certainly the acts of England in befriending Germany in her stand against paying in part for her jig of war some years ago is going to bring results of a most unfortunate nature.

Great Britain is at the parting of the ways.

That Nation has it in her hands to make or break the peace of Europe; to keep up the negotiations for a just and honorable settlement of world war troubles or to precipitate the nations of Europe into another debacle even worse than the last.

The lords and commons of old England have something on their hands that calls for statesmanship of no ignoble order. Lord Curzon has witlessly applied the match to slumbering fires which promise to ignite a new conflagration will put to shame the last great conflict.

England, the friend of America; England, the foremost empire of the world, holding out hope to the conquered Germans, bidding them resist to the last gasp in their dealings with the French and Belgians. It is a sight which gives pain to the American heart, which raises the hopes of the conquered Hun to again stand forth and defy the world.

Is it possible that the days of the first Napoleon are to come again, that the redcoats of Britain are to train with German soldiers in an alliance against the French?

It looks very much like it just now.

If, because of British paltering, Germany again seethes with a new revolution, whose backfires may run along the highways of Bolshevik Russia, the world will know whom to hold responsible for the bloody outrage against the peace of the world.

However much the kinship of a common ancestry links America to Britain, this country will not stand for any such unchristian action on the part of the mother country. Many Americans deprecate the stand France has taken in the Ruhr, yet that stand has ample justification, however mistaken we may assume it to be, and we are not ready nor willing to side with England in this new alliance which makes her the enemy of France, Belgium and Italy.

Germany has been hesitating, denying her ability to make good, keeping the sores of the war open because and only because the concealed friendship of Britain has given her hope of a new deal, easier than the one promulgated at Versailles. Britain is treading on delicate ground. As Germany once roused the civilized world to execrate her part in promoting the world war, so now Britain has taken up the cudgels in favor of bluffing France and Belgium off the map. The United States should protest against this in no mistakable terms. While standing wholly outside the league of nations, we have a right to express an opinion on the mischievous workings of British treachery.

The United States has no desire to

get into another conflict with overseas nations; in fact, it would doubtless lie perdu while the foreigners scrapped it out to the bitter end.

Lord Curzon has told the French they have no business in the Ruhr. He tells them they have in a way violated the Versailles treaty, which, is not true, yet all this is as music to the ears of Germany. It is useless to expect that nation to come to terms in the reparation business while Britain assails France, even threatening her.

There is plainly to be a grand mixup before long. An entente between London and Berlin is plainly indicated. England is selling her soul for a hoped for mess of pottage. It is a sale that will forever damn the good name of the empire and Englishmen need not expect her Yankee friends to longer bear with her insolent and selfish conclusions.

Senator Smoot, who has lately returned from visiting Europe, speaks in gloomy accents of the conditions over there. He believes another European war is inevitable. The honor of France and Belgium will again be at stake, while British honor will be trailed in the dust. How little the people of England regard the opinion of the world. Selfish motives are wholly at the bottom of her present stand in defense of Germany as against France.

The interference of the British with the workings of the Versailles agreement has gone so far we may look for any retracement on the part of her people. The rubicon has been crossed. Again as in the early part of the nineteenth century, Britain shies her castor into the ring against the French; and by so doing she is risking the peace of the world.

It is scarcely understandable, the act of Britain in defense of the German course of resistance to the plain agreement at Versailles. Britain stands in the market place defying the best interests of the world.

Trade, with England, is everything. That nation has risked much in days gone by to make and break treaties in order to stimulate the commerce of the nation. She is treading on untenable ground to-day. If President Coolidge could and would tell the British of her dangerous course, call her attention to what she agreed to at Versailles and ask her to keep her word with the allies, it might lead to good results.

However, the United States cannot afford to mix in any farther than giving good advice, which the British government would, undoubtedly, not accept. Honesty in nations as well as in men is to be approved. That Britain would change her tactics even to retain the good will of Uncle Sam is hardly probable. When the next war bursts in sanguinary fury upon the world, the hands of Great Britain will bear stains no after repentance can wash away.

Old Timer.



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Gabby Gleanings From Grand Rapids.

Grand Rapids, August 21.—At last Grand Rapids has a moving picture house which is worthy the name and in keeping with the progressive spirit of the city. The Regent Theater opened to capacity business August 3 and has turned away people nearly every evening since. It is thoroughly modern and up-to-date and gives its patrons more for the money than any of the other movie houses in the city. The new playhouse is wonderfully well ventilated and the acoustic properties are excellent. The orchestra is a long ways ahead of anything ever before undertaken in Grand Rapids, notwithstanding the attempt by the musicians union to destroy the plans of the management by forcing it to employ local members of the union, which is composed almost exclusively of dubs and amateurs. Despite hampering efforts of inefficient promoters, defaulting contractors, vexatious litigation and pernicious labor union activity, Mr. Wurzburg has succeeded in evolving a really remarkable playhouse which ought to receive the recognition and patronage of Grand Rapids people to an extent that will fully compensate him for the two years of strenuous work he has devoted to the project. An interesting feature of the new theater is that people who sit in the side seats see the pictures without distorted vision, as is not the case with the other picture houses in the city. This is a novel arrangement peculiar to the Regent alone. If Grand Rapids does not show unbounded appreciation for the genius and courage and self-sacrifice which have produced this playhouse, they deserve to be relegated to the village environment they enjoyed under the regime of the little movie houses in existence before the Regent came into the field. In no respect was Grand Rapids treated so shabbily as she has been in the past by her movie house managers, who conducted their playhouses as though they were doing business in a village of 3,000, instead of a city with 150,000 people.

Always be willing to concede that there may be a better way.

A butcher in a certain town had read considerable about the "Milk From Contented Cows," and wanting to keep up with the times, he placed this sign in his window: "Sausage From Pigs that Died Happy."

Harry Sanford, who recently purchased the two Schrouder drug stores, announces that he will add a fourth drug store to his combination as soon as his Hotel Rowe store is well under way. He will locate his fourth store on Monroe avenue and introduce period fixtures.

The Grand Rapids Show Case Co., which discontinued the manufacture of drug store fixtures some years ago, has decided to resume that line of business.

When the Morris Plan Bank moves to the present banking house of the Kent State Bank, the premises vacated will be occupied by the Shellman Optical Co. and a branch of the Barker Bakery.

Lee M. Hutchins left last evening for Indianapolis, where he will deliver an address this forenoon to a zone representation of the wholesale customers of Eli Lilly & Co. His subject is "Wholesale Druggists' Salesmen and Profits." Mr. Hutchins makes addresses of this character two or three times a year before the customers of the Lilly house.

William E. Sawyer, formerly on the road for the Worden Grocer Company, but who took up his residence in California four or five years ago, is in the city for a few days, accompanied by his son.

It is not the work we have actually done, the burdens we have actually borne, the troubles that have actually come that have furrowed deep wrinkles in the faces of many of us, and made us prematurely old; it is

the useless fears and worries about the things that have never happened that have done all the mischief.

The man who cannot stand criticism, especially kindly, well-meant criticism, will never climb very high in any calling. The first step toward making ourselves better salesmen, or better anything, is to know what our faults and deficiencies are, and then to bend all our efforts to getting rid of them. The thin-skinned, sensitive fellow who wilts under rebuffs and criticism, or the one who hotly resents them, will never make a success in any vocation.

It is safe to surmise that the Department of Agriculture's offer of a cent apiece for active, athletic bedbugs will not tempt the average housewife to cultivate 'em on a wholesale scale.

Persistence is an essential quality of good salesmanship. But there are two brands of persistence; one that wins and one that loses. The sticking and hanging on when your prospect is disgusted, and wants to throw you out of his office; when he has resolved that, no matter what you say, he won't buy; that sort of unreasoning bulldog tenacity which is not backed up and guided by common sense is blind persistence. It will only antagonize your prospect and will lose you all chance of making a sale. It is polite persistence, the brand that has a lot of tact in it and is backed by fine discrimination, common sense and a thorough knowledge of human nature that wins out.

The man whose persistence stirs his prospect to resistance, is ignorant of the elemental principles of psychology. He should get a textbook on the subject and begin to study it.

Practical Side of Food Law Enforcement.

Few of the addresses at the food officials' convention in Duluth last week went further in showing the changed attitude of food officials toward co-operation and practicability than that of A. M. G. Soule, Food Commissioner of Maine, and in view of his election to the presidency of the Association of Food Officials his remarks are regarded as of significance for rationalism. In part Mr. Soule said:

Every food official will readily understand that in order to successfully enforce a food and drug law, even if the laws charged for him to public knowledge, they must not be public knowledge, the ymust not be far in advance of public sentiment.

The food official of to-day is in a much more fortunate position than his predecessor of twenty-five years ago. Food legislation that has been enacted may be well termed 'progressive.' There have apparently been no steps backward and well organized women's clubs are now in existence extremely anxious to have the matter of food and drugs control brought to the attention of their members.

Lectures by someone from the executive's office, charged with the duty of enforcing the food law, to these civic organizations can be made valuable help to popularize the work.

Practically every civic organization in existence in the community is in sympathy with food and drug control matters and their interest can be easily stimulated. Food officials and the consuming public are already realizing the benefit that has come from the returned army sanitarians, who as local health officers have put into practice the education of sanitation required in army camps.

The whole theory of sanitation and the demand for pure rather than impure food is no longer regarded as a fad for only the idle rich or the long-haired reformer. It should be the bounden duty of every food of-

ficial to work with a representative of the local press in a hearty co-operative way. Pure food news is always interesting to the public.

It can be always kept in mind that every inspector and every official who is in any way connected in the enforcement of pure food laws should religiously conform to the laws of the land for the purpose of example and for moral effect. It will go far in popularizing food and drug control.

Biscuit Cases Closed Again.

For the second time the case brought against the National Biscuit Co. and the Loose-Wiles Biscuit Co. before the Federal Trade Commission has closed. Readers will remember that after the evidence was all taken the first time, the Commission changed its charges and began to take evidence all over again.

The gist of both cases, however, is that the biscuit companies refuse to give maximum discounts to co-operative buying exchanges. They will give maximum discounts to large retailers, and to chain stores, but they will not give it to a group of minimum discount buyers who by pooling their purchases make the order big enough to earn the maximum discount. Whether they can thus make fish of one buyer and flesh of another is the legal question in the case.

I am out to bet anybody a big apple that the National Retail Grocers' Association will lose this case. I predict that even the Commission—now that the Mennen case is decided—will decide that as the biscuit companies have the right to refuse to sell pools at all, they can attach to the sale, if they make it, such conditions as they like.

