

MICHIGAN TRADESMAN

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Forty-first Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 3, 1923

Number 2089

"I WOULD like to acclaim the day when there is no room in America, anywhere, for those who defy the law; and those who seek our hospitality for the purpose of destroying our institutions should be deported or held securely behind prison walls. It is a great thing to build up the surpassing public, but it is a greater thing to preserve it.

"This land of ours has little to fear from those who attack from outside our borders, but we must guard zealously against those who work within our borders to destroy the institutions which have given them hospitality. A republic worth living in is worth living for; and a republic worth defending is worth our patriotic vigilance, so that it shall not be undermined by those who preach the gospel of envy and hate, or destroy in experiments against which forty centuries of human experience cry out in protest.

"One hundred and forty-seven years ago the inspired fathers proclaimed the American freedom on which our people have builded to the wonder and astonishment of the world. Let us duly resolve that in our grateful appreciation it shall be sacredly preserved."

Warren G. Harding at Portland, Ore., July 4, 1923.

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Every Meal
Eat
HEKMAN'S
Crackers and
Cookie-Cakes

GROCERS—To insure the maximum amount of sales, always keep your stock of Hekman baked goods complete.



Hekman Biscuit Co.
Grand Rapids, Mich.

THE COURT OF LAST RESORT—

—We've just heard from it. We asked the people of the United States to tell us about Yeast-for-Health. The replies spoke volumes for Fleischmann's Yeast, as the natural and permanent remedy from constipation.

You either have money or you haven't. Fleischmann's Yeast either overcomes constipation or it doesn't. And that it does has been proved, without any ifs, ands or buts.

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Yeast

Service

That Ton of Coal

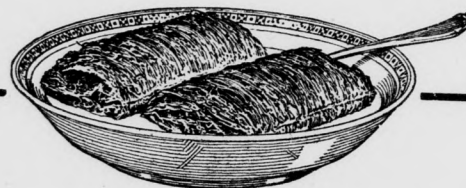
The cost of it need not worry your customers if they will cut out expensive foods that have no food value.

Shredded Wheat Biscuit

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

MADE ONLY BY

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



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You bet you had. We never knew a man who was suspicious of everything and everybody, who wasn't a good man not to do business with.

We have said it before and we say it again, there are other safes made just as good as ours but none any better. If therefore you need a safe—and if you haven't one you certainly do—we should like mighty well to tell you all about our safes, how they are made, what they are made of and the prices we can offer you.

Dropping us a card to-day asking for this information will place you under no obligation to us. Will you do it?

GRAND RAPIDS SAFE CO.

Tradesman Bldg.

Grand Rapids, Michigan

MICHIGAN TRADESMAN

GRAND RAPIDS
PUBLIC LIBRARY

Forty-first Year

GRAND RAPIDS, WEDNESDAY, OCTOBER 3, 1923

Number 2089

MICHIGAN TRADESMAN

(Unlike any other paper.)

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

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By
TRADESMAN COMPANY

Grand Rapids
E. A. STOWE, Editor.

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FIRE PREVENTION WEEK.

Fire Prevention Week is here again. This year it will be observed from October 7 to 13, inclusive, and plans are being formulated in more quarters than ever before to stamp the significance of the occasion upon the public mind.

America's fire loss, last year, of \$521,860,000, as everyone concerned with fire insurance and fire prevention is aware, greatly exceeded that of 1906, when San Francisco burned. In fact, no such tremendous destruction ever has been recorded for a single twelve-month in any country at any period of the world's history. This, coupled with the number of fatalities, which could not have totaled less than 15,000, affords ample reason for injecting into the activities of the coming week a new and still more vigorous spirit.

It will be remembered that the Chamber of Commerce of the United States threw its support to the movement in 1922 and this body is understood to be already well advanced in preparations for an even fuller co-operation next week. The National Chamber, backed by its 1,400 local units, constitutes an invaluable ally in the gigantic labor of changing a nation's habits in dealing with fire.

The United States Department of Agriculture, the United States Bureau of Education and the American Red Cross always have aided materially in their special fields, as have also the National Association of Credit men, the Fire Marshal's Association of North America, and the International Association of Fire Engineers. Rotary, Kiwanis and Lion's Clubs everywhere gave liberally of time and money last year towards municipal observances, and indications point to the same intelligent promotion during the Week that lies ahead.

The Motion Picture Producers and Distributors of America, Incorporated through its president, Will H. Hays, has promised hearty assistance in "putting over" the week via the "silver sheet," and the Radio Corporation of America will do its part to make the airways available for the driving home of vitally needed lessons in conservation of American life and property. The National Fire Protection Association stands, of course, with the National Board in bending every effort towards giving permanence to the work.

With these representative and widely diversified interests severally pledged to the cause, fire chiefs, mutual insurance companies, and other individual fire preventionists will find the way smoothed as never before for their own "missionary" work.

A COMPLEX PROBLEM.

For many weeks the newspapers have carried stories about the campaign under way to induce wheat growers to sow a smaller acreage in wheat and to diversify their crops. As a matter of fact, fourteen states planted less wheat for the 1923 harvest than they did in the five years preceding the war. In the spring wheat belt, where the depression caused by low prices seems to be greatest, the two great wheat states of Minnesota and North Dakota had a smaller acreage in wheat than they had, before the war. Their curtailment, however, was partly offset by the increase in acreage in Montana. The greatest expansion has occurred in Kansas, which, according to the Department of Agriculture, planted 5,408,000 more acres to wheat in 1923 than the average in the five years before the war. Other states which have greatly increased their acreage since 1914 are Oklahoma, Illinois and Colorado. In Illinois the increased acreage represents a transfer from corn. Three years ago the country seemed to have too much corn, and many farmers turned to wheat. In Montana, Oklahoma, and Colorado the increase came through the conversion of grazing lands into wheat fields. Whether these lands should be turned back to grazing is a matter that needs careful consideration. The Department of Agriculture is of the opinion that the campaign for diversification should be conducted with discrimination. A mere change from one crop to another for the sake of a change may prove a remedy worse than the disease.

ANOTHER SURE CURE.

It is now proposed to cure the economic ills from which the wheat growers are afflicted by applying the flexible tariff provisions and advancing the duty on wheat 50 per cent., or from 30 to 45 cents. The purpose

is to exclude the Canadian product. It is pointed out by the champion of this plan that 30 cents is inadequate and in proof thereof he cites the fact that both Canadian and domestic wheat of the same grade sell for the same price in the Minneapolis market. Of course they do, if they sell at all. But since the United States is a wheat producing country, it is difficult to see how an import duty can force higher prices. The situation of wheat, for example, is wholly unlike that of sugar. In the case of the latter commodity the tariff raises the price by the amount of the duty. This is because the sugar produced in the United States amounts to only a fraction of total consumption. If the United States were producing sugar in excess of its domestic requirements and were depending on foreign markets to absorb its surplus a protective duty would be only a futile gesture. For most wheat growers that is what the tariff on wheat amounts to. It so happens, however, that a hard grade of Canadian wheat is needed in this country for blending purposes, as domestic production of this variety is not sufficient to meet the demand. It is the growers of this grade who may profit to some extent from the tariff, but they do so at the expense of the other wheat growers and of the consuming public as well.

Real friends of Ireland will enjoy reading the disquisition from the pen of John I. Gibson, of Battle Creek, published on the second and third pages of this week's issue of the Tradesman. Mr. Gibson writes of conditions in Ireland from the standpoint of a man who loves his native country. Although he has been an American citizen for more than a quarter of a century, he has kept in close touch with the land of his birth through correspondence with leading citizens of Ireland and frequent trips to the home of his childhood. Mr. Gibson's opinions regarding Ireland, Germany and the other countries of Europe concerning which he writes will be accepted as accurate by all who know the care with which he investigates every subject which he undertakes to discuss, either privately or publicly.

Ten days after the strike of union pressmen in New York, when utter defeat not only stared them in the face but was a foregone conclusion, Sam Gompers authorized a statement that the strike was irregular and that the strikers were union outlaws. It required a heap of courage on the part of the crafty old scoundrel to issue this announcement after the controversy had been settled days before.

CANNED FOODS MARKET.

The canned food packer is content to let the buyer remain indifferent on the theory that what surplus remains over contracts can be readily sold later on a rising market. The distributor is of the opinion that if he has to pay advances later on, he will do so and pass the advance on to his customer. The real sufferer is the broker who is unable to bring the buyer and seller together in a way that means worth while brokerage. The intermediary fall season, in this market at least, has not had an easy time of it. While current trading may be heavier, it is not enough to make up for the dullness of the summer. If reports from canning sections are correct there will not only not be a surplus, but stocks already canned have been pretty well sold to merchants in other markets, leaving only a small balance. There is talk in packing centers of a shortage before another pack comes in. All of this bullish talk does not alter the conservation of local operators, although the apathy of merchants here does not prevent a hardening of the market at primary points. Vegetables are regarded as favorably placed from a packing standpoint.

A New Way to Sell Goods.

A sales method which appeals both to the purse and to the sporting instincts of the prospective purchaser has become popular in Concepcion, Chile, during the past few months, says Consul S. R. Thompson in a report to the Department of Commerce. It consists of the formation of so-called purchasers' "clubs," which a fixed number of persons agree to join and pay a certain fee each month for a period of six, twelve or twenty months, depending on the value of the article to be purchased. Once or in some cases twice a month a number is drawn by lot, and the member to whom the lucky number corresponds receives the article at once and withdraws from the club. Members continue to make their monthly payments until their names are drawn, and at the end of the period stipulated those whose number has not been drawn also receive the article. The price of the article to those who are not favored by an early drawing is, of course, higher than its ordinary retail price, but not excessively so.

