

# MICHIGAN TRADESMAN

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Forty-first Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 5, 1923

Number 2085

## THE ABIDING LOVE

It singeth low in every heart;

We hear it each and all—

A song of those who answer not,

However we may call.

They throng the silence of the breast,

We see them as of yore—

The kind, the true, the brave, the sweet.

Who walk with us no more.

'Tis hard to take the burden up,

When these have laid it down;

They brighten all the joys of life,

They soften every frown.

But oh, 'tis good to think of them

When we are troubled sore;

Thanks be to God that such have been,

Although they are no more!

More homelike seems the vast unknown,

Since they have entered there;

To follow them were not so hard,

Wherever they may fare.

They cannot be where God is not,

On any sea or shore;

Whatever betides, Thy love abides,

Our God forevermore.

John W. Chadwick.

DAY  
50c

# WEST MICHIGAN FAIR SEPTEMBER 17-21

NIGHT  
25c

"THE FAIR THAT'S ALWAYS BETTER"

## SEE

THOUSANDS of pure bred horses, cattle, sheep, swine, rabbits, poultry, etc.

"THE PRIDE OF MICHIGAN" Horticulture and Agriculture—Apiary and Domestic Science.

MAMMOTH Exhibition Buildings brimming full of interesting exhibits. Machinery—Motor car, truck and tractor show.

BURNS FLYING CIRCUS—Death-defying stunts in midair—Balloon ascensions daily.

### GORGEOUS, SPECTACULAR FIREWORKS

A FLEET OF PLANES FROM SELFRIDGE FIELD

Horse Races—Big Time Vaudeville—Band Concerts—Exhibits Galore

A SURPRISE EVERY MINUTE

Reduced Rates on All Railroads.

## 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"



GRAND RAPIDS NEW MILLION DOLLAR  
**REGENT THEATER**

PHOTOPLAYS of DISTINCTION  
SUNDAY AT 1-3-5-7-9  
SAT and WEEK DAYS  
2:30-7-9  
CORNER CRESCENT AND BOND AVE.

PRESENTING  
20 PIECE ORCHESTRA  
ORGAN SOLOS  
NOVELTIES—SURPRISES  
World Famous Motion Pictures

# HEKMAN'S

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

GROCERS—There's nothing accidental about the quality and refreshing wholesomeness of Hekman baked goods.



*Hekman Biscuit Co.*  
Grand Rapids, Mich.

## DON'T LET THEM FORGET—

Hundreds of extra coins jingling in your cash-box, if only your customers didn't forget!

Be a memory to them! Like a helpful "string around their finger" to remind them—"How about your yeast today?" and "Don't you want to place a standing order for your Fleischmann's Yeast-for-Health?"

Six or more cakes may be bought at a time and kept in a cool, dry place until ready to be eaten. Not all your customers understand this. It's another suggestion they'll appreciate.

### THE FLEISCHMANN COMPANY

Yeast

Service

## A New One Every Week

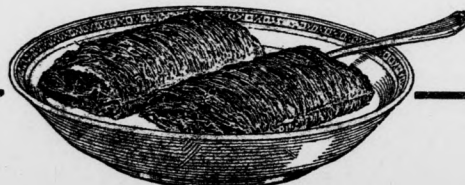
A new breakfast cereal is born every week, and a certain number of your customers will try "the new ones"—but they always come back to

## Shredded Wheat Biscuit

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

MADE ONLY BY

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







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## MICHIGAN TRADESMAN

(Unlike any other paper.)

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

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly By

TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

### Subscription Price.

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

### FOUR-SQUARE MAN.

No citizen of Grand Rapids has done more things well than Robert Graham, who last week laid down the arduous work of directing the destinies of the Citizens Telephone Co.

For eighteen years Mr. Graham served as President of the State Board of Agriculture, which is the governing body of the Michigan Agricultural College and sets the pace for practical and scientific agricultural activities in Michigan. During all these years he was the dominating factor of the organization and did much to shape the education and training of the present generation of farmers. He celebrated his withdrawal from office by presenting the State with an experimental farm on West Bridge street which will do much to elevate the standard of the Michigan farmer and assist in the solution of many problems which confront the agriculturist.

Mr. Graham assumed the Presidency of the Fifth National Bank in 1899 and threw into the institution all the energy he could command. As the result of his efforts, he succeeded in putting the Bank in a proud position.

On the consolidation of the Fifth National Bank with the Commercial Savings Bank in 1908, Mr. Graham assumed the Presidency of the consolidated institution, continuing in that capacity until 1914, when he resigned to accept the Presidency of the newly-organized Grand Rapids Trust Co. The record of the latter institution is a record of rapid progress almost unexampled in the history of Michigan financial institutions, and Mr. Graham is conceded to be one of the greatest constructive workers in the history of Michigan financial operations.

Mr. Graham was connected with the Citizens Telephone Co. from the inception of the organization. He served as chairman of the Executive

Committee for fifteen years, during which time he planned and put into execution the financial policies of that corporation. On the death of President Rood, about ten years ago, he assumed the Presidency, guiding the organization in a most masterly manner. He surrounded himself with strong men on the board of directors and strengthened his executive organization until it was the admiration of the telephone world. He conserved the credit of the organization and conducted the negotiations which resulted in the sale of the company on an advantageous basis with remarkable ability. When the history of Michigan telephony is written Forbes' record can be described in a single line. But it will require several pages to set forth the faithful service Robert Graham devoted to the cause of the independent telephone movement in this State.

In every walk of life Robert Graham has conducted himself so circumspectly and so sanely that he is universally conceded to be one of the most aggressively conservative men connected with the banking industry of Michigan.

### WILHELMINA'S JUBILEE.

Elaborate preparations were made in Holland for the celebration of Queen Wilhelmina's jubilee, now in progress. Quite aside from the wise rule of Queen Wilhelmina and the notable achievements of Holland under her reign there is much in her life which appeals to Dutch poetic sentiment. Her father, William III, had three sons by his first marriage, but when he died, in 1890, his daughter, Wilhelmina, aged ten years, was the Crown Princess, the three sons and their mother having all died. Princess Wilhelmina's mother became Queen Dowager Emma and ruled as regent until 1898, when Wilhelmina was eighteen years of age and mounted the throne. In those days her photograph was as familiar to American readers of newspapers and magazines as the pictures of our own prominent personages. In 1901 she contracted an unfortunate marriage with a German, Duke Heinrich, of Mecklenburg-Schwerin, but was childless for eight years, and it seemed probable that she would be the last of her line, but in 1909 her only child, Princess Juliana, was born. The national rejoicing over that event again called attention to the unique place in the affections of her people held by Queen Wilhelmina.

During her reign there has been economic progress. Revolutionary improvements have been made in the pumping systems by which Holland reclaims land from the sea. More than 400 miles of railway have been constructed. The canal systems have

been improved and a network of trams built to supplement them. Great wireless stations now give direct connection with the Dutch Indies. There is daily air service for passengers and parcels between the principle cities and with Paris, Bremen, Hamburg, Brussels and London. No study of legislation on child labor, old age or sickness insurance, agricultural credit or housing laws is complete without consideration of Holland's achievements. At present national aid for building associations is enabling Holland to lead the way in solving that very trying after-war problem—insufficient housing. The co-operatives for both producers and consumers have flourished.

Viewed with suspicion by both sides and often sorely provoked, Holland maintained scrupulous neutrality during the war planned and started by the kaiser and at the same time granted asylum and most generous treatment to the thousands of refugees who sought refuge within her borders. This was in line with the ancient Dutch tradition of granting asylum to political refugees—and formerly to those who suffered religious persecution. The fact that our own Pilgrims went first to Holland will be recalled in this connection; it is a tradition which wins the warmest sympathy of Americans. Holland has upheld it at much greater risk than our own country, especially when asylum was granted to President Kruger, of the Boer Republic.

### OCCUPATION OF WIFEHOOD.

As far as the Federal Census Bureau is concerned, a married woman engaged in raising children, and cooking, cleaning, sewing and washing for the children and their father, is not engaged in a gainful occupation. This does not mean that the Census Bureau suffers from sex bias. It just simply happens that the census, in the course of its evolution, has not yet reached the married woman in the home. The census began by merely counting heads for taxation and Congressional apportionment purposes. Twenty years later it recognized the value of agriculture and coal mining. Other activities of the ever-broadening national life have forced their way into the decennial tables. Some day the census may yet recognize the economic as well as the human importance of a statistical picture of the home. At present we are restricted to the purely impressionistic statement that this is the way we wash our clothes on Monday and this is the way we go to church on Sunday.

To hasten the advent of that day is the purpose of an experiment carried out with regard to Rochester, N. Y., of which the results are embodied in a pamphlet by Bertha M.

Nienburg, published by the Bureau of the Census at Washington. Figures available within different categories of the Fourteenth Census have been utilized and reclassified so as to give at least a partial picture of the woman homemakers of Rochester—their marital status, the number of children by nationality, the economic or "gainful" responsibilities they carry outside the home, the assistance they have in the management of the home, etc. It is of social importance, for example, to know that in Rochester nearly one-half of the native American mothers have only one child. And while the "servant problem" is as fertile for conversation as the weather, it appears from this investigation that servants are much less universal than weather. Less than two Rochester homes out of every hundred having very young children employ servants.

The importance of having this vast but almost untouched economic and sociological field brought within the purview of the census can hardly be questioned. Those behind the movement would have the proposed new schedules inquire after the number and size of families, the amount and kind of work performed by the wife and mother in the home, and the conditions under which she works—running water, sewage pipes, gas, electricity, washing machines vacuum cleaners. The investigation is needed even if we foresee difficulties. When it comes to appraising the money value of woman's services in the home we shall have to credit the wife and mother with earnings at the rate of \$4 a day when she paints the kitchen \$7 a day when she nurses, \$5 a day when she washes, \$4 a day when she cooks, and \$2.25 a day when she hears the children's lessons. Perhaps the census has been wise in fighting shy of a class of workers of whom it has been said that their chief business is to keep the family going on two-thirds the proper income.

### SLOW CHINA.

China yields to progress slowly, herewith being a small example. While hotels for the foreign population of China are turning to aluminum ware, Chinese are loth to change their ancient equipment such as iron, brass, tin and wood, all of crude types and in use for centuries.

### DON'T WASTE IT.

For each gallon of gasoline there must be produced four gallons of crude oil which is somewhere around 3,000 feet under the surface of the earth. The train would nearly encircle the earth which carried the 551,000,000 barrels of oil produced each year in the United States.



### Items From the Cloverland of Michigan.

Sault Ste. Marie, Sept. 3.—The McLinnis Grocery Co. has opened a meat market in addition to the grocery, with Dan Macki, an expert meat cutter, in charge. This will give the Soo another first-class meat market which will cater to the high-class trade where quality counts.

F. L. Van Tyle, the popular wood-ware salesman, is calling on his trade this week and reports a marked improvement of conditions in general around the territory.

A small boy is a young person who shouldn't do things his father did at his age.

Fred Newton, traveling salesman for the Cornwell Co., left Monday for Sheldrake, but expects to return to the city in time to take in the fight.

The soldiers who have been at Camp Custer for the summer expect to return to the Fort here next week, which will mean much added activity to our city, with the large paroll that is usually distributed among the merchants.

Save your Palm Beach and Seersucker suits. You can wear them for underwear this winter.

George Cook, owner of the Strand and Temple theaters, has sold his places to the owners of the Delft string of theaters. The Delft theaters are classed among the best in Cloverland. There are two in Escanaba, two in Marquette, one each in Ironwood and Munising. They have a reputation of showing only high-class pictures and the best of road shows.

Joe Malta, one of our enterprising druggists, will open his new branch drug store on Ann street this week. The new place is considered one of the finest drug stores in the city. Joe has faith in his home town and is one of its boosters, which accounts largely for his success.

Have you ever noticed that the man who pays as he goes seldom gets beyond the speed limit?

Mike Zaros, of Milwaukee, has purchased a half interest in the De-Luxe cafe, which has been conducted until recently by Sassalos & Fioretos. The latter has sold his interest to Mr. Zaros. Mr. Sassalos will continue as active manager of the business.

That new kissing bug which has recently made its appearance at the summer resorts in Lower Michigan almost put Bob Purvis out of business. He did not think much about it at the time, but after finishing his trip to Port Huron and returning to the Soo, he found that he had to lay up for a week, suffering much agony. It was only the last few days that he has been able to attend to business again.

There is many a good man leading a dog's life just because he growls too much.

Percy Elliot, for the past few years traveling salesman for Armour & Co., has resigned to accept the city salesmanship for the Cornwell Co.

J. L. Lynch, our well-known lumberman, has moved with his family to Chicago, where they expect to reside. In his removal the Soo loses one of its best citizens and successful business men.

If you are doing good work, don't worry. Somebody will find it out.

Fred Shafer, of the Sault Savings Bank, left last week on a motor trip for Grand Forks, N. D. He was accompanied by his parents, who will stop off at Rochester, Minn.

The steamer Missouri made her last trip to the Soo from Chicago last Monday. She has been on the Chicago-Soo route all summer and from all accounts she has had a successful season. The Missouri will be back Sept. 6, when it will bring an excursion of Milwaukee elks.

Considerable attention is being drawn to Newberry as the celery

center of Cloverland. There has been developed at this point an industry which this year rivals that of Kalamazoo, which has long been trict in the Middle West.

The Dirigible Auto Light Co. is the newest industry located here, with Thos. Mackie, President, Floyd M. Rapin, Vice-President, and Herbert Parsille Secretary and Treasurer. The board of directors consists of David Knox, H. A. Osborn, F. K. Wallace, C. J. Isley, W. H. Miller, E. T. Partridge and C. J. Markle. The newly patented headlight control is the result of the work of James Ingals of Muskegon, who has spent considerable time in Chippewa county. Mr. Ingals, has perfected a device which stands alone in its class, according to competent engineers throughout the country who have viewed it. The device has received considerable publicity in many of the leading magazines throughout the country, including Popular Mechanics and the Scientific American. The installation of the new device makes the lights of an automobile turn each time the wheels turn. In turning the corner the lights are always directly in front of the wheels and the movements are all automatic. The new device will be manufactured here. The machinery has been ordered and the factory will be in operation in the near future.

We know of a few men who even go to church so that they will not have to stay at home.

William G. Tapert.

### Received Too Late for Last Week.

Sault Ste. Marie, Aug. 27.—The J. C. Penny new store opened for business last Saturday on Ashmun street. The new store is the 475th link to the Penny stores. Located in the heart of the business district, the new store has a promising future. This is also a good boost for our home city, as it is known that the Penny Co. picks only live places in which to locate.

The retail hardware men from Mackinac, Luce and Chippewa counties met at the Soo Club last week for the annual group meeting of this district of the Michigan Retail Hardware Association. Dave Hackney, of the Soo Hardware Co., acted as chairman, F. A. Nelson, of Marine City, field representative of the Association gave a detailed account of the present condition of the hardware business in the State.

The burning question will soon be the price of coal.

Thomas A. Edison, Henry Ford and Mr. Firestone paid us a visit last week, passing through the locks in Mr. Ford's yacht, Sialia. Nothing was said about Henry buying the locks or harnessing the rapids, so there is nothing startling to announce.

First sign of Fall is when the frost is on the pumpkin and the shock is in the price.

Robert Moffat, the well-known farmer of Dafter, has been getting a lot of publicity of late since purchasing a car and explained the reason in a letter to our editor as follows:

recognized as the celery raising district. This is how it happened: You see I have been saving the toadskins for some years to be able to buy a car. So finally my fond hopes had matured. Proud? I should say so, but then came the trouble of learning to steer her. I first started up and then she would not stop until she went through a wire fence and a pair of bars and was heading for the Mackinac road. I finally got my foot off the what you call it. I think it was the neuralgia. Anyhow I seemed to have hit the right spot, for she became more considerate after our garage men gave me several lessons on what is the magneto spark and spark plugs and gas, and another lot of names that aint in Websters. I got better control of her and was master. So Sunday, the

19th, I thought I would venture out on the State road and bring my best girl home from church. Stopping for a few moments in front of the church door just as the folks commenced to come out, along came another car and pulled up alongside of me. A young man jumped out toggled in blue with a star attached and started in at the hammer and tong violating the motor and vehicle law and rule, explaining to me that I was it and that it would be best for me to take my car to the police station. By this time I could hear a lot of the lady church goers talking in a low tone of voice. I heard one lady exclaim, "Poor Mofat." Another lady exclaimed, "It is good enough for him. He had no business running it on the road on Sunday." By George, I commenced to believe that I must have committed a terrible crime. In renewing my conversation with the man in blue, I discovered the fellow had on a pair of long shiny boots. While he looked small to me I discovered he was mighty. I thought he might be hungry, so I invited him to have dinner with me and even sprung the blueberry pie racket, to no avail. About this time I had serious thoughts I had done a pile of road work and had had my lizzie for only a few weeks. The thought came to me to take my car and fly to Sugar Island, where folks have more liberty. Hang it, I felt like swearing. This is a great life.

Robert Moffat.

Silence is silver. Many a small boy gets a dime for keeping his mouth shut.

Jim Raefale, one of our progressive grocerymen, made a business trip to Bay City last week, buying a lot of vegetables.

William Hall one of our well-known farmers, will soon open a meat market in the John Roe building, on Ashmun street, this week. Mr. Hall expects to handle the best of everything in the meat line. He is going to devote his entire time to the business and should make a success of his new venture.

R. Wynn is the new proprietor of the Warner Hotel at Brimley. He will also run the soft drink parlor and confectionery in connection.

A Kiwanis Club was organized here last week, with James Franz as its first president.

Andrew Rutter, the popular shoe salesman for the Pasmore & Poquin Co., was married last Tuesday to Miss Ella Flemming, one of the Soo's fairest daughters. Andy, as he is known to his many friends, is a talented violinist. After a two weeks' trip through Michigan in their new auto, they will make the Soo their home.

William G. Tapert.

### The Fight Against Prison-Made Goods.

New York, Sept. 1.—In behalf of the International Association of Garment Manufacturers, permit me to thank you for the energetic effort the Tradesman is making to counteract the manufacture and sale of prison goods.

We know there is opposition to our plan to do away with the manufacture of garments in prisons under the existing contract system for sale to the general public and we are trying to drag this opposition into the open. Only this week we were informed that certain jobbers in New Orleans had received letters of complaint from retailers about our campaign against prison-made goods. Although the names of the jobbers and retailers in question were not mentioned, we can match every complaint with outspoken approval on the part of both retailers and wholesalers in New Orleans and other cities in the South.

We have no quarrel with individuals and have no desire or intention of dealing in personalities. Although a number of our manufacturers are

directly injured by this prison competition, the majority are not. Yet the whole Association is committed to this fight.

We realized when we entered this campaign that some jobbers and retailers would oppose it at first. We also knew that our motives and actions probably would be misunderstood by prison contractors and their friends. We welcome every criticism of our campaign and hope that the widest publicity will be given to any statements opposing us. We think it will take a lot of explaining to justify the fact that prison-made goods are not properly identified when sold to the consumer.

Our efforts to force such identification have led to the greatest opposition to the plan. This, we think, proves that the opposition is keen to keep hidden facts which, if general known, probably would react unfavorably on prison-made garments and those engaged in handling them. What we want most of all now is to see that every merchant and every consumer is apprised of all the facts in connection with the fight.

It is a fact that the Association has a selfish interest in fighting prison-made goods. Under the contract labor system the prisoners engaged in the production of garments are paid an extremely low wage, thus lowering the cost of manufacture to the contractor and enabling him to undersell those manufacturers who employ free labor at the prevailing wage rates in their communities. In addition to fighting against this system, the Association is urging a general movement to co-ordinate and organize the productive possibilities of penal institutions to supply goods for State use only, and to give a better training to convicts to enable them to make a decent living when released from prison.

We believe that the present system is not only bad business from a general economic standpoint, but from the standpoint of the state and prisoner as well. Let the prison contractors weep crocodile tears over our selfish efforts to take the poor convict from his pet sewing machine. We are sure that the general public has a broad interest in this fight, for the proper handling of the whole prison question is of vital importance to every citizen.

We want the general public to know that in some prison, Convict No. 13, a husky bricklayer by trade, is taught to sew a dainty seam on a house dress, an apron, a pair of rompers or a work shirt, just because he happened to run afoul of the law. We are quite sure that the public can see the bitter humor and the utter nonsense of trying to make a better citizen of an able-bodied convict by placing him at a sewing machine to turn out garments for a private contractor, to be sold to consumers who do not know the origin of what they buy.

The Association is receiving many requests from retailers for a complete list of brands under which prison-made garments are offered for sale. This shows a widespread interest in the fight, the Association believes, and will probably lead to definite development in the near future.

A. F. Allison, Sec'y.

### The Little Things.

He came a little sooner  
Than the other fellow did,  
And stayed a little longer  
Than the other fellow would.  
He worked a little harder  
And he talked a little less,  
He was never really hurried,  
And he showed but little stress,  
For every little movement  
His efficiency expressed.  
He saved a little money  
In a hundred little ways,  
And banked a little extra  
When he got a little raise.  
Of course, it's little wonder that  
He murmurs with a smile,  
As his dividends come regular,  
"Are the little things worth while?"



### Why the Wholesale Grocers Lie Awake Nights.

There's the chain store, the retailers, co-operative buying organizations, some department stores, some milling companies, produce houses and some merchandising brokers who buy certain nationally advertised goods today just as cheap as the jobber.

I have been told, and I'm not surprised at the fact, that some specialty men work in the interest of some of these concerns. Of course, volume is the by-word.

These goods are sold to the retailer by the co-op, the milling company, the produce house, the merchandising broker, and yea even by some jobbers, on the drop shipment basis, usually with the cash discount as a profit. I'm told. Now if you were a retailer where would you buy the goods. Just where he does, I would bet. The result is that the concerns mentioned above give such manufacturers as cast their lots there volume.

The manufacturer's representative never fails to tell you that so and so sold a car and possibly you have sold 100 cases or less. That's where the rub is. Therein lies one of the jobber's chief troubles to-day. There he finds his chief competitor who has probably forced him to the point of where he is now selling many items in cereals, soaps, milk, etc., on a 5 per cent. gross margin, with his cost of doing business well around 10 per cent.

Then, let's look further. The department store and the chain store in buying certain items direct are able to undersell the little independent store, your customer. They advertise as well as undersell, and I am here to tell you that a great deal of merchandise is moving to the consumer in these channels.

Before we leave this subject let's just touch on the fact that there are probably some jobbers selling the department store, and yes, the chain store, on the very small margin of one to two per cent. Now, understand us, that is your business and we are merely calling matters to your attention for your individual consideration. We believe this class of trade will use the jobber long enough to build up volume sufficient to demand direct sales from the manufacturer, and then you have cut off much of your sales on such items that would naturally go out through the little independent retail grocer, your all-time customer.

Why not clean up your hold over California canned fruit at a price based, not upon cost but upon replacement values as represented by the downward revision of the opening prices for new pack goods?

To be sure this will entail a loss on the stock you have on hand but it will also put your stock in shape for the new goods which you have on order or which you will purchase in the near future.

It will stimulate interest in canned fruits and give you a running start for a nice fall and winter business. Prices on these goods have been so high as to be prohibitive for many families. On the basis of the new

prices they are brought back where the rank and file of people can and will buy them. The grocer who is first in the field with new prices revised downward from former scales, and who tells his story in his window displays, his interior displays and his advertising, is going to be several jumps ahead of the retailer who delays and tries to clean up at prices based upon his actual costs.

Hundreds of retailers have been enjoying a splendid business on dried fruits as a result of scaling their prices down in conformity with the revisions in wholesale quotations. Consumption has been stimulated many times over and, while a loss was entailed in cleaning up initial holdings, grocers have more than made this up by the profits made on fruits subsequently purchased. What was possible and was done in the case of dried fruits is now possible and can be done in the case of canned fruits.

'Tis hard to take a loss, of course, but there's a world of truth in the old merchandising axiom which has it that the first loss is the smallest loss.

### Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Aug. 31—On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Herman J. Pinney, Bankrupt No. 2337. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of the city of Grand Rapids, where he has conducted a new and second hand store. The schedules filed by the bankrupt list assets of \$4,037.65, of which \$475 is claimed as exempt to the bankrupt. The sum of \$2,550 of this amount represents the face value of certain policies, therefore the assets will be reduced from this amount to the cash value of the policies at the date of adjudication. The liabilities are listed at \$4,590.09. The first meeting of creditors has been called for Sept. 15. A list of the creditors of the bankrupt is as follows:

City of Grand Rapids	\$ 13.88
Amos Herbert, Grand Rapids	35.00
Geo. H. Anderson Co., Chicago	20.10
Block Mfg. Co., Chicago	59.15
Butler Bros., Chicago	123.58
Charlotte Mills, New York	72.00
Henry Cohen & Co., Chicago	24.24
Frank J. Darling Co., New York	105.32
David De Young, Grand Rapids	51.30
Excelsior Stove & Mfg. Co., Quincy	10.47
Gray & Dudley Co., Nashville	57.35
International Mills, Newark	66.00
Ed. Leiberman, Chicago	64.50
Mich. Distributing Co., G. R.	32.00
Mich. Institution for the Blind, Saginaw	78.75
Arthur A. Marar & Co., Chicago	59.20
John D. Martin Furn. Co., G. R.	22.15
John Marroells & Son, Brooklyn	113.28
Mc Kim & Cochran Furn. Co., Madison, Ind.	100.75
Northwestern Stove Repair Co., Chicago	105.57
Niagara Refrigerator Wks., Buffalo	242.30
National Bedding Co., Toledo	80.00
Peerless Foundry Co., Indianapolis	147.10
Para Paint Co., Cleveland	491.50
Rhineland Refrigerator Co., Racine	27.00
W. D. Sager, Chicago	170.20
Tillman Bros., La Crosse	16.70
Teroleum Co., Chicago	50.75
Unity Rubber & Sup. Co., Chicago	4.82
Vinannes Furn. Co., Vincennes	74.60
J. W. Simmons & Co., New York	34.00
Thé Wehrle Co., Newark, Ohio	90.42
Press, Grand Rapids	20.79
Thomas Bradfield, G. R.	450.00
Regent Stock Co., Grand Rapids	40.50
Rodgers & Rodgers, Grand Rapids	18.00
Sidney La Barge, Grand Rapids	15.48
Morris Plan Bank, Grand Rapids	250.00
Edger Acklisdafer, Grand Rapids	250.00

In the matter of Conrad M. Holmen, Bankrupt No. 2330, the funds for the first meeting have been received and such meeting will be held at the office of the referee on Sept. 12.

In the matter of Eugene L. Wisheart, Bankrupt No. 2325, the funds for the first meeting have been received and the first meeting will be held at the referee's office Sept. 14.