There is only one factor which may switch the decision, in my judgment, and that is the almost monopolistic size of the National Biscuit Co., and particularly the two companies combined. The Commission and the court may decide that a company as big as that can't do what a small factor could do. Elton J. Buckley.

Buyers of Hides in Bearish Mood.

There appears to be no established market on country hides. Values can only be based on what sellers ask, and in most cases this is generally considered more than they would take, with firm bids. A good many dealers are getting tired of holding heavy country hides, and are offering ordinary quality at 8½¢, selected, and free-of-grub lots at 9@9½¢ for sixty and over cows and steers, free-of-grub. Buyers, however, fail, to display any interest at these prices. Some fairly good lots of 25-45 pound hides can be had at 10½¢ per pound, although up to 11¢ is asked for best quality. Buff weights are in a nominal position at about one cent per pound under light weights. All weight country hides of good quality are quite freely available at 9¢ selected, but the slow market on sixty and over stocks, makes buyers of all weights bearish in their views.

Me For Patagonia.

A British scientist predicts that in fifty years light will cost about one-fiftieth of its present price and there will be no night in our cities.

Care for Your Friend, the Horse.

The horse is not yet dead. Long live the horse—and the creature he has so faithfully served is thinking about him too. Here are hot weather rules for his care. They are issued by the Boston Work-Horse Relief association and endorsed by the American Railway Express through its monthly the Express Messenger:

1. Load lightly, and drive slowly.
2. Stop in the shade if possible.
3. A sponge on top of the head, or even a cloth, is good if kept wet. If dry it is worse than nothing.

4. Water your horse as often as possible. So long as a horse is working, water in small quantities will not hurt him. But let him drink only a few swallows if he is going to stand still.

5. When he comes in after work, sponge off the harness marks and sweat, his eyes, his nose and mouth and the dock. Wash his feet but not his legs.

6. If the thermometer is 75 degrees or higher, wipe him all over with a damp sponge, using vinegar water if possible. Do not wash the horse at night.

7. Saturday night, give a bran mash, lukeworm; and add a tablespoonful of saltpetre.

8. Watch your horse. If he stops sweating suddenly, or if he breathes short and quick, or if his ears droop, or if he stands with his legs braced sideways, he is in danger of a heat or sun stroke and needs attention at once.

9. If the horse is overcome by heat, get him into the shade, remove harness and bridle, wash out his mouth, sponge him all over, shower his legs, and give him two ounces of aromatic spirits of ammonia, or two ounces of sweet spirits of nitre, in a pint of water; or give him a pint of coffee, warm. Cool his head at once, using cold water, or, if necessary, chopped ice, wrapped in a cloth.

10. If the horse is off his feed, try him with two quarts of oats mixed with bran, sugar. Or give him oatmeal gruel or barley water to drink.

11. Clean your horse at night, so that he can rest well, and clean him thoroughly. The salt dandruff drying on his skin makes him uncomfortable and often produces sores under the harness.

12. Do not fail to water him at night after he has eaten his hay. If you don't he will be thirsty all night.

13. If it is so hot that the horse sweats in the stable at night, tie him outside, with bedding under him. Unless he cools off during the night, he cannot well stand the next day's heat.

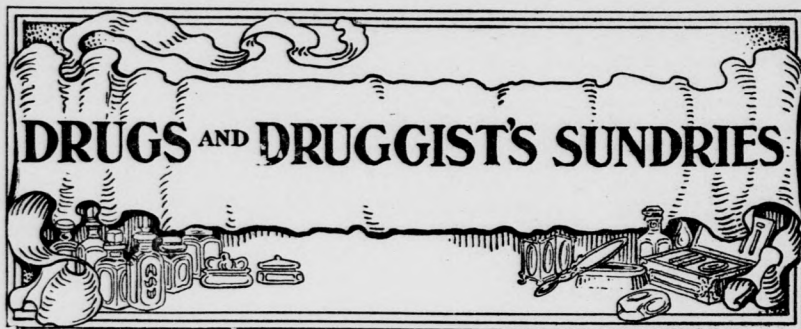
Wanted His Money Back.

"I say, parson, do you think it's right for a man to profit by the mistakes of others?"

"Why, no! Certainly not."

"Well, then, perhaps you'd like to return the fee I gave you for marrying me!"

Business forecast: Less speculation, more real business.



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 session—Grand Rapids, Nov. 20, 21 and 22.

The National Conventions.

September is the month that the "get-together" men have been waiting for and before its close they will have gotten together; learned much; had a good time and returned back to their business with a store of good information and a supply of new pep that will avail them much in the business days ahead. The first of the two main "get-together" gatherings will be that of the American Pharmaceutical Association which will hold its annual convention at Asheville, North Carolina, September 3 to 7. While many places lay claim to being the "Playground of Eastern America," each having rights to such distinction, it is to be doubtful if any resort east of the Mississippi presents more varied charms to pleasure seekers than does the little city that lies in the heart of the Land of the Sky. Aside from the transaction of the business of the association, speakers of marked ability will present messages which will be of the utmost value to those who will be fortunate in listening to them.

The next big event will be the convention in Boston on September 24 to 29 of the National Association of Retail Druggists and that it will be a big event every indication points distinctly in that direction. All details for the meeting have been arranged, and an excellent program has been provided. The problems of the retailer are ever present, changing conditions constantly bringing new ones, but these can be wholly overcome, or materially lessened by the exchange of experiences with one's neighbor.

To even suggest to our thousands of readers the method and place in which he or she might best spend a profitable and highly enjoyable vacation, is a pretty big undertaking. But we believe that we are going as far as possible when we recommend for the 1923 vacation that serious consideration be given to the above meetings.

Both organizations merit your best support. And that support comprises your membership in the national as

well as in your local affiliated associations, together with your attendance at the respective meetings of both the local and the national organizations.

Customers, Friends, Prospects, More Business.

"I don't know," began a druggist, making a grimace that betokened complaint, "there are certainly not enough people coming into this store. I've tried to please them as best I can, but I'm sure I'm not getting my share of possible patronage."

The druggist who is anxious to develop more business, might turn to his own patrons for new customers. Let us show how this can be brought about.

Every time a new patron steps into your store, have the attending salesman ask regarding the name and address of a friend. "What's the idea?" some curious patron may put forth. "Well," you explain, "we want to serve more people than we are now. And we are sure the friends of our customers will also appreciate our services." "Why, certainly!" the patron will respond, only to willing to co-operate with you. He will furnish you with the name and address of a friend, perhaps several. What then?

You have now a good start. By soliciting all your new patrons in the way suggested, you will be collecting the names and addresses of many new prospects. Thus far, so good. Next, we will write each one of these new prospects a letter, something like the following:

Dear Mr. Barrington:

One of your friends supplied us with your name and address. She has been one of our satisfied customers, and we are sure, once you have accorded us a trial, you, too, will soon fall in line with our highly-appreciative clientele.

Our prescription department is always ready to serve you in an emergency. There is never any waiting here. When we promise that your prescription will be filled within a specified time, you can be assured it will involve no wait whatever. It is the trial that convinces. If it is desired that the compounded medicines be delivered, we are always prepared to attend to this, too.

But there are so many things in our establishment we should like to call your attention to, that it puzzles our minds to think of the merchandise we might discuss in this letter. We suggest that some day, in the immediate future, you call at our store, merely as a visit more than for anything else. We can then tell you more in detail of our various services,

and explain something about the different lines we handle. Can we expect you soon? We are looking forward to your visit, and thank you. Like your friend, we wish to count you as one of our satisfied customers.

In the preceding we have an appeal that should direct more business to your store. It is a means of attracting more customers, the friends of your present patrons. While customers will be made of this one letter all those to whom you write will not respond. It is advisable to follow up with other courteous appeals, from time to time, until the utmost in possibilities have been realized.

The letters can be type-written, but for the drug store of small proportions a hand-written appeal might be prepared. Much of this work can be done in spare time, thus utilizing otherwise wasted hours to your profit. An experiment here will satisfy you of the possibilities. And, after awhile you will have the satisfaction of knowing you have attracted people to your store whom you else might never have reached. Let your patrons suggest prospects!

Giving Advice to Customers About Medicine.

Many pharmacists possibly do not realize that they can give to the patrons of their prescription departments, much valuable advice about medicine in prescription form that will not only be readily understood by the laity but will long be remembered and highly appreciated. In doing so, the pharmacist will not in the slightest respect encroach upon the prerogatives of the physician.

In attractive booklet form, the Newman Drug Co., of Louisville, Ky., has compiled a fund of valuable information along that line. The manner of its presentation, we feel sure, will enhance the opinion of each patron for the profession of pharmacy and its representatives.

How to Take Medicine.

Never take medicine without looking at the label.

Never take medicine in the dark.

Follow directions accurately and take it at the time specified.

Never increase the dose or take it more frequently without consulting a physician.

Take liquid medicine in a silver spoon or medicine glass—never use a metal measure.

Use a medicine glass, if possible; spoons vary greatly and give only approximate quantities.

Always shake the bottle; if separation or sediment, shake thoroughly.

Pour from the bottle with label upward. This keeps the label clean and legible.

Always take medicine containing iron, through a glass tube, thus protecting the teeth.

Never take medicine originally intended for others; this is dangerous.

If the directions on your liquid prescription do not say "To be taken with water" do so, unless otherwise instructed by your physician.

If the directions on your prescription read "Take three times a day"—ask your physician if it should be taken before or after meals. Don't ask your druggist.

Capsules should be pierced at each end with a needle just before taking them—it facilitates rapid action of the medicine.

Capsules, pills and tablets should always be taken with a few swallows of water unless otherwise directed by your physician.

Castor Oil can be taken easily with orange juice, if beaten up with a spoon—drink rapidly.

The bitterness of Epsom Salt is decidedly lessened by dissolving it in ice water containing a little lemon juice.

How to Keep Medicine.

Keep medicine out of reach of children.

Keep capsules, pills and tablets in a dry place—moisture spoils them.

Always keep medicine bottles, boxes, jars or tubes tightly corked or tops securely on.

Keep medicine in a dark, cool place—avoid steam radiators, furnace and the basement.

Suppositories should be kept in a cool place—refrigerator, if possible.

Keep ointments and salves securely closed and in a cool place, thus avoiding their becoming rancid.

Never interchange tops or covers on pill or powder boxes, as serious results might follow.

After using eye water in an eye bath, never pour back into bottle, as it is apt to contain mucus.

Medicine that effervesces or "pops" should be kept in a dry, cool place.

Keep granular salts well corked and in a dry place.

Avoid pouring medicine back into the bottle after taking some out.



**STRAIGHT
SIZE—**

*The Johnson
Original 10¢ Cigar*

VAN DAM

MANUFACTURED BY
TUNIS JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN

Flies in the Ointment.