Gladstone, when Prime Minister of England, remarked: "Believe me when I tell you that the thrift of time will repay you in after life with a usury of profit beyond your most sanguine dreams, and that the waste of it will make you dwindle, alike in intellectual and in moral stature, beyond your darkest reckonings."

THE RATTLE OF THE SABER.

European Nations Still Pander to War Spirit.

Battle Creek, Oct. 2.—It seems to have become the usual order of procedure to talk of things about which we know very little. We seem to think that anyone who has made, even the most cursory enquiry, into conditions in Europe during a stay there of a few weeks is competent to express a worth while opinion. When some of the ablest men in Europe, who are giving their entire time and thought to the problem of finding a way out, confess their impotency, isn't it presumptuous, if not preposterous, for a foreign visitor to make definite statements with all the assurance of one who knows? This is particularly true of the present situation in Ireland. Indeed, I hold that it is more or less a waste of time to try to make one who has not been born in Ireland and who has not lived there until maturity, understand, even slightly, the fundamental causes of Irish unrest, besides, as James Harbey Robinson says, our thoughts are in a large measure owned by the community in which we live. We are mentally all pure communists. From childhood we accumulate a store of unconscious prejudices about even the most trivial things. I find that it is extremely difficult for me to ignore prejudices and what I have heard before, and look every situation in the face, and this is true of everybody. I am free to confess that the most of my thinking is taken up with trying to find excuses for going on doing as I am at present. The real test of intelligence is in being able to change one's mind.

Although I was born in Ireland and have been back there several times since I first came to this country in 1881, yet I found it hard to keep from making invidious comparisons. This is a fault that most Americans are guilty of when they are away from home and you have all heard them talk about "God's country" when they return.

Ireland is about 300 miles long and 152 miles wide. The population is about 4,700,000. There are four provinces, thirty-two counties, nine counties in Ulster. The population of Ulster is 80 per cent. Protestant. The remainder of Ireland is Roman Catholics by a big majority. Ulster is a Crown Colony of Great Britain and her Governor is appointed by King George. The present Governor is Tim Healy, who gets a salary of 25,000 pounds (\$120,000) per year.

Kinglake once said that "the laws of nature are uniform in their operations all over the world except in Ireland."

I found that the old habit of make-believe which I was continually up against as a boy is still quite general among the adult Irish people.

There is no country in which slavishness is so despised and independence so esteemed, and yet there are few countries in Europe in which there is so much slavery and so little independence, for the Irish have the worst masters in the world—their own feelings and passions.

A Scotchman thinks before he speaks; an Englishman thinks when he speaks; but an Irishman thinks after he has spoken. When I mentioned this fact to a fellow countryman he said, "Bedad, if I thought before I spoke, I'd forget what I was going to say."

While I was in Ireland there was a cessation from violence and the people generally were hopeful of better things. I talked to Protestant and Roman Catholic farmers in the Free State, who assured me that the new government was functioning and that it was only a matter of time until Ireland would come into her own. This is a consummation devoutly to be wished.

Unrest has been more or less prevalent in Ireland ever since the year 1143, when Henry II of England, at the request of the Pope, sent Strongbow over to quell the fighting and turbulence which was going on among the numerous kings and chiefs. So that it would not be strange if several years were required to establish normal conditions. Poor Ireland—a patient who resolutely refuses to get well!

One cannot overlook the fact that for years human life in many parts of Ireland has been cheap and that the country is reaping a harvest of moral degeneration. Rev. P. J. Gannon, a Jesuit father, speaking in Dublin not long ago, said of Ireland:

"Ten years ago life still had a certain sanctity; now it has none. Men shoot their fellow countrymen with apparently as little compunction as they would shoot a pheasant or a snipe before. Unless we can get back to the old reverence for life, we may put shutters up and attach crepe to the front door of civilization."

I am glad to report that I saw signs that the old reverence for human life and the rights of others in returning. I had hoped that the election just closed would have given the Free State government a better working majority, but as the farmers' party and the independents are, for the most part, in favor of the treaty with Great Britain, all may be well. The Republicans or De Valerites, say that they will not sit in the Dail

or Parliament. This may lead to complications.

The boundary line between the six Ulster counties and the Free State has not been definitely settled. The Free State is imposing duties on goods from Ulster, and unless forbearance and good sense prevail, this question may cause trouble. One thing I am convinced of, and that is, that there will have to be a radical change for the better in the government of the Free State before there will be a united Ireland. Rev. Father O'Flanagan, Vice-President of the Sinn Fein organization, has declared in a public speech that Ireland was historically, radically and economically a duality. I said to an Ulsterman that, in my opinion, Ireland could not afford to support two governments. While he admitted that the two governments were more expensive than one, he declared that it would pay the North in the long run to bear the whole cost of an Ulster government which would look after Ulster interests, rather than to pay a share of the cost of an all-Ireland government which would subordinate Ulster interests to those of the South. The Ulsterman is nothing if not practical. What he calls the George Russell stuff, the Gaelic revival, the imaginative folk lore and history of Hibernia, and its ancient and somewhat imaginary virtues and culture,

all denominations. I noticed in a New York paper a short time ago, that the De Valerites of that city want Lloyd George kept out of this country, because they say he is an undesirable alien.

While it is true that agriculture is by far the most important industry in Ireland, yet one finds in Ulster especially, remarkable industrial development, ship-building, rope works, flax spinning, linen, tobacco, greatly diversified industries. Great natural resources—coal, peat, iron, etc.

Ireland, in my opinion, is one of the most beautiful countries in the world. I wish I had the power of telling you about it. "Where each little house as the road winds around seems to have grown from a root in the ground." I can only say with Moore's "Sweet Innis-fallen, fare thee well—may calm and sunshine long be thine. How fair the art let others tell. To feel how fair shall long be mine."

I visited France, Belgium and a small part of Germany near Cologne, occupied by the British, and I see no reason to change the views I expressed in my letter printed in the Tradesman of Aug. 29, which most of you, I presume have read. I still think that the depreciation of the German mark was deliberately planned by the big German industrial

the world level, the freight rates, now figured on a gold basis, and the introduction of gold basis wages have caused a tremendous increase in internal prices."

The situation is further aggravated by widespread hoarding, particularly of agricultural products, by speculation, and by the universal attempt to anticipate the effects of a continuation of the downward progress due to the above causes. At bottom is the instability of the currency, which prevents any accurate foreseeing of the future.

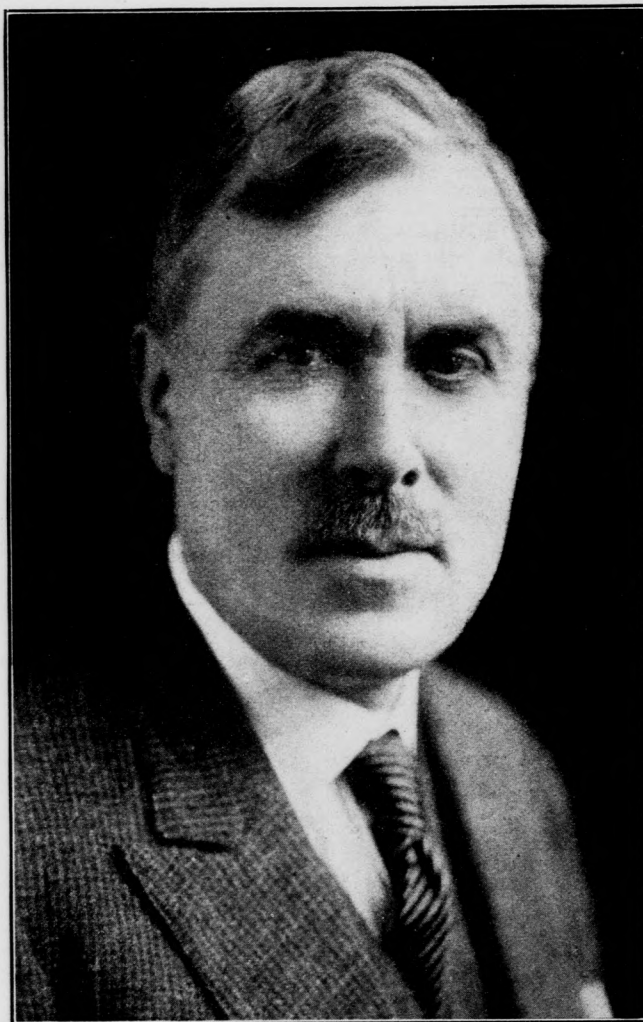
The so-called big men of Germany who schemed to have their country win the peace, and present her to the world as a bankrupt, ruined country, unable to pay the reparations justly demanded from her, by the allies, have overshot their mark.

The Frankfurter Zeitung estimates the floating debt of Germany on Aug. 3 was over one quadrillion marks. The government receipts during the Aug. 10-20 period were only 1-8 per cent. of its expenditures for the same period.

Secretary of the Treasury Mellon said in an interview, not long ago, that Great Britain and America were paying their way, but the policy of Germany was very much like Aunt Caroline. "Poor old Aunt Caroline," said a young colored girl, "she was in a bad way when I saw her last ebenin. Cold as it was, she didn't hab a nickle in de house to buy coal." "Dat's too bad," said a second colored girl. "Has she got coal now?" "Yeh." "How'd she get it?" "She don't pawn de stove."