The court has received an offer of \$30 for the remainder of the assets on hand in the matter of Laverne Turner, Bankrupt No. 2292. The inventory value of this property is \$213. The property consists of glassware, china, cigars, gum, ice cream dishes, utensils and other items for the conduct of a restaurant

# Henry George Cigars

THE ADDITION of the Henry George cigar to our line of already popular cigars is proving very satisfactory to the trade in general.

THE HENRY GEORGE CIGAR in its class has the biggest value there is in the five cent seller and is so well known nationally, that you are making a constant bid for the trade of the traveler by putting this cigar in your case.

THE HENRY GEORGE is proving a repeater in every place where we have sold it and if you want to increase the call at your cigar counter, put Henry George in a prominent place.

## WORDEN GROCER COMPANY

Grand Rapids  
Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.



**MOVEMENT OF MERCHANTS.**

Lansing—Walter S. Reck has purchased the store building, grocery stock and meat market of King & Erbe, 516 Maple street, taking immediate possession.

Charlotte—Woodruff & Vickery, auto supplies, accessories and parts, have dissolved partnership and the business will be continued by Mr. Vickery under the style of the Vickery Tire Shop.

Albion—C. L. Farwell has sold a half interest in his soft drink, cigar and billiard parlor to Carl Hobus and the business will be continued under the style of Farwell & Hobus.

Brethern—A co-operative grocery has been established here through the efforts of about twenty farmers. The building and stock of the M. E. Payne store has been purchased. W. E. Burkholder has been engaged as manager of the enterprise.

Lennon—The Lennon State Bank of Lennon has been incorporated with an authorized capital stock of \$20,000.

Fife Lake—The Citizens State Bank of Fife Lake has been incorporated with an authorized capital stock of \$20,000.

Stockbridge—George Smith, who owned the furniture and equipment of the Sherwood House and managed it for the past year, has sold it to G. W. Nichols, owner of the building, who will conduct it under the same style.

Charlotte—Charles L. Taylor, manager of the local branch of the South Bend Creamery Co., has purchased the business and will conduct a retail as well as wholesale business.

Lansing—The Collier & Lee Auto Supply, 501 South Washington avenue has been incorporated to deal in auto accessories, sporting goods, novelties, etc., with an authorized capital stock of \$10,000, \$8,000 of which has been subscribed and paid in in cash.

Detroit—Twelfth Street-Blaine avenue Cadillac Service, Inc., 8680 12th street, has been incorporated to deal in steam, gas and electric motors, machinery, appliances, etc., with an authorized capital stock of \$5,000, of which amount \$3,050 has been subscribed, \$550 paid in in cash and \$1,000 in property.

Sutton's Bay—Ruffli Bros. are erecting a two-story business building on the location of their building which was recently destroyed by fire. The lower floor will be divided into three stores. They will occupy the corner store with their meat business. The middle store will be occupied by an electrical supply house and the third store with a furniture and house furnishing goods stock.

Traverse City—Frank Hamilton, who sold a majority interest in the Hamilton Clothing Co. about three years ago to E. E. Shriver, Carl Troutwine and B. H. Bracken, has sold the remainder of his stock in the corporation to the same gentlemen, who now hold the executive offices in the company, as follows: President, E. E. Shriver; Vice-President, B. H. Bracken; Secretary and Treasurer, Carl Troutwine. Mr. Hamilton came to Traverse City

fifty-five years ago and celebrated the fiftieth anniversary of his engaging in trade on his own account Sept. 4.

Detroit—The Edward Furniture Co., 331 Michigan avenue, has been incorporated with an authorized capital stock of \$20,000 common and \$40,000 preferred, of which amount \$55,500 has been subscribed and paid in in cash.

Detroit—Klett & Cain, 560 Michigan avenue, dealer in furniture, household furnishings, etc., has merged its business into a stock company under the same style with an authorized capital stock of \$250,000, of which amount \$160,000 has been subscribed and paid in, \$7,859 in cash and \$152,141 in property.

Kalamazoo—B. P. & M. A. DeBolt have sold their retail confectionery and soft drink business at the corner of Main and Rose streets, to Dallas Dyckman and Tibor Edgerton, who will continue the business under the style of the Blue Parrot. The interior of the store will be redecorated and new fixtures and equipment installed. The DeBolt's will devote their entire attention to manufacturing and jobbing confectionery.

**Manufacturing Matters.**

Detroit—The Detroit Rendering Co., 2500 Isabelle street, has been incorporated with an authorized capital stock of \$150,000, of which amount \$98,500 has been subscribed and \$49,250 paid in in cash.

Detroit—The Michigan Store Fixture Co., 1301 Gratiot avenue, has merged its business into a stock company under the same style, with an authorized capital stock of \$150,000, of which amount \$100,000 has been subscribed and paid in in property.

Detroit—The Detroit Commercial Body Co., 3025 Baker street, has been incorporated with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in cash.

Detroit—The Wayman, Taylor, Ward Co., 403 Real Estate Exchange building, manufacturers' agent, has changed its name to Wayman & Ward, Inc.

St. Joseph—The Mid-Lakes Paper Co. has been incorporated with an authorized capital stock of \$5,000 and 2,000 shares no par value, of which amount \$1,750 has been subscribed and paid in in property.

Detroit—The Bay Grape Juice Co., 3609 Gratiot avenue, has been incorporated with an authorized capital stock of \$25,000, \$18,000 of which has been subscribed and \$13,000 paid in in property.

Rockwood—The Michigan Silica Co. has been incorporated with an authorized capital stock of \$250,000 of which amount \$60,000 has been subscribed and paid in in cash.

Detroit—The Baldwin Parts Co., 3845 Grand River avenue, has merged its business into a stock company under the style of the Baldwin Auto Parts Co., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$314.19 in cash and \$9,685.81 in property.

Saginaw—The Lighthouse Electric Co., 816 East Genesee street, has been

incorporated to deal in electric supplies, appliances, tools, etc., with an authorized capital stock of \$10,000, of which amount \$3,100 has been subscribed and paid in in cash.

Adrian—Representatives of the J. W. Ladd Co., Detroit manufacturers, have visited this city looking over available factory space. It is expected the Chamber of Commerce will complete arrangements for the location of the factory in the near future.

South Rockwood—The Superior Silica Co., with business offices at 212 Buhl building, Detroit, has been incorporated with an authorized capital stock of \$300,000 preferred and 80,000 shares at \$1 per share, of which amount \$70,000 and 14,000 shares has been subscribed and \$7,100 paid in in cash.

Detroit—The Right Idea Manufacturing Co., 238 East Hancock street, has been incorporated to manufacture and deal in auto trimmings, etc., with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in property.

Benton Harbor—The Berrien County Finance Co. has been incorporated with an authorized capital stock of \$75,000 common, \$150,000 preferred and 15,000 shares at \$1 per share, of which amount \$50,000 and 1,000 shares has been subscribed and \$10,000 paid in in cash.

Lansing—The Reliable Electric Co., 1118 South Washington avenue, has been incorporated with an authorized capital stock of \$25,000, of which amount \$10,000 has been subscribed and \$3,530 paid in in property.

Ionia—George W. French, dealer in music, musical instruments, sewing machines, etc., has merged his business into a stock company under the style of the G. W. French & Son Co. with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Grand Rapids—The A. Steil Manufacturing Co., 510 Monroe avenue, manufacturer of furniture, wood turnings, carvings, etc., has merged its business into a stock company under the style of the Steil Manufacturing Co., with an authorized capital stock of \$100,000, of which amount \$90,000 has been subscribed and paid in, \$406.78 in cash and \$89,593.22 in property.

Detroit—The Gray Marine Motor Co., 6910 Lafayette street, East, has been incorporated with an authorized capital stock of \$50,000, \$5,000 of which has been subscribed and paid in in cash.

Detroit—The Hess Carburetor Co., 511 Lieb street, has been incorporated with an authorized capital stock of \$200,000, \$100,000 of which has been subscribed and paid in in property.

Detroit—The Empire Candy Co., 4176 St. Aubin avenue, has been incorporated to manufacture and job confectionery, with an authorized capital stock of \$5,000, \$4,800 of which has been subscribed and paid in in cash.

Detroit—Skonski-Shepp, Inc., 11435 Jos. Campau avenue, Hamtramck, has

been incorporated to deal in autos auto parts, supplies and accessories, with an authorized capital stock of \$10,000, all of which has been subscribed and \$5,100 paid in in cash.

Detroit—The General Engineering Sales Corporation, 603 Stroh building manufacturers' agent, dealer in auto parts, materials, etc., has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Muskegon—The Maring Wire Co. has increased its capital stock from \$200,000 to \$500,000.

Detroit—The Kaylor Coal Co., 262 Penobscot building, has been incorporated with an authorized capital stock of \$7,000, of which amount \$3,600 has been subscribed and paid in, \$3,500 in cash and \$100 in property.

Alma—The Alma Elevator Co. has increased its capital stock from \$25,000 to \$50,000.

Detroit—The West Virginia Detroit Coal Co., 6553 Woodward avenue, has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and \$2,600 paid in in cash.

**Why are Sponges and Chamois Expensive.**

The answer is, they are not high in price considering the service they give and time they save.

Stop and think a moment. How could they be cheap? Reflect carefully and you will wonder that they can be sold as reasonably as they are. Men, at the risk of their lives, descend to the bottom of the ocean to gather sponges. This is work of the hardest and most dangerous kind. If they have a fair trip they may average a basket full of sponges a day of good quality or several baskets a day of the cheaper grades. In certain seasons they cannot work. Rough seas keep them idle and muddy water after a storm makes it impossible for long periods to do anything at all. During all this time they are under heavy expense, for their boats and equipment must be kept in shape.

Think this over and you will agree that the sponge diver's job is hardly one that men are overly anxious to have.

Good sponges to-day are very reasonable in price. By that understand we do not mean to say cheap, but is this expensive? Suppose you buy a good wool sponge and pay even as much as \$2.50 for it. With such a sponge a garage man could wash close to 100 automobiles and if he has real good chamois costing him say about the same, he could, with a \$5.00 investment, do work for which he would charge about \$200 for at \$2.00 per wash. The cost of sponges and chamois would be 2½ cents per wash. Now try the same job without a sponge and chamois and you will find that while you then save \$5.00 on two hundred dollars' worth of work, your washer would require about twice the time to do the job.

Considered in terms of time saved, sponges and chamois are cheap.

Theodore Schroeder.



### Essential Features of the Grocery Staples.

**Sugar**—The market is stronger again. Local jobbers have had to move their quotations on granulated up to 8.60c.

**Tea**—There has been no special change in the situation since last week. The demand has been quite brisk, especially for Congous and other black teas, which are quite strong. The entire line of teas, however, is firm, with a pronounced upward tendency. Strength in the primary markets is responsible. Ceylons, Indias and Javas are all high and it looks as if they were going higher.

**Coffee**—The market is quite dull and weak on account of rather soft cables from Brazil. All grades of Rio and Santos, green and in a large way, are ruling a small fraction lower than a week ago. The jobbing market for roasted coffee is about unchanged. Milds are unchanged and quiet.

**Canned Fruits**—Efforts to buy California fruits at extremely low prices have disclosed that it cannot be done. The market is held at opening by most interests who think that the under-bought condition of the trade and the moderate pack will force action later on. Cannors think that the market will work in their favor and they are looking for some expansion in buying activity. Holders have sufficient assortments to keep them going and have enough under contract so as not to be in a rush to line up for later requirements. Pineapples are quiet but steady.

**Canned Vegetables**—The tomato market has held its own, but future buying has not been heavy of late, pending developments during September. The light pack so far has been absorbed and it has passed into consumptive channels since there has been little or nothing in old goods to check the movement. California No. 2½s and No. 10s have ruled firm on the coast, where operators think prices will advance in the near future. Some excitement in corn has occurred during the past week. The big acreage in New England has not turned out the large yield expected and short deliveries of Maine fancy packs are predicted. There has been covering in other districts, notably in Minnesota. Standard Southern corn has been steady in tone, with the situation rather favoring the canner. Peas have passed their flurry, as buying by jobbers, chain stores and others has absorbed the available country offerings of the more desirable sieves of standards. Not all of the attention has been devoted to No. 2s, as No. 10s have not been neglected and their more restricted production has run down available offerings. Cut beets are hard to find, as the crop in some districts runs to the smaller sizes on account of drouth.

**Canned Fish**—Buyers are very indifferent about new Alaska salmon, apparently expecting prices to be lower. Some color is given to this expectation by the fact that sellers are already beginning to shade. Spot salmon is dull and unchanged. Col-

umbia River salmon can be bought, but buyers regard prices as too high. Maine sardines continue scarce and firm. Trade are buying as they need. Other canned fish unchanged.

**Dried Fruits**—August did not leave a pleasant memory or an enviable record in the annals of the dried fruit trade. It was largely a negative month, devoid of any volume business in either spots or futures. Nevertheless, it had some favorable tendencies. Eastern holdings which have been a wet blanket for some time have been reduced, prices have been worked down to the point where purchases seem to be safe and packers have more than ever realized that to move their crops this season they will have to recognize the ultra-conservative attitude of the Eastern trade. The stage is set for an expansion in trading, and there are not the handicaps present which might defer action. By that is meant contracts for new stocks and prices which already show losses. There can be no doubt but what the outlook is more favorable than in some little time. There is some increase in trading to be noticed which is gratifying in view of the dullness which is always characteristic of the early days of September. During the past few days there has been more enquiry for the larger sizes of California prunes on the spot. Forties have been preferred with firm bids being put out just a fraction under 10c. Some are picked up at that figure, while other holders are waiting until they can get a dime or better for their fruit. Local holdings it is said have been exaggerated beyond their actual figure and when this is realized by jobbers there is less fear to accumulate goods for fall account. Oregon fruit is steady on the spot but not active in a big way. Occasional offerings of new pack from the three districts are made but there is no business recorded. The association is still silent as to when it will quote prices. Apricots are not being sold to any extent. The trade cannot get away from the idea that one of the largest tonnages ever produced can lead to nothing but a big dried pack. Peaches are a parallel to apricots and limited contracts so far have been negotiated. Spot Sultana bulk raisins are closely sold out and package Thompsons are being reduced, indicating a possible shortage before new goods can be brought from the Coast. In this item and in others it is often said that the lack of forward buying and the liquidation of spot holdings might easily develop what may amount to more or less of a famine before the situation adjusts itself. Currants are easy in tone.

**Nuts**—One of the conspicuous sellers at the moment is California walnuts, which are bringing sky-high prices for the small spot holdings which are scattered in all hands and are really immaterial in volume. There is also more interest in Long Maple filberts, owing to the better quality of that line compared to its competitor. Almonds show better enquiry also. Brazil nuts rule firm as the interior trade is beginning to take notice.

**Syrup and Molasses**—Good grocery molasses is scarce and prices steady to firm. The demand takes about all that is offered. Sugar syrup is in good supply, but in light demand. Compound syrup steady and unchanged.

**Salt Fish**—The mackerel market is still very dull, though recent cool weather has caused some little buying. Prices show no change, the margin can still be said to be in buyer's favor.

**Beans and Peas**—The demand for all varieties of dried beans continues very quiet, with most varieties still easy. This includes pea beans, red kidneys, white kidneys, but not California limas, which are steady to firm. There is an everyday demand for green and Scotch peas at unchanged prices.

**Cheese**—The market is firm, with a light consumptive demand at prices ranging about the same as last week. The quality arriving is very good. We are not likely to have much change in the next few days.

**Provisions**—Everything in the smoked meat line is in fair consumptive demand, at prices ranging about ½c per pound over a week ago. Pure lard and lard substitutes are in fair demand at prices ranging from ½c@1c per pound over last week, due to the higher cost of hogs. Barreled pork, canned meats and dried beef are all unchanged, with a light demand.

**Brooms**—Lower prices on brooms are declared to be a development of the not distant future. The broom corn crop this year, so far as some of the producing states are concerned, is materially larger than it was last year. Indications in other states where the crop has not quite reached maturity point to the same condition. The result is that prices on broom corn are considerably lower than those which have prevailed as a result of the short crop of 1922.

### Review of the Produce Market.

**Apples**—Wealthys, Transparents, Duchess and Red Astrachans, bring \$1 per bu.

**Bananas**—9c per lb.

**Beets**—\$1 per bu.

**Blackberries**—\$2.50 per crate of 16 qts.

**Butter**—The receipts are fairly liberal. The consumptive demand has been good. The market is steady to firm on the present basis of quotations. The quality arriving is showing improvement. The market is not likely to change in the next few days. Local jobbers hold extra at 44c in 63 lb. tubs; fancy in 30 lb. tubs, 46c; prints, 46c. They pay 25c for packing stock.

**Cabbage**—\$1.60 per bu.

**Carrots**—\$1 per bu.

**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**—Receipts of fresh are light. The consumptive demand is good, absorbing the receipts on arrival on about the same basis as last week. Stocks in storage are in excess of

what they were a year ago and we do not look for much change from the present quotations in the near future. Local jobbers pay 28c 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, \$3.75 per 4 basket crate; California Malaga, \$3.25 per crate; 4 lb. basket of blue varieties, \$3.50 per doz.; 7 lb. basket ditto, 38c per basket.

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

**Green Onions**—20c 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:

Colorado Iceberg, per crate	----	\$5.50
Home grown head, per box	----	1.50
Leaf, per bu.	-----	.85

**Lemons**—The market is now on the following basis:

300 Sunkist	-----	\$10.50
300 Red Ball	-----	10.00
360 Red Ball	-----	9.00

**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**—\$3@3.50 per bu. for home grown yellow St. Johns and Elbertas.

**Pears**—Sugar, \$2 per bu.; Bartlett, \$3.50.

**Poultry**—Local buyers now pay as follows for live:

Light fowls	-----	14c
Heavy fowls	-----	19c
Broilers, 2 lbs.	-----	24c

**Onions**—Spanish, \$2.50 per crate; Walla Walla, \$4.50 per 100 lb. bag.

**Plums**—\$3 per bu. for Bradshaw; \$2.50 per bu. for Lombard.

**Potatoes**—Home grown, \$1.50@1.75 per bu.

**Parsley**—50c per doz. bunches.

**Peppers**—Home grown, \$1 per bu.

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

**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 60c; \$1.25 per ½ bu. basket.

**Turnips**—New, 50c per doz. bunches.

**Watermelons**—50@75c each for Georgia.

**Whortleberries**—\$3 per 16 qt. crate.

### Learn a Lesson.

The writer of business letters can learn a lesson from the present vogue of ladies' skirts. The are long enough to cover the subject, but short enough to keep one's interest alive.



### New Park Dedicated at Busy Boyne City.

Boyne City, Sept. 4.—Boyne City was as quiet as the Deserted Village last Thursday. Nobody was at home. Everybody, his wife, his best girl and all the children were at Whiting park. From early in the morning until afternoon a constant string of automobiles was on the road, headed toward the park. By noon over 1,000 cars are reported to have been on the ground that is, part of them were on the ground and the remainder were strung along the road which intersects the park for a mile and had overflowed on the Heyden Point park.

It is estimated that over 3,000 people were gathered to help open the park; anyway, 4,000 buns and 1,000 pounds of meat were the contribution of the feeds committee to give color to the advertised barbecue.

F. O. Barden, chairman of the County Park Board, outlined the inception and development of the park project. Senator W. J. Pierson, chairman of the County Board of Supervisors and member of the Park Board, gave one of his inimitable talks on the purpose and utility of the park. As W. J. is a nut on conservation, his talk was replete with thoughts pertinent and interesting.

B. O. Hagerman, County Farm Agent, with some of his happy reminiscences, introduced the real speaker of the day, who gave his hearers what they needed in a way to leave a permanent impression. William Hershall, of the Indianapolis News, gave the finishing touch in a poem, written for the occasion and delivered to a delighted audience.

Boyne City very generously gave our neighbor, East Jordan, the ball game, which was the last number on the program. Not quite as generous as to J. B., but almost. It was 14 to 1.

We are pleased to note that B. O. Hagerman was able to be present. It is to his activities, primarily, that we owe the immense success of the event, and he was ably seconded by the various committees appointed. It was, in fact, an everybody's picnic and everybody was there. When you come up, next summer, we will let you look at the park; and if you look all right, will let you walk in it.

We feel impelled to warn all travelers on M. 13 to avoid the Elmira hill. There is a drop of over 700 feet between Elmira and Boyne Falls and the greater part is on this grade of approximately two miles. It has always been a very difficult place but since the new road from Elmira North has been under construction, no repair work has been done, and the recent rains here made a veritable death trap of the hill road, with its narrow roadway, very steep grades and blind curves. It can be avoided, coming from the South by turning East at Elmira and following the Pennsylvania R. R. through North Elmira to the town line road or by turning West at Elmira and taking the East Jordan road, either to East Jordan or the Deer Lake road. Either of these roads will come back to M13 at or near Boyne Falls. Neither of these roads can be classed as boulevards, but they are both safe, which the Elmira hill road distinctly is not. It is hardly the province of this correspondent to comment on the highways, but some readers of the Tradesman, no doubt, use this particular road, and we don't want any funerals in our family—not now, any way. It is too expensive and then we don't want the family broken up.

Maxy.

### Home and Electricity.

It is estimated that 8,500,000 homes in this country out of a total of 22,500,000, are wired for electric service and that this service is available for 50,000,000 individual homes.

Nature hangs her danger signals out in different ways for different people, but she never makes mistakes. When she warns you, you will recognize her signals. If you will take heed, leave your office or your factory, and don't think of it until you get your strength back, and are feeling fine again, all will be well. If you don't take heed, like others who thought they could beat Nature and run past her danger signals, you may be carried out of your office in an ambulance or a hearse.

Someone has said that if all the tears that have been shed on account of debt could be gathered into one place it would form a Niagara Falls! Who could ever estimate the heartaches, the sufferings, the insanity, the suicides, the premature deaths caused by debt! It is the killer of ambition, the blighter of hopes and prospects, the mother of divorce, the murderer of love, the maker of unhappy homes, the monster that makes life, intended to be so beautiful, a hell upon earth for millions of men and women.

Someone has said that no smile is so beautiful as the one that struggles through tears. If we only use our afflictions and troubles aright we can soften and enrich our natures by our sufferings, our disappointments,

or we can turn them into instruments of torture.

Among the most practical and easy methods of mending one's relations with other persons is praise. Unimaginative persons don't praise their fellows because they can't find anything to praise. The are literalists and they see all the errors. For them one error spoils an otherwise perfect page.

Faith always takes the first step forward. It is a soul sense, a spiritual foresight, which peers far beyond the physical eye's vision, a courier which leads the way, opens the closed door, sees beyond the obstacles, and points to the path which the less spiritual faculties could not see.

There can be no question of hours when you are having dreams come true. That's what most women forget. That's what many men forget. To achieve success, to make your mark, you must give as much as the next fellow—and more.

No blessing known to men is so rich and satisfying as that which is ministered by a pure and beautiful friendship.

It is not absolutely necessary that an education should be crowded into a few years of school life. The best educated people are those who are always learning, always absorbing

knowledge from every possible source and at every opportunity.

A Candidate nowadays is a man who stands for what he thinks the people will fall for.

If you have ceased to smile, you have lost out in the game of life, no matter what your bank account may be.

### SCHOOL SUPPLIES

Pencils

Tablets

Paints

Ruled Papers, etc.

WRITE US FOR SAMPLES

The Dudley Paper Co.

LANSING, MICH.

## Consolidating Telephone Service in GRAND RAPIDS

Plans are being worked out whereby it is expected that unified telephone service will be furnished in the City of Grand Rapids within about twelve months.

Consolidation of the two plants is under way and the work is being pushed as rapidly as consistent with the furnishing of a grade of service that will be satisfactory to Grand Rapids people.

The additional equipment necessary to the joining of the large number of subscribers' lines in one system has been engineered to meet the particular local conditions and is being manufactured.

Connections between the telephones of the two systems, manual and automatic, will be made by means of an extension of the intricate trunk line plants between the several central offices. Necessary office changes and additions, construction of new plant, building of direct trunk lines and other required work already have been started.

Completion of all this work, together with the issuing of a consolidated telephone directory, will permit the connection of any telephone station in the city with any other station.

Consolidation of the two Grand Rapids telephone plants, too, will connect all of the former Citizens Telephone Company stations in the city with the 14,000,000 other telephones in the Bell System.

MICHIGAN STATE



TELEPHONE CO.



# Welcome To Our New Home

*There comes into the lives of institutions as well as into the lives of men, moments of great pride and supreme happiness.*



THE HOME FOR SAVINGS  
NO. 72 MONROE AVENUE  
And Seven Convenient Branches

Such a moment has come into the life of the

## Kent State Bank

in the occupancy of its own new  
at building

NO. 72 MONROE AVENUE,  
Adjoining the New Morton House

A BANK, like a family, must have a home. The whole history of civilization is a history of better homes. The better home produces better and happier citizens and better and more efficient banks.

In asking you to visit our new home, we invite you not only to share our pride in its elegance, but to share as well our pride in achievement. From a small start the KENT STATE BANK has become an institution in Grand Rapids and in the state of Michigan. Thirty-eight years of uninterrupted progress testify to a confidence that cannot be rivaled by sumptuous quarters or elegant environs. It is a tribute of faith on the part of those who have been content to leave their funds in our care for safe keeping and profitable conversion.

Make this your bank. Use its safety deposit vaults. Avail yourself of our facilities in all branches of banking. Make yourself at home in our home.

## KENT STATE BANK

GRAND RAPIDS, MICHIGAN

More Than \$8,700,000 in Savings Deposits



## VALE, CITIZENS TELEPHONE.

The transfer of the Citizens Telephone Co. to the Bell Co. is a striking instance of the vanquished proving to be the victor.

When the Citizens movement was inaugurated, twenty-five years ago, it naturally met the violent opposition of its big competitor in the Michigan field. The Bell organization was then dominated by arrogant and unscrupulous men who did not hesitate to resort to criminal methods to accomplish their purposes. They lacked sanity and vision. They were utterly devoid of the spirit of fairness and had no conception of the every-day virtue known as common sense. As the result of their shortcomings they soon landed the Bell Co. in the bankruptcy court, which put a black mark on all Bell securities in this State for several years.

In the re-organization which followed the disastrous bankruptcy experience the venal and unscrupulous officials were relegated to the background and men of vision and experience took their places. Since that time the history of the Bell Co. in Michigan has been a record of progress along decent and sensible lines. Chastened by defeat, it reversed its former methods and developed a live-and-let-live policy which has placed it in a proud position among the public utilities of Michigan.

The Citizens Co. has always had the benefit of competent management, which enabled it to outgeneral the Bell Co. at every turn. With three times as many patrons as the Bell Co. could command in this community, it has had the solid support of the best people of the city. No inducements the Bell Co. could offer ever weaned any loyal citizen of Grand Rapids from his support of the local institution. Now that the Bell Co. has accepted the situation in apparent good faith, reversed its former methods and assumed the same attitude which made its powerful local competitor practically supreme in the field, the stockholders of the latter cheerfully accept the theory that one telephone company in a community is better than two and trust their future to the far sightedness and broad mindedness of the men who have rescued the Bell Co. from disaster and defeat. If the Bell Co. gives Grand Rapids people the service it promises, all will be well. If it fails to do as it agrees, there is now machinery in the law to compel a refractory company to walk chalk.