Yes, any pharmacist will find a few flies in his business ointment! Some of these flies you may catch with good-natured fly paper, but again there are others which cannot be rounded up in any such simple fashion. A no-two-alike lot, these flies in your ointment.

First of all there is the fellow who expects you to break all rules and laws—even should they be as unchangeable as were the laws of the Medes and Persians—for his special benefit. These rules and regulations in regard to what you may or may not sell were certainly never intended to apply to him, they were for the other fellow—he is in a class by himself! Probably he frowns, possibly he swears—what is it to him if you are fined a few gold eagles for breaking some, "Thou shalt not," to smithereens? He swells up like a horsefly in dog days when you mildly say that you must needs be a law abiding pharmacist, that you did not make the laws but you must abide by them. You never need a magnifying glass handy in order to identify this fly!

There is the annoying pharmacy fly of inferior quality. This fly is not as much in evidence as during the war, but you still feel like starting a private war when prices aviate and quality deteriorates. Remedies, rubber goods—yes, even sundries—what comfort in handling those which have always this inscription, "Quality always the same," written indelibly upon them.

Even your dear friends, friends who are ready to certify that you are a second George Washington, in whom pharmacy-truthfulness bubbles up like an ever-flowing spring, may become flies in your ointment. They may think that friendship and special prices are, as the colored man said,

"anonymous and the same," and that you do not really need your profit if you only have their friendship! They are willing—as willin' as Barkis—to give you trade if you only give them drugs—talk of reciprocity, they are IT!

The customer who scowls and growls at you and is certain that you have mistaken your calling because you do not have in stock the ancient liniment that her forefathers swore by—to limber up their joints—may be a fly in your present-day ointment. A record of the remedies asked for in a pharmacy would make interesting reading, but a man would needs be a Methuselah in order to peruse all the volumes—nevertheless you may be called a business derelict if you fail to have them all in stock.

We must not be flies in our own ointment! No flies of ill nature, discourtesy or discouragement, must mar the pharmacy ointment. "Trade light to-day," do you say? Well, it is going to be good to-morrow!

George W. Tuttle.

Spring Water as an Advertisement.

In places where city water is hard, or almy, or muddy or contaminated by ill-tasting growths, a fine advertising stunt for the fountain man is to use the water from a good spring, or distilled water, for charging, and to let the people know it. Many a customer would indulge in a glass of soda merely for the sake of quenching his thirst with something other than the same old city water. There are lots of men who are still half ashamed to be seen drinking soda water, and this stunt will give them a good excuse for adopting the habit.

Customers like courteous, accommodating salesmanship rather than the slick, smooth article that makes them believe that black is white.

SCHOOL SUPPLIES

Ink Tablets, Penholders, Composition Books, Pencil Tablets, Pastes, Glues, Inks, School Records, Penholders, Pens, Slates, School Blanks, Slate Pencils, Rubber Bands, Pencil Pockets, Crayons, Compasses, Chalk, Pencil Sharpeners, Chamois Skins, Inks, Pencil Assortments, Fountain Pens, Blackboard Erasers, Colored Pencils, Blotting Paper, Exercise Books, Water Colors, Pencil Pockets, Cardboard, Thumb Tacks, Paste, Pencil Clips, Water Colors, Dictionaries, Ink Erasers, Bristol Board, Library Paste, Blank Books, Rulers, Dusters, Mucilages, Sponges, Crayolas, Pencils, Lunch Kits, Banner Loose Leaf Note Books, Pencil Boxes, Legal and Foolscap Paper, Dictionaries, Pat's Pick, Michigan History, U. S. Civil Government, Pattengill's Orthographies, Civil Government Primary, Michigan, Welchs School Registers.

REMEMBER THAT SCHOLL WILL SOON OPEN

SEND US YOUR ORDER TODAY

HAZELTINE & PERKINS DRUG CO.

Manistee

Michigan

Grand Rapids

WHOLESALE DRUG PRICE CURRENT

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

Acids		Almonds, Sweet,		Tinctures	
Boric (Powd.)	15 @ 25	Imitation	60 @ 1 00	Aconite	1 80
Boric (Xtal)	15 @ 25	Amber, crude	1 75 @ 2 00	Aloes	1 45
Carbolic	64 @ 70	Amber, rectified	2 00 @ 2 25	Arnica	1 19
Citric	62 @ 70	Anise	1 00 @ 1 25	Asafoetida	2 40
Muriatic	3 1/2 @ 8	Bergamont	5 00 @ 5 25	Belladonna	2 35
Nitric	9 @ 15	Cajeput	1 50 @ 1 75	Benzoin	2 10
Oxalic	20 1/2 @ 30	Cassia	4 50 @ 4 75	Benzoin Comp'd	2 65
Sulphuric	3 1/2 @ 8	Castor	1 55 @ 1 75	Buchu	2 55
Tartaric	45 @ 60	Cedar Leaf	1 75 @ 2 00	Cantharides	2 35
Ammonia		Citronella	1 10 @ 1 40	Capsicum	2 20
Water, 26 deg.	10 @ 18	Cloves	3 25 @ 3 50	Catechu	1 75
Water, 18 deg.	8 1/2 @ 13	Cocanut	25 @ 25	Cinchona	2 10
Water, 14 deg.	6 1/2 @ 12	Cod Liver	1 30 @ 1 40	Colchicum	1 80
Carbonate	20 @ 25	Croton	2 00 @ 2 25	Cubebs	3 00
Chloride (Gran.)	10 @ 20	Cotton Seed	1 35 @ 1 50	Digitalis	1 30
Balsams		Cubeb	8 50 @ 8 75	Gentian	1 35
Copaiba	60 @ 1 00	Eigerson	3 00 @ 3 25	Ginger, D. S.	1 80
Fir (Canada)	2 50 @ 2 75	Eucalyptus	90 @ 1 20	Guaiac	2 20
Fir (Oregon)	80 @ 1 00	Hemlock, pure	2 00 @ 2 25	Guaiac, Ammon.	2 00
Peru	3 00 @ 3 25	Juniper Berries	2 00 @ 2 25	Iodine	95
Tolu	2 00 @ 2 25	Juniper Wood	1 50 @ 1 75	Iodine, Colorless	1 50
Barks		Lard, extra	1 35 @ 1 45	Iron, clo.	1 35
Cassia (ordinary)	25 @ 30	Lard, No. 1	1 25 @ 1 35	Kino	1 40
Cassia (Saigon)	50 @ 60	Lavender Flow	4 50 @ 4 75	Myrrh	2 50
Sassafras (pw. 40c)	40 @ 40	Lavender Gar'n	1 75 @ 2 00	Nux Vomica	1 55
Soap Cut (powd.)	30c @ 15 @ 20	Lemon	1 50 @ 1 75	Opium	3 50
Berries		Linseed Boiled bbl.	1 @ 12	Opium, Camp.	85
Cubeb	1 50 @ 1 75	Linseed bld. less	1 19 @ 1 32	Opium, Deodor'd	3 50
Fish	25 @ 30	Linseed, raw, bbl.	1 @ 10	Rhubarb	1 70
Juniper	7 @ 15	Linseed, ra., less	1 17 @ 1 30	Paints.	
Prickly Ash	@ 30	Mustard, artifi. oz.	@ 50	Lead, red dry	14 @ 14 1/2
Extracts		Neatsfoot	1 35 @ 1 50	Lead, white dry	14 @ 14 1/2
Licorice	60 @ 65	Olive, pure	3 75 @ 4 50	Lead, white oil	14 @ 14 1/2
Licorice powd.	70 @ 80	Olive, Malaga,	2 75 @ 3 00	Ochre, yellow bbl.	@ 2
Flowers		green	2 75 @ 3 00	Ochre, yellow less	2 1/2 @ 4
Arnica	25 @ 30	Orange, Sweet	4 50 @ 4 75	Putty	5 @ 8
Chamomile (Ger.)	35 @ 40	Origanum, pure	@ 2 50	Red Venet'n Am.	3 1/2 @ 7
Chamomile Rom	2 @ 50	Origanum, com'l	1 00 @ 1 20	Red Venet'n Eng.	4 @ 8
Gums		Pennyroyal	2 75 @ 3 00	Whiting, bbl.	4 1/2 @ 10
Acacia, 1st	50 @ 55	Peppermint	4 25 @ 4 60	Whiting	5 1/2 @ 10
Acacia, 2nd	45 @ 50	Rose, pure	9 00 @ 10 00	L. H. P. Prep.	2 80 @ 3 00
Acacia, Sorts	22 @ 30	Rosemary Flows	1 25 @ 1 50	Rogers Prep.	2 80 @ 3 00
Acacia, powdered	35 @ 40	Sandalwood, E.	11 00 @ 11 25	Miscellaneous	
Aloes (Barb Pow)	25 @ 35	Sassafras, true	1 50 @ 1 80	Acetanalid	47 1/2 @ 55
Aloes (Cape Pow)	25 @ 35	Sassafras, artifi	1 00 @ 1 25	Alum	08 @ 12
Aloes (Soc. Pow.)	65 @ 70	Spearmint	4 00 @ 4 25	Alum, powd. and	09 @ 18
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	07 @ 12
Camphor	1 20 @ 1 30	Tar, USP	50 @ 55	Borax xtal or	07 @ 12
Guaiac	@ 70	Turpentine, bbl.	@ 1 09	powdered	07 @ 12
Kino	@ 85	Turpentine, less	1 16 @ 1 29	Cantharides, po.	2 00 @ 2 00
Kino, powdered	@ 90	Wintergreen,	6 00 @ 6 25	Calomel	1 76 @ 1 99
Myrrh	@ 80	leaf	6 00 @ 6 25	Capsicum, pow'd	45 @ 55
Myrrh	@ 85	Wintergreen, sweet	3 50 @ 3 75	Carmine	6 00 @ 6 64
Myrrh, powdered	@ 95	Wintergreen, art.	80 @ 1 20	Cassia Buds	25 @ 30
Opium, powd.	13-70 @ 13 92	Wormseed	10 00 @ 10 25	Cloves	47 @ 50
Opium, gran.	13 70 @ 13 92	Wormwood	9 00 @ 9 25	Chalk Prepared	14 @ 14
Shellac	90 @ 1 00	Potassium		Chloroform	57 @ 61
Shellac Bleached	1 00 @ 1 10	Bicarbonate	35 @ 40	Chloral Hydrate	1 35 @ 1 81
Tragacanth, pw.	2 25 @ 2 50	Bichromate	15 @ 25	Cocaine	11 60 @ 12 25
Tragacanth	2 50 @ 3 00	Bromide	45 @ 50	Corks, list, less	40 @ 50 75
Turpentine	25 @ 30	Carbonate	30 @ 35	Copperas	2 1/2 @ 10
Insecticides		Chlorate, gran'r	23 @ 30	Copperas, Powd.	4 @ 10
Arsenic	17 @ 30	Chlorate, powd.	16 @ 25	Corrosive Sublim	1 48 @ 1 63
Blue Vitriol, bbl.	@ 7 1/2	Cyanide	32 @ 50	Cream Tartar	35 @ 45
Blue Vitriol, less	8 1/2 @ 15	Iodide	4 61 @ 4 84	Cuttle bone	40 @ 50
Bordeaux Mix Dry	14 @ 29	Permanaganate	30 @ 40	Dextrine	5 @ 15
Hellebore, White	@ 20	Prussiate, yellow	65 @ 75	Dover's Powder	3 50 @ 4 00
powdered	20 @ 30	Prussiate, red	1 45 @ 1 50	Emery, All Nos.	10 @ 15
Insect Powder	70 @ 90	Sulphate	35 @ 40	Emery, Powdered	8 @ 10
Lead Arsenate Po.	28 @ 41	Roots		Epsom Salts, bbls.	@ 3
Lime and Sulphur	@ 25	Alkanet	25 @ 30	Epsom Salts, less	3 1/2 @ 10
Dry	10 @ 25	Blood, powdered	30 @ 40	Ergot, powdered	@ 1 50
Paris Green	38 @ 52	Calamus	35 @ 75	Flake, White	15 @ 20
Leaves		Elecampane, pwd	25 @ 30	Formaldehyde, lb.	19 @ 30
Buchu	1 50 @ 1 60	Gentian, powd.	20 @ 30	Gelatine	1 25 @ 1 50
Buchu, powdered	@ 1 75	Ginger, African,	@ 1 00	Glassware, less 55%	@ 03 1/2
Sage, Bulk	25 @ 30	powdered	25 @ 30	Glauber Salts, bbl.	@ 03 1/2
Sage, 1/4 loose	@ 40	Ginger, Jamaica	60 @ 65	Glauber Salts less	04 @ 10
Sage, powdered	@ 35	Ginger, Jamaica,	42 @ 50	Glue, Brown	21 @ 30
Senna, 'lex.	75 @ 80	powdered	42 @ 50	Glue, Brown Grd	15 @ 20
Senna, Tinn.	30 @ 35	Golden Seal, pow.	5 50 @ 6 00	Glue, White	27 1/2 @ 35
Senna, Tinn. pow.	25 @ 35	Ipecac, powd.	3 00 @ 3 25	Glue, White Grd.	25 @ 35
Uva Ursi	20 @ 25	Licorice	35 @ 40	Glycerine	21 1/2 @ 40
Oils		Licorice, powd.	30 @ 40	Hops	65 @ 75
Almonds, Bitter,		Oris, powdered	30 @ 40	Iodine	6 30 @ 6 75
true	7 50 @ 7 75	Poke, powdered	30 @ 35	Iodoform	7 60 @ 7 85
Almonds, Bitter,		Rhubarb, powd.	85 @ 1 00	Lead Acetate	18 @ 25
artificial	4 00 @ 4 25	Rosinwood, powd.	30 @ 35	Lycopodium	60 @ 75
Almonds, Sweet,		Sarsaparilla, Hond.	@ 1 00	Mace	75 @ 80
true	80 @ 1 20	ground	@ 1 00	Mace, powdered	95 @ 1 00
Seeds		Sarsaparilla Mexican,	@ 60	Menthol	13 50 @ 13 80
Anise	35 @ 40	Squills	35 @ 40	Morphine	10 70 @ 11 60
Anise, powdered	38 @ 45	Squills, powdered	60 @ 70	Nux Vomica	@ 30
Bird, Is	13 @ 15	Tumeric, powd.	17 @ 25	Nux Vomica, pow.	17 @ 25
Canary	10 @ 15	Valeran, powd.	40 @ 50	Pepper black pow.	32 @ 35
Caraway, Po.	50 35 @ 40	Leaves		Pepper, White	40 @ 45
Cardamon	2 00 @ 2 25	Buchu	1 50 @ 1 60	Pitch, Burgundy	10 @ 15
Celery, powd.	45 35 @ 40	Buchu, powdered	@ 1 75	Quassia	12 @ 15
Coriander pow.	35 27 @ 30	Sage, Bulk	25 @ 30	Quinine	72 @ 1 33
Dill	10 @ 20	Sage, 1/4 loose	@ 40	Rochelle Salts	28 @ 35
Fennell	25 @ 40	Sage, powdered	@ 35	Saccharine	@ 30
Flax	08 1/2 @ 13	Senna, 'lex.	75 @ 80	Salt Peter	11 @ 22
Flax, ground	08 1/2 @ 13	Senna, Tinn.	30 @ 35	Seidlitz Mixture	30 @ 40
Foenugreek pow.	15 @ 25	Senna, Tinn. pow.	25 @ 35	Soap, green	15 @ 30
Hemp	8 @ 15	Uva Ursi	20 @ 25	Soap mott cast.	22 1/2 @ 25
Lobelia, powd.	@ 1 25	Oils		Soap, white castile	@ 11 50
Mustard, yellow	13 @ 20	Almonds, Bitter,		Soap, white castile	@ 1 25
Mustard, black	15 @ 20	true	7 50 @ 7 75	less, per bar	3 1/2 @ 10
Poppy	22 @ 25	Almonds, Bitter,		Soda Ash	3 1/2 @ 10
Quince	2 00 @ 2 25	artificial	4 00 @ 4 25	Soda Bicarbonate	3 1/2 @ 10
Rape	15 @ 20	Almonds, Sweet,		Soda, Sal	03 @ 08
Sabadilla	23 @ 30	true	80 @ 1 20	Spirits Camphor	@ 1 35
Sunflower	11 1/2 @ 15	Seeds		Sulphur, roll	3 1/2 @ 10
Worm, American	30 @ 40	Anise	35 @ 40	Sulphur, Subl.	04 @ 10
Worm Levant	@ 5 00	Anise, powdered	38 @ 45	Tamarinds	20 @ 25