Most of the people with whom I discussed the matter abroad said that the great mistake of the allies was in not making terms with Germany in Berlin and staying there until the amount fixed for reparations was paid. Some went so far as to say that Mr. Wilson was largely to blame for this blunder. Jules Saurvein, the noted French publicist, says that President Wilson's ideas were impracticable and that they suffered from two fundamental defects: first, he was responsible for the reconstruction of Europe along national lines and, second, he believed in the possible co-operation of all European states in the bosom of a league of nations.

Germany came out of the war with her territory almost unharmed and still possessed of her real wealth, which is comprised in her railways, land, buildings, factories, shipping and other material assets, so that it is hardly just to measure her ability to pay by the exchange value of her currency. Since the signing of the armistice, nearly five years ago, Germany has made great progress industrially. She built more ships last year than any other nation. She is rapidly regaining her foreign trade, both export and import. This is evidenced by the fact that she was, despite her economic condition, our third best customer for the first seven months of the present year, buying from us \$163,753,257 worth of goods. Payment is made through establishing credit in New York. During the first half of 1923, imports of gold amounting to \$26,889,000 were received by us from Germany.



John I. Gibson.

mean nothing to him. He holds that his ancestors, though they may have come late to Ireland, have a right to stay there and have built up an industrial community of sufficient importance to the world to be allowed to go on managing his own affairs in his own way. He holds that no man or no government has the right to make a single Ulsterman exchange British government for any less civilized, less stable, less loyal or less materially advantageous government. An Ulsterman to whom I talked said, "Don't forget that Ulster's financial trousers and shirt meet at the waist, and that the Free State exhibits a hiatus of twenty-two million pounds (\$120,000,000) on its second budget. Some day the Free State government may reach the British standard in respect to these matters. Then, the Northern man says, will be the time to talk of a united Ireland."

Unfortunately religious bigotry and intolerance are still greatly in evidence, both in the North and South of Ireland. At times it goes to extremes which Americans cannot understand. A difference in religion very often prevents one from securing employment. When I was in Belfast, the Northern Parliament enacted an educational law taking the control of the national schools out of the hands of the clergy and a tremendous howl went up from the ministers of

magnates and carried out by the government at their request.

Stinnes—and his colleagues—bought millions of dollars worth of property of all kinds for which they gave their notes, which were perfectly good. These notes have been paid in depreciated currency with the result that these men now own and control the principal industries of the country, which they secured for a song.

The plans of Stinnes and his gang have not worked out as they intended they should. The recent extreme depreciations of the currency have failed to stimulate industry and to keep domestic prices down, this has given an impetus to the new scheme of the government to stabilize the currency, but so far no constructive plans have been devised.

U. S. Commercial Attaché, C. E. Her-ring, cabled from Berlin, under date of Sept. 7, as follows:

"It is obvious that the present situation can lead only to paralysis of all economic processes. Practically all internal transactions are now calculated on a gold basis and the paper mark is becoming worthless even as a circulating medium. The concurrence of the Ruhr embargo, the sudden advance of taxation by the newly adopted schedules, the excessive prices of coal, now standing above

\$100 \$500 \$1,000

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Yielding
6.35%

The Kansas Electric Power Company First Mortgage 6% Series of 1943 Gold Bonds are secured by a direct first mortgage on all the company's properties. Net earnings 2½ times all bond interest charges. The company serves 37 communities in eastern Kansas, including Leavenworth, Emporia, Lawrence and Parsons.

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Howe, Snow & Bertles, Inc.

Investment Securities

GRAND RAPIDS

New York Chicago Detroit

England was our best and Canada our second best customer during this period. It is interesting to note in this connection that Britain and her colonies bought more goods from us during this time than all of the rest of the world combined.

The feeling is general in Great Britain that Germany can and should be made to pay, and nearly every American with whom I talked in Europe is of the same opinion.

France, as I stated in my letter to the Tradesman, is doggedly at work. The Germans devastated a thirteenth part of France. The total amount of damage in this devastated area was 102 milliards of francs. France has already spent for reconstruction of these areas 49 milliards of francs and has received from Germany, including payments in kind and cost of occupation, 4 milliards of francs; 741,993 buildings were destroyed or badly damaged; 553,977 have been rebuilt and 4,044,970 people out of 4,690,183 inhabitants before the war have returned to their homes; 8,169,991 acres of land were torn up. On Jan. 1, 1923, 4,196,252 acres had been restored to cultivation; 22,900 factories were destroyed and 19,967 have been reconstructed. Roads are being rebuilt and cattle are being sent into the devastated areas.

Harvesting operations were in full swing when I was in France. It was pitiful to see the large numbers of old men, women and children at work in the fields. In many places they were cutting the crops with an old fashioned sickle. In only a few instances did I see any modern harvesting machinery at work.

Unemployment is negligible in France largely because she has absorbed about 700,000 men in the army.

In my opinion the prosperity of France is more apparent than real. She is depending on the receipt of reparation payments from Germany to enable her to balance her budget and her financial condition is not healthy. While her budget appears to be balanced now, it is only a paper balance.

The declining franc is stimulating exports just now. This is also true of Belgium, but replacement stocks will have to be bought in the near future at high franc prices. Stocks in many lines I was not able to spend much time in are beginning to run low.

Belgium, but from what I saw and learned, I believe that she is getting on her feet faster than any of the European countries. The tipping nuisance is worse in Belgium than in any other country I visited. In several instances when making purchases, the seller, without asking my permission, simply kept the change.

The rattle of the saber and the glorification of war are still greatly in evidence in Europe. Many of the public monuments and the pictures in the galleries have this end in view and pander to the war spirit. England seems to be taking to heart the advice of John Bright that "force is no remedy," but even in Britain the bulk of the revenue is used for war purposes. We have not a great deal to be proud of in this respect because 85 per cent. of American taxes goes to the expenses and obligations of war and only 15 per cent. to the promotion and practices of peace.

Having lived in London for more than six years as the representative of an American business house, I feel very much at home in the capital of the British empire, of which Daniel Webster said, "Her flag floats on every sea and in every port and the morning drum beat of her soldiers, following the sun and keeping company with the hours, encircles the earth with the martial airs of England." Business depression was acute when I was in England and unemployment was increasing. The outlook for shipping, her biggest business, was discouraging because idle tonnage was increasing and the market for key commodities was slow. The labor party, which is only another name for the socialist party, while it has some able and rather conservative men in it, is advocating the usual nostrums. Notwithstanding all this, the budget showed a surplus of 2,700,000 pounds (\$13,000,000) for the first five months of the fiscal year.

In considering England's attitude on the Ruhr question, it is well to remember that France owes the British government 600,000,000 pounds—about three billion dollars. This represents money actually paid to France and raised either by loan or taxation and on which the British taxpayer has to pay interest. At 5 per cent. this interest comes to 30,000,000 pounds (\$150,000,000) per year. The French people say that the entente is a priceless thing, but the Britisher cannot see any signs of France being willing to pay much of a price for it. On the other hand, Britain is willing to pay a big price for a settlement. She has offered to forego nearly 1,000,000,000 pounds (5 billion dollars) of her total claims on the continent to Allies and ex-enemies alike. This is a big sacrifice. I think it is without parallel; but it is the price the British government is willing to pay for the preservation of the entente and the settlement of Europe. In addition to this England has agreed to pay the United States \$500,000 per day for the next sixty-three years.

At a meeting of the International

Chamber of Commerce, held at Rome a short time ago, representatives from thirty-seven countries were present. These men, speaking different languages and with a different outlook on life, were able to get together and to all intents and purposes speak one language, when considering business questions of world import. There have been indications during the past few days that the business men of France and Germany were putting their heads together. Either in this or in a United States of Europe, with the United States of America lending a hand, lies the salvation of the old world.

The farmers in Europe are in much the same plight as they are here, because of low prices. The European governments, like our own, are perplexed and are trying to find a remedy. While I believe that remedial legislation may help some, yet I agree with Secretary of Agriculture Wallace in his condemnation of the schemes put forward by the farm bloc in Congress of price-fixing and Government buying and storing. I believe with Mr. Noon, of the State Farm Bureau, who, in addressing the Commercial Secretaries at Manistee last week, said the remedy lies in greater efficiency on the part of the individual farmer, diversity of crops, co-operative marketing and especially in the business man in the country, (every farm is a factory) and the business man in the city, getting together and in some practical way helping to solve each other's problems. Mr. Noon denounces the self-seeking politician who is going among the farmers preaching discontent.

We have had a warm summer, but it is drawing to a close, reminding one of the weary day in court, counsel for the prosecution cross-examining the defendant. "Exactly how far is it between the two towns?" (Silence.) Finally the answer. "About five miles as the fly flows." "You mean as the fly flies," retorted the lawyer. The judge leaned forward. "No," he remarked suavely, "He means as the fly crawls." And all four (the jury to a man) looked at one another feeling that something was wrong somewhere. John I. Gibson.

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 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.

Dealers Can Help.

How the dealer can help stop the waste in eggs is pointed out on a poster recently issued by the Extension Service of Colorado Agricultural College, in line with a campaign for better quality. Dealers can help by:

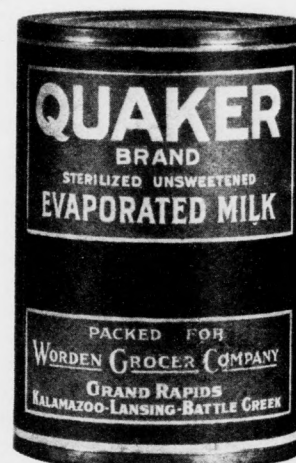
Encouraging production of infertile eggs by paying more for them. Candling every egg shipped or sold.

Packing eggs only in good cases, using new flats and fillers.

Placing excelsior pads on top and bottom of each case and not using any straw.