Much of the success or failure of the Bell Co. to acquire and retain the good will which has proved to be such a valuable asset to the Citizens Co. will depend altogether on whether the Bell Co. insists on handling every managerial question from the Detroit office. If the new owner establishes purchasing, contracting and advertising departments in Grand Rapids, so that the officials of those departments can be kept in close touch with local people, all will be well; but if the men at the head insist on handling everything from Detroit, they will find that their investment of \$5,380,000 will avail them little but the ashes of dis-

appointment and regret. Much of the newspaper exploitation conducted by the Bell Co. in Western Michigan publications has been written in beautiful English and couched in remarkable rhetoric, but it lacked the direct force of personal appeal, because the master mind who wrote it was not familiar with local conditions. In other words, it was devoid of adequate pulling power because the writer did not talk in a language the people could understand.

As a case in point, we have only to refer to the absorption of the G. R. & I. by the Pennsylvania System. We still have two streaks of rust running from the Indiana line to the Straits of Mackinac, but all the important offices are now located in Chicago and Pittsburg and there is no one in authority located here to meet the patrons of the road or transact any important business. To all intents and purposes the road is as foreign in management and operation as it is in name. The material body is here, but the soul no longer exists in Michigan. The extinction of the original name and the blotting of Grand Rapids off the map destroyed the sympathetic feeling with which the road was regarded by the people of Western Michigan before it forsook the friends of its youth and early manhood and became an alien in its tottering old age.

The Bell Co. has a magnificent opportunity to step into the shoes of its great and growing competitor. Will it measure up to the opportunity thus afforded it or will it deliberately destroy the advantage it has acquired in the purchase of a valuable property and the acquisition of a still more valuable constituency by refusing to listen to the voice of reason and wisdom?

## GOOD MEN TO TIE TO.

An interesting announcement in connection with the purchase of the Citizens Co. by the Bell Co. is that Charles E. Wilde is to continue as district manager. Mr. Wilde is one of the most capable and affable telephone officials Grand Rapids people have ever had the pleasure of dealing with. He won many converts to his cause by his unostentatious personality. But for his quiet and effective efforts, the Bell Co. would have had a much more rocky road to travel during the past fifteen years.

It will also please the friends of the Citizens Co. to learn that Charles E. Tarte is to remain with the Bell Co. in a most responsible position. Mr. Tarte has devoted forty-two years to the telephone business—seventeen years with the old Bell Co. and twenty-five years with the Citizens Co., and is a most capable and conscientious executive. Much of the success of the Citizens Co. is due to his care and faithfulness.

## FEAR OF WAR.

Six Latin American nations are spending a larger proportion of their total income in preparation for or against war than does the United States which spends 25.4 per cent. in this manner.

## THE KAISER'S WAR THREATS.

Adj. Gen. Count Dohna-Schlodien, for many years personal aide-de-camp to the former kaiser, kept a diary in which he noted down detailed accounts of many conversations with William II. In some mysterious fashion this diary, or a copy of it, fell into the hands of the London Morning Post, which has been publishing extracts therefrom.

The most interesting of the remarks by the ex-kaiser date from the year 1906 when the excitement about Morocco was to the fore. On Feb. 26 of that year William II. talked a great deal about Algeciras, the conduct of Italy, which he resented, and the whole Morocco question. He expressed the hope that no nation would dare to attack Germany. But if such a thing happened, this was his threat:

**I will let loose such a world war that it will shake the whole universe. I will raise the whole of Islam against England. And the Sultan has already promised me his support. England may succeed in destroying our fleet, but she will bleed from thousands of wounds. King Edward will then learn that it is not so easy to plunge Germany into a war.**

Later in the year the then kaiser was still troubled about the position in which Germany was placed. He thought it was worse than at any time since the Seven Years' War. She was quite alone in the world. Austria was her only friend, "and that is not saying much." He was looking about for support wherever he could find it, and made the astonishing admission: "I am working for a rapprochement with the Chinese and the Moslems, as they may help me against the English." More and more he became disgusted with Italy, whose "little king is behaving abominably towards me." Finally, he concluded from the course of events at the Algeciras conference that Italy had made up her mind to desert Germany and to fall into the arms of France and England. Then followed a remark which showed the amazing way in which the kaiser tied up his own personality with great events in the world:

This agreement has been concluded behind my back by our friend the King of Italy, and I will never forgive him for it. I have decided not to go again to Italy for the time being, as I do not wish to go as a guest and accept the hospitality of this swine.

## SURE SIGNS OF IMPROVEMENT

September, in the popular mind, is suggestive of Fall, although the Autumnal equinox is not due until the end of the third week of the month. But so many things occur early in the month, not the least being the opening of schools, to bring vacationists back to their homes, that a distinct spurt in trade is perceptible after labor day. While the retailer is the one first affected by this, the reaction is shown soon in the primary markets. Premonitory evidences of this were apparent during the past week in some rather hurried buying for immediate delivery on the part of retailers. Somewhat more of an inclination in the same

direction was shown by jobbers who have, frankly, not yet filled their requirements for Fall in many lines and who are beginning to realize that they must have goods if they would do business. But caution is still apparent in their operations and is likely to continue to be so until brisker buying is shown by their customers. The main feature for the moment, however, is the display of more confidence in the prospects beyond the immediate future, and this is likely to lead to a broader market than has been the case for some months past. As soon as the initial buying for Fall at retail sets in earnest, which is expected within a fortnight, the outlook will be more clarified.

Conditions as a whole the country over are showing signs of improvement. As has already been stated, the promised depression due to the slump in wheat prices has little foundation because of the generally satisfactory state of other farm products. Thus far, certainly, there has been no notable drop in buying in the agricultural portions of the country. The big mail-order houses, which are in close touch with the population in those sections, have reported good business, with only the ordinary seasonal changes. Collections, too, have been quite satisfactory. Few over-extensions of credit are reported and business embarrassments are falling in number. These conditions have accompanied the caution in buying and the more careful scrutiny of accounts. Speculative purchasing is not to be expected under such circumstances, and there has been less of it than for many years. In consequence, what stocks of goods are in the hands of dealers, if less in quantity than in former periods, are fresher and calculated to make a better appeal. As assortments are broken, new purchases are made, while more careful study is given to the matter of providing just what the public is calling for. No one wants to be encumbered with unsalable merchandise or to tie up capital in slow-moving stocks. This attitude betokens conservative business procedure, more safe than spectacular but more satisfying in the long run.

## More Smoking Pipes Sold.

The sale of pipes throughout the country has increased steadily for the past three, or four years, says a prominent manufacturer, and pipe-smoking is permitted in many public places where it used to be taboo. The demand for the better grades is strong, although the lines at from 25 cents to \$1.50 are going well also. The salesmen for this house have been out about two weeks, and orders show an increase over last year's business of about 33 1-3 per cent. The rough briars in the sand-blast treatment, so popular last season, are only holding their own, it is said. The small dealer is carrying much larger stocks than ever before and the manufacturers are catering to this trade by supplying attractive display material with orders for dozen lots. Glass display cases are provided with orders for three-dozen lots.



# FAB Premiums Increase FAB Profits

The sale of FAB will still further increase when your customers learn that beautiful and useful premiums are given for the "fronts" of the FAB packages.



Your customers will learn from our advertising that they may cut out and save the big word "FAB" on the front of the FAB package, and that it *has a premium coupon value*. It may be combined with coupons from Octagon Laundry Products to obtain any of hundreds of premiums. Your customers know FAB quality. Many of them know of the value of the Octagon Premiums. They will be glad to have you tell them of the premium feature of FAB.



COLGATE & CO.

Established 1806

NEW YORK



### Novelties and Inventories in the Shoe Trade.

At what price will you value this year's novelties in your next inventory? There should be some means of arriving at an understanding between shoe merchants and Uncle Sam before it comes time for merchants to place a valuation on leftovers of this year's novelties.

The Treasury Department in determining tax on income from business allow merchants to value inventories either on a cost basis, or cost or market, whichever is lower. The department will not permit an arbitrary percentage of depreciation, and requires that when the market value is lower than the cost, this must be proven by invoice or quotations from wholesalers or manufacturers.

How can merchants prove this? Shoe merchants have shoes from manufacturers who make to order only, and, while they make the price at the time of manufacture, they are not in a position to judge the value when the trend of style has turned. Wholesalers cannot give a valuation, when there is such a variation in grades from the lowest cabretta stock to the finest kid; the cheapest McKay to the fine hand-turn; and from unskilled workmen to the skilled hand worker. The style of a shoe even with a description of its stock and method of manufacture cannot determine its cost.

But, there is a ruling of the Treasury Department that in the case of obsolescent or out-of-season merchandise where the true market value is doubtful, retailers are permitted to value such goods at the market retail price—less the cost of selling.

What constitutes obsolescent merchandise? Would the department consider goods bought three months ago at the height of the selling season for \$6 and which now will not attract a second glance priced at \$2.95, out of season? The tax authorities say the merchant must inventory at cost, and take a loss when the goods are sold. Well and good for the purpose of taxing incomes, but can the merchant borrow from the banks on such a valuation of stock, which he knows is a false valuation? Of course he can't.

There should be an understanding between all shoe retailers and the Treasury Department, fair to both the merchants and Uncle Sam, which will enable retailers to place a fair valuation on carried over merchandise, and on the basis of which merchants can obtain a loan from banks with a true construction of their net worth.

Dame Fashion of to-day is well known for being fickle. Some styles of two years ago may bring the full price to-day, and be good values, while a shoe bought to-day may never sell. It is the merchants' personal trade which he caters that determines the worth of carried over merchandise to the store.

If he guesses wrong, he must take his loss, and if he tries to take it before inventory time and still has stock left, he should be allowed to class this as obsolescent merchandise, no matter how recent it was purchased.

If, however, he should be able to sell the merchandise at a greater figure than he anticipated, this will come back to the government in taxes the following year.

This is a matter of concern to all merchants, and a definite understanding of merchants' rights in the valuation of novelty footwear is needed.—Shoe Retailer.

### Says Small Store Era is Fast Approaching.

The noticeable trend toward small shops and stores evidenced in Des Moines is not a purely local situation but is rather a growing national tendency in the opinion of N. H. Nelson, Secretary of the Chamber of Commerce of that city.

"America's belief in the benefits to be derived from specialization is largely responsible for this tendency toward small shops and small stores handling just one line of merchandise," Mr. Nielson declared. "Many believe that by operating a small shop which deals only in one specific article or related articles they can cut down their comparative overhead, and by other efficiency methods, reap a greater reward."

"Suburban groceries are also increasing in Des Moines, as they are in other cities," declared Mr. Nielson. "These suburban groceries owe their trade to two main factors. One is that they cater to a particular community and know the individual wants in that community better than the large central store; the other is that, due to our constantly increasing traffic, it is easier for the customer to patronize the suburban grocery where traffic is not so heavy and where he will not have to carry his purchased articles so far to reach his parked car or his home."

"Large establishments, I believe, are experiencing an increasing movement toward consolidation. Competition all over the country is driving out the less efficient large firms and forcing them to consolidate with the still larger and more efficient organizations."

## The Plow Boy

Fall plowing time is near at hand. This shoe is high enough to keep out the dirt and low enough for coolness. It fits snug and protects and supports the ankles going over rough and broken ground. It wears like iron.

### Ask for Stock Numbers

470 if a double sole is wanted  
446 if a single sole is wanted

### A Double Taanned

Horse Hide Shoe  
That Stays Soft Rain or Shine.  
Work Shoes Are Our  
Specialty.



We are exclusive makers of work shoes made of horsehide double-tanned by our own secret process.

This is our specialty. Our every energy is bent on making the world's strongest work shoes. To insure the best wearing leather we do our own tanning, in our own specialized tanneries. We tan horsehide, and it is known as the toughest fibre leather on earth, yet we make it soft and pliable as buckskin. Horsehide is used to cover league baseballs because it is the only leather tough enough to stand the grief.

And it stays soft when double tanned our way. When other leathers get wet they dry hard. Rouge Rex double-tanned horsehide stays soft. Wet it, soak it in water, snow, slush, mud, and it dries out soft and flexible as velvet. Wear Rouge Rex shoes and you'll say you have gained an entirely new conception of shoe service, endurance and comfort.

We are the largest tanners of horsehides for work shoes in the country. We buy only the choicest hides. In making Rouge Rex shoes we use only the strongest part of each hide—the butts, where the fibre is toughest and most enduring.

You'll say that Rouge Rex Shoes are the most economical shoes you ever owned, and you'll rejoice in the comfort they give you. Notice how thick the leather is, and then feel how soft it is. Just like velvet. Yet Rouge Rex shoes wear like iron. And they never tire your feet. We make a Rouge Rex work shoe for every purpose. All are horsehide through and through. For field and factory, for lumber and mining camp or oil fields, for hunting and motoring, where a husky, grief defying comfort-giving shoe is needed, there is a special Rouge Rex shoe.

FROM HIDE TO YOU

HIRTH-KRAUSE CO.

SHOE MANUFACTURERS and TANNERS, Grand Rapids, Mich.  
WRITE US DIRECT IF YOU CANNOT FIND OUR DEALER.

## Herold-Bertsch Shoes

Michigan  Made



Genuine Comfort  
for  
Troubled Feet  
Roomy-Soft-  
No. 988

Wide, roomy, soft leather, bunion last. A favorite with thousands. Advertised in the Michigan farm papers. Order now for fall demand. This attractive newspaper cut free for your advertising.

### MORE WEAR PER DOLLAR

All leather, and all good leather, in H-B shoes. Good-looking, long wearing, quality to the last stitch. A profit-making line for thousands of shoe merchants.

HEROLD-BERTSCH SHOE CO., GRAND RAPIDS, MICH  
Send for circular of line.



**Much Ado About Very Little.**

The question of "swell" allowance in canned goods contracts appears to be rather the largest question just now agitating the grocery trade associations. Quite naturally, it has a prominent place in the unifying of contracts, but viewed dispassionately it looks as though a lot of weeping and wailing is being wasted on what is, after all, a proposition to "rob Peter and pay Paul."

It all came about because the Government has refused to allow jobbers to return their spoiled canned goods to the canner for inspection and as vouchers for rebate. The authorities had ample ground for such a ruling in the fact that some unprincipled canners allow such spoiled goods to leak back into consuming channels, either mixed with secondary products or by reprocessing. But, on the other hand, the distributor feels that he has a right to send back bad products and get a rebate. The producer admits this, but if the goods do not come back to him for inspection he feels that he is in danger of spurious claims which he cannot check up.

So all parties have good ground for their position and all are seeking some compromise method of solving the riddle. The one which seems most acceptable is for the seller to make an upset allowance to the first buyer, in return for which the latter will assume his own risk. But they do not agree what is a proper allowance. The jobbers want one-half of one per cent., uniformly, but the

canners claim that is excessive as proved by experience.

The resulting deadlock is apparently quite unnecessary. The jobber certainly cannot win greatly on the allowance, at least not more than a gambler on a chance ought to expect, and whatever it costs the canner is bound to be put into the price he charges the jobber. If he doesn't he isn't a good business man; for such an allowance, like a cash discount or any other overhead item, is a part of his expense. Therefore why quibble, either way? The man who loses will pass the loss down the line, and one or two seasons will determine the probable line of prudence.

**Factors Which Have Ruined Careers.**

A soft snap.

Being somebody's pet.

Being held in a position by influence, instead of earning it.

Being pushed, leaning upon others, depending upon others for influence, waiting for something favorable to turn up, trying to get the most without trying honestly to earn it.

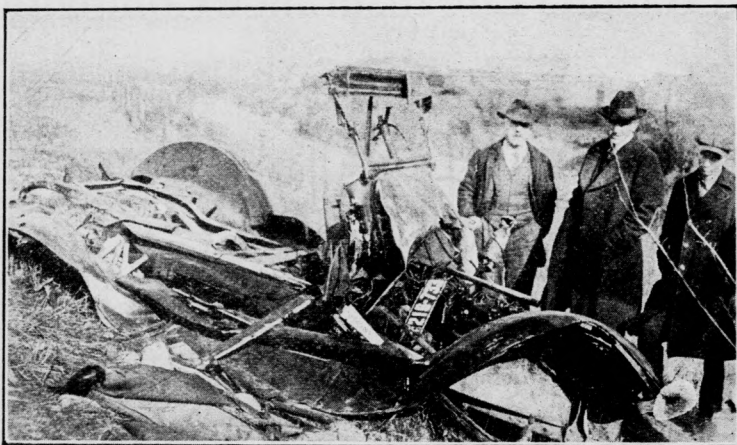
Depending upon luck or a pull.

Trying to be somebody else.

Getting into a position which he could not honestly fill, which he didn't have the training, the education, the preparation to fill.

Getting a job does not always mean that one is able to fill it, and has ruined many a career.

Customers dislike to be flattered except by prompt attention.

**What Do You Think of This?**

We can sell you a (LEGAL RESERVE-NON-ASSESSABLE) Policy in the Strongest and Most Popular Auto Insurance Company in Michigan, at such a reasonable price you cannot afford to be without it.

**"No Assessments"**

**Call for Rates**

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

**Mary J. Field Company**

Grand Rapids Representative

**Auto Owners Insurance Company**

514-515 Widdicomb Bldg.

Bell Main 1155

Citz. 65440

# SEPTEMBER INVESTMENT OFFERINGS

We offer and recommend the following securities as particularly desirable investments at the present market, affording unusually attractive returns. We shall be glad to furnish complete details regarding any security on request.

**BONDS****North American Edison Co. 6½'s to Yield 6⅝%**

Due 1948. Rated A by Moody. Application to be made to list bonds on the New York Stock Exchange. Bonds secured by the common stock of six public utilities appraised at 180% of the par value of the bonds. Dividends on the pledged collateral amount to over 2.42 times interest requirements of the bonds.

**Park-Lexington Corporation 6½'s to Yield 6½%**

Application to be made to list on the New York Stock market. Due 1953. Secured by close first mortgage lien on New York city leasehold with bindings thereon appraised at nearly twice the amount of bond issue. Present earnings available for interest and sinking fund twice maximum interest charge on bonds.

**Morton Building Company 6's to Yield 5¾%**

Tax exempt in Michigan. Due serially to 1942. \$500,000 issue secured by hotel building costing \$1,400,000.

**Federal Square Building 6's to Yield 6%**

Grand Rapids newest office building. Bonds tax exempt in Michigan. Income protected by rent insurance equal to five times the amount of interest on entire bond issue. Property appraised at twice amount of bonds.

**Long-Bell Lumber Co. 6's to Yield 6¾%**

Secured by standing timber, plants, mills and other property worth twice the par amount of the bonds. Net earnings for 1922 over four times maximum annual interest of bonds.

**The Miner-Edgar Co. 7's to Yield 7%**

First closed mortgage 20-year bond secured by direct first mortgage on real estate, plants, equipment, coal, timber and clay lands and railroad, appraised at over three times amount of the bonds. Net assets of 4 to 1 for each \$1,000 bond. Average annual earnings during last 7 years over three times the annual interest requirements of the bond issue.

**PREFERRED STOCKS****UNITED LIGHT AND RAILWAYS CO.****6% Preferred at 76 to 77½ to Yield 7¾%**

Cumulative stock on which dividends have been paid regularly since organization in 1910. Earnings available for dividends for 1922 over three times dividend requirements on this stock. Has prior claim on earnings to nearly \$7,000,000 on common and participating preferred stock.

**CONSUMERS POWER CO.****6% Preferred at 86½ to 88 to Yield 6¾%**

Net income available for dividends for 12 months ending March 31, 1923, nearly 4½ times dividend requirements of preferred stock.

**COMMONWEALTH POWER CORPORATION****6% Preferred at 71 to 73 to Yield 8¼%**

Earnings for the first six months of 1923 broke all records, being \$7.12 on preferred stock or more than the entire dividend requirement for the full year of 1923. Note the high yield at the present market.

**AMERICAN PUBLIC UTILITIES****7% Prior Preferred at 65 to 68 to Yield 10½%**

This company controls twelve gas, light and power utilities in four states. For the 12 months ending June 30, 1923, net earnings were equal to over seven times the dividend requirements of this stock.

**NATIONAL BRASS COMPANY****7% Preferred at 98½ to Yield 7.11%**

Cumulative preferred stock. Tax exempt in Michigan on which dividends have been paid continuously since incorporation in 1912. Net tangible assets of over \$400 behind every \$100 par value preferred stock.

**WORDEN GROCER COMPANY****7% Preferred at 8¾ to 9½ to Yield 7¾%**

A strong wholesale grocery corporation operating throughout Michigan with a record of uninterrupted dividends on preferred stock since incorporation.

Phone or write us or call at our office for further details on any of these securities. We shall be glad to have a representative call on you if you prefer.

**PERKINS, EVERETT & GEISTERT**

CITIZ. 4334.

BELL M. 280.

**BONDS**

**STOCKS**

205-219 MICHIGAN TRUST BLDG. GRAND RAPIDS, MICH.



### No Ground for the Bonus.

President Coolidge is reported to be opposed to a bonus bill unless it contains satisfactory provisions for raising the revenue which its passage will make necessary. In the face of the demand for lower taxes, the framing of such provisions will not be an easy task. The fundamental objection to the proposed bonus, however, lies much deeper than anything connected with the method of its payment. It lies in the fact that the bonus rests upon a vicious principle—the principle that special compensation should be granted to special groups for sacrifices incurred in a common emergency.

To attempt to measure such sacrifices in terms of money is to deny the principle of patriotic service.

Even the American Legion rejects the idea of accepting payment for defending one's country. It endeavors to justify its advocacy of the bonus by treating it, not as a payment for patriotic duty performed but as an adjustment of economic inequalities resulting from that service. The moral objection to the bonus remains the same. Payment for patriotic service is payment for patriotic service, whether you frankly call it that or whether with more ingenuity but less candor you term it an adjustment of economic inequalities.

Even if we waive the moral objection, the proposed bonus is fatally defective. It does not do what it professes to do. In the first place, as the report recently issued by the National Industrial Conference Board notes, it would be impossible to measure the differences in the sacrifices made by the various classes of citizens. In the next place, a direct comparison in economic terms between the amount received by service men and that received by civilians is a false comparison. The two sets of conditions were utterly different. Food and clothing, medical care, recreation—all these things were provided for the soldier at much

less than they would have cost the civilian.

An especially weak spot in the bonus proposal is its failure to take account of the great differences among the service men themselves. They were drawn from all occupations; they varied widely in earning capacity; their financial responsibilities were anything but equal. In addition they entered the service at different times, so that the extent to which they suffered through their withdrawal from civil life varied. The bonus bill ignores these differences. The only distinction it makes is between those who served overseas and those who served at home. This distinction is marked by a difference of twenty-five cents a day in the amount awarded—an obviously arbitrary sum.

The bonus bill will not stand examination upon either moral or economic grounds. Its strength at Washington is due to an entirely different consideration—its supposed value as a campaign argument. Each party is tempted to favor it lest the other party make political capital out of it. We have spent \$2,000,000,000 in relief, indemnity, and compensation to ex-service men, and we are gladly adding to this amount at the rate of \$500,000,000 a year. In what sordid contrast to this expenditure is the proposal to give everybody, rich and poor, skilled and unskilled, strong and weak, a few hundred dollars as "adjusted compensation"!

### France's Struggle for Reparations.

We are frequently reminded that ours is an imperfect world, and one of the most forceful of such chastening reflections lies in the present situation with respect to the French occupation of the Ruhr Valley. Poor France! Caught in a vortex of conflicting interests by the politicians and big business men of her late Allies and having her own share of these worthies in the bargain, she cleared her whirling head and planted her feet firmly in the Ruhr as a last and desperate effort to force a settle-

An individual executor has other things to do than settle your estate.

Our principal business is settling estates. When they come to us the details are apportioned to our different specialized departments and each automatically and properly attends to its share of the work.

**THE MICHIGAN TRUST COMPANY**  
GRAND RAPIDS

## 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.



Conservative  
Investments

### PURCHASING INCOME

WE purchase for our own account and offer to the public only the highest type of bonds obtainable in the market keeping in mind always absolute safety of principal. May we send you our list?

**CORRIGAN, HILLIKER & CORRIGAN**  
Investment Bankers and Brokers

Citizens 4480 GROUND FLOOR MICHIGAN TRUST BLDG. Bell Main 4900  
GRAND RAPIDS, MICHIGAN



ment which four years of diplomacy had failed to effect.

What has been the result? Industrially, the Ruhr is asleep, and England, faced with unemployment and labor unrest, sees her much desired German market go a-glimmering. A recent editorial in your pages sagely pointed out that imports into that district have almost ceased. It is difficult to see how this could be otherwise; the point is that France may well be excused for arresting for the moment the gratifying activity in the Ruhr, which both Germany and England found so comforting, knowing that by so doing she could, afforded a fair chance, compel the payment of the reparations she and her allies need and should have.

Much fault may be found with the political and economic structures of to-day. But nobody has yet offered a workable plan for their improvement, and in the expectation that the present scheme of things will hold for some time to come, is it not wiser to adopt a less ferocious attitude towards France? England's policy seems most short-sighted. For the sake of an immediate boom in her foreign trade she is risking the sympathy of a nation she can ill afford to lose. Germany, with no lack of money to apply where it will do the most good, is busily setting her industrial house in order. The Ruhr workmen, so far from being idle, are improving the physical condition of the mines and plants they will not operate. This dispute settled, Germany will be found ready to take her place among the producers and consumers with a vigor that will quickly prove the efficacy of her preparations.

England will be well advised to play a waiting game. To force France into other alliances will be to invite disaster to all Europe. To talk of French militarism and French dreams of European supremacy is easy. Harder to deny that she has been the champion of right; that she has brought to an end a situation in which the positive gainer has been Germany alone, and the ultimate loser no less surely England, and America, and all the others, than France.

W. P. Church.

#### Is the Worst Over in Germany?

The announced purpose of the new German government to enter upon a policy of "ruthless" taxation meets with the general approval of financiers on this side. Germany has reached the point where it must either do this or suffer an economic and political collapse. The mark has declined to such an extent that it no longer serves to finance purchases abroad or to meet the expenses of the Government at home. With taxes heavy enough to cover expenditures for domestic purposes, the printing presses can be stopped. It is not expected that they will be stopped abruptly. Prices will not cease rising the moment the new policy is put into operation, and for a time there may continue to be a "scarcity" of money in the financial centers. Along with the announcement concerning taxation, there comes a re-

port that Hugo Stinnes, after waxing rich on inflation, now favors the establishment of a stable currency. The adoption of a plan for paying wages in paper marks but on a gold-mark basis is also of much significance. In fact, with prices rising as much as 40 per cent. in a single week some system of stabilizing wages was imperative. Skilled workers now receive five or six millions of paper marks per day, but their total daily wage on a gold basis is less than what the average skilled worker in this country receives for an hour's labor. At the moment conditions look more hopeful for a turn for the better in Germany than they have in some time.