GROCERY PRICE CURRENT

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

ADVANCED	DECLINED
Fleischmann Yeast	Wash Boards
Cheese	
Jelly	

AMMONIA	BROOMS	Beef, No. 1, Qua. sli. 3 35
Arctic, 16 oz. ----- 1 75	Standard Parlor, 23 lb. 8 00	Beef, No. 1, B'nut, sli. 5 10
Arctic, 32 oz. ----- 2 75	Fancy Parlor, 23 lb. 9 50	Beefsteak & Onions, s 2 60
I X L, 3 doz., 12 oz. 3 75	Ex. Fancy Parlor 25 lb 10 50	Chili Con Ca., ls 1 35@1 45
Parsons, 3 doz. small 5 00	Ex. Fcy. Parlor 26 lb 11 00	Deviled Ham, 1/2s ----- 2 20
Parsons, 2 doz. med. 4 20	Toy ----- 2 25	Deviled Ham, 1/4s ----- 3 60
Parsons, 1 doz., lge. 3 35	Whisk, No. 3 ----- 2 75	Hamburg Steak & Onions, No. 1 ----- 3 15
	Rich & France Brands	Potted Beef, 4 oz. ----- 1 40
	Special ----- 8 00	Potted Meat, 1/2 Libby 50
	No. 24 Good Value ----- 8 75	Potted Meat, 1/2 Libby 90
	No. 25 Velvet ----- 10 00	Potted Meat, 1/2 Rose 80
	No. 25, Special ----- 9 50	Potted Ham, Gen. 1/4 1 35
	No. 27 Quality ----- 11 00	Vienna Saus., No. 1/2 1 35
	No. 22 Miss Dandy ----- 11 00	Veal Loaf, Medium ----- 2 30
	No. B-2 B. O. E. ----- 10 50	
	Warehouse, 36 lb. ----- 11 00	Baked Beans
	B.O.E. Warehouse, 32 lb. 10 50	Beechnut, 16 oz. ----- 1 40
		Campbells ----- 1 15
	BRUSHES	Climatic Gem, 18 oz. 1 00
	Solid Back, 8 in. ----- 1 50	Fremont, No. 2 ----- 1 25
	Solid Back, 1 in. ----- 1 75	Snider, No. 1 ----- 95
	Pointed Ends ----- 1 25	Snider, No. 2 ----- 1 35
	Stove	Van Camp, Small ----- 92 1/2
	No. 1 ----- 1 10	Van Camp, Med. ----- 1 15
	No. 2 ----- 1 35	
	Shoe	CANNED VEGETABLES.
	No. 1 ----- 90	Asparagus.
	No. 2 ----- 1 25	No. 1, Green tips ----- 4 00
	No. 3 ----- 2 00	No. 2 1/2, Lge. Gr. 3 75@4 50
	BUTTER COLOR	Wax Beans, 2s 1 35@2 75
	Dandelion, 25c size ----- 2 85	Wax Beans, No. 10 ----- 7 00
	Nedrow, 3 oz., doz. ----- 2 50	Green Beans, 2s 1 60@4 75
		Green Beans, No. 10 ----- 8 25
	CANDLES	Lima Beans, No. 2 Gr. 2 00
	Electric Light, 40 lbs. 12.1	Lima Beans, 2s, Soaked 95
	Plumber, 40 lbs. ----- 12.8	Red Kid., No. 2 1 30@1 55
	Paraffine, 6s ----- 14 1/2	Beets, No. 2, wh. 1 60@2 40
	Paraffine, 12s ----- 14 1/2	Beets, No. 2, cut 1 25@1 75
	Wicking ----- 40	Beets, No. 3, cut 1 40@2 10
	Tudor, 6s, per box ----- 30	Corn, No. 2, St. 1 00@1 10
		Corn, No. 2, Ex-Stan. 1 55
	CANNED FRUIT.	Corn, No. 2, Fan 1 60@2 24
	Apples, 3 lb. Standard 1 75	Corn, No. 2, Fy. glass 3 25
	Apples, No. 10 ----- 4 50@4 75	Corn, No. 10 ----- 7 25
	Apple Sauce, No. 2 ----- 2 00	Hominy, No. 3 1 15@1 35
	Apricots, No. 1 1 90@2 00	Okra, No. 2, whole ----- 2 00
	Apricots, No. 2 ----- 2 85	Okra, No. 2, cut ----- 1 90
	Apricots, No. 2 1/2 3 00@3 90	Dehydrated Veg. Soup ----- 95
	Apricots, No. 10 ----- 8 75	Dehydrated Potatoes, lb ----- 40
	Blackberries, No. 10 ----- 9 00	Mushrooms, Hotels ----- 40
	Blueberries, No. 2, 1-75@2 50	Mushrooms, Choice ----- 43
	Blueberries, No. 10 ----- 10 50	Mushrooms, Sur Extra ----- 70
	Cherries, No. 2 3 00@3 50	Peas, No. 2, E.J. 1 25@1 80
	Cherries, No. 2 1/2 4 00@4 95	Peas, No. 2, Sift. ----- 1 60@2 10
	Cherr's No. 10 10 50@11 50	Peas, No. 2, Ex. Sift. ----- 1 90@2 10
	Loganberries, No. 2 ----- 3 00	Pumpkin, No. 3 1 45@1 75
	Peaches, No. 1 ----- 1 85	Pumpkin, No. 10 ----- 4 00
	Peaches, No. 1, Sliced 1 40	Pumpkin, No. 1 ----- 1 10
	Peaches, No. 2 ----- 2 75	Pimentos, 1/4, each ----- 15 10
	Peaches, No. 2 1/2, Mich 3 25	Pimentos, 1/2, each ----- 27
	Peaches, 2 1/2 Cal. 3 00@3 75	Sw't Potatoes, No. 2 1/2 1 35
	Peaches, No. 10, Mich 7 75	Sauerkraut, No. 3 1 35@1 50
	Pineapple, 1, sliced ----- 2 10	Succotash, No. 2 1 60@2 35
	Pineapple, 2, sliced ----- 3 50	Succotash, No. 2, glass ----- 4 45
	Pineapple, 2, Brk slic. 3 00	Spinach, No. 1 ----- 1 10
	Pineapple, 2 1/2, sliced 4 50	Spinach, No. 2 1 20@1 35
	Pineapple, No. 2, crus. 2 50	Spinach, No. 3 1 85@2 00
	Pineap., 10, cru. 11 50@12 00	Spinach, No. 10 ----- 5 75
	Pears, No. 2 ----- 3 25	Tomatoes, No. 2 1 30@1 60
	Pears, No. 2 1/2 ----- 4 25	Tomatoes, No. 3 1 90@2 25
	Plums, No. 2 ----- 2 35	Tomatoes, No. 2 glass 2 85
	Plums, No. 2 1/2 ----- 3 00	Tomatoes, No. 10 ----- 7 50
	Raspberries No. 2, blk. 3 25	
	Raspb's, Red, No. 10 9 75	CATSUP.
	Raspb's, Black No. 10 11 00	B-nut, Small ----- 1 80
	Rhubarb, No. 10 ----- 5 25	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 ----- 3 40
		Paramount, 6, 10s ----- 10 00
		Sniders, 8 oz. ----- 1 85
		Sniders, 16 oz. ----- 2 75
		Van Camp, 8 oz. ----- 1 75
		Van Camp, 16 oz. ----- 2 75
		CHILI SAUCE.
		Snider, 16 oz. ----- 3 35
		Sniders, 8 oz. ----- 2 35
		Lilly Valley, 1/2 Pint 2 25
		OYSTER COCKTAIL.
		Sniders, 16 oz. ----- 3 35
		Sniders, 8 oz. ----- 2 35
		CHEESE
		Roqufort ----- 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 ----- 30
		Wisconsin Daisy ----- 30
		Longhorn ----- 28
		Michigan Full Cream 27
		New York Full Cream 31
		Sap Sago ----- 30