Keeping eggs in cool, dry place, and shipping often.

A New Member of the QUAKER FAMILY



QUAKER EVAPORATED MILK is being introduced to the trade as the latest addition to the QUAKER FAMILY.

As usual, we have taken nearly two years in our investigation to find the best milk to be offered to the trade.

And to-day we offer QUAKER BRAND EVAPORATED MILK as the finest milk that can be produced.

It ranks very high in richness and tastes more like natural milk than anything that has been produced.

As is usual with QUAKER BRAND products, this milk will be sold to the community stores.

There is no allowance for an extensive advertising campaign in the price of QUAKER MILK, but we are making it possible for you to give your customers the greatest value for their money in the contents of the package.

And, QUAKER MILK thus far has met all of the tests to the extent that you will be warranted in guaranteeing it as the best milk on the market.

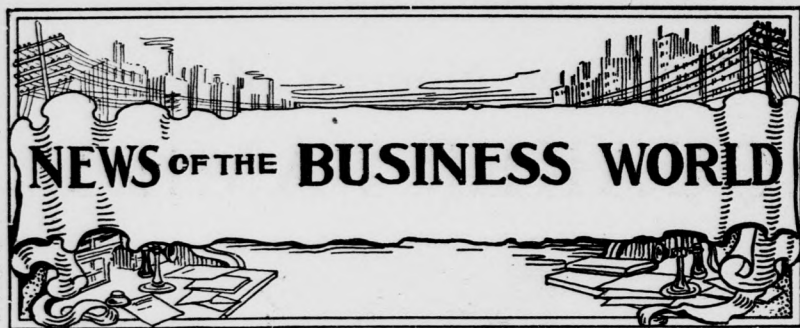
Put it in a conspicuous place on your shelves, talk quality and insist that quality rather than price shall be the determining selling argument of to-day.

Include a case of QUAKER MILK in your next order and give it a trial yourself, then you can tell your customers how good it is.

WORDEN GROCER COMPANY

Grand Rapids
Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.



MOVEMENT OF MERCHANTS.

Durand—Ashley Price will open a dairy store about Oct. 15.

Sault Ste. Marie—Mrs. F. Shaheen succeeds F. Shaheen & Son in the boot and shoe business.

Otsego—The First State Savings Bank has increased its capital stock from \$35,000 to \$50,000.

Grand Rapids—Ybe Vandenberg, 1114 Wealthy street, South East, has sold his stock to Gerrit Meengs, who has taken possession.

Detroit—The Chapman-Speier Builders' Supply Co., 9024 Michigan avenue, has changed its name to the Chapman Lumber Co.

Battle Creek—John Brandl, 8 South Jefferson avenue, has sold his stock and fixtures to M. Rosman, who will continue the business.

Kalamazoo—Mrs. H. H. Sharpsteen has opened an exclusive gown department in her millinery store, in the Majestic theater building.

Fife Lake—The Citizens' Bank of Fife Lake, conducted as a private bank, has been incorporated into a state bank, effective Oct. 1.

Kalamazoo—The National Credit Clothing Co. will open its store at 107 West Water street Oct. 12, under the management of Herbert B. Marks.

Grand Ledge—William J. Davis is erecting a modern brick store building which he will occupy with his grocery stock as soon as completed.

Ypsilanti—George Tackman has closed his confectionery store here and removed the stock to Columbus, Ohio, where he will resume the business.

Detroit—The Guider-Sweetland Co., 10226 Woodward avenue, auto accessories, auto painting, etc. has increased its capital stock from \$30,000 to \$50,000.

Lansing—The Schaberg & Dietrich Hardware Co., recently incorporated with an authorized capital stock of \$25,000, will open its store at 319 North Washington avenue, Oct. 15.

Kalamazoo—The Hoover-Bond Co., retail furniture dealer, 227-31 East Main street, is closing out its stock at special sale and will remove to some other city with the expiration of its lease, Dec. 31.

Lansing—The Schaberg & Dietrich Hardware Co., 319 North Washington avenue, has been incorporated with an authorized capital stock of \$25,000, \$12,910 of which has been subscribed and paid in in cash.

Lansing—The Hadley-Porter Co., 219 South Sycamore street, has been incorporated to deal in merchandise, wares, etc., with an authorized capital stock of \$5,000, \$3,000 of which has been subscribed and paid in in cash.

Detroit—The R. L. Cross Co., 2576 Fenkell avenue, has been incorporated to deal in shoes, rubbers, boots, etc., with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Kalamazoo—Richard Early & Sons, Portage streets, wholesale fruit and produce dealers, have sold their stock and equipment to David and Cornelius DeLeeuw, who will continue the business at the same location under their own name.

Grand Rapids—The Grand Rapids Piston Service Co., Inc., 59 Commerce avenue, has been incorporated to deal in motor parts, etc., with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in property.

Detroit—Winkworth & Co., 50 East Elm avenue, has been incorporated to manufacture and sell pharmaceutical preparations, with an authorized capital stock of \$10,000, \$10,000 of which has been subscribed and \$2,000 paid in in cash.

Negaunee—John W. Goudge has sold his stock of bazaar goods and store fixtures to Sidney Williams, of Negaunee and Mrs. Emily Trebilcock, of Ishpeming, who have taken possession and will continue the business at the same location, on Iron street.

Turner—The Turner Mercantile Co. has been incorporated to deal in general merchandise, household furnishings and hardware, with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and paid in, \$3,500 in cash and \$9,000 in property.

Royal Oak—The Royal Oak Sales Co. has been incorporated to deal in new and used automotive vehicles, parts, accessories and supplies, with an authorized capital stock of \$50,000, \$21,000 of which has been subscribed and paid in, \$2,860.89 in cash and \$18,139.11 in property.

Detroit—The States Steel Corporation, 5254 General Motors building, has been incorporated to deal in steel, iron, metals, etc., at wholesale and retail, with an authorized capital stock of \$20,000 common and \$10,000 preferred, \$10,000 of which has been subscribed and paid in in cash.

Levering—Leonard, Crossett & Riley, Greenville produce firm, have leased the Levering warehouse of the C. L. Randall Co. and the warehouse has been made ready for potato buying. Floyd Irwin will have charge. The same concern will operate the Pellston warehouse, the Pellston Produce Co. having been dissolved, and the warehouse leased by C. F. Fwald.

Manufacturing Matters.

St. Johns—The Triangle Motor Truck Co. has increased its capital stock to \$400,000.

Ironwood—The Universal Auto Co. has increased its capital stock from \$30,000 to \$50,000.

Detroit—The Clover Sausage Co. has increased its capital stock from \$10,000 to \$20,000.

Lake Odessa—Ralph Stuart has sold his bakery to Frank Vosburg, of Fenton, who will continue the business at the same location.

Alma—The Superior Bakery, wholesale, has sold its plant to the Gauss Baking Co., of Lansing, which has taken possession and will continue the business as a branch of its Lansing plant.

Grass Lake—The Keystone Manufacturing Co. has been incorporated to manufacture cement blocks and deal in bricks, and all kinds of building materials, with an authorized capital stock of \$3,000.

Detroit—The Detroit Lamp Manufacturing Co., 2539 Woodward avenue, has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in property.

Detroit—The Detroit Products Co., 2536 Orleans street, has been incorporated to manufacture and sell cereal beverages, with an authorized capital stock of \$200,000, \$100,000 of which has been subscribed and paid in in property.

An Outsider's Viewpoint of the Grocery Business.

If we take the average grocery store—a mythical grocery store, built up on census and expert figures—here's the kind your wife goes into," said the publication referred to.

It is a one-and-a-half-man grocery. The proprietor does much of the work. He has a boy or a man who helps and takes orders and makes deliveries. Or members of his family help the proprietor—a son, a daughter, or even his wife. It's barely possible that the grocery to which your wife takes you is a better and bigger place than this. But if it is it's above the average.

Take a look at the grocer. He is friendly and polite and glad to see you. He may be a young man who has recently started in business, or a middle-aged man who used to do something else and then finally somehow got into the grocery business; or an old man who is keeping going on his experience.

It is true of the grocery business that it's the easiest business to get into and the easiest business to get out of. Before the recent war, it is authoritatively said, a man with \$300 could go into the grocery business and within six months owe the grocery jobbers \$5,000 for stock.

To-day with business conditions different, it requires more money to start a grocery store. Two thousand dollars will go a long, long way. And the jobbers are easing up on credits. There was a time in the old days when, if they found a good, lively young clerk in a grocery store, some of the jobbers would put him into business without a cent of his own capital—and would own him and his

store forever after, as breweries used to control and practically own saloons.

Whatever sort of individual the grocer may be, think of these three facts as you look him over:

Only five out of every hundred succeed in business.

Fifteen grocers out of every hundred stagger along the financial edge, barely making a living.

Eighty grocers out of every hundred last only seven years or less.

What else does the groceryman—this hit-or-miss gentleman who is so complacent taking your wife's order or putting groceries into a package for her—have to do?

Well, for one thing, he must in some way or another clean off all these shelves of all their goods eight and a half times this year if he is going to keep afloat in financial waters.

There are some grocers—live ones—who are able to do this as often as thirteen times a year; some have been found—and they were on the way to failure or to 'selling out'—who turned over their stock less than three times a year.

Our groceryman—the chances are a hundred to one that he didn't start out in life as a groceryman, though he may fully intend to finish as one—must, in addition, earn a 2 per cent. net sales profit for himself on every turnover if he wants to keep going.

The one store out of the twenty that is going to last is the store that has the quickest turnover; that cleans off the shelves and refills them the most times every year.