#### I Am Your Enemy.

I am the ruler of retail reverses.  
I am Lord High Potentate of Failure.

I am the reason for that downward slant on the profit curve.

I am the cause of all the silent sickness that stills the cash register bell.

I am the origin of dissatisfied customers and loss of trade.

I am the leaven of uncertainty in the midst of certain profits.

I am the element of chance that turns a winning business into a losing gamble.

I am the fountain head whence springs the majority of the dealer's trouble and worry.

I am the key to the problem why more than 15,000 retailers fail each year.

I am the why and the wherefore, the direct and proximate cause, the germ and genesis of unsuccessful merchandising.

I am the Sticker, the Shelf-Lounger, the Leftover, the nameless child of an unknown father.

I am the unadvertised product!

## BUY SAFE BONDS



ESTABLISHED 1863

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

Buy Safe Bonds  
from

The Old National



## The Welcome Sign Is Always Out

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54,000 SATISFIED CUSTOMERS

RESOURCES OVER  
\$18,000,000

GRAND RAPIDS SAVINGS BANK

THE BANK WHERE YOU FEEL AT HOME

## Fourth National Bank GRAND RAPIDS MICHIGAN

United States Depository

Capital \$300,000

Surplus \$300,000

3% interest paid on Savings Deposits, payable semi-annually.

3½% interest paid on Certificates of Deposit if left one year.



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A RELIABLE FIRM TO EXECUTE YOUR ORDERS IN  
BONDS AND STOCKS

Howe, Snow & Bertles

(Incorporated)

Fourth Floor Grand Rapids Savings Bldg.  
GRAND RAPIDS, MICHIGAN



135-141 Monroe St.  
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GRAND RAPIDS, MICH.



#### 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



### Insurance Rates Confuse the Issue.

The superintendent of water works in a city of about 20,000 writes: We fully appreciate when making a fire connection that very little water, if any, will be used, however, this service is "demand service" and while the company may not actually furnish water yet the maintenance of its pumping plant distribution system and organization is necessary in order that this service might be furnished the consumer at any period during the day, month or year. The basis for this charge is the same as insurance. A manufacturer may pay his premium on his insurance from year to year and have no fire, yet he is paying this charge for protection. By installation of the sprinkler system the manufacturer materially reduces his insurance rate by the protection furnished by the Water Company, a nominal charge therefore is only fair and legitimate.

These questions may well be asked:

Is the "demand service" for a sprinkler system to put out fire any more deserving of a special charge than the demand service for extinguishing fire on the premises of the property owner without sprinkler installation? Why discriminate?

Does the water company "furnish protection" to the owner of a sprinkler system any more than it furnishes protection to the citizens who do not have sprinkler systems? Why not charge them a special fee for such protection?

Has the fact of insurance rate reduction anything whatever to do with the matter of determining whether the water company should make an extra charge for serving a sprinkler system? Why not make a charge on all manufacturers or users of water based upon the basis of "benefits received" if the sprinkler charge is correctly based on this basis?

A water company brings its water to the curb in all cities for the protection of all property owners. If a property owner decides to take his fire protection water in a form and under a plan which actually benefits the water company and at the same time adds greatly to the safety of the community, why should he be penalized? From the standpoint of the water company, it would appear that the special charges should be made upon those who use the most water in the event of fire.

### Hot Water Bottle and Lunch Box.

A solid, white metal hot water bottle has just been put on the market by a novelty house, the first one, it is claimed, ever offered at a popular price. It is guaranteed rust-proof and warranted not to leak. It has a capacity of one quart, and is covered with a flannelette bag. The price is \$8.75 a dozen, and it is designed to retail at around \$1. The same manufacturer is showing a school lunch box at \$12 a dozen, of enameled tin to imitate grain leather with a pint vacuum bottle and removable tin containers for sandwiches, etc.

Journalists seem more disturbed by the literary style of various Presidents in saying things than by what they say.

### The Brogue is Still In. --

Despite the prediction that the brogue type of footwear for men would pass out in favor of lighter shoes, analysis of the sales made for the present season by one of the best known fine shoe houses in the country shows that they are just as strongly in favor with both buyers and consumers as they ever were. Leaving out styles designed primarily for evening wear, it was found that at least 80 per cent. of the business had been taken either on brogues or on some variation of the brogue idea. Another feature was the large proportion of tan shoes sold in this style. While it is a little early yet to say just what they will do for Spring, the indications are that brogues will continue to show up strongly in the business placed.

### A Great Fault.

"Do it to-day" is a good slogan but here is a better one: "It Was Done Yesterday."

You cannot put over what you put off. Delay weakens your determination, postponement will push away your achievement.

The moment you think of the necessary thing to do, either do it at once, or plan to do the thing at the very first opportunity.

By doing a thing immediately you increase your value to yourself and to others.

Get things out of your way. The accumulation of postponed duties is, without doubt, one of the greatest human handicaps.

### SAFETY

### SAVING

### SERVICE

## CLASS MUTUAL INSURANCE AGENCY

"The Agency of Personal Service"

C. N. BRISTOL, A. T. MONSON, H. G. BUNDY.  
FREMONT, MICHIGAN

### THE HARDWARE AND IMPLEMENT MUTUALS

DIVIDE THEIR RISKS INTO THREE CLASSES

CLASS A—HARDWARE AND IMPLEMENT STORES, DIVIDEND 50% to 55%  
CLASS B—GARAGES, FURNITURE AND DRUG STORES, DIVIDEND 40%  
CLASS C—GENERAL STORES AND OTHER MERCANTILE RISKS, 30%

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

If interested, write for further particulars.

## The Michigan Retail Dry Goods Association

advises its members to place their  
fire insurance with the

### GRAND RAPIDS MERCHANTS MUTUAL FIRE INSURANCE COMPANY

and save 30% on their premiums.

Other merchants equally welcome.

319-20 Houseman Bldg.

Grand Rapids, Mich.

No Smoker  
Can Be  
Satisfied  
Before  
He Has  
Smoked  
A

Charles  
the  
Eighth  
10c

A Cigar  
Of Real  
Merit

All Live  
Dealers  
Sell Them  
Mfd. By



Make  
This  
Cigar  
The  
Next One

Citz. Phone  
22905  
Bell, M 1821

Vanden Berge Cigar Co.

GRAND RAPIDS, MICH.

## What is A Living Trust?

**A**N arrangement by which money and property may be placed in trust with this Company, at any time, for the benefit of yourself or others, is known as a living trust.

This form of trust has many advantages. When made for your own benefit, it enables you to free yourself of investment cares.

When made for the benefit of your wife, your children, or others, it enables you to set funds aside in their name. They receive the income, and you are relieved of personal attention to the financial details involved.

If the trust for the benefit of another is made irrevocable, it cannot ordinarily be affected by anything that may happen to your personal fortune. Thus you are enabled to set up an entirely independent fund for the financial protection of your wife or other beneficiaries.

Our trust officers will be glad to discuss a living trust with you, as it may meet your special needs. Our booklet, "Safeguarding Your Family's Future," will give you some interesting information on the subject.

## GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.

Ottawa at Fountain

Both Phones 4391



### How a Woman Likes to be Waited On.

We hear a great deal about the "psychology of selling" and about "woman psychology," whatever these two terms may mean. I don't know and I don't believe anybody does.

But I buy things just the same. I have to go into stores. And in connection with the treatment I receive when I go into such places I have very, very definite ideas. I am going to tell about some of them.

In the first place, I like to be noticed. I like to feel that my presence is well worth a nod or a congenial "How do you do." Why should a clerk wait until he gets around to serving me before he acknowledges my presence? I am there. I want that fact recognized.

But if a "How do you do" is forthcoming I want to feel that it isn't of the "duty" variety. On the other hand, I do not want it to be a flip greeting. What I like and what I actually look for when I enter a drug store is a cheery "Good morning"; one that is brimful of heartfelt welcome.

A straight-from-the-shoulder smile and nod go a long way toward putting me in a buying mood. A "I'll be right with you, Mrs. Smith;" anything, in fact, so long as I'm noticed.

I detest standing around any length of time before being waited on. I realize, of course, that it is out of the question always to be served immediately on entering the store, but unnecessary delay is extremely provoking. When it comes to standing around for four or five minutes while Mr. Clerk relates his experiences of the night before to Mr. or Miss Chum, I object. Decidedly. And I have a good memory.

When I ask for an article under a general name I like to be shown a variety of makes. I don't like a clerk to serve me who hesitates to show an assortment. I prefer a talkative clerk; I like to know what the contents are in the cough medicine. I want to know how large a dose should be given. Of course I can read, but I like to be told, too. I expect to be told if the new make of powder is light, medium or heavy; if the knife will hold an edge; if a reduction is offered by taking a quantity; how long the article is guaranteed. In other words I want a clerk that will inform me.

Again, if I specify, I want that certain brand. I detest having the clerk beat around the bush or try the substitution game on me. If he hasn't got what I ask for I want him to tell me so. And after telling me that he doesn't carry that particular kind, or is temporarily out of it, then I am open to suggestions. His talk on other brands is in order then, but not until then.

I don't like to feel under obligation to buy after a clerk has shown me the different grades of an article, or after he has quoted me prices. Rather than impose I would go to some store where I was invited to inspect the stock—and that's what I do.

During the holidays I was "in the market," as the men say, for a razor strop. I didn't know the first thing about strops of any kind, so I decided to visit a couple of stores and compare prices and apparent quality before buying. But my plans fell through. The first drug store I visited got the sale, for the clerk pulled out a whole lot of them and proceeded to explain how to tell a good strop when I saw it. He told me to look over the assortment, and in the meantime he demonstrated one of the better grades. In contrast he showed me how differently his test worked on the cheaper article. Then he quoted me prices. The strop I was partial to was too expensive, but before I had time to express my desire to look around the other stores before buying he offered to wrap it up in a nice gift box for me.

I don't know whether I bought the gift box or the strop, but I bought.

I like a clerk to give suggestions. Especially is this true in stores not departmentalized. I have often had clerks get out of patience because I didn't tell them all of my wants when they were in a certain part of the store. They don't like to be chased back and forth, I realize, but what is a woman to do when she doesn't know the layout of the store? It isn't her fault that they keep things miles apart.

Perhaps above all else I dislike to have a young boy try to wait on me. I don't care in what department he may be stationed, that statement holds true. A short time ago I went into a drug store to get a thermos bottle. A lad about thirteen years old stepped up and asked me what I wanted. I told him I wanted a thermos bottle.

"Oh, them things. I know," he said. But he didn't know, couldn't be expected to know. They weren't marked, and when I finally saw one I rather liked and asked the price of it he ran over to the gentleman on the other side of the store with "Dad, how much's this?" In the meantime I saw a larger size that I preferred, and I asked the price, when he got back. "What's the damages on this, dad?" he yelled holding it up.

I didn't buy—not there.

I want some one to serve me who enjoys showing the stock, who will discuss the articles and help make selections. In other words the clerk that gets my patronage is one that arouses my interest and secures my confidence—that is the kind I like to have wait on me. And I go out of my way to find a clerk who will give me courtesy and treatment of that kind.

It is important, this matter of being waited on. It seems to me that if I were running a drug store I should give this phase of my business the thoughtful attention it deserves.

Flossie M. Stockford.

### In Sunny Tennessee.

Stranger, to little boy—"Say, son, where will this path take me?"

"It'll take you to Dad's still, but it won't bring you back."

## CHANDLER & VANDER MEY

### LOCAL INVESTMENT SECURITIES

707 Commercial Bank Bldg.

Citizens Phone 62425

Grand Rapids, Mich.

## Investigating & Adjustment Co

We Successfully Locate Debtors and Collect Past Due Accounts.

Special Reports Obtained.

Collections and Adjustments Made Everywhere

532½ and 33 Michigan Trust Bldg.  
Citizens 64647; Bell M. 111

## NATIONAL DETECTIVE BUREAU Investigators

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

Headquarters  
333-4-5 Houseman Bldg.

Phones  
Day, Citz. 68224 or Bell M. 800  
Nights, Citz. 32225 or 63081  
ALEXANDER MacDONALD  
STEPHEN G. EARDLEY

## F. A. SAWALL COMPANY

### Investment Securities

313-14-15 Murray Bldg.

Grand Rapids, Mich.

Citz. 62209

Bell M. 3596

## Michigan Shoe Dealers Mutual Fire Insurance Co.

Lansing, Michigan

### GENERAL MERCANTILE RISKS

Write

L. H. BAKER, Secy-Treas.

LANSING, MICH.

P. O. Box 549

## OUR FIRE INS. POLICIES ARE CONCURRENT

with any standard stock policies that you are buying.

The Net Cost is **30% Less**

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

WM. N. SENF, Secretary-Treas



### America as the Land of Opportunity.

Grandville, Sept. 4.—The United States of America, the land of opportunity!

Of all lands on the globe this Republic is the one greatest and best land for the advancement of civilization and the engrafting of new ideas in the hearts of the people.

Immigrants from every quarter of the globe come here to better their condition. The humblest wood cutter of Holland or Sweden, or in fact from any country in Europe, not excepting the Turk, has his chance to get to the front, politically. No bars are put up against entering any sphere of life save the single office of President, and this is open for the son or daughter of immigrant parents.

It is right here in the United States that man has his supremest liberty to make of himself whatever he chooses.

With all this liberty of thought and action, there are those who plot the destruction of the Government and work in every conceivable way to poison the minds of people against our free institutions.

It is such scheming as this that will undermine the Republic if it is ever brought to the fate of Rome and other fallen nations of the East.

Abraham Lincoln, the son of poor but honest parents, attained the Presidency, and he had scarcely seen the inside of a schoolhouse. He was certainly as low down in the scale of worldly possessions as anybody can get, yet he reached the highest position in the gift of any people. Is not this encouraging for the poorest child in the land?

Grant was of Scotch descent, therefore the Scottish people had a representative in the White House. Roosevelt and VanBuren descended from the Dutch, so that Holland was almost directly connected with the occupant of the White House.

There is alone the Presidency that any immigrant may not aspire to reach, this for obvious reasons, and yet the son or daughter of the immigrant born on our soil is eligible to fill that position.

Where in the world under the shining sun are such conditions as here in America, in the land of Washington? With all these glorious opportunities spread before him, should not the heart of the poor immigrant from any land swell with joy and pride that such a land of opportunity is open to him and his?

There are those of foreign lands, coming here to found homes and make of themselves citizens of the United States, who are as determined to keep the stars and stripes in the sky as any native born. To these all honor and praise. But to the sneaking socialist who sees nothing to commend in the Government which gives him protection, and in every manner seeks to undermine and destroy, we should have only the utmost contempt, and when his guilty soul seeks to annul the Constitution of our country, the halter should be his portion.

There are no bonds put upon the limbs of any individual not a criminal. The son of the blacksmith, the farmer, the mechanic, the lowest in the scale of any occupation, has the right to aspire, and nobody can deny his right to seek and obtain the Presidency. Then why so much of propaganda? So much of discontent and fault-finding?

Individual liberty was never so little interfered with as in this land of the free, and nowhere under the shadow of the flag has the poor man such a chance to make good.

Whom have we for President today?

A farmer and the son of a farmer. Let the disgruntled tiller of the soil take note of this and govern himself accordingly. Individual liberty, not class domination, is the watchword for America, and we believe Calvin Coolidge stands four square to the

winds that blow and will render an account for which his friends and the American people as a whole will be proud.

There is no distinction here between the workingman and the millionaire. There is no aristocracy in the United States save only the aristocracy of brains, all of which we submit is as it should be. Brains, not money, leads the way in American advancement to the highest honors in the gift of the people.

Such a Government as ours, with a Constitution which acts as a check to sovietism and unhallowed socialism, is the best possible Government yet conceived among men.

One would suppose that in a Government like ours, in which every man is on an equality with his neighbor, there would be no discontent, no appeals to passion and prejudice. Such is not wholly true, however. Sometimes we are led to think that too much of a good thing leads to disaster.

For the last few years crime has run rampant and the punishment has not been as effective as it should be.

A few years ago the Mollie McGuire enacted a reign of terror in the mining districts of Pennsylvania. After a time this terrorism became so intolerable the people resolved to squelch that murdering gang, which they did in a most effectual manner. Many of that villanous gang were arrested, duly tried, convicted and hanged. The effect was salutary. Murders ceased and, although many years have passed, no such evil doings have again come to the front. Prompt and effacious punishment is the remedy for all criminal conditions. The failure of justice at Herrin, Illinois, is a blot on the escutcheon of one of the fairest commonwealths of the American Union.

America, the land of opportunity. May it ever be thus! Old Timer.

### Sweeping Compound and Preventable Fires.

Mr. Merchant, watch the sweeping compound after it has been used on your premises. Too frequently the porter or others get the habit of sweeping this compound and the floor sweepings, which often includes matches, cigarette and cigar stubs, waste paper and other inflammable material, into a corner or basement unnoticed by you, and may cause a fire at any time. Sometimes spontaneous combustion does the work in this kind of accumulation; we have in mind at this time two fires originating from that very cause, one entailing a loss of \$65,000. "A stitch in time" is old advice, but none the less valuable in cases like this. Save your "nine" by insisting that this practice, if indulged in at all on your premises, be discontinued at once. "Just swept there for the time being because he did not have time to pick it up" is an excuse for its existence often given. Better take time while it is possible, keeping in mind the fact that fire and destruction wait no man's time. They take their own, and that is often at the least opportunity temporarily given. At no time, under no circumstances, should a fire hazard be tolerated if you would be on the side of safety and conservation.

If it is hard for you to write your newspaper advertisements, see whether you have an employe who may like that kind of work and be glad to try a hand at it.

CITIZENS 4267

BELL, MAIN 2435

## A. E. KUSTERER & Co.

### INVESTMENT SECURITIES

GOVERNMENT, MUNICIPAL,  
PUBLIC UTILITY, RAILROAD,  
CORPORATION BONDS

817-821 MICHIGAN TRUST BUILDING

GRAND RAPIDS

## Fenton Davis & Boyle

BONDS EXCLUSIVELY

G. R. NAT. BANK BLDG.

GRAND RAPIDS

Detroit

Chicago First National Bank Bldg. Telephones { Citizens 4212 Main 656 } Congress Building

## The Mill Mutuals

### AGENCY

### Lansing, Michigan

Representing Your Home Company,

## The Michigan Millers Mutual Fire Insurance Co.

And 22 Associated Mutual Companies.

**\$20,000,000.00 Assets**

**Is Saving 25% or More**

**Insures All Classes of Property**

ROBERT HENKEL, Pres.

A. D. BAKER, Sec.-Treas.

### CITIZENS TELEPHONE STOCKHOLDERS

Should investigate the investment features of the Grand Rapids Mutual Building and Loan Association. Its Five Millions of Assets are secured by first mortgages on improved Grand Rapids real estate. Its certificates pay the highest return consistent with safety and are withdrawable upon demand.

Over Kresge's in the Widdicomb Building.

Multigraphing, Addressing, Form Letters, Mailing Lists

## WATKINS LETTER SHOP

Citz. 64989

112 Pearl St., N. W.

Bell M. 1433

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



# What the Industry is doing to help You sell Underwear

- I.** Advertisements specially planned and designed to put people in a proper buying mood—to make them want to buy fall underwear in late September and early October, are being inserted in a large list of general MAGAZINES and FARM PAPERS.

And local NEWSPAPERS will carry advertisements sending men and women to your store in October. The combined circulation of this September and October Advertising is well over thirty-six million. YOUR Patrons cannot possibly miss it.

- II.** Thirty thousand Retailers will, during September, receive an unusual display card ("BOZO—His actions speak louder than words")—to be displayed at once and for just one purpose—to make every passerby ask himself the question—"Am I wearing the style, weight and type of underwear best suited to this season of the year, my personal vocation and my personal health?"

- III.** This "BOZO" Card and other special display material will be delivered in person by representatives of the Association to 15,000 retailers—the other 15,000 will be delivered to the trade by wholesalers and manufacturers, or will be sent direct, if requested, from the Association.

- IV.** With this display material you will receive a copy of the Association's portfolio describing in detail our plans to—

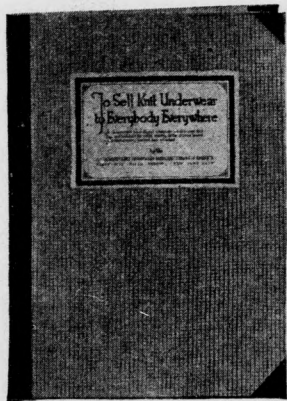
## Sell Knit Underwear to Everybody Everywhere

This portfolio contains many valuable ideas that will help you sell more underwear during the year and particularly during

**NATIONAL KNIT UNDERWEAR WEEK**  
October 8—13

You will get results—increase sales—if you make window and counter displays and use space in your local papers that week to tell about your own lines of underwear—if, in other words, you "tie up" with the MILLION DOLLARS that will be spent this fall by individual Manufacturers and by the Association to sell KNIT UNDERWEAR to every man, woman and child in the United States.

A copy of this Portfolio will be sent FREE on request. Address Byron G. Moon, Advertising Director, 65 Fifth Avenue, New York, N. Y.



**ASSOCIATED KNIT UNDERWEAR MANUFACTURERS OF AMERICA**  
65 Fifth Avenue, New York, N. Y.  
An Association of Knit Underwear Manufacturers representing 75 per cent of the output of Knit Underwear in the United States





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.

#### Brushed Coats Going Well.

If the last week in the knitted outerwear field has done anything, it has been to emphasize the demand for women's brushed sweater coats for Fall delivery. Just as the sleeveless golf jacket swept all before it during the Spring and Summer, the brushed coat, also with plain back and fancy front, but with sleeves, is dominating Fall business. Manufacturers are already having difficulty in meeting demands made on them for these garments, especially for those of a camel's hair color, and in several instances they cannot make deliveries under several weeks. The most popular coats are those made of worsted yarns, although the higher priced ones, in which worsted and fiber silk yarns are combined, are also doing well.

#### Business in Toilet Brushes.

Business in toilet brushes has taken a spurt in the last thirty days and indications are good for a brisk holiday trade. A child's toothbrush, with a tiny celluloid doll attached to the end, is a big seller, and the orders for holiday sets in ebony and imitation ivory and shell have been about double last year's. Salesmen have been out about two weeks, and orders for staples, too, are well above previous seasons. Medium priced goods lead, with cost at present unchanged, though there are indications of a slight advance. Certain raw materials are scarce, notably black bristles and the better grades of long white bristles, which it is said are almost unobtainable. In the metropolitan district, it is said, business in all lines is very poor.

#### Good Demand for Games.

Trade in games is on the increase. Among them is the sale of Mah Jong sets. A wide variety of these is shown by one importer, retailing at from \$15 up. He says the total importations of these articles in 1922 amounted to only \$30,000, while the figure for 1923 is already a million and a half. Factories have been started all over China, he says, and indications are that the demand in England will in a short time rival that of this country. Bridge and pinochle sets, too, are said to be in great demand.

If a man sits down in an easy chair and waits for the automobile of success to come along he will never get there.

#### Good Gem Season Ahead.

The market for precious stones shows little activity at the moment, so far as selling is concerned, but considerable preparations are going on for an active business in the near future. Just when it will begin is problematical, but the general indications are that no real demand for the more expensive gems can be looked for much before the middle of October. Income tax payments around the middle of September, coupled with the fact that most of the important consumers of precious stones remain out of the city during September, were cited as reasons why this business will start later than is expected in other lines. In the colored gems there are indications of rubies returning to favor, and it is understood that a quiet search for fine stones is now being carried on by prominent factors in the trade.

#### Good Sales of Caps.

Good sales throughout the Summer and indications of a big Fall business are reported by a large manufacturer of men's caps. The cap is being worn to a greater extent than ever, except in the large cities, and even there it is gaining slowly in popularity. The preferred colors are uniformly in the lighter shades of gray, fawn, taupe, etc., and practically all are made with the one-piece top. Shapes are generous in size and in the better grades satin linings in brilliant hues are used.

It is my personal belief that a solution to this one outstanding future problem of the wholesale grocer is the establishment of a central office to make purchases from some or all nationally advertising manufacturers for all wholesale grocers in a State or section of a State. This plan is followed in Philadelphia to-day through the Wholesale Grocers' Sales Company of Philadelphia, and, as I understand, by the Indianapolis Distributing Company.

I believe such an organization could be established that would be both legally and morally right and run throughout any period of time on the same basis. We suggest the solution; we may be wrong. However, we all know that with sugar sold at or near cost; cereals, soaps, tobacco and many other items carrying a gross margin of 5 per cent. or even less, the jobber cannot even hope to make a living wage, for these items probably make up more than one-third of his sales.

Fred R. Pitcher.

Sec'y. Indiana Wholesale Grocers' Association.

Detroit—The Detroit Retail Grocers' association announces its Detroit Pure Food and Household Exposition, which will be held in the auditorium of the General Motors building from Oct. 26 to Nov. 3. The grocers are enthusiastically supporting the show, and expect to have a large attendance. Nearly fifty display booths have already been contracted for by various manufacturers and wholesalers.

Royal Oak—R. Bowden, dry goods merchant, is preparing to vacate his present location on Washington avenue, after eight years there. He will eventually locate in another location nearer Main street.

Brown City—Fire recently totally destroyed all buildings and equipment of the Eureka Milling and Elevator Co. here. Loss \$60,000; insurance \$35,000.

#### Window Display Advertising.

"Waiter," growled a customer, "I should like to know the meaning of this! Yesterday I was served a portion of pudding twice the size of this."

"Indeed, sir!" replied the waiter "Where did you sit?"

"By the window," answered the customer.

"Oh, that explains it!" said the waiter. "We always give the people at the window a large helping. It's a good advertisement!"

Nothing is more pitiable than the man who has lost his own self-respect while gambling to buy the respect of others.

#### Remarkable Turnover.

"Profits in my business depend entirely upon a rapid turnover," remarked a merchant in a hotel lobby the other day.

"It's the same in my business," said an athletic looking man who overheard the merchant.

"What line are you in," asked the merchant.

"I'm a trapeze artist with Coop & Lent's circus."

#### Changing the Basis.

"Mr. Grocer," said a customer, "how is it that you have not called on me for my account?"

"Oh, I never ask a gentleman for money."

"Indeed! How, then, do you get on if he doesn't pay?"

"Why," replied the groceryman, hesitating, "after a certain time I conclude he is not a gentleman, and then I ask him."

#### The Successful Serenader.

"I want a banjo."

"Here is one with a fine tone. Try it."

"I don't care about the tone. I don't play."

"Oh, it's for a friend, is it?"