BAKING POWDERS	AXLE GREASE
Arctic, 7 oz. tumbler 1 35	45, 1 lb. ----- 4 25
Calumet, 4 oz., doz. 95	24, 3 lb. ----- 5 50
Calumet, 8 oz., doz. 1 95	10 lb. pails, per doz. 8 20
Calumet, 16 oz., doz. 3 35	15 lb. pails, per doz. 11 20
Calumet, 5 lb., doz. 12 75	25 lb. pails, per doz. 17 70
Calumet, 10 lb., doz. 19 00	
K. C., 10c doz. ----- 92 1/2	
K. C., 15c doz. ----- 1 37 1/2	
K. C., 20c doz. ----- 1 80	
K. C., 25c doz. ----- 2 30	
K. C., 50c doz. ----- 4 40	
K. C., 80c doz. ----- 6 85	
K. C., 10 lb. doz. ----- 13 50	
Queen Flake, 6 oz. ----- 1 25	
Queen Flake, 16 oz. ----- 2 25	
Queen Flake, 100 lb. keg 11	
Queen Flake, 25 lb. keg 14	
Royal, 10c, doz. ----- 95	
Royal, 4 oz., doz. ----- 2 70	
Royal, 12 oz., doz. ----- 5 20	
Royal, 5 lb. ----- 81 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	CONDENSED MILK
Original	Eagle, 4 doz. ----- 9 00
condensed Pearl	Leader, 4 doz. ----- 7 00
Crown Capped	
4 doz., 10c dz. 85	MILK COMPOUND
3 dz. 15c, dz. 1 25	Hebe, Tall, 4 doz. ----- 4 50
	Hebe, Baby, 8 doz. ----- 4 40
	Carolene, Tall, 4 doz. 4 00
	Carolene, Baby ----- 3 50

BREAKFAST FOODS	EVAPORATED MILK
Cracked Wheat, 24-2 3 85	Blue Grass, Tall, 48 5 00
Cream of Wheat ----- 6 90	Blue Grass, Baby, 72 3 75
Pillsbury's Best Cer'l 2 20	Carnation, Tall, 4 doz. 5 25
Quaker Puffed Rice ----- 5 45	Carnation, Baby, 8 doz. 5 15
Quaker Puffed Wheat 4 30	Every Day, Tall ----- 5 25
Quaker Brst Biscuit 1 90	Danish Pride, Tall ----- 5 25
Ralston Purina ----- 4 00	Danish Pride, 8 doz. ----- 5 15
Ralston Branos ----- 2 70	Every Day, Baby ----- 5 00
Ralston Food, large ----- 3 45	Goshen, Tall ----- 5 00
Saxon Wheat Food ----- 3 75	Goshen, Gallon ----- 4 90
	Oatman's Dun., 4 doz. 5 25
	Oatman's Dun., 8 doz. 5 15
	Pet. Tall ----- 5 15
	Pet. Baby ----- 5 15
	Borden's, Tall ----- 5 15
	Borden's, Baby ----- 5 15
	Van Camp, Tall ----- 5 25
	Van Camp, Baby ----- 3 95

POST'S BRANDS.	CONDENSED MILK
Grape-Nuts, 24s ----- 3 80	Blue Grass, Tall, 48 5 00
Grape-Nuts, 100s ----- 2 75	Blue Grass, Baby, 72 3 75
Postum Cereal, 12s ----- 2 25	Carnation, Tall, 4 doz. 5 25
Post Toasties, 36s ----- 2 85	Carnation, Baby, 8 doz. 5 15
Post Toasties, 24s ----- 2 85	Every Day, Tall ----- 5 25
Post's Bran, 34s ----- 2 70	Danish Pride, Tall ----- 5 25
	Danish Pride, 8 doz. ----- 5 15
	Every Day, Baby ----- 5 00
	Goshen, Tall ----- 5 00
	Goshen, Gallon ----- 4 90
	Oatman's Dun., 4 doz. 5 25
	Oatman's Dun., 8 doz. 5 15
	Pet. Tall ----- 5 15
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Leader, 4 doz. ----- 7 00	Blue Grass, Baby, 72 3 75
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	Carnation, Baby, 8 doz. 5 15
	Every Day, Tall ----- 5 25
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	Danish Pride, 8 doz. ----- 5 15
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	Oatman's Dun., 8 doz. 5 15
	Pet. Tall ----- 5 15
	Pet. Baby ----- 5 15
	Borden's, Tall ----- 5 15

FRUIT JARS

Mason, ptt., per gross	7 95
Mason, qts., per gross	9 20
Mason, 1/2 gal., gross	12 20
Ideal Glass Top, ptt., 9 45	
Ideal Glass Top, qts. 11 20	
Ideal Glass Top, 1/2 gallon	15 70

GELATINE

Jello-O, 3 doz.	3 45
Knox's Sparkling, doz.	2 25
Knox's Acid'd, doz.	2 25
Minute, 3 doz.	4 00
Plymouth, White	1 55
Quaker, 3 doz.	2 70

HORSE RADISH

Per doz., 6 oz.	1 10
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JELLY AND PRESERVES

Pure, 30 lb. pails	4 00
Imitation, 30 lb. pails	1 85
Pure 7 oz. Asst., doz.	1 20
Buckeye, 22 oz., doz.	2 10

JELLY GLASSES

8 oz., per doz.	35
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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 1c bxs	5 50
Red Diamond, 144 bx	6 00
Safety Matches.	
Quaker, 5 gro. case	4 75

MINCE MEAT.

None Such, 3 doz.	4 85
Quaker, 3 doz. case	3 60
Libby Kegs, Wet, lb.	24

MOLASSES.



Gold Brer Rabbit	
No. 10, 6 cans to case	5 35
No. 5, 12 cans to case	5 60
No. 2 1/2, 24 cans to cs.	5 85
No. 1 1/2, 36 cans to cs.	4 85

Green Brer Rabbit

No. 10, 6 cans to case	3 90
No. 5, 12 cans to case	4 15
No. 2 1/2, 24 cans to cs.	4 40
No. 1 1/2, 36 cans to cs.	3 75

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 25
Red Hen, 12, 5 lb.	3 00
Red Hen, 6, 10 lb.	3 00
Ginger Cake, 24, 2 lb.	3 00
Ginger Cake, 24, 2 1/2 lb.	3 90
Ginger Cake, 12, 5 lb.	3 30
Ginger Cake, 6, 10 lb.	3 65
O. & L. 24-2 lb.	4 50
O. & L. 24-2 1/2 lb.	5 75
O. & L. 12-5 lb.	5 00
O. & L. 6-10 lb.	4 75
Dove, 36, 2 lb. Wh. L.	5 60
Dove, 36, 2 1/2 lb. Wh. L.	5 20
Dove, 36, 2 lb. Black	4 30
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue L	4 45
Palmetto, 24, 2 1/2 lb.	4 15

NUTS.

Whole	
Almonds, Terregona	19
Brazil, Large	20
Fancy mixed	20
Filberts, Sicily	15
Peanuts, Virginia, raw	10 1/2
Peanuts, Vir. roasted	12 1/2
Peanuts, Jumbo, raw	14
Peanuts, Jumbo, rstd	16
Pecans, 3 star	22
Pecans, Jumbo	80
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	46
Walnuts	

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, doz.	5 00

PEANUT BUTTER.