The store that has the most turnover is the store that has the lowest expenses. The expenses of running a grocery store—and this doesn't of course, include the purchase of groceries—range, in the Harvard figures, from 23 cents out of every dollar of net sales, down to a common average of a little over 14 cents. A group of women experts in Philadelphia, representing customers, found it safe and almost necessary to grant 'dub' grocerymen a 20 per cent. profit to keep them alive.

The Harvard experts found one grocery store that emptied and filled its shelves thirteen and one-half times in a year; its proportionate running expenses were far below the average. —Collier's Weekly.

New Uses for Upper Leather.

Several new uses have been found for upper leather, according to the largest tanners of calfskins in the world. In suede and buck leathers it is being used widely as trimmings for clothing, millinery, sport coats, etc. The demand for new colors has increased so much that the head of the tannery has spent considerable time abroad looking for new shades. He will return soon with a number of new colors for introduction into the American market. Among them will be several shades that were widely shown at Ostend and Monte Carlo.

If you intend to do a mean thing, wait till tomorrow; if you are to do a noble thing, do it now, now.

Essential Features of the Grocery Staples.

Sugar—The market on both raws and refined continue to advance. Local jobbers have advanced their quotations on granulated to 10 3/4c.

Tea—Recent cable advices from Japan are to the effect that shipment of teas from that country will soon be resumed, but that owing to the heavy demand for domestic consumption prices will be on a basis of 3@4c per lb. above those prevailing immediately prior to the earthquake. As remarked on this page in recent issues, tea appears to be very desirable property.

Coffee—The situation remains about the same, desirable qualities being difficult to obtain with prices firmly maintained. The fall of the year always witnesses an increase in coffee consumption and a little extra sales effort on his coffee department by the retailer will bring some tangible results the next few weeks.

Canned Fruits—Spot stocks and California fruits on contract take care of current wants and distributors are not buying ahead in a large way. If they could get the inside prices available a while back they would no doubt take the goods, but now all packers have higher ideas. Postings are to the effect that there is no surplus of the top grades with some items unavailable. In fact, some Coast distributors think that a little later they will not be able to get resale blocks of any California packs. Apples are firmer in the country and gallons are being held at advances. Pineapple remains quiet.

Canned Vegetables—Tomatoes have been firm and advancing all week in the South. Raw stock has been scarce and advancing and there have been no cheap lots offered at sacrifice prices. Gallons have shown considerable strength and have been held up to \$4.50 factory. A similar degree of strength is shown in Indiana and California. Corn has been firm in fancy packs with few offerings in any quarter. Standards have held at going prices as canners are not trying to push sales. The shortage of Maine fancy corn is the chief cause of strength in that line. Peas are offered but by the time the broker gets the wire he has another withdrawing the offering. This indicates light holdings in first hands, and the size of the blocks is a further indication of the depleted stocks at primary points. There is a ready demand for fancy Refugee Beans which are not to be readily obtained.

Canned Fish—Maine Sardine buyers are in a quandry. They do not care to accept going prices as they are regarded as too high to create accumulations; yet it is impossible to shade the market down East and the lateness of the season makes a lower basis uncertain. Meanwhile stocks are low and need replacement. The packing season has a limited number of favorable fishing weeks, which adds to the uncertainty of the outlook. Meanwhile canners are booking orders and will not shade prices. Salmon was quiet all week. There has been no change in buying attitude. Coast quotations are maintained on

reds and pinks. Shrimp is scarce and firm. Tuna Fish also rather favors the canner in white meat. Striped is relatively in better shape than blue fin or yellow fin.

Dried Fruits—Large Prunes in the 1923 crop promise to be leaders in interest this season. Ever since fruit was first offered there has been a tendency to curtail the proportion of 30s and 40s in assortments and of late the firmness of these types has been more pronounced. In Oregon 30s particularly has the drift been toward a smaller percentage if not an absolute withdrawal of quotations. A light trading of 30s is reported in packings in California and the Northwest. Moreover, large size old California prunes are being exhausted. The California Association announces that it has no unsold 30s Sunsweet and but few growers. Both brands, in size from 20s down to 40s, are being sold out more rapidly than other types. The Coast firmness is felt here in tone more than in buying. There is more activity on the part of a few operators than by the majority of traders, although on all sides there is less pessimistic talk. Much will depend upon the opening prices of the association which are expected to-day. If contract sales are extensive it is believed that the initial offering of about one-fifth of the crop will be well taken. The idea of packers is to start prunes on a basis which will get them moving so that the market will automatically take care of itself. Raisins are selling in a routine way which makes them lack spectacular features, but the turnover of new crop is regarded as satisfactory by packers. Fancy lines show more strength owing to a light production. There is more strength also in Apricots in California. Prices on the top grades are hardening and the best Blenheims are not so freely offered. Peaches also are firm in tone and while not active in a big way are being taken. Jumbo Lake County Pears are being withdrawn and other grades are advancing. Currants are somewhat easier abroad, due to the advance in sterling.

Spices—The tone of the market for peppers is firmer in all grades, especially in Lampong, of which the visible supply is by no means excessive. Cloves remain firm and in a fairly wide request. Mace is limited in supply and prices are firmly maintained.

Molasses—The tone of the market is firm, with a steady volume of business being noted.

Electric Light Globes—Once again the query raised several times in the past few months. Do you sell electric light globes? If not, why not? During the kerosene lamp stage the grocery store was the source of supply for wicks, burners, chimneys and other items required in the production of light. Why is it not just as logical to feature and sell globes for electric lighting? With a little display, advertising and sales effort trade which is now going to the hardware, drug, electric and department stores can be turned to the grocery with corresponding increase in both sales and profit volumes.

Cheese—Another advance of 1c per pound has become effective on Wisconsin cheese of all varieties. Advances in the price of canned milk are also looked for.

Holiday Goods—As October comes in it is none too early for the grocer and general merchant to cast their glance ahead toward the approaching holiday seasons with their special demand for different fruits, nuts, and food products. Thanksgiving and Christmas will be with us almost before we realize it and early attention to one's needs in the line of merchandise for these particular events is far from undesirable.

Beat Jack Frost—The time is fast approaching when cold weather will make the shipment in other than heated cars out of the question for many bottled goods and, inasmuch as heated car service on many lines is not a day-in-and-day-out occurrence delays are likely to happen in attending to the requirements of the trade of the retail store. In the case of many staple items it would not be unwise for the retailer to anticipate his requirements a little, getting good working stocks in his basement or warehouse prior to the time that Jack Frost tightens his grip.

Review of the Produce Market.

Apples—Wolf River and Alexander bring 75c per bu.; Maiden Blush, \$1; Strawberry, \$1.25; Wealthy, \$1.

Bananas—9c per lb.

Beets—\$1 per bu.

Butter—Local jobbers hold extra fresh at 43c in 63 lb. tubs; fancy in 30 lb. tubs, 45c; prints 47c; June firsts in tubs, 40c. They pay 25c for packing stock.

Cabbage—\$1.25 per bu.

Carrots—\$1 per bu.

Cauliflower—\$2.25 per doz. heads.

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

Cranberries—Early Black from Cape Cod command \$10.50 per bbl. and \$5.25 per 1/2 bbl.

Cucumbers—Home grown, 65c per doz.

Cocoanuts—\$6.25 per sack of 100.

Eggs—Local jobbers pay 34c for candled fresh, cases included.

Egg Plant—\$2.50 per doz.

Garlic—35c per string for Italian.

Grape Fruit—Fancy Florida now sells as follows:

36 ----- \$5.50

46 ----- 6.00

54, 64 and 70 ----- 6.00

Grapes—California Tokay, \$3.50 per 4 basket crate; California Malaga, \$2.75 per crate; 4 lb. basket of blue varieties, \$3 per doz.; 7 lb. basket ditto, 30c per basket; wine grapes, \$1.75 per bu.

Green Beans—\$1 per bu. for either string or butter.

Green Onions—20c per doz. bunches for home grown.

Honey—25c for comb; 25c for strained.

Honey Dew Melons—\$3.25 per doz.

Lettuce—In good demand on the following basis:

Colorado Iceberg, per crate ---- \$6.00

Home grown head, per box ---- 1.00

Leaf, per bu. ----- 1.25

Lemons—The market is now on the following basis:

300 Sunkist ----- \$8.00

300 Red Ball ----- 7.50

360 Red Ball ----- 7.00

Musk Melons—Home grown Osage fetch \$1.50 per doz.

Onions—Spanish, \$2.50 per crate; Walla, Walla, \$4.50 per 100 lb. bag; home grown, \$4 per 100 lb. sack.

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

100 ----- \$5.75

126 ----- 6.50

150, 176, 200 ----- 6.50

216 ----- 6.00

252 ----- 5.25

288 ----- 4.75

Peaches—Gold Drops fetch \$1.25@ \$1.50 per bu.

Pears—Sugar, \$2 per bu.; Anjou, \$2.

Plums—Green Claud, \$1.50.

Potatoes—Home grown, 50c@75c per bu.

Parsley—50c per doz. bunches.

Peppers—Home grown, \$1.25 per bu.

Poultry—Local buyers now pay as follows for live:

Light fowls ----- 14c

Heavy fowls ----- 19c

Broilers, 3 lbs. and up ----- 19c

Ducks ----- 19c

Geese ----- 17c

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

Radishes—25c per doz. bunches.

Spinach—\$1 per bu.

Sweet Corn—40c per doz.

Sweet Potatoes—\$4.25 per bbl. for Virginia.

Tomatoes—\$1 per 1/2 bu. for ripe; 80c per bu. for green.