"Nope, for me."

"But what do you do with it?"

"I take it under my girl's window and tell her if she doesn't open the window I'll play the durned thing!"

The commonplace daisy is made immortal by the poet and in return the poet is made immortal by the commonplace daisy.

## Helping Both of Us

We could both handle probably 50 per cent. more business with little extra expense. Most Retailers buy from several wholesalers until a reason of consequence prompts him to buy mostly from one. **We believe we have found the way whereby we can each do 50 per cent. more business and why you should concentrate your buying with us.**

Our stock is complete and freight costs less because we are so close.

Most merchants advertise or should. Many are subscribers to several advertising services. We have helped put on sales for our customers and have realized that if all our customers tried, they could increase their business and ours too.

Realizing your desire to constantly have something entirely new and different, we have entered into a contract arrangement with the largest advertising agency in the U. S.; one whose publications are read by most retailers, whereby they will prepare for our use exclusively a **MONTHLY ADVERTISING SERVICE**, so as to give our retailers, the newest and most successful sales plans being used by successful merchants over the country.

This Service represents the best in the way of **Plans, Layouts, Illustrations, Catchy Headlines, and strong advertising copy.** Most display advertising is weakened by its sameness, but **this service is different.** All display ads are cut from 140 of the leading city newspapers and then a staff of experts select from this mass of material what they regard as the best. Each monthly issue is ready a month in advance and is brimming full of new ways of telling the public what you want them to know.

This Service sells at \$90 a year but by contracting for a large number of copies, we are able to let you have it for \$25 a year. The cuts and mats are priced in the Service so you can get them at nominal cost.

We will give the October Service gratis so you can try it first at our expense, and we are sure that you will want it continually thereafter. Just drop us a line and we will forward it immediately.

We handle this Service at cost as our purpose is to increase the business of our customers and thereby, our own.

## GRAND RAPIDS DRY GOODS CO.

WHERE SERVICE COUNTS



**ENGLISH CREDIT PRACTICE.**

One of our readers gives us the benefit of his observations during a recent visit to England:

From the brief investigation that I was able to make, I think you are right—in England the law protects the creditor instead of the debtor, as with us.

The audit by certified accountants occupies an important place—the Government requiring an audit for tax purposes and the same one is used for credit. The auditor must be a member of an institute which is very jealous of its standing and would discipline or expel a member found to be careless or doing wrong.

The banks place a great deal of weight upon the auditor's report, always requiring this based on latest statement, when credit is asked. Besides this, they check up by asking opinions of two or three bankers who are familiar with the concern, and also get a confidential report from a bankers' agency—Seyd & Co., Ltd., 38 Lombard street, London. (They furnish reports and rating books only to subscribing bankers.)

It is extremely difficult for one who has failed, under doubtful circumstances, to obtain credit afterwards—much more difficult than in the United States, I imagine.

Everything pertaining to banking and business is done with a carefulness and thoroughness that is unknown with us and the granting of credits is part of the whole program of carefulness. I suppose one reason is that profits are smaller than with us, beside the fact that it is an older and more conservative community. As examples of their caution, every banker paying out Bank of England notes (i. e., all notes of £5 or over in amount) must list the serial numbers of the notes in a book. A customer presenting a note for £5 or up, in making a purchase, is often asked to place his name and address on the note. A check cannot be endorsed over to a third party, by party in whose favor it is drawn.

**The Real Salesman.**

Has a steady eye, a steady tongue and steady habits.

He understands men and can make himself understood by men.

He turns up with a smile and still smiles if he is turned down.

He strives to outthink the buyer rather than to outtalk him.

He is silent when he has nothing to say and silent when the prospect has something to say.

He takes a firm interest in his firm's interest.

He knows that he is looking out for his own interests by looking out for his prospect's interests.

He keeps his word, his temper and his friends.

He wins respect by being respectable and respectful.

He can be courteous in the face of discourtesy.

He has self-confidence but does not show it.

He laughs at a little run of bad luck, and sees to it that he never has another through his own fault.

He knows that he can not expect to sell every prospect, but that he

can come very near to selling everyone.

He has no habit that can possibly make his presence at all offensive to the most particular prospect.

He avoids discussion of the merits of a competitor, politics or religion.

He is a thorough gentleman—first, last, and all the time.

**Hats for Early Fall.**

The gloss of satin and the depth of velvet, together with the dullness of crepes and velours will be the high lights of the materials of the new season, according to the current bulletin of the Retail Millinery Association of America. Velours have supplanted felt in some measure, except in black, and the softness of

the former is a thing in their favor for present developments of the hand-blocked modes. The bulletin goes on:

"Slipper satin is just beginning to appear—a bit early, but as it pastes to the other side of velvet and alternates in sections with the initial presentation of hatters' plush it is a welcome factor that is both rich and 'dressy.' Duvequ is not nearly so active, except in the popular-priced lines. It is more of a late Summer item than for early Fall, however, and the buyer is now looking for merchandise for that period.

"Metallic lace will show up well, due to the vogue of embossed brocades of gold and silver, for the touch of metal that crept into mid-summer hats has developed into a

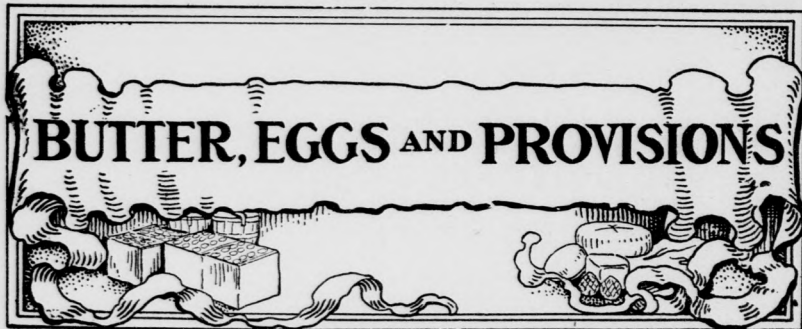
real revival of last year's metallic season. Long nap hatters' plush and panne velvet, the standard millinery fabrics for Winter wear, are again to the fore in presenting the new Parisian line and trimming for the crowning glories of Fall, 1923.

"Wide supple velvet ribbons make the entire hat many times over, and the supple chiffon does well for the draped parts of hats that boast a fabric combination in matching shade, rather than in diverse colors. Chenille cloths and bands, alternating with tinsel strands, make another novelty that the quantity converters have taken to. Hatters' plush, combined with velours, makes the sport hat of the day, but the newer chapeaux of this type are to be developed in Chinese embroideries."

Only as our  
candies excel for  
the price asked  
do we hope to ob-  
tain your interest  
and merit your con-  
tinued patronage

**A. R. WALKER CANDY  
CORPORATION**  
MUSKEGON MICHIGAN





#### Wheat Growers' Compensation.

And now a scheme is on foot to give the wheat growers a bonus. It does not amount to much compared with the proposed bonus for ex-service men. All that is asked for the wheat growers is a paltry \$51,000,000, whereas the ex-service men demand a hundred times as much. Perhaps the wheat belt politicians assume that if the Treasury can stand a raid like that it won't mind doling out an extra 1 per cent. in the form of "adjusted compensation" to the wheat growers. For strange to say, the wheat growers' bonus is also sugar coated by being described as a form of "adjusted compensation." Here is the way it is done. The United States Grain Corporation handled wheat in the war period after the Government had fixed the price, and when it wound up its work its books showed a profit of some \$51,000,000. Now, it is claimed, this was made at the expense of the farmers and they are therefore entitled to a rebate.

The assumption that the farmers would have pocketed this \$51,000,000 if the grain corporation had not done so is just an assumption and nothing else. The corporation was a great central marketing agency which bought and sold wheat both here and abroad, and there is nothing to indicate that this \$51,000,000 which it showed above expenses would have gone into the farmers' pockets if the Government had not exercised its wartime control over wheat. If what the farmers' political saviors say is true, all this and more, too, would have gone into the pockets of the "middlemen" if there had been no Government intervention.

#### Township is the Correct Unit.

Failure of the Fond du Lac County Board in Wisconsin to ratify an agreement presented to it by the Fond du Lac city government providing for joint purchase of a county fire truck, on the ground that such a truck could protect only a limited portion of the rural territory in the county, emphasizes the fact that as a rule, the county is too large a unit for a single piece of fire apparatus to cover. The township is the natural political unit for furnishing rural apparatus protection. Particularly in the east and frequently in all other parts of the country, each township will contain at least one small town. A sensible procedure would be for the township and the small town to unite forces for the purchase of a small triple combination so that both the rural district

and the town itself might have better fire protection than if each proceeded separately. States which have legislation directly dealing with the subject of rural fire protection have recognized this fact and have authorized townships to purchase and maintain fire apparatus.

It would not be surprising if this whole subject of rural fire protection should get into legislative sessions before another year has gone by. Cities and towns over the country are making agreements for suburban or rural fire protection at a constantly increasing rate. Nearly every month, reports of such action on the part of several municipalities and towns comes to the attention of Fire Protection. Sometimes there is a lack of harmony between the city and the rural district with a consequent failure to arrive at a satisfactory agreement. Many of these difficulties could be obviated if the states were to adopt legislation making it possible for townships to act legally in uniting with municipalities or towns in the purchase and maintenance of protective devices.

#### An Expensive Dog.

A doctor in Grand Rapids recently lost a full-blooded Airedale terrier, and the question of the compensation to be given to the finder, if the dog were returned, was under discussion between the doctor and a friend.

"It will be a heavy reward to pay," said the doctor.

"No doubt," said the friend.

"About fifty dollars," sorrowfully murmured the medico.

"Most likely," said the friend.

"I wish the dog had stayed at home," resumed the doctor.

"It would have been less expensive."

"He was a rare and handsome animal."

"Nothing like him in the city."

"Pedigree and style considered, worth fully \$200," said the doctor.

"And the finder will be aware of that, too," cried the friend.

"Afraid so," huskily whispered the doctor.

"Better have your check ready for sixty dollars," added the friend. "The dog is sure to be returned."

"Hate to have to do it," said the doctor, "but a \$200 dog is worth it, I suppose."

Just then the butler appeared with a note for the doctor. It read as follows:

"Will doc please give me fifty cents for returning his Yeller dorg? I hate to ask so much but I had to feed it for too days."

Don't use your heart for a cash register.

## ASK FOR KENT CLUB GINGER ALE

Quality Product

LEWELLYN & CO.

Exclusive Distributors

GRAND RAPIDS

## BLUE GRASS

Superior  
Quality.

Always  
Reliable.



Appeals  
to the  
Particular  
Housewife

REPLENISH  
YOUR STOCK  
NOW



BE PREPARED  
FOR THE FALL  
DEMAND

## KENT STORAGE COMPANY

GRAND RAPIDS - LANSING - BATTLE CREEK

Wholesale Grocers  
General Warehousing and Distributing

## 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.



### Cause for Spoilage in Canned Lobsters.

In the July issue of the American Food Journal, Dr. E. G. Hood, of McDonald College, McGill University, Montreal, is quoted in a recent report as to his investigations into the causes for blackening of canned lobster and—in view of the trouble which jobbers and retailers encounter from this cause, also the large amount involved in canned lobster—his general conclusions are worth reprinting. The pack investigated was that of 1921 and 1922 at North Rustico and Borden, Prince Edwards Island.

Throughout the investigation some 4,000 cans of lobster were packed and examined, sufficient to permit of an examination of a number of cans every month for a year and a half after the cans were packed. As results of the monthly inspections involve considerable detail, a summary of the various experiments are stated, as follows:

1. All theories advanced by lobster packers as to the cause of discoloration, blackening and smut have been investigated by experimental methods.

2. The results of experiments have led to certain definite results as to the causes and prevention of discoloration.

3. The use of heavy tin plate does not prevent discoloration but may delay it.

4. A good quality of tin plate is necessary for lobster cans—at least two and one-half pounds of tin to the box of plate.

5. The best packs investigated have been put up in the so-called "sanitary" can, with paper or rubber composition gasket.

6. The enamel or lacquered can shows no improvement over a good quality sanitary can with a parchment lining.

7. Tight seams are necessary with lobster cans to avoid entrance of air and consequent formation of rust, followed by blackening.

8. Flux, resin, or soldering preparations have no appreciable effect on discoloration.

9. Parchment linings with a good quality of tin plate are better than enamel cans, improving the general appearance and quality of the lobster.

10. Canning of dead lobster produces typical discoloration.

11. Delayed meat, whether in the shell or out on the table or in the cans, increases the amount of discoloration.

12. In warm weather delay in handling of meat invariably results in blackening.

13. Where lobster blood is not carefully washed from the meat blue black discoloration follows the pack.

14. Leg and arm meat discolor more readily than claw and tail meat.

15. Discoloration is not influenced by the percentage of salt or fresh water pickle.

16. More pickle aids in sterilization, about a half more than is used at present.

17. In closing cans, a top with paper or rubber composition gasket is better than a top with a raw edge.

18. Cans defective in manufacture will result in a complete loss of product.

19. Sterilization by two to four hours' boiling at 212 degrees F. is not sufficient to kill all bacteria that may be present, consequently a large portion of boiled cans shows discoloration caused by the growth of bacteria. Some bacteria found in sea water, lobster, etc., are killed only by nine hours' continuous boiling.

20. The amount of discoloration in the meat and cans of fall pack lobster is much less than that of the spring pack.

21. Discoloration, blackening or smut is of two kinds—chemical and bacterial.

22. In processed lobster, chemical discoloration accounts for 85 to 90 per cent. of affected cans.

23. In boiled lobster chemical discoloration accounts for about 75 per cent. of affected cans.

24. Sea water or well water from near shore or from unsanitary surroundings will cause trouble to the canner.

25. Unsanitary conditions in and around the factory, dirty floors, tables and utensils, result in increased numbers of bacteria, which get into the meat or cans and cause discoloration or other troubles, resulting in a poor product and lower value.

26. Cleanliness of employees, especially of those handling meat, is necessary for the same reason as in 25. Caps for confining the hair, clean aprons, clean hands and nails and clean habits are absolutely necessary in a factory dealing with human food.

27. By the use of acid pickle, chemical discoloration may be eliminated so that the lobster meat can be marketed as first quality lobster.

28. Different types of containers have been tested—glass, zinc tops, etc. Glass is impracticable for small factories. The zinc top has merits, and experiments concerning its use are in progress.

There is in your store one man who can trim the windows better than any of the rest. Is he the man who is doing that work?

## Prompt Service Reasonable Prices Courteous Treatment

These three features, combined with a complete stock of the highest quality fruits and vegetables, are the reasons "we guarantee satisfaction—always."

### THE VINKEMULDER COMPANY

The Oldest Produce Firm Serving the Community

Grand Rapids, Michigan

### Watson-Higgins Milling Co.

GRAND RAPIDS, MICH.

#### NEW PERFECTION

The best all purpose flour.

#### RED ARROW

The best bread flour.

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

Western Michigan's Largest Feed Distributors.

You Make

Satisfied Customers

when you sell

**"SUNSHINE"**  
FLOUR

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

Genuine Buckwheat Flour  
Graham and Corn Meal

**J. F. Eesley Milling Co.**

The Sunshine Mills

PLAINWELL, MICHIGAN

### THE TOLEDO PLATE & WINDOW GLASS COMPANY

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

All kinds of Glass for Building Purposes

501-511 IONIA AVE., S. W.

GRAND RAPIDS, MICHIGAN

# FLOUR

## Sharing with Consumers

Bread is "dirt cheap" in America—the cheapest of all foods. Yet some municipal authorities and other reformers are urging a further cheapening of the price of this food. Steps to share with consumers in the lower price of flour should not be taken along cheapening lines. The thing to do is to encourage bakers to purchase better flour and bake better bread.

All America, including consumers and wheat growers, would profit from nation-wide buying of high quality flour at quality prices by every baker of bread.

**Buy Fanchon---Red Star**

**JUDSON GROCER COMPANY**

DISTRIBUTORS

GRAND RAPIDS,

MICHIGAN

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

**ABE SCHEFMAN & CO.**

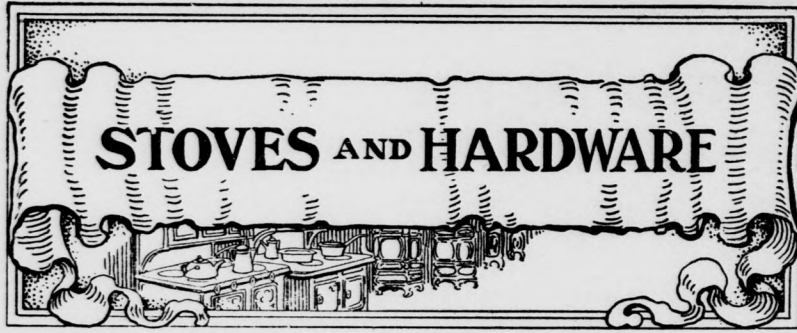
**Wholesale Fruits and Vegetables**

22-24-26 Ottawa Ave.

Grand Rapids, Mich.

**WHEN YOU THINK OF FRUIT—THINK OF ABE.**





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

#### Suggestions in Regard to Stove Salesmanship.

Written for the Tradesman.

Salesmanship is an essential part of store service. Not merely does the store where there are real salesmen dispose of more goods but the attention necessarily devoted to the buying public adds immensely to the prestige of the establishment. Even the customer who would purchase from a mere "order-taker" is pleased to have a real salesman attend to his needs.

The hardware salesman will find it good business to prepare beforehand a selling talk on stoves. At least, he should give some forethought to how he will present the merits of his goods or deal with different classes of customers.

This does not mean that he should hand out a cut-and-dried talk to every prospect who comes along. That is a mistake. The selling talk to be successful must of necessity be adapted to the individual customer.

But the salesman should have a logical, definite line of attack. He should study the selling points of the stoves he handles; and should anticipate objections and be prepared to successfully meet and overcome them.

In this connection the wise salesman learns by his mistakes. The best salesmen makes mistakes now and then; but he is the best salesman because he profits by his errors. He uses these mistakes as stepping stones to success. If a sale is lost through lack of an adequate argument to cover an objection, that means there is a vulnerable point in the selling talk. The wise salesman studies the weak spot till he finds the right answer.

Many arguments fail of effect because the salesman neglects to consider the customer's point of view. The man who is buying a stove really understands very little, and cares very little, about the various technical processes of construction. It is therefore a sheer waste of time to talk about these processes.

What the customer does want to know is what the stove will do for him. If it is a heater, he is interested in the comfort it will provide. That, consequently, should form the basis upon which to construct your sales talk. If there are any special features of the stove that make for greater efficiency in the production and radi-

ation of heat, these features will interest him, and should be played up.

If, on the other hand, the prospect wants a range, the cooking and baking facilities will be the points to feature. A large, roomy oven is worth dilating upon; also the way in which the heat is distributed to all parts.

Just ordinary statements of fact are not sufficient. You must bring your imagination to bear on the matter. You state, for instance, that the stove is a good baker. This bare assertion is correct enough, but it should be elaborated. Picture the delicious pies, cakes, pudding, etc., that can be made in an oven so perfectly constructed as this one. You at once interest your customer because it is the edibles of which he is primarily thinking; and he is interested in the range as an efficient means of producing them.

Again, everyone is susceptible to an argument based on economy. The fuel-saving properties of the stove should always be featured.

A handsome stove appeals to the average customer at first sight; but at the same time the housewife is interested in the amount of work required to keep it clean. In your selling talk, therefore, it is well to emphasize that your stove possesses the maximum of appearance with the minimum of work required to keep it up. That is, if the stove bears out the contention.

The average salesman is quite frequently brought into contact with the price objection. The prospect may be well enough pleased with the stove itself; he may think it is just the stove he wants; but he has, quite often, expected to get such a stove for less money, and may consider the price too high.

Salesmen have various methods of meeting this price objection. Some dilate upon the superior merits of their stove in contrast with competing lines. Others make it a point never to mention a competitive line, satisfying themselves with talking up their stove from an investment standpoint. The latter is, of course, the preferable method. To knock a competing product is to advertise it.

It quite often occurs that sales are lost through the salesman's inability to close the deal. It must be remembered that the buyer is as a rule on the defensive. When he makes his final decision, it means the end of the struggle; one of the two contending forces has struck its flag. Right at this point everything depends on the salesman's ability to clinch the sale. He should never

## Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

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

# United Motor Trucks

A SIZE  
 AND  
 STYLE

## To Fit Your Business

SALES SERVICE

**ECKBERG AUTO COMPANY**

310 IONIA AVE., NW.

## Foster, Stevens & Co.

### Wholesale Hardware



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

Grand Rapids, Mich.

## 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



consider his selling talk complete till this point is mastered, for it is here the fight is won or lost. By a carefully planned, well-executed maneuver the salesman, even though up to this time apparently beaten, may very well turn the tide in his favor. A single blunder at the critical moment may, on the other hand, lose a sale when it should be won.

The dropping of a seemingly chance remark which will convey the idea that you consider the deal closed is quite often instrumental in leading the customer to a favorable decision. Care, however, must be taken to avoid giving offense. It is always good policy to get the buyer to do quite a bit of the talking, immediately before the attempt is made to clinch the sale. The buyer who has aired his objections has, in effect, let off steam; he will be more favorably inclined from that very fact.

Indeed, the skilful salesman always plans his selling talk with a view to drawing out the buyer. It is almost vitally essential, in good salesmanship, to get the buyer's view-point as early as possible in the game.

Therefore, get the customer talking. The more he talks, the more he finds to commend or criticize the more interested he becomes. And interest is a pre-requisite to making a sale.

I have known salesman and customer to argue for an hour or more, often with apparent heat, regarding the merits of a range. The customer would criticize vigorously, and make any number of objections; and the salesman would blandly explain them away, at the same time bringing out tactfully the strong points of the range under discussion. The upshot being that the customer signed his name on the dotted line.

And on the other hand it is not uncommon for a prospect to express the greatest admiration for the range shown him, to agree with the salesman at every point, and—to remain cold.

"Before I sell a man," says an old stove salesman, "I've got to get him interested. If he makes objections and interposes difficulties, I know just what's biting him, and just what to tell him. But where he stays cold and uninterested, or merely makes a polite and complaisant pretence of interest, I can't get under his shell. I can't get to him. I have no means to knowing what his attitude is. So it's my cue to get the customer warmed up as quickly as possible, to get him to talk, to find out what his objections are, and to answer those objections."

It is a good thing, therefore, to ask questions; to find out what experiences the customer has had with ranges or heaters, what his difficulties have been, and so forth. Getting the customer's view point is immensely helpful in making the sale.

Victor Lauriston.

#### KEEP TO YOUR COURSE.

More people fail because they waste too much valuable time in just wandering aimlessly about, darting here and yon instead of determining where they want to go and then making straight for that point, than

by reason of actual inefficiency if they would only have the good sense to keep to a fixed course.

Some people kill time and lose out in the business game by listless drifting, while others spend all sorts of energy just dashing here and there sort of cockroach fashion. They actually wear themselves out without getting anywhere at all. Imagine a ship setting out on its voyage with point of landing decided upon and everything properly set, and then making any number of false starts before it actually got away from its dock, and continuing its foolish policy of going in this direction and then in that. Wouldn't such a ship stand a pretty good chance of being wrecked, and if it ever did reach its destination safely, would the passengers sailing on it the likely to want to choose this ship for another voyage? They certainly would not. And no more would the shifting and shunting, the backing and filling type of individual gain or hold the confidence of the public.

People of the undecided, uncertain type are not to be depended upon. They may do a job well and do it in good time, but on the other hand the chances are much in favor of their bungling the business altogether.

Determine on some course, not only on what you want and intend to do, but how you will do it, and then go ahead and accomplish the task, saving time and energy by sticking to the course you have laid out. Of course there are exceptions to all rules, and people often change their professions or businesses several times before they find the place best suited to their talents and abilities. But don't spend a whole life switching from one thing to another. Find the niche into which you will fit as speedily as possible and then fit yourself into it, determine just as quickly as you can where you want to go and then head in that direction.

#### No Man Is Indispensable.

I care not what your place may be—  
A job that's most laborious  
With a mighty little salary,  
Or one that's fat and glorious;  
But, be your labor great or small,  
Of this you must be sensible—  
Some other guy can do it all:  
No man is indispensable!

When you begin to swell with pride  
And cater to the gallery,  
And put on lots of "dogs" and "side"  
Because they've raised your salary:  
Why then's the time you'll tumble quick,  
Such ways are indefensible;  
Some other guy can do the trick:  
No man is indispensable!

It's well enough to know your worth  
And know just what to do with it,  
But don't imagine that the earth  
Will quit when you are through with it;  
No it will roll upon its way,  
And—what seems reprehensible—  
Some other guy will draw your pay:  
No man is indispensable!

#### Capture Coffee Trade.

There has been a radical change in the quantity of Brazilian coffee carried by the leading countries. The American flag has usurped the British flag in first place with 29.5 per cent. of total clearances of coffee during the first half of the current crop and carried almost 100 per cent. more than any other individual flag.

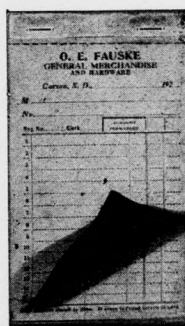
That success which doesn't measure up to the Golden Rule is short-measure success.

## MCCRAY REFRIGERATORS for ALL PURPOSES

Send for Catalogue

No. 95 for Residences  
No. 53 for Hotels, Clubs,  
Hospitals, Etc.  
No. 72 for Grocery Stores  
No. 64 for Meat Markets  
No. 75 for Florist Shops

MCCRAY REFRIGERATOR CO.  
2344 Lake St., Kendallville, Ind.



#### LOOK

We print 50 sales  
books with your  
business card for

**\$3.50**

cash with order  
Delivery in one week  
Write for particulars  
and samples.  
We make all styles  
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BATTLE CREEK  
SALES BOOK CO  
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We are manufacturers of  
**Trimmed & Untrimmed HATS**  
for Ladies, Misses and Children,  
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"NOT AN IMITATION  
JUST A WONDERFUL  
CREATION"

TO SPREAD ON BREAD

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**I. VAN WESTENBRUGGE**  
DISTRIBUTOR

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Can Always be sold at a profit.  
Quality in the Bag Brings Repeat orders.

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THE  
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#### Prices

Special ----- \$ 8.00  
No. 24 Good Value 8.75  
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No. B-2 B. O. E. 10.50  
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Fall Term Begins, September 25, 1923  
Write for Bulletin.

C. P. STEIMLE, Registrar.  
Ypsilanti Michigan





### What Is the Matter With the Old Places?

Written for the Tradesman.

Two women were standing near me, looking out over the beautiful valley. One was young, with an eager face and what you might call a permanent smile; only it wasn't exactly a smile. Her expression had the quality of a smile; but as I tried to analyze it I saw that it was a kind of radiant serenity, as if she had found some inexhaustible fountain of inner happiness, which would not run dry in the desert journeys of life.