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

PETROLEUM PRODUCTS

Iron Barrels	
Perfection Kerosine	12.6
Red Crown Gasoline	
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, 3000	37.50
5 gallon, 500	7 50
10 gallon, 1000	14 50

Dill Pickles.	
600 Size, 15 gal.	9 00
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
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FRESH MEATS

Beef.	
Top Steers & Heif.	17@18
Good Steers & Heif.	15@16
Med. Steers & Heif.	13@14
Com. Steers & Heif.	10@12

Cows.	
Top	13
Good	12
Medium	09
Common	08

Veal.	
Top	17
Good	15
Medium	13

Lamb.	
Good	28
Medium	26
Poor	20

Mutton.	
Good	15
Medium	13
Poor	09

Pork.

Heavy hogs	08
Medium hogs	10
Light hogs	10
Loins	13
Butts	13
Shoulders	12
Hams	13
Spareribs	08
Neck bones	04

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	13
California Hams	12 @13
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 1/4@14 1/4

Sausages

Bologna	12 1/2
Liver	12
Frankfort	16
Pork	18@20
Veal	11
Tongue	11
Headcheese	14

Smoked Meats

Hams, 14-16, lb.	21@ 26
Hams, 16-18, lb.	21@ 26
Ham, dried beef	
sets	38 @39
California Hams	12 @13
Picnic Boiled	
Hams	30 @32
Boiled Hams	34 @37
Minced Hams	14 @15
Bacon	22 @34

Beef

Boneless	23 00@24 00
Rump, new	23 00@24 00
Mince Meat	
Condensed No. 1 car.	2 00
Condensed Bakers brick	31
Moist in glass	8 00

Pig's Feet

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

Tripe

Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
1/2 bbls., 80 lbs.	3 00

Casings

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

RICE

Fancy Head	07 1/2
Blue Rose	06
Broken	03 1/4

ROLLED OATS

Steel Cut, 100 lb. sks.	4 75
Silver Flake, 10 Fam.	1 90
Quaker, 18 Regular	1 80
Quaker, 12s Family	1 80
Mothers, 12s, ill num	3 25
Silver Flake, 18 Reg.	1 45
Sacks, 90 lb. Jute	2 75
Sacks, 90 lb. Cotton	2 85

SALERATUS

Arm and Hammer	3 75
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SAL SODA

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

COD FISH

Middles	15
Tablets, 1 lb. Pure	19
Tablets, 1/2 lb. Pure, doz.	1 40
Wood boxes, Pure	26
Whole Cod	12
Holland Herring	
Milkers, kegs	1 15
Y. M. Kegs	1 00
Y. M. Half bbls.	8 50
Y. M. bbls.	16 50

Herring

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

Lake Herring

1/2 bbl., 100 lbs.	6 50
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Mackerel

Tubs, 100 lb. fancy fat	11 25
Tubs, 60 count	5 00

White Fish

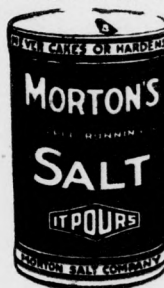
Med. Fancy, 100 lb.	13 00
2 in 1, Paste, doz.	1 35
E. Z. Combination, dz.	1 35
Dri-Foot, doz.	2 00
Bixbys, Doz.	1 35
Shinola, doz.	90

STOVE POLISH.

Blackie, per doz.	1 35
Black Silk Liquid, dz.	1 40
Black Silk Paste, doz.	1 25
Enamaline Paste, doz.	1 35
Enamaline Liquid, doz.	1 35
E Z Liquid, per doz.	1 40
Radium, per doz.	1 85
Rising Sun, per doz.	1 35
654 Stove Enamel, dz.	2 85
Vulcanol, No. 5, doz.	95
Vulcanol, No. 10, doz.	1 85
Stovoll, 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	
100 lb. each	95
Blocks, 50 lb.	47
Butter Salt, 280 lb. bbl.	4 50
Baker Salt, 280 lb. bbl.	4 25
60, 5 lb. Table	6 07
30, 10 lb. Table	5 57
28 lb. bags, Table	40



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

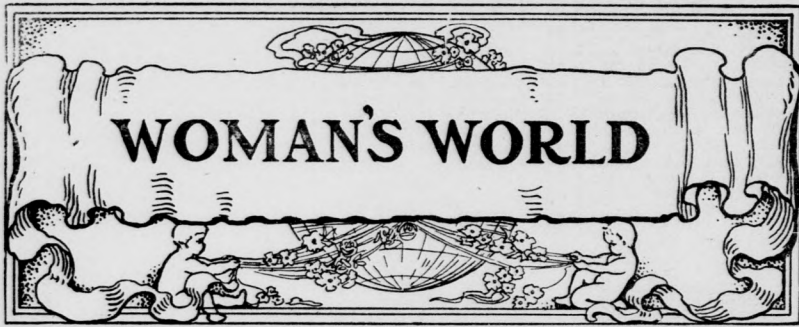
SOAP

Am. Family, 100 box	6 00
Export, 120 box	5 00
Flake White, 100 box	4 55
Fels Naphtha, 700 box	5 50
Grdma White Na. 100s	5 00
Rub No More White	
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	
Chipso, 80, 12s	6 40
Chipso, 30, 32s	6 00
Ivory, 100, 6 oz.	6 50
Ivory, 100, 10 oz.	10 85
Ivory, 50, 10 oz.	5 50
Ivory Soap Flks., 100s	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.





Reading Poetry as Preparation for Voyage.

Written for the Tradesman.

"I read somewhere a while ago that one gets from a trip abroad only what he takes with him; so I'm reading poetry. My sister and I are going abroad in November."

"One would expect you to be reading guide books," I said. "That's what most people do. What sort of poetry?"

"Just now, poetry about the sea. To make an atmosphere. I want to get the personality of the sea, as I shall want to get the personality of the places I visit."

My friend's point of view was so unusual that I begged her to go on. The table in front of her was covered with books.

"I look for the personality in everything," she said. "I love some trees as if they were human—more than some humans—and I think that if we are discerning we can recognize the peculiar personality and atmosphere in places—cities, lakes, mountains. They speak to me as soul speaks to soul. And the poets are the ones who most deeply sense this. That is why I am reading poetry—first about the sea."

"I feel all that you say; I too have my friends among trees and rocks, things and places that speak to me with something of personality. But what are you reading exactly?"

She took up the Bible first:

"Old David in the Psalms has one poem about the sea—here it is—the 107th:

They that go down to the sea in ships,
That do business in great waters;
These see the works of the Lord,
And His wonders in the Deep.

and there is a tremendous description of a storm at sea, and of the emotions of those in the midst of it, before

He maketh the storm a calm,
So he bringeth them to their desired haven.

"Looks almost as if old David knew what it was to be seasick!" she said. "Here is Tom Moore's 'The Journey Onwards.' It carries its picture of life, full of partings: As slow our ship her foamy track Against the wind was cleaving. Her trembling pennant still looked back To that dear Isle 'twas leaving."

Two other old ones she read—Campbell's "Battle of the Baltic": Of Nelson and the North Sing the glorious day's renown. Like Leviathans afloat Lay their bulwarks on the brine—

"A stirring tale of a sea battle, but little they knew about leviathan ships! Here is Campbell's other famous sea poem:

Ye Mariners of England
That guard our native seas
The spirits of your fathers
Shall start from every wave—
For the deck it was their field of fame
And Ocean was their grave.

"It's no long reach to Masefield's 'Sea Fever'—

I must go down to the seas again, to the
lonely sea and sky,
And all I ask is a tall ship and a star to
steer her by.

"And of course every body knows Allan Cunningham's

A wet sheet and a flowing sea,
A wind that follows fast
And fills the white and rustling sail
And bends the gallant mast.

"There's fun in this one of John Gay—'Black-Eyed Susan'—written in the early seventeen hundreds:

All in the Downs the fleet was moored,
The streamers waving in the wind.
When Black-eyed Susan came aboard;
"O! where shall I my true-love find?
Tell me, ye jovial sailors, tell me true
If my sweet William sails among the
crew."

"But it seems to me you couldn't fail to get something for your voyage from such poems as Keats's 'Oh the Sea':

It keeps eternal whispering around
Desolate shores
"Or Wordsworth's

With ships the sea was sprinkled far
and nigh
With stars in heaven.

"Or Frederic Knowle's 'Song of Desire':

Thou dreamer with the million moods,
Of restless heart like me.
Lay thy white hands against my breast
And cool its pain, O Sea!

Swineburne's stanzas from "The Triumph of Time," beginning:

I will go back to the great sweet mother—
Mother and lover of men—the sea.

"And Byron's beautiful rhapsody, in 'Childe Harold':

By the deep sea, the music in its roar,
I love not man the less, but nature more.

"Whitman, of course, has many poems wonderfully full of spirit of the sea. I have just been reading his 'Song for All Seas, All Ships':

Thou sea that pickest and cullest the
race in time, and unites nations
Reserve especially for yourself and
for the soul of man one flag above
all the rest
A pennant universal

"No matter how poor a sailor you were, you couldn't fail—especially on shore, to be stirred by Baary Cornwall (Bryan Waller Proctor) in his 'The Sea':

I'm on the sea! I'm on the sea!
I am where I would ever be;
With the blue above and the blue below.

I never was on the dull, tame shore,
But I loved the great sea more and more.

For I was born on the open sea!

"I've a long list of sea-poems that I have been looking up in these books. I'm no great sailor; but I must say that just reading these over has thrilled me with a zest for the voyage. I hope it will last me

When the stormy winds do blow-ow-ow,
When the stormy winds do blow-ow-ow,
When the stormy winds do blow.

"Many of the best of these poems—and for that matter most of your old favorites of all kinds—are in this big, fat 'Home Book of Verse,' gathered by Burton E. Stevenson and published by Henry Holt & Co. It ought to be in every house.

"And I'm getting together other poems, about Rome and Paris, Venice

and Egypt and all the rest of the places where we expect to go.

"Oh, yes, I shall read all the prose I can get hold of, too, including the guide-books. But I want especially to saturate myself with the spirit of all these things that we shall see."

Prudence Bradish.

Copyright, 1923.

Items From the Cloverland of Michigan.

Sault Ste. Marie, August 21.—Harry McIntyre, the merchant at Oak Ridge Park, lost 225,000 feet of lumber by fire of an unknown origin last Monday, with only small insurance. This will be a severe blow to Mr. McIntyre, who started up in business again only recently, after being out of business for the past two years. He was just getting another start in life. His first venture was not a success, but he had a bright future before him at this time, as conditions have changed and he was on the right path to make good. He has many friends who hope to see him on top again. He is still a young man, full of grit, and is going to stick to the store. With an optimistic determination, he will make good yet.