Turnips—\$1 per bu.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Oct. 2.—F. J. Fessenden, the Charlevoix druggist, was in the city last week, purchasing his stock of holiday goods. Mr. Fessenden has made many friends since he removed from Central Lake to Charlevoix, two years ago, and is now regarded as one of the leading dealers in his line in Northern Michigan. His method of dispensing ice cream soda meets with widespread commendation.

Charles Renner, who owns the Edgewater Club, St. Joseph, and who conducts the Mishawaka Hotel, Mishawaka, Ind., was in town this week for the purpose of buying furniture and supplies for the Urbana Inn, which he will open at Urbana, Ill., about Nov. 1. Mr. Renner is a very energetic and capable landlord. He has made a remarkable success of every hotel he has ever conducted. Failure is a word which has no place in Mr. Renner's vocabulary.

John D. Martin has so far recovered from his recent illness that he is able to be about the house with his clothes on and join the family at the dining room table.

James Williams, who was a son-in-law of the late Joseph Deal, who developed the Gunn Lake Marshes, has engaged in the grocery business on his farm near Shelbyville. The Worden Grocer Company furnished the stock.

A. C. Bertch has sold his interest in the Bertch market, 243 and 245 Monroe avenue, to Frank L. Cornell, R. A. Montgomery, E. A. Crandall and H. W. Harlow, who will continue the business under the same style. Mr. Cornell has been traveling representative for Armour & Co. in this territory for the past twenty years. Mr. Montgomery has been associated with Mr. Bertch for the past twelve years.

Appeal of Knit Undewear to Men and Boys.

Troy, N. Y., Oct. 1.—The Siege of Troy has been celebrated in song and story ever since Homer composed his epic on the subject, but we write about another siege of Troy, the collar city in New York state, a siege that has been waged by the merchants to win the business of the fair Helens in this factory city. Incidentally, there are male Trojans, too, but they are very much in the minority. This makes for a condition that is quite unusual, accentuating the habit of women buying men's garments, a habit that is more or less prevalent in all communities.

It is not insinuated that the men of Troy are enveloped in a shower of gifts in haberdashery and clothing from the fair sex, but that the feminine complex enters most assuredly into mercantile transactions is a fact that cannot be gainsaid. With some such thought in mind, Phillips & Schlosser have made quite a success in handling men's knitted neckwear. Their shop is located at 65 Fourth street, which is across from the postoffice and on one of the busiest thoroughfares radiating from River street.

But Phillips & Schlosser pitch their chord in a double key, for their appeal is to the boyhood and manhood as well as the womankind of the town. Right past their door goes the continual parade of students from the Rensselaer Polytechnic Institute, which mingles and mixes with the flow of female factory workers converging toward the postoffice or the railroad station.

"We have made knit neckwear one of our most active numbers," said Fred A. Schlosser, "by giving the matter a careful study and endeavoring to cater to the wants of our customers. Realizing that an article properly displayed is more than half sold we always take care to include a showing of the latest models in knit ties in our windows. Usually we make up a unit trim of knit ties, in this way concentrating the attention of the passers-by. We show the ties in place in collars, properly tied up close and snug in the way the young fellows like them at present, but the real 'tie-up' is made by means of a counter display.

"There is scarcely any use putting something good into a window unless it is made easily accessible to the customer when he steps across the threshold. Consequently the showing is virtually duplicated on the counter. In this way we get a double barreled effect, and the percentage of hits is better than if we were banging away with only one barrel at a time.

"I'll show you what I mean," continued Mr. Schlosser, pointing to the corner of one window that had been given over to an artistic trim of open-end knit cravats in the new Fall colors. Then he called attention to a counter display in which use had been made of the identical patterns shown in the window. The ties were priced at \$1, and just then an R. P. I. student came in to make a purchase. He walked directly toward the knitted cravats, evidently having been sold by the window display.

Excusing himself for a moment, Mr. Schlosser turned to wait on the "stude," who was attracted by the diagonal stripes in brown and blue. After looking over the contents of the rack carefully the young fellow made a selection, but instead of wrapping up the purchase and taking the proffered \$1 bill, Mr. Schlosser started to sell. He was not finished, but rather just beginning.

"One of the good points about these knit ties is their wearing qualities," he told his customer. "You really could take one tie and wear it week in and week out and still not wrinkle or muss it up, but you would get tired doing that and your

friends would prefer to see your neckwear changed every day. Makes you feel smarter and gives a better appearance. Now, if you had three of these ties you could change from one to the other, giving yourself plenty of variety. And you would not have to bother about tie troubles for some time to come. What do you say to adding this gold and black one and this green and yellow also?"

"Well, you just happened to strike me at a time when I came away from home to attend school and forgot to bring a supply of ties with me. I'll need the three until I get stocked up by the mater. Just wrap them up," said the student. And he went out with three times the amount of merchandise he had contemplated buying.

"No, it doesn't always have the happy ending," said Mr. Schlosser as he turned to us with a smile after ringing up \$3, "but we find that these suggestions don't cost us anything and more likely than not they touch a receptive spot in the customer's mind. We always try to make a multiple sale when we are pushing knit ties. Two or three to a customer sometimes as high as a half dozen is nothing unusual for us.

"Women are shrewd buyers and the knit ties appeal to their sense of the practical. We always endeavor to make multiple sales to our women customers and I must say that in a majority of cases we are successful. This holds good especially around the Christmas holidays. The woman who comes in and asks to be shown some ties should never be allowed to depart with a single sale. You may be sure that she is in the market for Christmas presents and there is no reason in the world why she should not be induced to give her relatives and friends knit neckties, which are practical and sensible."

Mr. Schlosser declared that in addition to the regular silk knit ties handled by his firm he often put on specials, consisting of fiber silk. These are priced to sell at 75 cents and, providing a leader, they bring many customers into the store that might otherwise not be reached and then by means of his skillful salesmanship and the artistic displays it goes without saying that something else beside the fiber tie changes hands.

Phillips & Schlosser have found the secret of winning the modern Helens of Troy as well as the male Trojans and their experience they gladly pass along to their compatriots in the trade elsewhere.

Get Ready Now.

It never pays to get excited when the fire alarm sounds and disregard all the rules of safety which are followed at other times. A man with experience in electrical plants tells that when the fire alarm sounded once in the plant where he was working, men with fire apparatus and extinguishers rushed to an elevator, labeled to carry 2,000 pounds safely, and when the entire load was on, the weight totalled 4,700 pounds. About half way up from the starting point floor, the elevator stalled, the fuses blew on the elevator motor and there was the extinguisher brigade stalled a few feet from the fire but effectively a thousand miles away. It is worth while for superintendents of plants to prepare definite directions as to elevator use and general response to fire alarms so that the rules of safety may be observed even during such exciting periods.

Our incomes should be like our shoes: if too small they will gall and pinch us; if too large they will cause us to stumble and trip.

States Slow to Recognize Modern Conditions.

It is becoming a universal practice of municipal fire departments to make a charge for fighting fires outside their corporate limits. This practice is entirely justified. Twenty years ago there was no occasion to make such charges for the reason that the municipal fire apparatus seldom, if ever, responded to alarms at any distance from the city limits. Now it is not uncommon for property owners living five and six miles outside the city to call for fire extinguishment aid when their property begins to burn.

Some states have recognized modern conditions by passing laws which make it possible for townships to purchase fire apparatus or to join with municipalities in maintenance of fire extinguishing equipment. Where the law does not recognize modern conditions, cities are finding it necessary as a measure of self protection to make a charge for calls outside their boundaries.

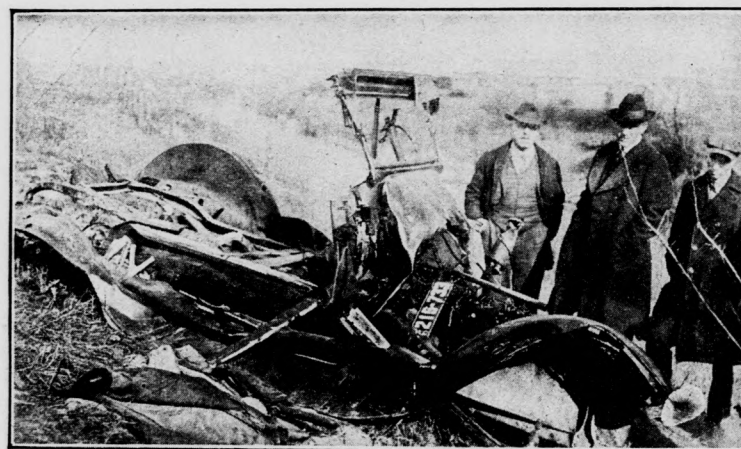
A few only of the states in the Union, among them Ohio, North Dakota, New York and Massachusetts have made their statutes conform to present needs. It should be possible in every state in this day of motor fire apparatus, chemicals and pumping engines and good roads coupled with alarm giving telephones, to provide fire protection under a system of taxation so that all properties benefiting by such protection shall pay for it in proportion to values involved.

This is what happens now: (1) the

city fire department responds to the alarm, jeopardizing its apparatus and the safety of the city to take care of those who are paying nothing for the maintenance of the fire department; (2) the city makes a charge for the fire department response and the entire burden is upon the man who has the fire; (3) the municipal department, having only a limited amount of apparatus is unable to respond at all to calls from outside districts, resulting in complete destruction of property. It should be noted that where a city makes a charge for extinguishing a fire, the tendency on the part of the property owner will be to attempt to extinguish the fire first before calling the fire department thus adding to the danger that the fire will be beyond control before the department can arrive. The ideal arrangement is one where the property owner outside the city need have no reasons for hesitating to call upon the fire department at once because he is helping to maintain it by taxation.