The other was a good deal older, rather hard faced; and with an expression that made me think she had found sour rather than sweet things in life.

"It is even more beautiful than you said it was," the younger woman said. "I think it is the most beautiful place I ever saw. No wonder you were happy here."

"That is why you think it is beautiful," the other woman said. "You never were here before—and happy."

"What do you mean? I'm sure any one would think it beautiful. How could they help it?"

"Oh, it is beautiful enough, I suppose," the older woman rejoined. "But it isn't as I remembered it. I wish I had not come. It is only another illusion destroyed. Let's go back to the hotel."

Not as she remembered it! I understood perfectly what she meant, even though her companion evidently was much perplexed. And later in the day she told me herself.

"I lived here for several summers when I was a young girl," she said. "I thought it was simply heavenly."

"So it is," I insisted, obstinately.

"Yes, I dare say. But you haven't a young girl's enthusiasm—an enthusiasm that you lost long years ago—to compare with the way you feel about it now. I was happy then; I had all my dreams; none of them had been spoiled by experience. I thought the world was a lovely place and that everybody in it was not only good, but my friend. Now I know better; I learned differently—long since."

"Then it isn't the place that has changed," said I, "Isn't it yourself?"

"Of course it is. But the place is changed; every thing is tumble-down and overgrown. Look at that old barn—flat on the ground; broken down by the snow I suppose in one of the horrible winters they have up here. And the people are so utterly shiftless."

The place was changed for her, I saw, because she long since had lost the inner power to put anything into

her eyes when she looked at it. It was, and is now, just as beautiful as it ever was. Even as she spoke the glorious sunset was painting the sky behind the mountains with incomparable sweeps of crimson, orange and purple; the lake in front of them was a blaze of fire except in the deep shadows in front of the forest. Even the tumbledown barn took its place in the picture.

"I used to think," she began again, "that this lake was a tremendous body of water—as large as the sea itself could be. And those mountains—really, they don't amount to anything once one has seen anything in the world; to me they used to seem to touch the sky. Now it looks to me like a very small affair—hardly more than a puddle. And even the people who used to come here; most of them are dead. That fat woman with the overdressed daughter: I use to play with her here. She was a very nice little girl, too. I wonder if the place is as much of a disappointment to her as it is to me."

So here it was again. I have seen the same thing, so many times. I knew what she meant, of course; I have gone back to old childhood places, and found them all shrunken and overgrown and full of strangers who were not even interested in the fact that I used to live there.

It brought back to me what a wise old man said once in my hearing:

"Every place is what you make it out of the material that is within yourself. It is not a place, it is a state of mind—your own state of mind. You come back to a place where you were happy, and find yourself disappointed because you don't feel that way again. As if a certain grouping of trees, with a certain kind of scenery around it, could supply happiness. No place is the same when you go back to it in a different state of mind. The happier you were there, the sadder you will be now, unless you can take with you the same spirit that you had before."

The beauty of any place is in the eyes with which you look at it. The happiness that you find in any place is something that you put into it, out of yourself and your own reactions to what you find there.

That is why it is so important in the home to train little people so that they will have resources within themselves, and that permanent happiness that shines out upon all the people they meet, and gives to the places where they go a beauty that does not fade or get overgrown.

Prudence Bradish.

[Copyrighted, 1923.]

## New Hotel Mertens

GRAND RAPIDS

Union  
Station

Rooms without bath,  
\$1.50-\$2.00; with show-  
er or tub, \$2.50.  
Club Breakfast 20c to  
75c or a la Carte.  
Luncheon 50c.  
Dinner 75c.  
Wire for Reservation.



## CODY HOTEL



IN THE HEART OF THE CITY  
Division and Fulton

RATES { \$1.50 up without bath  
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CODY CAFETERIA IN CONNECTION

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350 Rooms

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Circulating Iced Water.

Rates \$2 with Lavatory and Toilet.

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## The Pantlind Hotel

The center of Social and  
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Strictly modern and fire-  
proof. Dining, Cafeteria  
and Buffet Lunch Rooms  
in connection.

550 rooms—Rates \$2.50  
and up with bath.





### Obstacles to Manufacture of Prison Goods.

When Governor Groesbeck is ready to begin operations at his rattan chair factory in the Ionia prison—which enterprise he is installing solely to injure Fred W. Green, the Ionia rattan goods manufacturer—he will find himself up against a singular situation. In other words, he will have to purchase his raw material of Fred W. Green, because Mr. Green is in complete control of the market for this staple article. The material is grown only on an island in the East Indies owned by England, which has granted Mr. Green the exclusive right to handle the output. Moreover, Mr. Green owns the patents on the only practical machine in this country which will successfully separate the heart of the rattan from the outside portion. If Mr. Green refuses to sell raw material to his criminal competitors—as he would certainly be justified in doing—Governor Groesbeck will have to divert his new factory to some other line of business.

The brick shipped to Grand Rapids by the Jackson prison on the order of the Consumers Power Co. will not be used by the purchaser, but will be turned back to the maker. Two reasons are given for this action—the brick are too poor to be utilized in a steam plant and (strange to say) the union bricklayers of the city refuse to handle the output of convicts and criminals. What disposition will be made of the several carlot shipments remains to be seen, but the brick are crumbling so rapidly that they will soon be heaps of junk.

### Proceedings of the Grand Rapids Bankruptcy Court.

Aug. 23. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Shaheen Slayman, Bankrupt No. 2335. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Grand Rapids, and has conducted a dry goods and notion business at such city. The schedules list assets in the sum of \$2812.87, of which \$250 is claimed as exempt, with liabilities of \$4,552.58. The first meeting of creditors has been called for Sept. 12. A list of the creditors of the bankrupt is as follows:

Chattel Loan Co., Grand Rapids...	\$4.00
Baumgardner & Co., Toledo	684.00
Ideal Clothing Co., Grand Rapids	30.00
Escanaba Mfg. Co., Escanaba	68.10
Silbar & Co., Grand Rapids	237.43
Hedge & Ludman, Zanesville Ohio	154.25
Kalamazoo Paper Co., Kalamazoo	30.00
Wolverine Paper Co., Otsego	24.60
Burd Knitting Co., Philadelphia	97.50
Wheeler Fisher Co., Chicago	119.25
F. W. Hughes Co., Pittsburgh	155.98
Lowell Mfg. Co., Grand Rapids	29.48
Jos. Tavelaar, Grand Rapids	130.00
J. W. Williams Co., Glastonbury	25.74
American Garter Co., New York	10.00
Lackawana Overall Co., Scranton	22.35
Hettick Mfg. Co., Toledo	117.00
Jas. S. Kirk & Co., Chicago	35.00
Woodhouse & Co., Grand Rapids	32.50
Consolidated Pin Co., Bloomfield	27.60
Graham Bros. & Co., Chicago	10.27
Mrs. Geo. Ellis, Grand Rapids	550.00
Mike Saba, Toledo	300.00
Charles Ferris, Charleston, W. Va.	300.00
Reynolds & Reynolds, Dayton	105.00
New England Binding Co., Providence	53.00
Hirth Krause Co., Grand Rapids	75.00
Ferris Kalill, Springfield, Mass.	200.00
Herpolsheimer Co., Grand Rapids	70.69
Dr. Louis Barth, Grand Rapids	63.00
Dr. Wm. Veenboer, Grand Rapids	32.00
Universal Car & Service Co., G. R.	15.00
Madison Square Garage, G. R.	65.00
Up-To-Date Vulcanizing Co., G. R.	47.00
Brown Seed Co., Grand Rapids	18.60
M. Azzar, Grand Rapids	300.00
G. R. Savings Bank, Grand Rapids	200.00

### Styles in Lighting Fixtures.

There is a decided tendency toward simplicity in the newest designs

in lighting fixtures shown by a prominent house. The American Colonial especially, is in great demand on account of the prevalent styles in architecture. Wrought iron is much used, for the first time to any extent in this country, it is said, being in keeping with the rugged scheme of decoration used in many early Tudor and Colonial houses. Cut glass chandeliers too, are very popular for the more elaborate and formal rooms. But even the most elaborate pieces are characterized by the utmost simplicity and slender elegance of design. For the kitchen and bathroom, diffused lighting by means of ground-glass globes is a recent innovation. Special fixtures are shown which are designed for the low-ceilinged room.

### Gabby Gleanings From Grand Rapids.

Grand Rapids, Sept. 4.—Grand Rapids Council held its first meeting following the summer recess last Saturday evening at the lodge rooms in the K. of C. building on Ransom street. The sudden and frequent showers of the evening prevented a large attendance of the boys, but what the meeting lacked in quantity it made up in quality—and one candidate was initiated. From now on the peddlers are expected to be on the job every first Saturday evening in the month. W. O. Cascadden is now the local scribe, so shoot him the news you have. Phone 4310. If he is out, tell it to the girl.

A candy manufacturer who does a large wholesale business once was asked what was the chief value of his retail store. He replied, "It gives us an unlimited opportunity honorably to eavesdrop on the public." Such eavesdropping pays, as many different companies testify. Several manufacturers have arrangements with retailers whereby the manufacturer pays part or all of the salary of a high priced clerk who at the same time is a news gatherer for the manufacturer.

### The Real Reason.

Susie—Papa, what makes a man always give a woman a diamond engagement ring?

Her Father—The woman.

Mrs. D. Wakeman, dealer in general merchandise at Bradley, renews her subscription to the Tradesman and says: "I cannot get along without it."

If you do not like the business you are in and if you are sure you are not fitted for it, make a change as soon as you can, but don't mistake a notion for a fact.

When trade drops off you naturally buy less, but don't cut down so much that you cannot supply the demand, or so that you have no incentive to stimulate demand.

Unless you are doing all you can to interest the farmer trade in your business, you are missing the class that is least subject to the ups and downs of panics and strikes.

With competition what it is to-day, calling for extra effort and strenuous endeavor, it is a time when business men should fit themselves physically to fight long and hard.

## HOTEL BROWNING

GRAND RAPIDS

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

150 Fireproof  
Rooms

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

## Tax Free in Michigan Graham & Morton Transportation Co.

First Mortgage 6%  
Bonds

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6½%

Secured by a closed first mortgage on property (steamships, etc.) which is readily salable and which has a replacement value of over \$3,500 for each \$1,000 bond.

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LINES

To Chicago  
Daily 8:05 P. M. Grand Rapids Time

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FARE \$3.95

Boat Train Leaves Grand Haven  
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1 Block East of Hotel Pantlind

Route Your Freight Shipments

THE GOODRICH WAY

"Operating Steamships Every Day in the Year," and

Grand Haven, Muskegon  
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OVER NIGHT SERVICE

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Whitcomb  
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Mineral Baths

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AND RESORT HOTEL OF  
SOUTHWEST MICHIGAN  
Open the Year Around  
Natural Saline-Sulphur Waters. Best  
for Rheumatism, Nervousness, Skin  
Diseases and Run Down Condition.  
J. T. Townsend, Mgr.  
ST. JOSEPH MICHIGAN

### Lansing's New Fire Proof HOTEL ROOSEVELT

Opposite North Side State Capitol  
on Seymour Avenue  
250 Outside Rooms, Rates \$1.50 up,  
with Bath \$2.50 up.  
Cafeteria in Connection.

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### Livingston Hotel GRAND RAPIDS

European  
Rates \$1.25 to \$2.50 per day

### OCCIDENTAL HOTEL

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

### Western Hotel BIG RAPIDS, MICH.

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

A good place to stop.  
American plan. Rates reason-  
able.

WILL F. JENKINS, Manager.

### CUSHMAN HOTEL PETOSKEY, MICHIGAN

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

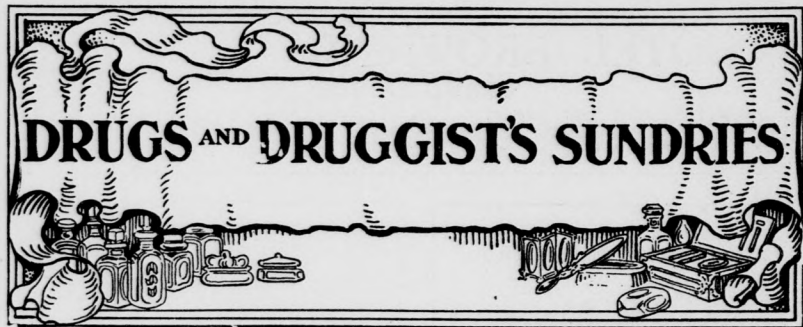
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Muskegon, Mich.  
Rates \$1.50 and up.  
GEO. W. WOODCOCK, Prop.

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Just North of the Tradesman Office





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**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.

#### List of Successful Candidates of June Examination.

Registered Pharmacists.  
 Jack N. Abbott, Marshall.  
 Clarence R. Bayles, Detroit.  
 J. F. Beckton, Caro.  
 Earl M. Bennett, Windsor, Ont.  
 Charles F. Burkhardt, Ecorse.  
 John Chisholm, Madison, Wis.  
 Jack W. Cummings, Detroit.  
 Omar F. Dickrager, Ann Arbor.  
 A. L. Drabkin, Detroit.  
 Israel Gedrich, Detroit.  
 Howard R. Georgia, St. Johns.  
 Nathan Goldman, Detroit.  
 Alexander Goldstein, Detroit.  
 James E. Haines, Detroit.  
 Edward B. Hutton, Detroit.  
 Philip Walter Jaffa, Cleveland, O.  
 W. J. McClellan, Detroit.  
 Geo. Patrick McSherry, Hillsdale.  
 Joseph Mereckis, Chicago, Ill.  
 Alphonse J. Meyer, Detroit.  
 Irving J. Nackerman, Lansing.  
 Burt L. O'Connor, Sandusky.  
 Ralph Hays Pitts, Rockford.  
 Lynn B. Roby, Coldwater.  
 Alfred J. Schneider, Corunna.  
 Sydney J. Shank, Reed City.  
 James E. Shepard, Windsor, Ont.  
 Herbert A. Stewart, Ann Arbor.  
 Nicholas D. Stoyanoff, Chicago.  
 Lorenzo E. Suino, Iron Mountain.  
 Steven F. Tilley, H. P.  
 May F. Turner, Copemish.  
 Ernest W. Vogt, Kitchener, Ont.  
 Adelbert John Wetzler, Detroit.  
 Grace Whitbeck, Allegan.  
 Leon V. Woodford, Detroit.  
 Edward L. Ahearn, Detroit.  
 Harold J. Burchfield, Flint.  
 Adam J. Cetnar, Detroit.  
 P. L. Currie, Ann Arbor.  
 Miles A. Daugherty, Benton Harbor.  
 James A. Eager, Detroit.  
 Harry Donald Hahn, St. Joseph.  
 James B. Holes, Hastings.  
 Odis C. Kuieck, Grand Rapids.  
 George E. Newell, Aledonia.  
 William Osbourn, Akron.  
 Forrest J. Rogers, Marlette.  
 Jacob Schneider, Detroit.  
 G. L. Triestram, Kalamazoo.  
 Samuel Wechsler, Detroit.  
 Cecil Irvin Wiles, Centerburg, Ohio.  
 Ernest H. Wolfe, Battle Creek.  
 Registered Assistant Pharmacists.  
 Sadie Abramson, Ann Arbor.  
 Sister Louise Boswell, Detroit.  
 Charles F. Cools, Detroit.  
 Alfred J. deGuise, Jr., Detroit.  
 Gaillard Dell, Sand Lake.  
 Lorn B. Dickhout, Detroit.  
 L. Ray Duggan, Detroit.  
 John Engels, Detroit.  
 Russell B. Freeman, Flint.  
 Roy Folger Gowman, Detroit.  
 Edgar Halfmann, Fowler.  
 Harley Bevier Kinne, Nashville.

Margaret E. Koon, Ann Arbor.  
 Lloyd D. Lawson, Detroit.  
 Charles L. LeFevre, Detroit.  
 Kenneth J. MacKenzie, Escanaba.  
 Stephanie B. Michalski, Detroit.  
 Thos. Faulkner Mooney, Detroit.  
 Margaret Muir, Almont.  
 Austin J. Parker, Battle Creek.  
 Ernest Lee Parrish, H. P.  
 Catherine Protasiewicz, Hamtramck.  
 Stanley J. Radziszewski, Detroit.  
 Omer Ragan, Flint.  
 Fred Rassmann, Big Rapids.  
 Maynard J. Reed, Lansing.  
 Isaac A. Schoffhouser, Hastings.  
 Edw. A. Slozinski, Bay City.  
 Norman E. Smith, Grass Lake.  
 Walter Dennis Strother, Ann Arbor.  
 Raymond E. Turcott, Detroit.  
 Samuel F. Vander, Detroit.  
 Levor G. Varbedian, H. P.  
 W. H. Vetic, Detroit.  
 Otto James Von Prasek, Brookfield.  
 Isadore Weingarten, Detroit.  
 Charles Wilson, Detroit.  
 Russel A. Zimmerman, Detroit.  
 Esther S. Bangham, Athens.  
 Burdette M. Brown, Big Rapids.  
 Ralph E. DeVries, Grand Rapids.  
 John Carroll Dickinson, Carson City.  
 Jessie McDaniel, Ferndale.  
 Roy S. Yerex, H. P.  
 Albert J. Zuber, Jr., Harbor Springs.

#### Cleveland Fired Bodily From the Inspection Bureau.

Lansing, Sept. 4.—George W. Cleveland, who has been manager of the Michigan Inspection Bureau for some time, and whose policy in fixing fire insurance rates in this State has been under fire of the State Insurance Department for some time, has been summarily fired from the position he disgraced.

This action was determined upon by the advisory board for Michigan at a conference held here last week. It was made necessary by reason of the refusal of Leonard T. Hands, State Insurance Commissioner, to license the infamous Cleveland under the new State law which became effective last Thursday.

It was stated by the advisory board, following its conference, that a new manager for the Bureau would be selected who would make application for the required rater's license.

Charges that the Michigan Inspection Bureau, under the disgraceful management of the creature Cleveland, was misapplying the unfair and biased Dean schedule in fixing Michigan fire insurance rates, and a number of individual instances in support of such charges, were made against Cleveland and the Bureau last year by Mr. Hands. The cases cited were rerated by company and by State raters and in many instances even the company raters reduced the former rates. In all instances the State rates were under the Bureau rates.

Then the cases were placed before the Michigan Anti-Discrimination Commission and hearings were held. The Commission found many cases of wretched discrimination in its decision of the matter and to give the State more authority over the rating of fire risks the so-called Rating Bureau law was enacted by the Legislature of 1923. Among other things this law, which became

effective last Thursday, requires that all rating bureaus and branch offices and all fire raters must make application to and be licensed by the State Insurance Commissioner.

#### Hearing in Co-Operative Bankruptcy Matter.

Dowagiac, Sept. 4.—The bankruptcy of Nathan Cooperman, who formerly conducted a retail clothing, dry goods, boots, shoes and men and women's furnishing store at the corner of Front and Beeson, is scheduled for an airing next week, when the bankrupt appears before Referee in Bankruptcy, Willard J. Banyon, of this district, at the council chamber in the city hall Sept. 12. Less than a year ago Cooperman had a stock of goods in excess of \$20,000, and from papers filed in the Federal Court executed a chattel mortgage to one George H. Little for \$8,500 to cover a loan of \$7,000. Cooperman it is claimed, increased the stock from \$25,000 to \$28,000 and was meeting his obligations, when some time early in June of this year, Little and the bankrupt agreed that the former should foreclose the chattel mortgage and bid in the property at the mortgage sale. After he had acquired title to the stock he was to hold a special sale and sell enough goods to repay him the \$7,000 and turn back to Cooperman the remainder of the stock. This, the bankrupt claims, Little refused to do and later sold the remainder of the stock to some Detroit parties for \$9,000, leaving Cooperman and his creditors to the amount of some \$21,000 to hold the bag.

#### A Common Case.

"Do you know," said the successful merchant pompously, "that I started life as a barefoot boy?"  
 "Well," said his clerk, "I wasn't born with shoes on, either."



STRAIGHT  
 SIZE—

The Johnson  
 Original 10¢ Cigar

**VAN DAM**

MANUFACTURED BY  
 TUNIS JOHNSON CIGAR CO.  
 GRAND RAPIDS, MICHIGAN

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### Are Profitable Merchandise

Are you merchants prepared with a good stock?

We have a big display of TABLETS, NOTE BOOKS, PENCILS, PENS, PEN HOLDERS, BOX STATIONERY, Etc.  
 In fact, most everything in School Supplies.

*Biggest Values at Lowest Prices.*

Quality Merchandise—Right Prices—Prompt Service

**PAUL STEKETEE & SONS**

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

*Putnam's*  
**5c AND 10c BARS**

Pal O' Mine  
 Picnic Bar  
 Yankee Jack

Gladiator  
 By Heck  
 Honey Dew

ARE SURE REPEATERS

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

**PUTNAM FACTORY**  
 GRAND RAPIDS, MICH.



## Watts Watt.

So completely has electrical energy become a part of the current of life and of civilization's onward surge, that the world is seeking more information relating to the nomenclature of electricity.

Here are some definitions of words used frequently in connection with electricity:

The unit of electrical current is the ampere.

The unit of electrical pressure which causes the current of flow through a conductor is a volt.

One ampere of current at one volt of pressure equals one watt of power.

A kilowatt is one thousand watts.

A kilowatt-hour is one thousand watts for one hour.

A horsepower is 746 watts.

A horsepower hour is 746 watts for one hour.

Ten 100-watt lamps burning for one hour consume one kilowatt hour of current.

Forty 25-watt lamps burning for one hour consume one kilowatt hour of current.

I never knew a clerk to do better work just because he was offered more money. I've known lots of clerks to be offered more money because they did better work, though.

## Knitted Ties Sell Best.

Reports that have come to the National Knitted Outerwear Association from manufacturers of men's neckwear make it appear that the strongest call for knitted ties comes from the smaller cities and towns of the country, more especially those ranging in population from 1,000 to 10,000. The wearing qualities of knitted ties are what apparently appeal most to consumers in those places, and in some cases sales of these goods make up more than 80 per cent., of the neckwear sold. Ties of silk and wool mixtures of the non-wrinkable, non-crushable type are reported to be somewhat in demand.

In a lecture at Yale, Henry Ward Beecher told the students to remember that "the first thing to be remembered is leisure." He cautioned them to take all the time they needed for sleep and for recreation, because "the condition of absolute integrity of mind and body is the first condition that makes for success. Browse, read, wander through the woods on one day and through the streets of the city the next."

If you are vain, you will color everything with your own vanities. If lustful, your heart and mind will be so clouded with the smoke and flames of passion, that everything will appear distorted through them. If proud and opinionative, you will see nothing in the whole universe except the magnitude and importance of your own opinions.

## Automobile Accessories

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HAZELTINE & PERKINS DRUG CO.