The competition with the passenger auto from Detour is at an end, now that the Utilities Board favors giving the license to the Chippewa Motor Transit Co., which has put on one of the largest and best busses in the State and offer the best service. There was not enough business for the two busses. J. D. McLeod, the hotel man at Detour, did not get a license, although he has been running the summer and winter stage between Detour and the Soo for a number of years and keenly feels his loss.

The announcement of the coming marriage of Stewart Blain, the popular manager for the Soo Lumber Co., to Miss Wilda Hunt, one of the Soo's fairest daughters, is to be celebrated August 28. The newly weds expect to tour Canada on their wedding trip.

The Savoy cafe changed management last week, when George Nicol-

opolous sold his interest to Sam and Jim Mourufus. The business will be continued as heretofore, with Jim as chief cook and Sam at the cash register.

The new ferry running between Richards Landing, in Canada, and the mainland, six miles south of Echo Bay, will carry autos, affording the public an opportunity to travel the famous St. Joseph Island, one of the finest and most rustic drives in Canada.

Charles Shilling, one of our wide awake grocers, proved to be a clever detective last week when he caught two boys who were stealing potatoes from his store and selling them to consumers. One of the boys would buy candy, while the other would hustle the potatoes out of the rear entrance, but Charles' eagle eye got next to their game and arranged a satisfactory settlement.

One reason grouchers are not popular is that the supply exceeds the demand.

Ray Binkley, cashier of the State Bank of Crystal, has discovered through the Tradesman that the Soo is the place to catch fish and is at present enroute to our famous fishing grounds, bringing two fords full of fishermen. We hope they will not be disappointed, as some of the largest fish are still in the swim.

Fine thing about wearing an old straw hat is you know the thing will not be stolen.

According to report from H. Appleton, general manager for the Soo-Snows Railway, the building of the new railway will start September 1. It will go through Pickford and Cedarville.

Robt. Purvis, superintendent of the Michigan Northern Power Co. Railway, returned last week from an extended auto trip through lower Michigan. Enroute he was bitten by a fly and had to lay up a few days after reaching home with a swell affair.

Large verandas have gone out of style, because no one stays at home to sit on them. William G. Tapert.

When you begin to fight back at the little daily annoyances, then you are the worse for them. Try to ignore the little things.

THE STANDARD MORAL GOLD.

There is no mystery involved in nature's moral fare,
For if there was we'd need a lot of super-human care.
But there is much of mystery in what'er there may be
In things which men are trusting, but in which they disagree.
It must be something in which men can soulfully unite
Or there is something in it that is far from being right.
And so "salvation" cannot come save to those who may find
That something that can only be in heart and soul refined,
That something that can know no form by which it can be told
Save as the life reflects it as the standard moral gold.

L. B. Mitchell.

Ramona

Spend a day
"by the Lake"

Come on out to the FUN FESTIVAL land—the coolest spot in town—where there's something doing every minute.

CONTINUOUS FUN 'TIL THE SETTING SUN

Dance in the beautiful Casino on a floor "smooth as glass," speed around on the fun rides, or rest in the cool picnic grove.

"Grand
Rapids'
Coney
Island"

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Aug. 6.—On this day was held the first meeting of creditors in the matter of Stanley F. Kwiatkowski, Bankrupt No. 2311. The bankrupt was present in person. No creditors were present or represented. Claims were proved and allowed. No trustee was elected. The bankrupt was sworn and examined without a reporter. An order was made confirming the exemptions of the bankrupt and the case closed as a no-asset case. The first meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Corel Ami Stilwell, Bankrupt No. 2317. The bankrupt was present in person and by attorney. No claims were proved and allowed. No creditors were present or represented. The bankrupt was then sworn and examined without a reporter. An order was made confirming the exemptions claimed by the bankrupt and the case closed as a no-asset case. The first meeting was then adjourned without date.

Aug. 7. On this day was held the special meeting and sale in the matter of Nathan J. Rosenbaum, Bankrupt No. 2303. The stock and fixtures of the estate were sold to James Redman for \$255. The order confirming the sale was made. The special meeting was then adjourned without date.

Aug. 8. On this day was held the final meeting of creditors in the matter of John Hamelink, Sr., Bankrupt No. 2122. The trustee's final report and account were approved and allowed. An order for the payment of administration expenses and for the payment of a first and final dividend was made. There was no objection to the discharge of the bankrupt. The final meeting was then adjourned without date. The case will be closed and returned to the district court.

On this day also was held the final meeting of creditors in the matter of Reed City Creamery Co., Bankrupt No. 2049. The trustee was present. The trustee's final report and account were considered and the same approved and allowed. An order was made for the payment of administration expenses and for the declaration and payment of a first and final dividend to creditors. There was no objection to the discharge of the bankrupt. The final meeting was then adjourned without date. The case will be closed and returned to the district court.

Aug. 9. On this day was held the first meeting of creditors in the matter of Earl F. Luxford, Bankrupt No. 2321. The bankrupt was present in person and by attorney A. E. Ewing. No creditors were present or represented. No claims were proved and allowed. No trustee was appointed. The bankrupt was sworn and examined by the referee without a reporter, and it appeared that the estate contained no assets and the exemptions claimed by the bankrupt were confirmed to him and the case closed and returned.

Aug. 10. On this day was held the first meeting of creditors in the matter of S. Belfer & Son, et al, Bankrupt No. 2306. The bankrupts were present in person and by attorney, E. B. Houseman. Claims were proved and allowed. Frank V. Blakely was elected trustee and the amount of his bond placed by the referee at \$500. The bankrupts were sworn and examined without a reporter. The meeting was then adjourned to Aug. 17, and at that time adjourned to out date.

Aug. 14. On this day was held the sale and special meeting of creditors in the matter of Michigan Motor Transportation Co., Bankrupt No. 2228. The trustee was present in person. The property was sold to Ray Becker for \$1100. An order was made confirming the sale. The special 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 Eugene L. Wisheart, Bankrupt No. 2325. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Grand Rapids and is a traveling salesman by occupation. The schedules filed by the bankrupt list assets in the sum of \$725, all of which is claimed as exempt to the bankrupt, with liabilities of \$2,402.41. The court has written for funds for the first meeting and upon the 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:

First Bond & Mortgage Co., Grand Rapids	\$ 26.88
Morris Plan Bank, Grand Rapids	77.00
Michigan Sanitarium & Benevolent Association, Battle Creek	1877.25
Blodgett Hospital, Grand Rapids	88.00
Mayo Bros., Rochester, Minn.	260.00
Herpolsheimer Co., G. R.	67.50

Aug. 16. On this day was held the final meeting and sale of the balance of the real estate in the matter of William H. Spears, Bankrupt No. 1964. The trustee was present in person. Claims were proved and allowed. The balance of the real estate of the estate was sold to European Upholstery Co., of Grand Rapids, for \$24,000. An order

confirming the sale was made. The trustee's final report and account were approved and allowed. An order was made for the payment of administration expenses and for the declaration and payment of a first and final dividend to creditors. The bills of the attorneys were considered and passed upon. There was no objection to the discharge of the bankrupt. The final meeting and sale was then adjourned without date. The case will be closed and returned to the district court.

On this day also was held the final meeting of creditors in the matter of Hedden & Son, Bankrupt No. 2205. There were no appearances. The trustee's final report and account were considered and the same approved and allowed. The bills of the attorney for the bankrupts and for the trustee were considered and passed upon. An order was made for the payment of administration expenses, so far as the funds on hand would permit, there being no funds on hand for the payment of any dividends to creditors. There was no objection to the discharge of the bankrupts. The final meeting was then adjourned without date. The case will be closed and returned to the district court.

Aug. 17. On this day was held the first meeting of creditors in the matter of Michael Collins, Bankrupt No. 2323. The bankrupt was present in person. No creditors were present in person or represented. No claims were proved and allowed. The bankrupt was sworn and examined without a reporter. The court made no appointment of trustee. The case being no-asset, an order was made for the bankrupt's exemptions to be set out to him and the case was closed and returned to the district court.

On this day was held the first meeting of creditors in the matter of Elmer Stoughton, Bankrupt No. 2318. The bankrupt was present in person. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. The case was held for the surrender of certain insurance policies in order that it may be determined by the court whether or not they have a cash value for the bankrupt estate. The first meeting was then adjourned without date.

Aug. 8. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Welded Products Co., Bankrupt No. 2328. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a corporation organized under the laws of the State of Delaware and conducted its business at Muskegon. The schedules list assets of \$154.35, with liabilities of \$2,212.07. The court has written for funds and upon the 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:

City of Muskegon	\$ 21.50
State of Delaware	20.00
Acetylene Jour. Pub. Co., Chicago	75.00
W. D. Block Motor Co., G. R.	23.58
Linde Air Products Co., N. Y.	528.00
Michigan Ox-Hydric Co., Muskegon	50.00
Presto-Lite Co., New York	304.00
Syndicate Adv. Co., New York	53.84
Earl Cooper, Muskegon	1125.75

In the matter of Michigan Transportation Co., Bankrupt No. 2228, the trustee has filed his final report and account and the final meeting of creditors will be held at the office of the referee on Aug. 28. The trustee's final report and account will be passed upon and administration expenses paid. There will be no funds on hand for the payment of dividends to general creditors.

In the matter of Holland Foundry Co., bankrupt, the referee has filed a certificate of disqualification in the case and has returned the file to the district court for re-reference.

No Finer Exponent.

The Michigan Tradesman issued a fortieth anniversary number that was a splendid example of the editorial ability of its founder and editor, Ernest A. Stowe, and the typographical excellence of the plant behind this strong, virile trade publication. Michigan has no truer exponent than the Tradesman, and we wish more power and influence to this publication which strives to aid potent publicity and to drive out of the State the cheats and frauds and exploiters that are merely in trade to get the money.

It Was a Tie.

"I'll beat that train across the track,"
Said little Willie Peck.
"I'll give the good old boat the gas,
Just hang on for your neck."
Poor Willie just came raining down
In pieces from the sky.
He didn't win, he didn't lose.
You see, it was a tie.