Pipe Sales are Increasing.

Pipe sales show a considerable increase over last year, leading manufacturers say. Preference is given to briars in the dark Italian finish. The Eastern trade likes straight stem pipes, while the West is inclined to the bent variety and New England to the "poker" pipe. Leading bowl types are the Hungarian, the ball and the egg shapes. Better quality merchandise is in demand. Pipe sets are beginning to move well for the holiday trade.



Important Things to Know---

That in case of an accident like the above you can be insured to the Full Value of your Car and have it replaced for a very small amount in the Strongest and Most Popular Auto Insurance Company in Michigan with a (Legal Reserve) NON ASSESSABLE Policy paying 100% anywhere in U. S. A.

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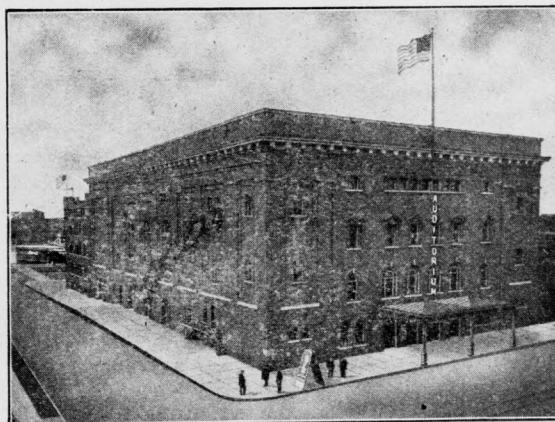
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THE LONG-RUN VIEWPOINT.

The importance of looking far ahead was the theme of one of the speakers, a professional economist, at the American Bankers Association in Atlantic City last week. He used our recent experience with certain taxes to illustrate his point, showing especially how the tax exempt feature of bond issues by the States and their political subdivisions had served to divert capital from commerce and industry to public improvements. Numerous other instances will occur to every one reasonably familiar with business developments within the last few years. One might cite, for example, the case of cotton and wool. Three years ago the world appeared to be surfeited with these commodities, and prices were far below the cost of production. To-day there is almost a cotton famine and the wool surplus also has disappeared. Prices of both cotton and wool are now more than double their pre-war level. A little more than a year ago the corn belt of the United States seemed about to be ruined by low prices, but to-day the belt is happy with a 3,000,000,000-bushel crop at hand and prices the highest in three years.

Of course no one could have foreseen these various changes, but this only emphasizes the importance of developing the long-run point of view and applying it to remedies put forward for conditions that may prove to be wholly temporary. We recall the case of an oil expert who several years ago spent many feverish days in Washington, circulating from the White House to the Capitol, then to the Department of the Interior, and then to the War and Navy Departments and back again to the White House, trying to convince everybody that the nation was on the verge of a terrible calamity, because all the oil in the Western Hemisphere was practically exhausted. At present the company with which he is connected is embarrassed by its surplus of oil from this same old Western Hemisphere. The Government would have stultified itself by following his advice and would have done the oil industry no end of harm. The expert was so absorbed with a present problem that he was unable to look ahead. Some of the farmers' advisers are now in the same fix. There are politicians who think that the way to help the farmer is to hamstring the railroads, without which the farmer would be helpless. Two years ago many people thought that the United States was just about to be ruined by German competition and they were advocating raising import duties proportionately with the decline of the currency. If this had been done the rates to-day would have to be expressed in astronomical figures.

THE AUTOMOBILE OUTPUT.

The prediction that the output of automobiles for August would exceed that for July is borne out by figures published last week. The number of passenger cars manufactured in August was 304,010, compared with 297,257 for July. The number of trucks turned out in July and August, respectively, was 30,359 and 30,251. For the first eight months

of the current year the total output of passenger cars was 2,431,063. This is 60 per cent. more than was produced in the corresponding period of 1922 and even exceeds the total output for 1922, which was 2,239,414. The output of trucks during the current year through August was 258,274. This compares with 244,883 turned out during the whole of 1922. Production of passenger cars reached its peak last May, and while the number turned out in August was 15 per cent. below the May record it was still over 20 per cent. above production in August, 1922, which, by the way, was very near the peak of that year. The trend in the automobile industry reflects very closely that for business in general.

The foregoing figures call up a complaint that is sometimes heard from business men of pessimistic leanings. They repeat the old story that we are consuming too much and producing too little. Our consumption at the present time is indeed amazing, and in some lines of industry there is at the same time vigorous complaint that the average output per employee is falling off. Yet statistics fail to show that consumption is overtaking production. In the case of most basic commodities supplies are ample; in a few instances they are excessive. If the enormous industrial expansion of last spring had not balanced consumption there would now be widespread industrial depression. What actually checked the incipient boom of last spring was not consumption overtaking production, but just the opposite.

FAILED TO DO AS AGREED.

When the Tradesman made its effective fight against the use of the word concurrent in fire insurance policy riders a few years ago, the stock companies capitulated and agreed to eliminate the objectionable term if the Tradesman would discontinue its fight on the abuse.

In complying with this proposition, the Tradesman acted on the assumption that the companies would carry out their agreement in good faith, but they have not done as they agreed and the Tradesman is therefore under the necessity of advising its readers to refuse to accept any policy from any company which contains the word concurrent in the rider.

Lloyd George is on his way to visit us, coming, as he says, "neither as a missionary nor a bootlegger." He is coming to see and to be seen. Emphatically to be seen. America is curious about the little Welshman. Politically, at present, he may be no more than an inspired phrase-maker; but for Americans at least he has retained some of the glamour of his days of power. America is building, he says, with both hands, while Europe is rebuilding with a trowel in one hand and a sword in the other. It will be interesting to see whether he retains this opinion after he has had a closer view. We might be more completely ambidextrous if we were not forever smashing one thumb with labor strikes and the other with peanut politics.

STRUGGLE FOR OIL CONTROL.

A correspondent of the Tradesman insists that he knows how the next war will be brought about. "The greatest war of all, for which Europe is now preparing, may nominally be fought upon any one of half a dozen issues—but the secret fundamental issue will be at the fight for oil control. This is a fairly common prophecy based upon the assumption that the world supply of oil is now known, and that the methods of using it will remain about the same as they now are. There is no scientific support for either assumption. Neither has it been proved, in general, that economic necessities absolutely dictate national policies and that unequal distribution of some such necessity as oil will necessarily result in war.

Discovery, development and invention move much more rapidly nowadays than governmental policies. Instead of donning the mantle of prophecy to predict that this country is going to exhaust its oil supply within a few years and have to pay enormous sums abroad, it seems to us much more reasonable to predict that within a few years some satisfactory way will be discovered to use our enormous supplies of lignite so that a large part of the interior market now depending upon fuel oil will no longer need it. Either prediction is a guess, but the more optimistic guess seems to be the safer because we know the lignite exists and no one knows how much oil there is. The greatest experts in petroleum geology admit that "oil is where you find it." Only recently new fields have been developed in California at depths that couldn't have been drilled fifteen years ago. How shall we dare to guess what will be possible twenty years hence?

Forecasts of oil exhaustion frequently stress the fact that salt water has appeared in some of the Mexican oil fields, the greatest in the world. But the known oil lands of Mexico are barely touched. Those now developed are so near the coast and have produced such enormous quantities that it was not commercially profitable to develop fields far inland. What appear to be some of the greatest oil lands on earth lie far in the interior of South America, but the world supply is still so ample that the expense of piping oil from those remote places does not at present make development profitable.

There are diplomats who use such situations as the world distribution of oil fields for a basis to prepare for future wars, but their plans can all be knocked into a cocked hat by some grimy individual known as a wildcatter who happens to bring in a gusher in a region uncharted by the diplomat.

NOT ENOUGH INSURANCE.

The big increase in building values due to the high cost of labor and material is resulting in many property owners being considerably under-insured. Adjustment of fire and tornado insurance losses during the last year has brought to light the fact that some 65 per cent. are not carrying sufficient insurance. This becomes particularly vital when the coinsurance

clause or rate reduction clause as it is sometimes called, is used. The coinsurance clause is now effective in some sections. It requires the property owner to keep his property insured up to a certain percentage of the value, usually 80 per cent. If he does not and he has a loss less than 80 per cent. of the value, he becomes a coinsurer. If, for example, his property is insured for three-fourths of 80 per cent. of the value he must stand one-fourth of the loss. Numerous loss adjustments have brought ugly revelations to the property owner because he was not aware that his values had increased as much as they had.

This is a time of fluctuating values. The property owner should have a knowledge of the approximate value of his insurance possessions. He should know how he will be affected in case of a loss. Where a systematic and accurate inventory is kept of stock, one can keep track of his values. In case, however, of building, machinery and equipment a problem confronts the person insured that is not easy if he relies on his own estimate. Many property owners appreciate the service of a reliable appraisal company in establishing values. Once an appraisal is made, the basis or schedule is formed, so that it is not difficult to bring it up to date at any time. At a time of decreasing values, it is just as important for a property owner to know what he has because he may be expending too much for his insurance.

The main factor in reaching the amount of fire insurance one should carry is to get approximate value figures. The question of adequate insurance is one that a premium payer needs to study diligently. If he has a coinsurance clause in his policy he should know just how he will be affected in case of fire. If one employs an adjustment company it should be experienced and reliable, keen enough to meet and combat the crooks the stock companies employ to make settlements.

ACTIVITY OF COTTON MILLS.