Manistee

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## 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	53 @ 59	Amber, rectified	2 00 @ 2 25	Arnica	1 10
Citric	62 @ 70	Anise	1 00 @ 1 25	Asafoetida	2 40
Muriatic	3 1/4 @ 8	Bergamont	5 00 @ 5 25	Belladonna	1 15
Nitric	9 @ 15	Cajeput	1 50 @ 1 75	Benzoin	2 10
Oxalic	20 1/4 @ 30	Cassia	4 50 @ 4 75	Benzoin Comp'd	2 55
Sulphuric	3 1/4 @ 8	Castor	1 55 @ 1 75	Buchu	2 25
Tartaric	43 @ 55	Cedar Leaf	1 75 @ 2 00	Cantharides	2 25
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.	3 1/4 @ 13	Cocunut	25 @ 35	Cinchona	2 10
Water, 14 deg.	6 1/4 @ 12	Cod Liver	1 30 @ 1 40	Colchicum	1 80
Carbonate	20 @ 25	Croton	2 00 @ 2 25	Cubeb	3 40
Chloride (Gran.)	10 @ 20	Cotton Seed	1 25 @ 1 35	Digitalis	1 35
Balsams		Cubebs	8 50 @ 8 75	Gentian	1 15
Copaiba	60 @ 1 00	Eugenol	3 00 @ 3 25	Ginger, D. S.	1 10
Fir (Canada)	2 50 @ 2 75	Eucalyptus	30 @ 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	9 55
Tolu	2 25 @ 2 50	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	85 @ 1 20	Nux Vomica	1 55
Soap Cut (powd.)	15 @ 20	Lemon	1 50 @ 1 75	Opium	3 50
Berries		Linseed Boiled bbl.	@ 97	Opium, Camp.	3 50
Cubeb	1 50 @ 1 75	Linseed bbl. less	1 04 @ 1 17	Opium, Deodorz'd	3 50
Fish	25 @ 30	Linseed, raw, bbl	@ 95	Rhubarb	1 70
Juniper	7 @ 15	Linseed, ra., less	1 02 @ 1 15	Paints.	
Pricky Ash	@ 30	Mustard, artifil. oz	@ 45	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 @ 6
Arnica	25 @ 30	Orange, Sweet	5 50 @ 5 75	Putty	5 @ 8
Chamomile (Ger.)	35 @ 40	Origanum, pure	@ 250	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	3 00 @ 3 25	Whiting, bbl.	5 1/2 @ 4 1/2
Acacia, 1st	50 @ 55	Peppermint	4 25 @ 4 60	Whiting, P. Prep.	2 80 @ 3 00
Acacia, 2nd	45 @ 50	Rose, pure	9 00 @ 10 00	Rogers Prep.	2 80 @ 3 00
Acacia, Sorts	22 @ 30	Rosemary Flows	1 25 @ 1 50	Miscellaneous	
Acacia, powdered	35 @ 40	Sandalwood, E.	11 00 @ 11 25	Acetanalid	47 1/2 @ 55
Aloes (Barb Pow)	25 @ 35	Sassafras, true	1 50 @ 1 80	Alum	08 @ 12
Aloes (Cape Pow)	25 @ 35	Sassafras, arti'l	1 00 @ 1 25	Alum. powd. and	09 @ 12
Aloes (Soc. Pow.)	65 @ 70	Spearment	4 00 @ 4 25	ground	09 @ 12
Asafoetida	65 @ 75	Sperm	1 80 @ 2 05	Bismuth, Subni-	3 85 @ 4 00
Pow.	1 00 @ 1 25	Tansy	9 00 @ 9 25	trate	07 @ 13
Camphor	1 20 @ 1 30	Tar, USP	50 @ 65	Borax xtal or	07 @ 13
Guaiac	@ 70	Turpentine, bbl.	@ 109	powdered	07 @ 13
Guaiac, pow'd	@ 80	Turpentine, less	1 16 @ 1 29	Cantharides, po.	2 00 @ 3 00
Kino	@ 85	Wintergreen,	6 00 @ 6 25	Calomel	1 75 @ 1 95
Myrrh	@ 90	leaf	6 00 @ 6 25	Capsicum, pow'd	48 @ 55
Myrrh, powdered	@ 95	Wintergreen, sweet	3 50 @ 3 75	Carmine	6 00 @ 6 30
Opium, powd.	13-70 @ 13 92	Wintergreen, art.	80 @ 1 20	Cassia Buds	25 @ 30
Opium, gran.	13 70 @ 13 92	Wormseed	10 00 @ 10 25	Cloves	47 @ 50
Shellac	90 @ 1 00	Wormwood	9 00 @ 9 25	Chalk Prepared	14 @ 16
Shellac Bleached	1 00 @ 1 10	Potassium		Chloroform	57 @ 6
Tragacanth, pw.	@ 1 75	Bicarbonate	35 @ 40	Chloral Hydrate	1 35 @ 1 81
Tragacanth	2 00 @ 2 25	Bichromate	15 @ 25	Cocaine	11 60 @ 12 25
Turpentine	25 @ 30	Bromide	45 @ 50	Cocoa Butter	55 @ 75
Insecticides		Carbonate	30 @ 35	Corks, list, less	40 @ 50
Arsenic	15 @ 25	Chlorate, gran'r	23 @ 30	Copperas	2 1/2 @ 10
Blue Vitriol, bbl.	@ 7 1/2	Chlorate, powd.	16 @ 25	Copperas, Powd.	4 @ 10
Blue Vitriol, less	8 1/2 @ 15	or xtal	32 @ 50	Corrosive Sublim	1 48 @ 1 63
Bordeaux Mix Dry	14 @ 29	Cyanide	4 61 @ 4 84	Cream Tartar	35 @ 45
Hellebore, White	@ 20	Iodide	4 61 @ 4 84	Cuttle bone	40 @ 50
powdered	20 @ 30	Permanganate	30 @ 40	Dextrine	5 @ 15
Insect Powder	70 @ 90	Prussiate, yellow	65 @ 75	Dover's Powder	3 50 @ 4 00
Lead Arsenate Po.	28 @ 41	Prussiate, red	1 45 @ 1 50	Emery, All Nos.	10 @ 15
Lime and Sulphur	@ 25	Sulphate	35 @ 40	Emery, Powdered	8 @ 10
Dry	10 @ 25	Roots		Epsom Salts, bbls.	@ 3
Paris, Green	38 @ 52	Alkanet	25 @ 30	Epsom Salts, less	3 1/2 @ 10
Leaves		Blood, powdered	30 @ 40	Ergot, powdered	@ 1 50
Buchu	1 50 @ 1 60	Calamus	35 @ 75	Flake, White	15 @ 20
Buchu, powdered	@ 1 75	Elecampane, pwd	25 @ 30	Formaldehyde, lb.	19 @ 30
Sage, Bulk	25 @ 30	Gentian, powd.	20 @ 30	Gelatine	1 25 @ 1 50
Sage, 1/2 loose	@ 40	Ginger, African,	25 @ 30	Glassware, less 55%	
Sage, powdered	@ 25	powdered	25 @ 30	Glauber Salts, bbl.	@ 03 1/2
Senna, Alex.	75 @ 80	Ginger, Jamaica	60 @ 65	Glauber Salts less	04 @ 10
Senna, Tinn.	30 @ 35	powdered	42 @ 50	Glauber, Brown	21 @ 30
Senna, Tinn. pow.	25 @ 35	Golden Seal, pow.	5 50 @ 6 00	Glue, Brown Grd	15 @ 20
Uva Ursi	20 @ 25	Ipecac, powd.	3 00 @ 3 25	Glue, White	27 1/2 @ 35
Oils		Licorice	35 @ 40	Glue, White Grd.	25 @ 35
Almonds, Bitter,		Licorice, powd.	30 @ 40	Glycerine	22 @ 40
true	7 50 @ 7 75	Oriss, powdered	30 @ 40	Hops	65 @ 75
Almonds, Bitter,		Poke, powdered	30 @ 35	Iodine	6 30 @ 6 75
artificial	4 00 @ 4 25	Rhubarb, powd.	85 @ 1 00	Iodoform	7 60 @ 7 85
Almonds, Sweet,		Rosinwood, powd.	30 @ 35	Lead Acetate	18 @ 25
true	30 @ 1 30	Sarsaparilla, Hond.	@ 1 00	Lycopodium	60 @ 75
Seeds		ground	@ 60	Mace	@ 80
Anise	35 @ 40	Sarsaparilla Mexican,	@ 60	Mace, powdered	95 @ 1 00
Anise, powdered	38 @ 45	ground	@ 60	Menthol	13 50 @ 13 80
Bird, Is	13 @ 15	Squills	35 @ 40	Morphine	10 70 @ 11 60
Canary	10 @ 15	Squills, powdered	60 @ 70	Nux Vomica	@ 30
Caraway, Po.	50 @ 55	Tumeric, powd.	17 @ 25	Nux Vomica, pow.	17 @ 25
Cardamon	2 00 @ 2 25	Valeran, powd.	40 @ 50	Pepper black pow.	33 @ 35
Celery, powd.	45 @ 50	Seeds		Pepper, White	40 @ 45
Celander pow.	35 @ 40	Anise	35 @ 40	Pitch, Burgundy	10 @ 15
Dill	10 @ 20	Anise, powdered	38 @ 45	Quassia	12 @ 15
Fennell	25 @ 40	Bird, Is	13 @ 15	Quinine	72 @ 1 33
Flax	08 1/2 @ 13	Canary	10 @ 15	Rochelle Salts	23 @ 35
Flax, ground	08 1/2 @ 13	Caraway, Po.	50 @ 55	Saccharine	@ 30
Foenugreek pow.	15 @ 25	Cardamon	2 00 @ 2 25	Salt Peter	11 @ 22
Hemp	8 @ 15	Celery, powd.	45 @ 50	Selditz Mixture	30 @ 40
Lobelia, powd.	@ 1 25	Celander pow.	35 @ 40	Soap, green	15 @ 30
Mustard, yellow	13 @ 20	Dill	10 @ 20	Soap mott cast.	22 1/2 @ 25
Mustard, black	15 @ 20	Fennell	25 @ 40	Soap, white castile	@ 11 50
Poppy	22 @ 25	Flax	08 1/2 @ 13	Soap, white castile	@ 11 50
Quince	1 50 @ 1 75	Flax, ground	08 1/2 @ 13	less, per bar	@ 1 25
Rape	15 @ 20	Foenugreek pow.	15 @ 25	Soda Ash	3 1/2 @ 10
Sabadilla	23 @ 30	Hemp	8 @ 15	Soda Bicarbonate	3 1/2 @ 10
Sunflower	11 1/4 @ 15	Lobelia, powd.	@ 1 25	Soda, Sal	03 @ 08
Worm, American	30 @ 40	Mustard, yellow	13 @ 20	Spirits Camphor	@ 1 35
Worm Levant	@ 5 00	Mustard, black	15 @ 20	Sulphur, roll	3 1/2 @ 10



# 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

Salmon

## DECLINED

Corn Syrup  
Prunes  
Tuna Fish  
Barley  
Barley Grits  
Bulk Olives

## AMMONIA

Arctic, 16 oz. ----- 1 75  
Arctic, 32 oz. ----- 2 75  
I X L, 3 doz., 12 oz. 3 75  
Parsons, 3 doz. small 5 00  
Parsons, 2 doz. med. 4 20  
Parsons, 1 doz., lge. 3 35

## AXLE GREASE



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

## BAKING POWDERS

Arctic, 7 oz. tumbler 1 35  
Calumet, 4 oz., doz. 95  
Calumet, 8 oz., doz. 1 95  
Calumet, 16 oz., doz. 3 35  
Calumet, 5 lb., doz. 12 75  
Calumet, 10 lb., doz. 19 00  
K. C., 10c doz. ----- 92 1/2  
K. C., 15c doz. ----- 1 37 1/2  
K. C., 20c doz. ----- 1 80  
K. C., 25c doz. ----- 2 30  
K. C., 50c doz. ----- 4 40  
K. C., 80c doz. ----- 6 85  
K. C., 10 lb. doz. ----- 13 50  
Queen Flake, 6 oz. ----- 1 25  
Queen Flake, 16 oz. ----- 2 25  
Queen Flake, 100 lb. keg 11  
Queen Flake, 25 lb. keg 14  
Royal, 10c, doz. ----- 95  
Royal, 6 oz., doz. ----- 2 70  
Royal, 12 oz., doz. ----- 5 20  
Royal, 5 lb., doz. ----- 31 20  
Ryzon, 4 oz., doz. ----- 1 85  
Ryzon, 8 oz., doz. ----- 2 25  
Ryzon, 16 oz., doz. ----- 4 45  
Ryzon, 5 lb. ----- 18 00  
Rocket, 16 oz., doz. 1 25

## BLUING



Original  
condensed Pearl  
Crown Capped  
4 doz., 10c dz. 85  
3 dz. 15c, dz. 1 25

## BREAKFAST FOODS

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



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

## Post's Brands.

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

## BROOMS

Standard Parlor, 23 lb. 8 00  
Fancy Parlor, 23 lb. 9 50  
Ex. Fancy Parlor 25 lb 10 50  
Ex. Fcy. Parlor 26 lb 11 00  
Toy ----- 2 25  
Whisk, No. 3 ----- 2 75

Rich & France Brands  
Special ----- 8 00  
No. 24 Good Value ----- 8 75  
No. 25 Velvet ----- 10 00  
No. 25, Special ----- 9 50  
No. 27 Quality ----- 11 00  
No. 22 Miss Dandy ----- 11 00  
No. B-2 B. O. E. ----- 10 50  
Warehouse, 36 lb. ----- 11 00  
B.O.E. Warehouse, 32 lb. 10 50

## BRUSHES

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

## Shoe

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

## BUTTER COLOR

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

## CANDLES

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

## CANNED FRUIT.

Apples, 3 lb. Standard 1 75  
Apples, No. 10 ----- 4 50 @ 4 75  
Apple Sauce, No. 2 ----- 2 00  
Apricots, No. 1 ----- 1 90 @ 2 00  
Apricots, No. 2 ----- 2 85  
Apricots, No. 2 1/2 ----- 3 00 @ 3 90  
Apricots, No. 10 ----- 8 75  
Blackberries, No. 10 ----- 9 00  
Blueberries, No. 2, 1-75 @ 2 50  
Blueberries, No. 10 ----- 10 50  
Cherries, No. 2 ----- 3 00 @ 3 50  
Cherries, No. 2 1/2 ----- 4 00 @ 4 95  
Cherries, No. 10 ----- 10 50 @ 11 50  
Loganberries, No. 2 ----- 3 00  
Peaches, No. 1 ----- 1 85  
Peaches, No. 1, Sliced ----- 1 40  
Peaches, No. 2 ----- 2 75  
Peaches, No. 2 1/2 ----- 3 35  
Peaches, 2 1/2 Cal. ----- 3 00 @ 3 75  
Peaches, No. 10, Mich ----- 7 75  
Pineapple, 1, sliced ----- 2 10  
Pineapple, 2, sliced ----- 3 50  
Pineapple, 2, Brk. sliced ----- 3 00  
Pineapple, 2 1/2, sliced ----- 4 50  
Pineapple, No. 2, crus. ----- 2 50  
Pineap., 10, cru. ----- 11 50 @ 12 00  
Pears, No. 2 ----- 3 25  
Pears, No. 2 1/2 ----- 4 25  
Plums, No. 2 ----- 3 35  
Plums, No. 2 1/2 ----- 3 00  
Raspberries, No. 2, blk. ----- 3 25  
Raspb's, Red, No. 10 ----- 9 75  
Raspb's, Black, No. 10 ----- 11 00  
Rhubarb, No. 10 ----- 5 25

## CANNED FISH.

Clam Ch'der, 10 1/2 oz. 1 35  
Clam Ch., No. 3 ----- 3 00 @ 3 40  
Clams, Steamed, No. 1 ----- 1 75  
Clams, Minced, No. 1 ----- 1 50  
Finnan Haddie, 10 oz. 3 30  
Clam Bouillon, 7 oz. ----- 2 50  
Chicken Haddie, No. 1 ----- 1 75  
Fish Flakes, small ----- 1 35  
Cod Fish Cake, 10 oz. ----- 1 85  
Cove Oysters, 5 oz. ----- 1 75  
Lobster, No. 1/4, Star ----- 2 90  
Shrimp, No. 1, wet ----- 1 90  
Sard's, 1/4 Oil, key ----- 5 50  
Sardines, 1/4 Oil, k'less ----- 4 75  
Sardines, 1/4 Smoked ----- 6 25  
Salmon, Warrens, 1/2s ----- 2 90  
Salmon, Red Alaska ----- 2 75  
Salmon, Med. Alaska ----- 1 85  
Salmon, Pink Alaska ----- 1 65  
Sardines, Im. 1/4, ea. ----- 10 @ 28  
Sardines, Im., 1/2, ea. ----- 25  
Sardines, Cal. ----- 1 75 @ 2 10  
Tuna, 1/2, Albocore ----- 95  
Tuna, 1/4s, Curtis, doz. ----- 2 20  
Tuna, 1/2s, Curtis, doz. ----- 3 50  
Tuna, 1s, Curtis, doz. ----- 7 00

## CANNED MEAT.

Bacon, Med. Beechnut ----- 2 40  
Bacon, Lge. Beechnut ----- 4 05  
Beef, No. 1, Corned ----- 2 25  
Beef, No. 1, Roast ----- 2 60  
Beef, No. 1/4 Rose Sli. ----- 1 75  
Beef, No. 1/4, Qua. Sli. ----- 3 10

Beef, No. 1, Qua. sli. 3 35  
Beef, No. 1, B'nut, sli. 5 10  
Beefsteak & Onions, s ----- 2 60  
Chili Con Ca., 1s ----- 1 35 @ 1 45  
Deviled Ham, 1/2s ----- 2 20  
Deviled Ham, 1/4s ----- 3 60  
Hamburg Steak & Onions, No. 1 ----- 3 15  
Potted Beef, 4 oz. ----- 1 40  
Potted Meat, 1/4 Libby ----- 50  
Potted Meat, 1/2 Libby ----- 90  
Potted Meat, 1/4 Rose ----- 80  
Potted Ham, Gen. 1/4 ----- 1 85  
Vienna Saus., No. 1/2 ----- 1 35  
Veal Loaf, Medium ----- 2 80

Baked Beans  
Beechnut, 16 oz. ----- 1 40  
Campbells ----- 1 15  
Climatic Gem, 13 oz. ----- 1 00  
Freemont, No. 2 ----- 1 25  
Snider, No. 1 ----- 95  
Snider, No. 2 ----- 1 85  
Van Camp, Small ----- 92 1/2  
Van Camp, Med. ----- 1 15

## CANNED VEGETABLES.

Asparagus  
No. 1, Green tips ----- 4 00  
No. 2 1/2, Lge. Gr. ----- 3 75 @ 4 50  
Wax Beans, 2s ----- 1 35 @ 2 75  
Wax Beans, No. 10 ----- 7 00  
Green Beans, 2s ----- 1 60 @ 4 75  
Green Beans, No. 10 ----- 8 25  
Lima Beans, No. 2 Gr. ----- 0 20  
Lima Beans, 2s, Soaked ----- 95  
Red Kid., No. 2 ----- 1 30 @ 1 55  
Beets, No. 2, wh. ----- 1 60 @ 2 40  
Beets, No. 2, cut ----- 1 25 @ 1 75  
Beets, No. 3, cut ----- 1 40 @ 2 10  
Corn, No. 2, St. ----- 1 00 @ 1 10  
Corn, No. 2, Ex.-Stan. ----- 1 55  
Corn, No. 2, Fan ----- 1 60 @ 2 25  
Corn, No. 2, Fy. glass ----- 2 25  
Corn, No. 10 ----- 7 25  
Hominy, No. 3 ----- 1 15 @ 1 35  
Okra, No. 2, whole ----- 2 00  
Okra, No. 2, cut ----- 1 90  
Dehydrated Veg Soup ----- 90  
Dehydrated Potatoes, 1b ----- 45  
Mushrooms, Hotels ----- 40  
Mushrooms, Choice ----- 43  
Mushrooms, Sur Extra ----- 70  
Peas, No. 2, E.J. ----- 1 25 @ 1 80  
Peas, No. 2, Sift. ----- 1 60 @ 2 10  
Peas, No. 2, Ex. Sift. ----- 1 90 @ 2 10  
Peas, Ex. Fine, French ----- 29  
Pumpkin, No. 3 ----- 1 45 @ 1 75  
Pumpkin, No. 10 ----- 4 00  
Pimientos, 1/4, each ----- 15 @ 18  
Pimientos, 1/2, each ----- 27  
Swt Potatoes, No. 2 1/2 ----- 1 35  
Sauerkraut, No. 3 ----- 1 35 @ 1 50  
Succotash, No. 2 ----- 1 60 @ 2 35  
Succotash, No. 1, glass ----- 3 45  
Spinach, No. 1 ----- 1 10  
Spinach, No. 2 ----- 1 20 @ 1 35  
Spinach, No. 3 ----- 1 85 @ 2 00  
Spinach, No. 10 ----- 5 75  
Tomatoes, No. 2 ----- 1 30 @ 1 60  
Tomatoes, No. 3 ----- 1 90 @ 2 25  
Tomatoes, No. 2 glass ----- 2 85  
Tomatoes, No. 10 ----- 7 50

## CATSUP.

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

Roquefort ----- 52  
Kraft Small tins ----- 1 70  
Kraft American ----- 1 70  
Chili, small tins ----- 1 70  
Pimento, small tins ----- 1 70  
Roquefort, small tins ----- 2 50  
Camenbert, small tins ----- 2 50  
Brick ----- 29  
Wisconsin Flats ----- 30  
Wisconsin Daisy ----- 30  
Longhorn ----- 30  
Michigan Full Cream ----- 28  
New York Full Cream ----- 31  
Sap Sago ----- 30

## CHEWING GUM

Adams Black Jack ----- 65  
Adams Bloodberry ----- 65  
Adams Calif. Fruit ----- 65  
Adams Sen Sen ----- 65  
Beeman's Pepsin ----- 65  
Beechnut ----- 70  
Doublemint ----- 65  
Juicy Fruit ----- 65  
Peppermint, Wrigleys ----- 65  
Spearmint, Wrigleys ----- 65  
Wrigley's P-K ----- 65  
Zeno ----- 65  
Teaberry ----- 65

## CHOCOLATE.

Baker, Caracas, 1/4s ----- 37  
Baker, Caracas, 1/2s ----- 35  
Baker, Premium, 1/4s ----- 37  
Baker, Premium, 1/2s ----- 34  
Baker, Premium, 1/4s ----- 34  
Baker, Premium, 1/2s ----- 34  
Hersheys, Premium, 1/4s ----- 35  
Hersheys, Premium, 1/2s ----- 36  
Runkle, Premium, 1/4s ----- 34  
Runkle, Premium, 1/2s ----- 37  
Vienna Sweet, 24s ----- 1 75

## COCOA.

Baker's 1/4s ----- 40  
Baker's 1/2s ----- 36  
Bunte, 1/4s ----- 43  
Bunte, 1/2 lb. ----- 35  
Bunte, 1 lb. ----- 32  
Droste's Dutch, 1 lb. ----- 9 00  
Droste's Dutch, 1/2 lb. ----- 4 75  
Droste's Dutch, 1/4 lb. ----- 2 00  
Hersheys, 1/4s ----- 33  
Hersheys, 1/2s ----- 33  
Huyler ----- 36  
Lowney, 1/4s ----- 40  
Lowney, 1/2s ----- 38  
Lowney, 1/4s ----- 31  
Van Houten, 1/4s ----- 75  
Van Houten, 1/2s ----- 75

## COCOANUT.

1/4s, 5 lb. case Dunham ----- 50  
1/4s, 5 lb. case ----- 48  
1/4s & 1/2s, 15 lb. case ----- 49  
Bulk, barrels Shredded ----- 22  
95 2 oz. pkgs., per case ----- 8 00  
48 4 oz. pkgs., per case ----- 7 00

## CLOTHES LINE.

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

## COFFEE ROASTED

Bulk  
Rio ----- 17  
Santos ----- 22 1/2 @ 23  
Maracaibo ----- 27  
Guatemala ----- 27  
Java and Mocha ----- 39  
Bogota ----- 23  
Peaberry ----- 25

## Christian Coffee Co.

Amber Coffee, 1 lb. cart. ----- 29  
Crescent Coffee, 1 lb. ct. ----- 26  
Amber Tea (bulk) ----- 47  
McLaughlin's Kept-Fresh  
Vacuum packed. Always  
fresh. Complete line of  
high-grade bulk coffees.  
W. F. McLaughlin & Co.,  
Chicago

## Coffee Extracts

N. Y., per 100 ----- 11  
Frank's 50 pkgs. ----- 4 25  
Hummel's 50 1 lb. ----- 10 1/2

## CONDENSED MILK

Eagle, 4 doz. ----- 9 00  
Leader, 4 doz. ----- 7 00

## MILK COMPOUND

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

## EVAPORATED MILK

Blue Grass, Tall, 48 5 00  
Blue Grass, Baby, 72 3 75  
Carnation, Tall, 4 doz. ----- 5 25  
Carnation, Baby, 8 doz. ----- 5 15  
Every Day, Tall ----- 5 25  
Danish Pride, tall ----- 5 25  
Danish Pride, 8 doz. ----- 5 15  
Every Day, Baby ----- 4 00  
Goshen, Tall ----- 5 00  
Goshen, Gallon ----- 4 90  
Oatman's Dun., 4 doz. ----- 5 25  
Oatman's Dun., 8 doz. ----- 5 15  
Pet, Tall ----- 5 25  
Pet, Baby, 8 doz. ----- 5 15  
Borden's, Tall ----- 5 25  
Borden's, Baby ----- 5 15  
Van Camp, Tall ----- 5 25  
Van Camp, Baby ----- 3 95

## CIGARS

Lewellyn & Co. Brands  
Garcla Master  
Cafe, 100s ----- 37 50  
Swift  
Wolverine, 50s ----- 110 00  
Supreme, 50s ----- 110 00  
Bostonian, 50s ----- 95 00  
Perfecto, 50s ----- 95 00  
Blunts, 50s ----- 75 00  
Cabinet, 50s ----- 75 00

## Tilford Cigars

Clubhouse, 50s ----- 110 00  
Perfecto, 50s ----- 95 00  
Tuxedo, 50s ----- 75 00  
Tilcrest, 50s ----- 35 00

## Worden Grocer Co. Brands

Henry George ----- 37 50  
Harvester Kiddies ----- 75 00  
Harvester Record ----- 75 00  
Breaker ----- 95 00  
Harvester Perfecto ----- 95 00  
Webster Savoy ----- 75 00  
Webster Plaza ----- 95 00  
Webster Belmont ----- 110 00  
Webster St. Reges ----- 125 00  
Starlight Rouse ----- 85 00  
Starlight Peninsular ----- 150 00  
Club ----- 53 00  
La Azora Agreement ----- 75 00  
La Azora Washington ----- 37 50  
Little Valentine ----- 75 00  
Valentine Victory ----- 95 00  
Valentine DeLux ----- 53 00  
R B Londres ----- 75 00  
R B Invincible ----- 31 00  
Tiona ----- 35 00  
New Currency ----- 25 00  
Picadura Pals ----- 18 75  
Oriole ----- 18 50  
Home Run Stogie ----- 18 50

## Vanden Berge Brands

Chas. the Eighth, 50s ----- 75 00  
Whale-Back ----- 53 00  
Blackstone ----- 95 00  
El Producto Boquet ----- 75 00  
El Producto, Puri-  
tano-Finos ----- 92 00

## CONFECTIONERY

Stick Candy Pails  
Standard ----- 18  
Jumbo Wrapped ----- 20  
Pure Sugar Stick, 600's ----- 4 20  
Big Stick, 20 lb. case ----- 21  
Kindergarten ----- 19  
Kindergarten ----- 18  
Leader ----- 18  
X. L. O. ----- 15  
French Creams ----- 20  
Cameo ----- 22  
Grocers ----- 13

## Fancy Chocolates

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

## Gum Drops Pails

Anise ----- 17  
Orange Gums ----- 17  
Challenge Gums ----- 14  
Favorite ----- 20  
Superior ----- 21  
Lozenges, Pails  
A. A. Pep. Lozenges ----- 20  
A. A. Pink Lozenges ----- 20  
A. A. Choc. Lozenges ----- 20  
Motto Hearts ----- 21  
Malted Milk Lozenges ----- 23  
Hard Goods, Pails  
Lemon Drops ----- 20  
O. F. Horehound dps. ----- 20  
Anise Squares ----- 22  
Peanut Squares ----- 22  
Horehound Tablets ----- 20

## Cough Drops

Putnam's ----- 1 30  
Smith Bros. ----- 1 50

## Package Goods

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

## Specialties.

Cocanut Pinks ----- 22  
Walnut Fudge ----- 23  
Pineapple Fudge ----- 21  
Italian Bon Bons ----- 20  
National Cream Mints ----- 30  
Silver King M. Mallows ----- 32  
Hello, Hiram, 24s ----- 1 50  
Walnut Sundae, 24, 5c ----- 85  
Neapolitan, 24, 5c ----- 85  
Yankee Jack, 24, 5c ----- 85  
Gladiator, 24, 10c ----- 1 60  
Mich. Sugar Ca., 24, 5c ----- 85  
Pal O Mine, 24, 5c ----- 85

## COUPON BOOKS

50 Economic grade ----- 2 50  
100 Economic grade ----- 4 50  
500 Economic grade ----- 20 00  
1,000 Economic grade ----- 37 50  
Where 1,000 books are  
ordered at a time, special-  
ly print front cover is  
furnished without charge.