BUSINESS WANTS DEPARTMENT

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

For Sale—An old established dry goods store in St. Louis, Michigan. Owner moving to California. For information, address Mrs. C. C. Tuger, St. Louis, Michigan. 293

For Sale—By owner, ready-to-wear and millinery, also fixtures. Address No. 294, c-o Michigan Tradesman. 294

For Sale—RESTAURANT and pool room in St. Johns. Will lease or sell building. For particulars write H. C. Clark, St. Johns, Mich. 295

WANTED—Good, steady, middle-aged man to clerk in a general store. Permanent position and good pay to right party. Carp Lake Manufacturing Co., Carp Lake, Mich. 296

FOR SALE—General stock and store in small town. Good farming community. Positively an A 1 proposition. Owner desires to retire. Also other buildings for sale. Wm. Fisher, Custer, Mich. 297

For Sale—General store consisting mostly of dry goods and shoes. Lease expires in November but can be renewed. Stock about \$15,000. Will sell cheap. Brown's Department Store, Romulus, Mich. 298

Wanted—Stock general merchandise in country town in exchange for 120 acres of land. Address No. 299, c-o Michigan Tradesman. 299

Wanted—Drug store in town one to two thousand with good future. Give terms, etc. L. Dawes, Rapid City, Mich. 300

FOR SALE—Complete stock of general merchandise in the heart of the Fruit Belt in Berrien county. Will sell grocery stock, or grocery, hardware and implements. Address Box 22, Sodus, Michigan. 301

For Sale—Fourteen-foot Walrus fountain, fourteen-foot Walrus back bar, and confectionery fixtures. Price \$1,000 if sold by Aug. 31. Ray Sutter, Chesaning, Mich. 292

FOR RENT—New, up-to-date store room with steam heat and water furnished. Choice location for city and country trade. Reasonable rent, to reliable party. Enquire of Meyer M. Levy, 216 N. Mechanic St., Jackson, Mich. 280

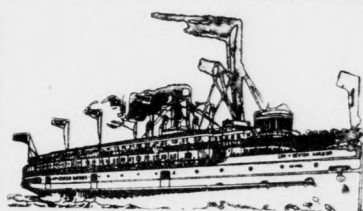
We conduct stock-reduction or complete closing-out sales for retail merchants anywhere. Terms reasonable. Greene Sales Co., 216 E. Main, Jackson, Michigan. 276

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

CASH For Your Merchandise!
Will buy your entire stock or part of stock of shoes, dry goods, clothing, furnishings, bazaar novelties, furniture, etc. LOUIS LEVINSON, Saginaw, Mich.

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

Fixtures Wanted—What have you in good store fixtures for sale. A. L. Redman, Olney, Ill. 265



CHICAGO

\$3.95

Graham & Morton

Freight and Passenger Line

MICHIGAN RAILROAD

BOAT TRAIN—Daily except Saturday and Sunday 9:00 p. m.; Saturday 1:00 p. m. and 10:00 p. m.; Sunday 10:00 p. m. Grand Rapids Time.

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For Information
Tel. Citiz. 4322 Bell M 4470

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Automobile Accessories

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MICHIGAN



BETTER SCHOOLHOUSES.

That one-third of the schoolhouses in this country are not sanitary and fit for the purpose for which they were erected Dr. Gorge Drayton Strayer, professor of education at Teachers College, is quoted as saying in an address before students attending the summer term there. He adds the still more startling statement that schoolhouses burn down at the rate of one daily. These were not random remarks but based upon a national survey.

There is, however, a bright side to the picture. Most of the schoolhouses now in existence were considered adequate at the time they were constructed. The standards of school construction have been rising much more rapidly than the rate at which the national school plant could possibly be replaced. Few communities, either urban or rural, fail to attempt to meet the standards of the time when they build. If the present tendency were towards make-shift construction this would present a grave problem, but such is not the case.

Dr. Strayer argues for long-term school planning, and here he touches a vital matter. Whether it is possible to plan buildings for fifteen years ahead, as he suggests, is open to question, but it is certain that adequate ground should be obtained in every case to allow for additional building as it becomes necessary. It is the rule with schools as with other improvements that the land becomes more valuable while the improvements depreciate.

Every school board ought to realize that it is in the real estate business. In the course of ten years one or more school plants in even a small city will have outgrown their usefulness because of shifting population. In such cases the ground has usually become much more valuable than when it was purchased. A school board should often be able to realize enough from the sale of an antiquated plant to purchase a large tract of ground elsewhere. One trouble in the whole matter is the infusion of politics into what is of right a plain business problem. Citizens are compelled to make such an effort for an honest board of education that the question of a capable board receives scant consideration.

Fallacies in the Wholesale Grocery Trend.

I confess an inability to understand that peculiar condition of mind of a manufacturer who spends millions in national advertising for the purpose of establishing his brand, and yet allows the use of the popularity of his product as a bait with which certain distributors attract trade toward other like products which may or may not be supplied by the same manufacturer, and which under labels of a private nature compete with the advertised brand and make up to this class of distributors losses incurred in demoralizing the manufacturer's price—this paradox is giving rise to much serious and we may say anxious thought.

The fallacy of "volume at any

price" has of late, as it has never before, received almost universal attention. Some manufacturers are even questioning the real value of a system of distribution which makes necessary the employment of specialty men. They are asking themselves seriously if, after all, advertising is the main thing or even the best thing in establishing a stable and satisfactory business which may be counted upon to function not only now but in future years.

Does it really pay to allow certain elements because of purchasing power at the command of a small percentage of distributors to take away the incentive of just profit from a far larger class of distributors and thereby force upon this larger class the necessity of turning to private brands with which to compete?

Large business is no longer done by individuals or partnerships. Corporations cannot in the very nature of things be individual. Corporate organizations demand results. To the sales manager results too often mean volume. Sales manager, district manager, the salesman; all are judged, all recompensed upon their ability to produce this one thing—volume of sales. It is no wonder that other elements are to a large extent lost sight of in this mad search.

And to what does this mad search for volume lead? We mention just a few things—overstock, strained credits, slow turnover, spoilage and waste. Playing one distributor against another for price advantage, as unfortunately is often done, resulting in lost confidence, lack of incentive, actual antagonism from jobbers, salesmen, non-delivery of orders, orders given by retail buyers with no intention of acceptance and countless other wasteful and expensive things.

Suppose, thinks the specialty salesman in all too many instances, goods are refused on delivery, suppose retail capital is tied up in a few lines and credit thereby strained? Suppose I have demoralized the trade, killed confidence and incentive. "It have made my sales." And, in all too many instances, these sales coming to the attention of the sales manager in ever increasing volume, non-productive of real profits as they may be, cause him to exclaim, "Fine! fine!" and go to his directors with great showing of percentage of increase.

But the story of the balance sheet is another matter, and after all the one figure which in final analysis stands out over and above all else is—net profit. And it is most true that in this rush for volume the manufacturer is finding to-day, and to his sorrow, that in every instance the larger the organization the larger the discount it expects, finally to the point of elimination of the manufacturers' profit.

There is a thought which is coming home stronger and stronger with each succeeding day and that thought is this: Unlimited capital backing retail distributing points, can sell what it pleases and after all advertised brands are of little value to it save as leaders in establishing trade.

The time is past when indifference to method of distribution is the rule.

The only question now is: Has the awakening come too late? Have the shackles which by his own endeavor the manufacturer has forged upon himself been forged too well? Can they be cast aside, or must their weight continue to be borne perhaps in time to come to drag him down?

Truly, we are in the midst of evolution. The days of unthinking, unscientific, wasteful competition are passing fast. This does not mean the passing of individuality, but rather individuality's real growth. The co-operation of individual thought and action, so that individuality may gain its best advantage. Unthinking, unscientific, wasteful competition—that is, after all is said and done, our real problem.

Slowly but surely the trend of thought is drawing further and further away from the old fallacy of the competitive mind. Co-operation does not mean consolidation, but it does mean the death of blind competition and the life line of successful endeavor.

There is much talk regarding the education of the retailer. This is important, but the education of self and education of our immediate competitor must come first. So long as unethical business practices are tolerated within a trade, by just so long is that trade's full measure of usefulness and prosperity postponed. So long as the condition of the competitive mind remains paramount in our thoughts we will contend with those unethical trade practices which the competitive mind makes possible.

Gradually an understanding of the fact that we must adjust our standards is taking hold.

A tendency which to our mind is a growing evil is the tendency of territorial expansion. During the four years prior to 1920 increased profits lent considerable encouragement to this. To-day considerable territory covered by some must be unprofitable owing to high freight rates allowed and freight equalization requirements. An elimination of such territory will cause trade to look to the proper jobbing centers for requirements and will do much toward stabilizing business.

True salesmanship is a very rare quality. It is up to the management to put into salesmanship sanity and morality. It is hard to accept the principle that every item should be sold with an assured net margin of profit, and yet we cannot help but believe a policy which sells at a profit or passes the business will be the most successful in the end.

The only way that the chain store can materially affect our business or the business of our retail customers is by serving the public better and more economically than you do. They cannot do that if you are really on the job. The "more we attend to our own knitting" the quicker the job is done. Percival Graves.

The raise an employee wants at the end of six months or a year of service is going to come to him as a result of what he has done in that period, not as payment for what he is going to do.

Questionnaire For Use at Express Rate Hearing.

The Washington State Retailers Association recently sent a questionnaire to 200 merchants in that State for the purpose of ascertaining certain facts for presentation at the express rate hearing before the Interstate Commerce Commission. The questionnaire and answers, summarized, follows:

1. What are your approximate express charges per year?

The average was found to be \$400 a year, ranging to \$25,000. A considerable number were found to be spending from \$10,000 to \$20,000 a year.

2. Are you using parcel post in preference to express?

78 per cent. signified their preference for parcel post. It was the consensus that parcel post afforded a quicker, more economical and generally satisfactory method of delivery.

3. How does express transit time compare with that of last year?

64 per cent. averred that they noticed no difference, while 16 per cent. found improvement, and 20 per cent. a deterioration in speed of service.

4. Is parcel post quicker?

60 per cent. decided in favor of parcel post, 30 per cent. in favor of express and the remaining 10 per cent. were neutral.

5. Can you say how soon you receive your goods after they arrive in the city?

A variety of replies were received to this question. The time given ranged from "immediately" to "24 hours."

6. Do you perform any wagon service which should be given by the express company?

One percent. of the merchants made their own deliveries.

7. Is the service inferior? If so, why?

Dissatisfaction with the express service was expressed by 60 per cent. of the merchants replying.

8. Do you consider the charges too high?

80 per cent. thought charges too high for the service rendered. Some merchants stated that the express charges exceeded the profit and cost of the goods shipped.

9. Have you reduced your claims which have been filed?

Answers received indicated that perhaps 50 per cent. had reduced the number of filed claims. Few merchants found grounds for dissatisfaction on the score of dilatory settlement of claims.

10. What complaints have you that are not enumerated above?

A few answers to this were: Easier to call express than to send by parcel post. Reluctant to trace overdue shipments. Lack of information when enquiries are made.

11. Have you any information which may assist in proving that freight rates are too high?

Merchants gave many reasons for believing that freight rates are too high, the majority comparing them unfavorably with the lower parcel post charges.

The average customer is much more interested in the truth than he or she is in personal flattery.