## CRISCO.

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

## CREAM OF TARTAR

6 lb. boxes ----- 40

## DRIED FRUITS

Apples  
Evap. Choice, bulk ----- 14  
Apricots  
Evaporated, Choice ----- 16  
Evaporated, Fancy ----- 20  
Evaporated, Slabs ----- 14  
Citron  
10 lb. box ----- 51  
Currants  
Package, 15 oz. ----- 19  
Boxes, Bulk, per lb. ----- 19

## Peaches

Evap., Fancy P. P. ----- 16  
Evap., Ex. Fancy, P. P. ----- 18

## Peel

Lemon, American ----- 25  
Orange, American ----- 26

## Raisins

Seeded, bulk ----- 10 1/2  
Seeded, 15 oz. pkg. ----- 12  
Seedless, Thompson ----- 11 1/2  
Seedless, 15 oz. pkg. ----- 12

## California Prunes

90-100, 25 lb. boxes ----- @ 07  
80-90, 25 lb. boxes ----- @ 09  
70-80, 25 lb. boxes ----- @ 10  
60-70, 25 lb. boxes ----- @ 11  
50-60, 25 lb. boxes ----- @ 13  
40-50, 25 lb. boxes ----- @ 14  
30-40, 25 lb. boxes ----- @ 16

## FARINACEOUS GOODS

Beans  
Med. Hand Picked ----- 07  
Cal. Limas ----- 11 1/2  
Brown, Swedish ----- 08  
Red Kidney ----- 08

## Farina

14 packages ----- 2 10  
Bv., per 100 lbs. ----- 05

## Hominy

Pearl, 100 lb. sack ----- 2 50

## Macaroni

Domestic, 20 lb. box ----- 07 1/2  
Domestic, broken, box ----- 05 1/2  
Armours, 2 doz., 8 oz. ----- 1 80  
Fould's, 2 doz., 8 oz. ----- 1 80  
Quaker, 2 doz. -----



## 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 gal.	15 70

## GELATINE

Jello-O, 3 doz.	3 45
Knox's Sparkling, doz.	2 25
Knox's Acidu'd, doz.	2 25
Minute, 3 doz.	4 06
Plymouth, White	1 50
Quaker, 3 doz.	2 75

## 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

Per doz., 6 oz.	1 10
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## I. VAN WESTENBRUGGE

Carload Distributor	23 1/2
1 lb. cartons	23
2 and 5 lb.	23

## Good Luck Margarine

1 lb.	23 1/2
2 lbs.	23

## MATCHES.

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

## Safety Matches.

Quaker, 5 gro. case	4 75
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## MINCE MEAT.

None Such, 3 doz.	4 85
Quaker, 3 doz. case	3 60
Libby's, 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 case	5 85
No. 1 1/2, 36 cans to case	4 85

## Green Brer Rabbit

No. 10, 6 cans to case	3 90
No. 5, 12 cans to case	4 10
No. 2 1/2, 24 cans to case	4 40
No. 1 1/2, 36 cans to case	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 case	3 35
No. 1 1/2, 36 cans to case	2 90

## New Orleans

Fancy Open Kettle	55
Choice	42
Fair	28

## Half barrels 50 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 30
Ginger Cake, 12, 5 lb.	3 60
Ginger Cake, 6, 10 lb.	3 35
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, 24, 2 1/2 lb. Wh. L.	5 20
Dove, 36, 2 lb. Black	4 30
Dove, 24, 2 1/2 lb. Black	4 90
Dove, 6, 10 lb. Blue	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	13 1/2
Filberts	50
Pecans	1 05
Walnuts	46

## OLIVES.

Bulk, 2 gal. keg	3 60
Bulk, 3 gal. keg	5 50
Bulk, 5 gal. keg	8 75
Quart. Jars, dozen	6 25
Pint Jars, dozen	3 75
4 oz. Jar, plain, doz.	1 45
5 1/2 oz. Jar, pl., doz.	1 60
9 oz. Jar, plain, doz.	2 80
16 1/2 oz. Jar, Pl., doz.	4 50
4 oz. Jar stuffed	1 90
8 oz. Jar, Stu., doz.	3 40
9 oz. Jar, Stuffed, doz.	4 00
12 oz. Jar, Stuffed, dz.	5 00

## PEANUT BUTTER.



## Bel Car-Mo Brand

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

## PETROLEUM PRODUCTS

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

## Iron Barrels.

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

## PICKLES

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
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## PIPES

Cob, 3 doz. in bx	00@1 20
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## 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. 18@19	
Good Steers & Heif. 17@18	
Med. Steers & Heif. 14@15	
Com. Steers & Heif. 11@13	

## 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	11
Light hogs	11
Loins	22
Butts	15
Shoulders	13 1/2
Hams	13
Spareribs	09
Neck bones	05

## 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
Hams, 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
Mollet in glass	8 00

## Pig's Feet

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

## Tripe

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

## Casings

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

## ROLLED OATS

Steel Cut, 100 lb. sks.	4 75
Silver Flake, 10 Fam.	1 90
Quaker, 12 Regular	1 80
Quaker, 12s Family	2 65
Mothers, 12s, 11/16 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	16
Tablets, 1 lb. Pure	19
Tablets, 1/2 lb. Pure, doz.	1 40
Wood boxes, Pure	27
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

## K K K K, Norway

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	25
Tubs, 60 count	5 00

## White Fish

Med. Fancy, 100 lb.	13 00
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## SHOE BLACKENING.

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

## STOVE POLISH.

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

## 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
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## Lard

90 lb. tubs	advance 1/4
Pure in tierces	14 1/2
California Hams	12 @13
69 lb. tubs	advance 1/2
50 lb. tubs	advance 1/4
20 lb. pails	advance 3/4
10 lb. pails	advance 3/4
5 lb. pails	advance 1
3 lb. pails	advance 1
Compound Lard	13%@14 1/4

## Oleo

Good Luck, 1 lb.	23 1/2
Gilt Edge, 1 lb.	23 1/2
Delicia, Nut, 1 lb.	19
Certified	24
Nut, old style	19
Nut, new style	23
Special Country roll	24

## 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
Hams, 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
Mollet in glass	8 00

## Pig's Feet

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

## Tripe

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

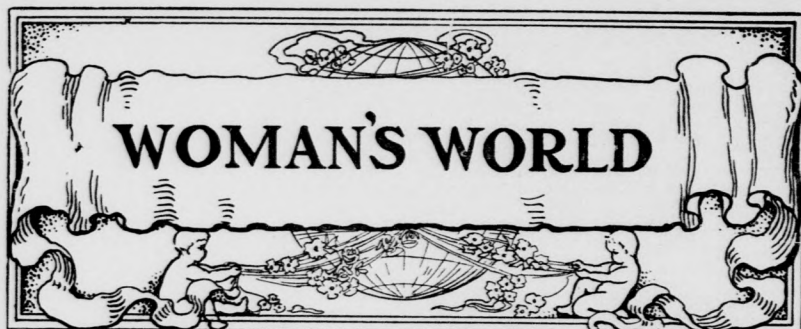
## Casings

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

## ROLLED OATS

Bologna	-----	12½
Lyon	-----	10





### Chenille Embroidery in Millinery.

Helmets, mushrooms, pokes and slightly roll-brimmed sailors, all of them with short backs, make up the shape variations in the chenille-embroidered velours line that is found to be so popular by a manufacturer of moderately priced hats. According to the current bulletin of the Retail Millinery Association of America, the crowns are large and soft—plain with rounded tips, or dimpled or belled or square. The brims are soft in some cases and stiff in others.

"The chenille embroidery," the bulletin continues, "is the emphatic feature, in a tone or color to contrast with the body of the hat, or in a mass of many colors. Flowers or conventional motifs are liked equally well. The brim edges are overcast with the chenille in solid border stitching or in clusters of stitches. Cross stitches cover many side crowns, and when this is done is done the tip is given a wheel spoke motif with the chenille strands radiating to the edge. The daisy motif is perhaps the most wanted.

The favored colors include gray, sand, sumatra, wood brown, sage green, black and Copenhagen blue. The bands are either made of clusters of chenille strands or of narrow ribbon, with the staple tailored bow.

One attractive medium-sized model is embroidered with two large asters on the soft crown, centered by clusters of sand ribbozene matching the tone of the hat. The ribbozene covers the top of the brim in spider web fashion. Black velour is used for a helmet shape, with a high crown and small brim. Four blue and gray daisies are embroidered on the crown. Alternating gray and blue stitches overcast the brim edge, while the band is a narrow bit of moire ribbon with a tailored loop on the right."

### Novel Clocks and Pens.

A traveling clock at \$8 wholesale is one of the best selling novelties of a leading house, which claims that it is equal to any clock at \$25 heretofore put on the market. It comes in a case of ecrase leather in red, blue and alligator, and is about six inches high. It has a twenty-four hour movement, radium dial and hands. The same house is having great success with the pen and pencil sets, at around \$10.50 a dozen. The articles are gold-plated, and come in styles for men and women. The Baby Grand Fountain Pen, about 2 1/4 inches long, is also popular. It comes in a set with pencil and sautoir ribbon and sells at \$15 a dozen.

One good sign: Paper production and consumption are making new records.

### New Things in Waxed Paper.

Among the newer forms of waxed paper for household and other purposes lately put on the market by a prominent local manufacturer are rolls of the material, 125 feet long, a foot wide and of heavy quality, that can be retailed profitably for 50 cents. The feature of this paper is that it can be unrolled without taking it from the box, and therefore it does not get soiled or wrinkled. Another useful novelty is in the form of envelopes containing folded sheets of luncheon paper 12 by 14 inches in size. Eighty of these sheets come in an envelope to retail at extremely low prices. Each sheet may be withdrawn without disturbing the others, thereby keeping them all clean and fresh. To retail at 5 cents for an ounce box, the same manufacturer has brought out a special shredded waxed paper in green and red for Christmas trimming purposes. In green, purple and white this paper has been used at Easter time for lining candy egg baskets, etc. The concern in question is also bringing out a yellow paper for Easter use.

## The Net That Gives You 20% More Profit

than any other advertised brand of hair nets. And the superior quality of DURO BELLE produces a volume of sales that makes this the best hair net proposition for any druggist to push. More sales and greater profits for you on

## Duro Belle HUMAN HAIR NET

Demand by women after one trial because they are really better and outlast any other hair nets. It's all in the tiny Duro Knots that exclusive DURO BELLE feature that makes this the best human hair net in the world.

### Our Dealer Helps Will Increase Your Sales

Most elaborate and complete advertising display ever produced for promoting hair net sales. Display cabinets, counter cards, window trims, posters, etc., all beautifully lithographed in many colors—supplied FREE by your jobber.



WRITE TO-DAY

### National Trading Co.

630 S. Wabash Ave. CHICAGO, ILL.



## The Kids Will Tell You!

Youngsters are frank. They speak loudly what they think before they think. They are fond of bread—naturally. They like Lily White Flour because good breads meet with instantaneous and noisy approval.

Try baking with Lily White Flour. It is guaranteed to be the best flour for all general baking you ever used. Give the kiddies some of that wonderful light bread, or those luscious raised biscuits, or cinnamon rolls, and hear them cheer.

Lily White Flour can't hurt them. It is made of the finest wheats grown in America—clean, wholesome and nourishing.

# Lily White

"The Flour the Best Cooks Use"



### RAISED BISCUITS

Scald 1 pt. milk, or milk and water. Add 2 teaspoons butter or lard, 2 teaspoons sugar and 1 teaspoon salt. When luke warm add 1/2 yeast cake dissolved in 1/2 cup water. Add Lily White flour to make a soft batter. Mix well; add flour to make a dough. Knead. Let rise until it is double in size. Knead again and shape. Let rise 1 1/2 hours. Bake in a quick oven 20 minutes.

### 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.

Your Grocer Sells Lily White

VALLEY CITY MILLING COMPANY

GRAND RAPIDS, MICHIGAN

"Millers for Sixty Years"

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

## 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.



### Proceedings of St. Joseph Bankruptcy Court.

St. Joseph, Aug. 27.—In the matter of Raymond D. Phillips, operating as the Empire garage, bankrupt, of Kalamazoo, the first meeting of creditors was held at the latter place and as no creditors, who had filed claims were present or represented and there being no assets above the bankrupt's exemptions, an order was made that no trustee be appointed and that the bankrupt be allowed his exemptions as claimed. The bankrupt was sworn and examined without a reporter, whereupon the meeting was adjourned without day. Unless cause to the contrary be shown the estate will be closed within the thirty day period.

Aug. 28. In the matter of Cornelius Brown Co., a corporation, of Hopkins, bankrupt, the final meeting of creditors was held at the referee's office and the trustee's final report and account approved and allowed. The administration expenses were ordered paid in full and a first and final dividend of 5½ per cent. declared and ordered paid on all claims filed to date. The trustee was authorized not to interpose objections to the bankrupt's discharge and the referee made a certificate favorable to its discharge. The final order of distribution was entered, whereupon the meeting was adjourned without day.

Aug. 29. In the matter of Nathan Cooperman, bankrupt, of Dowagiac, an order was made calling the first meeting of creditors at the latter place on Sept. 12 for the purpose of proving claims the election of the trustee, the examination of the bankrupt and the transaction of such other business as may properly come before the meeting.

In the matter of Merle F. Payne, bankrupt, formerly doing business with others under the name of the Elite garage, at Kalamazoo, the referee entered an order calling the first meeting of creditors at the latter place for the purpose of proving claims, the election of a trustee, the examination of the bankrupt, and the transaction of such other business as may properly come before the meeting.

Aug. 30. In the matter of William F. Traver, bankrupt, and George W. Merriam, bankrupt, both of Hartford, the trustee's have been directed to file their fifth reports and accounts for the purpose of taking action relative to reducing the remaining assets to cash, in order to call the final meeting of creditors for the payment of a final dividend and the closing of the estates.

Aug. 31. In the matter of Raymond D. Phillips, bankrupt, of Kalamazoo, no cause to the contrary being shown, an

order was made closing the estate and recommending the discharge of the bankrupt. The record book and files were returned to the clerk's office.

Sept. 1. In the matter of Emanuel R. Kuhn, doing business as the A. M. Young Co., bankrupt, of Kalamazoo, the final meeting of creditors was held at the referee's office and the trustee's final report and account were considered, approved and allowed. A final dividend of 5½ per cent. making total dividends of 10½ per cent. was declared and ordered paid. The administration expenses were ordered paid in full and the bankrupt, in lieu of his specific property exemptions, allowed \$250 in cash. The final dividend list of creditors were filed. The trustee was authorized not to interpose objections to the bankrupt's discharge and no cause having been shown it was determined that such favorable certificate be made. The final order of distribution was entered, whereupon the meeting adjourned without day.

### Made Good.

Angry customer—"Here! I am returning that box of blink blank cigars you sold me.

Clerk—"Smatter with 'em?"

Angry Customer—"Awful! You told me they'd take me back to my boyhood days, and they made me sick as time!"

Clerk—"Well, wasn't that the way cigars acted on you when you were a boy?"

### Not for a Nickle.

It was a country store in Arkansas. A one-gallus customer drifted in. "Gimme a nickels worth of asafetida." The clerk poured some asafetida in a paper bag and pushed it across the counter.

"Chage it," drawled the customer.

"What's your name?" asked the clerk.

"Honeyfunkel."

"Take it," said the clerk. "I wouldn't writ asafetida and Honeyfunkel for five cents."

# "SKAT"

## Kitchenbrite

## Hand Soap



STOCK BOTH  
PUSH BOTH  
SELL BOTH  
PROFIT BY BOTH  
SKAT PRODUCTS



Dirt and grease scatters before this better Cleanser. It dissolves greasy, dirty deposits other cleaners can't touch.

SKAT KITCHENBRITE has innumerable household uses—in every cleaning and brightening up task it surpasses all others.

Made by a special process, of neutral ground soap and a powdered detergent. Guaranteed to be satisfactory in every way on a "money back" basis.

Smoking factory chimneys prove that industry is fast reviving and means that thousands of pairs of dirty hands must be made clean several times a day.

Put the job up to SKAT HAND SOAP. It has proved its ability to quickly remove grease and dirt from mechanics, blacksmiths miners, engineers, auto owners and everybody's hands.

SKAT is comfortable to use—won't hurt the most tender skin.

**THE SKAT COMPANY** HARTFORD CONNECTICUT

## 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—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

Wanted—Stock general merchandise in country town in exchange for good, improved farm. Address No. 299, c-o Michigan Tradesman. 299

Wanted—To hear from owner of good business for sale. State cash price, full particulars. D. F. Bush, Minneapolis, Minn. 233

SKIRTS—Complete line of LATEST materials, in most desirable style at

lowest prices. Wool tweed knickers \$2.50. Write for samples. Robinson, 346 Sixth Ave., New York. 309

GROCERY—Established trade, fine location, town of about 2,000 population close to Grand Rapids. Doing about \$30,000 annually. Sell at invoice. Address Box 57, Sparta, Mich. 310

Country store, general stock, good store building with living rooms, garage, wood house, gasoline service station. Invoice about \$2,500. Stock and fixtures. Lump at \$4,500. A BARGAIN. Address No. 311, c-o Michigan Tradesman. 311

Confectionery—Doing fine business, fine fixtures, clean stock, doing about \$20,000 annually. A money maker. Will lump building and fixtures and invoice stock. Address No. 312, c-o Michigan Tradesman. 312

I want to buy an established store in a thriving locality. Robert Tarzwell, 48 Gingwell Court, Pontiac, Mich. 313

FOR SALE—Only restaurant in hustling town 2,000. Doing \$20,000 annually. Frank R. Reed, Carsonville, Mich. 314

For Sale—General stock and store building in Polish neighborhood. Included in property are dwelling, garage, wood and coal house, chicken house, and warehouse. Stock worth about \$6,000; real estate cheap at \$4,500. Rare opportunity for right man. Enquire of Worden Grocer Company, Grand Rapids, Mich. 315

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

For Sale—Two first-class combined restaurant, ice cream and confectionery stores, doing good business. Located in two busy towns. Reasonable. Address S. A. Crosthwaite, Jonesville, Mich. 303

For Sale—Two Detroit automatic grocery scales, one 100 pounds capacity, one 30 pounds. Both in good condition. Enquire G. J. Linten, Kingsley. 304

FOR SALE—Country store, with good living rooms in connection, doing between \$500 and \$600 a week business. Large stock of groceries, dry goods, shoes, some hardware, etc. In a very good farming country. Ill health reason for selling. It will take \$12,000 to handle. Address No. 306, c-o Michigan Tradesman. 306

FOR SALE—Ready-to-wear, millinery, and fixtures. Sickness. Must leave. Address No. 308, c-o Michigan Tradesman. 308

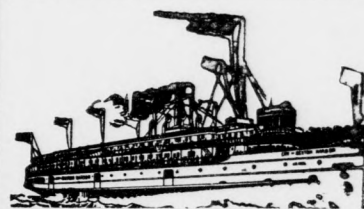
For Sale—87 foot frontage on main street, 180 foot frontage on side street. Fine maple shade on side street. Store building 22x100 feet occupied as feed store. Small store building on corner which is used for millinery store. Large horse shed, room for four teams. This is the best location in the city. 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

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

## Economic Coupon Books

They save time and expense.  
They prevent disputes.  
They put credit transactions on cash basis.  
Free samples on application.

**Tradesman Company**  
Grand Rapids, Mich.



**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.

Freight Station Front and Fulton  
Telephones—Citz. 64241 Bell M 3116

For Information  
Tel. Citz. 4322 Bell M 4470

## INDIA TIRES

HUDSON TIRE COMPANY  
Distributors

16 North Commerce Avenue  
Phone 67751 GRAND RAPIDS, MICH.

**TAKING INVENTORY**

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

**Fiegler's**

**Chocolates**

Package Goods of  
Paramount Quality  
and  
Artistic Design



## JUSTIFIED ITS EXISTENCE.

### The Citizens Telephone Co. Accomplished its Purpose.

The Citizens Telephone Co. came into existence twenty-five years ago as the result of a threat indulged in by the then Manager of the Michigan Bell Co. that Grand Rapids people would not be permitted to engage in the telephone business on their own account; that if they did launch an opposition company it would simply be a "question of book-keeping and good interest"

At that time the service rendered by the Bell Co. was a joke. Patrons were compelled to pay three months in advance for service which was frequently interrupted for weeks at a time. Any one who complained was treated with the utmost contempt. The Bell Co. refused to operate under a franchise and recognized no law, human or divine. It was a law unto itself, amenable to no one but an arrogant and unscrupulous manager and a subservient board of directors. There was then no machinery in the law by which the octopus could be restrained or forced to do business in a business like manner.

Under the circumstances there was no other course open but to organize a competing company, which met the most violent opposition of the corporation already in the field. Every obstacle possible was thrown in the way of the independent organization. Even criminal methods were employed to defeat the will of the people, but the new organization kept to its course and soon had more patrons than the Bell Co. had ever enjoyed. This leadership continued up to the time the Citizens Co. retired from the field when it had three times as many subscribers as its great competitor.

The Bell Co. would never have had competition in the local field if it had given good service and accorded its patrons a living rate. As soon as competition stared it in the away below the figure demanded by Grand Rapids people, without gaining anything thereby. Then it accorded absolutely free service. Any one could have a Bell telephone for the asking. This attracted a few persons of no standing in the community, but the substantial portion of our citizenship refused to be bribed or cajoled by the tender of free service. Such methods could end in but one place—the bankruptcy court—and here the Bell Co. found itself as the result of the reckless methods which accomplished nothing in a material way.

On the re-organization of the Bell Co. a period of sanity superceded a wild career of recklessness and criminality. Sensible business men took the places of crooks and wreckers. The Bell Co. never gained any foothold to speak of in Grand Rapids—and never could without eating the bread of bitterness by taking over the Citizens Co. on a fair and equitable basis. For some years a divisions of territory was seriously considered; in fact, such an arrangement was practically decided upon;

but later on, as the changed policy of the Bell Co. became more manifest, the officials of the Citizens Co. agreed to consider the overtures of the Bell Co. for the purchase of the entire capital stock on a par basis and the assumption of the banking and bonded indebtedness. Negotiations were conducted on both sides with the utmost dignity and decorum and last Saturday marked the retirement of the Citizens Co. from the field, after having accomplished all it set out to accomplish. Having served a useful purpose it retired from business with credit and satisfaction to the community and its stockholders. It saved the people of Western Michigan many millions of dollars.

It is claimed by men who are familiar with the situation that if the Bell Co. of twenty-five years ago had been dominated by men of wisdom and foresight it would have saved from \$15,000,000 to \$20,000,000 which was more than wasted by the miserable creatures who deliberately plunged the Bell Co. into bankruptcy, thus destroying the confidence of the people and inflicting heavy losses on the investors who had been wheedled into buying bonds and stock of the defunct organization.

The Bell Co. is now in complete control of the situation. The character of the men now at the head of the organization leads to the belief that the business will be conducted along sane and honorable lines. Time only will disclose whether these men prove faithful to their trust. If they do not prove faithful, the remarkable career of the Citizens Co. can be repeated.

E. A. Stowe.

A chance for some interesting and useful business research is suggested by a question recently raised with regard to changes in consumption following changes in wages. There has been some valuable material collected along this line in previous years, but since the war price levels, wage payments, rents, and standards of living have been subjected to such a severe shaking-up that the further usefulness of pre-war data is questioned. Hitherto it has been assumed that as the income increases, the percentage of income spent for clothing remains approximately the same. Studies of numerous family budgets supported this conclusion. It is now claimed however, the increase of house rent and the advent of the automobile have disturbed this relation. In other words, when a wage-earner or salaried worker receives increased compensation he does not spend more proportionately for clothing, but puts his extra money into a car. If he already has a car, he will plan to trade it in for a more expensive one, and so on. Consequently no more is spent for clothing than before, and instead of the expenditures for this item remaining at a fairly constant proportion of the total it rather tends to diminish. The creation of new wants has thus upset the existing relationship between expenditures for different groups of items. All of this sounds reasonable but what are the facts?

### KATE DOUGLAS WIGGINS.

Mrs. Kate Douglas Wiggin, who died August 30 at Harrow, England, was one of America's most popular writers for more than thirty years. No painful self-analysis or revolt against environment troubled her sunny-spirited characters whose youthful adventures were inspired primarily by the joy of being alive. Changing styles in literature troubled Kate Douglas Wiggin not a bit. Since she began writing in 1888 there have been many literary discoveries. Sex, main street, psycho-analysis, and socialism found their way into the novel, but her girls continued to struggle with the weightier problem of dress and occasional excursions among the thrills of being a tomboy for a few hours.

It would be difficult to say just which of her many books comes most readily to mind, but probably it is the character of Rebecca, who appears in both her books and her play, "Rebecca of Sunnybrook Farm." That wistful and delightful young lady preserved the illusion of eternal youth for her creator as well as herself. It is almost impossible to think of Mrs. Kate Douglas Wiggin as 64 years of age.

Popular interest in her literary production almost completely obscured her devotion to the kindergarten as an institution, but Mrs. Wiggin gave liberally of her time and funds to its development. She established the first free kindergarten for poor children on the Pacific Coast and wrote several books on the subject. Her kindergarten "Principals and Practice" appeared in 1896 and her interest in this subject continued throughout her life.

### WHERE ARE THE PROFITS?

In current discussions of business conditions one hears more and more talk on the subject of profits. The volume of business is large, but where are the profits? Studies of operating expenses in retail shoe stores by the Harvard Bureau of Business Research show that in 1922 the "typical shoe store showed neither a profit nor a loss." A survey of 442 wholesale grocery firms by the same agency showed a net profit in 1922 of only 0.5 per cent. These are not rare and exceptional cases. Volume and turnover show improvement but profits have dwindled. Evidently prices and production costs are out of adjustment. Domestic competition is so keen and consumer demand is such a fickle thing that it is not easy to bring a new alignment. That is one reason why many business men are not altogether cheerful in spite of the fact that they are having one of the busiest years in their history.

### SMALL AND LARGE STORES.

A study of the operating costs in 1922 of nearly 500 department stores by the Harvard Bureau of Business Research shows some significant differences between the larger and smaller establishments. The stores were divided into two groups. There were 340 with net sales of less than \$1,000,000, and 151 with sales exceeding that figure. The larger stores

paid out a greater proportion of the proceeds from their net sales for salaries, wages, rent, and advertising, and their total expenses were slightly greater than those of the smaller establishments. These differences, however, were not very striking, as the percentages of expenses for the large and small stores were respectively 28.6 and 27.8. On the other hand the difference in the rate of stock turn was quite pronounced. For the large establishments it amounted to 3.5 times a year, compared with 2.4 for the others. In the matter of profits the difference was still more striking. For the large establishments it amounted to 3.4 per cent. of net sales and for the smaller ones 0.7 per cent., a fact which is to be considered in connection with the more rapid rate of turnover.

and for the smaller ones 0.7 per cent., a fact which is to be considered in connection with the more rapid rate of turnover.

### CANNED FOODS CONDITIONS.

Hope in the future of the canned food market lies in the fact that liquidation cannot go on forever without restocking and that there is a limit to the declines which can occur. When the buyer is assured that the bottom has been reached and he has bare floors he will buy for the future. That is the way the canned food situation is at the moment. Distributors are buying the general line but in a limited way and the question of an overpack has been pretty well settled by crop conditions and the high cost of production. Canners are of the opinion that their products will be worth considerably more money next spring than at present and as they are limiting their packs they are inclined to carry their surplus over contracts. This makes for firmness, which is developing in some lines.

### ROADS AND THE PEOPLE.

More than 90 per cent of the population of the United States will in the next few years, by virtue of Federal aid to the state highways, live within ten miles of a Federal aid road.

You need system in your store, but don't have so much of it that there is no time left for doing business.

You can overdo the recommendation of your goods in your advertising or sales talks.

### 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	50@ 75
Shearlings	25@ 50
Tallow.	
Prime	@5½
No. 1	@4
No. 2	@3
Wool.	
Unwashed, medium	@30
Unwashed, rejects	@25
Unwashed, fine	@30