Over a million more cotton spindles were operated during August than during the same month a year ago. The actual consumption of cotton, however, was slightly below that of August, 1922, the amounts being respectively 491,604 and 526,380 bales. This would indicate that conditions of employment in the cotton mills were more irregular this summer than last, and the irregularity appears to have been most pronounced outside the cotton-growing states. These had 16,000,000 spindles in place and 15,000,000 active, while the other states had 20,000,000 in place and 17,000,000 active. The average number of active spindle hours per spindle in place was 272 for the cotton-growing states. The states with the lowest were Massachusetts with 137 and New Hampshire with 120. The longer working day in the Southern mills affects these figures, as well as steadier employment.

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To-day as Always



A Style to Fit Every Need

From an extensive line a few timely items are shown as valuable suggestions for your autumn and winter buying.

IN creating our line of Dress Foundations we have considered every feature of the new season's styles, with the result that, whether costumes are made slim and straight; tightly bodiced with full skirt; long waisted or normal; there is a "Warren's" Foundation to make light the work of the home sewer and dressmaker and bring sales to the dealer who is completely stocked.



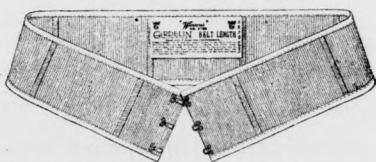
Correct Fit "Warren's"
Dress Foundation
No. 4051

Slim Silhouette
"Warren's" Dress Foundation No. 4092

The Correct Fit "Warren's" Dress Foundation No. 4020 appeals to discriminating women for it assures a smart appearance to this season's newest models. Fine net mounted on a special girdle fitted with Featherbone, daintily trimmed. Doz. list \$21.00. No. 4051 net and lawn, doz. list \$13.80. No. 4095 Messaline, doz. list, \$12.60.

No. 4094, the convenient Camisole Lining instantly appeals to both dressmaker and home sewer for it is completely ready for mounting the pleated or tailored skirt. Of "Nika" Pongee, doz. net \$12.00. An innovation in Dress Foundations not to be overlooked.

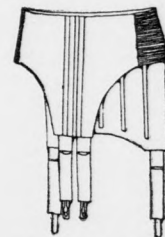
The Slim Silhouette for straight dresses and others on slender lines is easily accomplished when the dress is made over "Warren's" Dress Foundation No. 4089. Of Lustre Cambric with Rick Rack trimming (front fastening) doz. net \$6.60. No. 4092 Messaline, doz. net \$9.00. No. 4093 Messaline (same model side fastening) doz. net \$9.00.



Girdelin in Belt Lengths with Featherbone stays, straight boned, carved or plain is meeting a new demand. It is reasonably priced.

The "year 'round" girdle No. 4070 is a popular seller for those of youthful figure who want a comfortable, easy stay as well as for those who having discarded the corset in the past season, are now turning to a support giving natural lines.

The Warren featherbone Co.
Three Oaks, Michigan

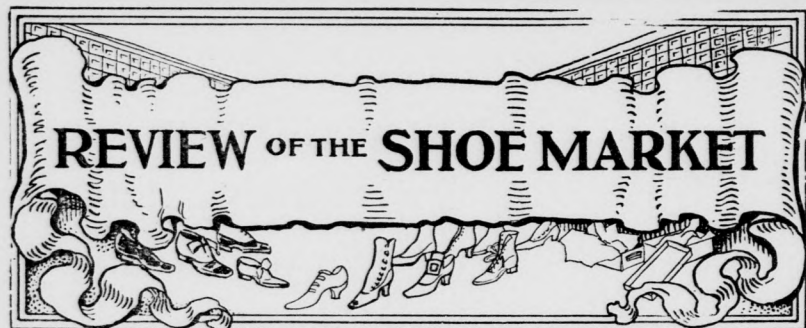


No. 4070 "Warren's" Featherbone Girdle of "Warren's" special fabric. Flesh color. Sizes 24, 26, 28 and 30. Doz. list \$19.20.

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Children's Shoes Take Style Atmosphere of Women's Footwear.

Misses' and children's footwear styles have gradually taken on somewhat of the style atmosphere of women's shoes, modified, of course, to meet the last and heel needs of shoes designed for growing feet.

There was a time when children's shoes were the staples of staples, but to-day patterns and the use of fancy materials and color blending is almost as prevalent in juvenile footwear as in women's.

Mothers themselves want pretty shoes for their children, but more important is the fact that children demand them for themselves, and they are having their way.

Patterns in children's shoes can never go to the extreme which women's have because there is not the area or space to work on. The pattern cutter finds himself severely restricted when he starts to work out designs in small shoes for lack of space. So manufacturers strive for smart and pretty effects through the use of combinations of leathers rather than in extreme patterns of a solid color.

Little boots in the smaller runs of sizes up to misses are shown with various interpretations of band and cuff tops, with patent vamps and tops of colored ooze calf and kid. White tops lead in the volume with patent bands at the tops. Then follow the patent vamps with colored suede tops in gray, beige and otter, some gray kid tops, and a sprinkling of champagne or red tops; these mostly in turns.

Tan calf lace boots are about the only staple left in welt shoes for children. Metropolitan retailers have bought and are showing more tan boots with fancy tops than ever before, with fawn shades of spat wool cloth, or tops of beige or other ooze calf. Patent boots have tops of the same variety, and here one sees a lot made with gray ooze tops.

There is quite a vogue for smart little blucher boots in child's and children's runs of sizes made of tan calf or elk leathers, with plain toe and soft box. Some merchants even carry out the idea in the misses' run, but the volume is in the little shoes.

As between lace and button styles, this varies in different sections of the country. Baby shoes are invariably button styles. In the 5/8 run buttons form the majority, but lace and little blucher styles are a strong second; and in the 8-11 run of sizes lace styles take the lead. In misses' it is lace almost 100 per cent.

Boots form the back bone of sales up to size 11, but in the misses' run there is a marked tendency to sell

more low effects in oxfords and straps. The growing girls' have settled down to about 75 per cent. low effects for fall selling, the smaller girls, wearing sizes 2 to 6, being the only field left demanding boots.

Flexible baby welts, so-called, are gaining ground rapidly, and merchants are meeting with a ready sale and demand for these practical styles in sizes running from 3 to 8, and even up to size 11. These are variously made in genuine Goodyear welts, semi-welts wherein the welt is sewed to the upper in the stitching room, and by the stitchdown process. Soles of a soft and flexible nature are used in the shoes and their sturdy appearance and long wear for every-day knockabout appeal to mothers and fathers alike.

The leading leather is patent, with tan second, and the field of colors and combinations cover the rest of the sales. Suedes are being used freely in juvenile combinations, and also suede finished side leathers. Elk leathers are used in school shoes in welts, and boarded as well as smooth grain calf. Shades of tan are the medium colors and no attempt is being made to get away from staple shades in children's shoes.

For spring low effects will predominate largely in all but the very smallest shoes. Strap patterns lead over oxford patterns, and these are in great variety, with the one-strap in its several interpretations leading, and these in sandal effects with front tab being the one big bet for spring. For better fitting reasons, many will buy the two-strap style with front tab, as the two straps hold the tab in place much better than a single cross strap can be expected to do.

Vamp cut-outs will sell to some extent, but in the majority of cases the slashing of vamps is on the wane. There is some demand for simple cut-outs on the sides under the strap, but these will not be as much favored as the plain vamp and plain side sandal type, as the effect of the tab and cross strap give all the real open effect to be desired. In turn shoes patent will be the big seller, and then whites in the better grades in calf or kid. The higher the grade the more simple in outline. The slashes and cut-outs will be seen more freely in the cheaper and more popular priced lines. In popular grades also there will be more of a splash of color effects in all over bright colors, or two tones in which one brilliant coloring will be used as a trim.

In welt shoes for spring, tan calf and patent will lead in the buying, with a liberal sprinkling of suede all over shoes or combinations of suede

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This is a dress and service shoe. Made of good leather throughout. Cool and roomy for warm weather and can be worn under arctic during winter. Shoe merchants retail this shoe at good profits.

HEROLD-BERTSCH SHOE CO., GRAND RAPIDS, MICH.

Send for circular of line.

with patent or tan as a base. Foxed oxfords and blucher oxfords will be the big sellers in the smaller runs in the semi-staple class, fancied up with perforations on the foxing and with many fancy center punched straight and shield tips. Soft toes will be favored largely in this class. Flexible soles are having a good sale and as they are practical they will grow in demand. Smoke horse and elk and boarded leathers will be made up into semi-sport shoes for little folks, and will meet with favor. Front stay and foxing effects are displacing saddles. Tions of patent or tan and suede will Tailor effects in straps in combination be seen in all grades. These will range from simple plain effects to as elaborate designs as one could wish. The best bet for every-day selling will be plain toe blucher oxfords in tan or patent, or with soft toe tip. Foxed blucher oxfords offer an opportunity for putting smart perforations where they show to good advantage. Barefoot sandals will be as good if not better than ever, except there is a tendency to complain about dirt getting in the cut-outs on vamps. Many sandals will be bought without the cut-outs and will more nearly approach the dressy sandal type of shoe.

The demand for rubber heels on misses' sizes is growing from season to season, and this call is evenly divided with that of many metropolitan merchants who buy misses' shoes with spring heels up to size 13, and with low heels from size 13½ to 2. The demand for rubber heels is even coming stronger on misses' turn shoes where the low heel is ordered.

Collar effects are being shown on turn low shoes in strap models. These are of two-tone or contrasting color, and the collar of the narrow species, while straps in welts are more often of the tailor-made type with quarter of suede or buck side, and vamp of patent or Russia, or in a foxed effect with quarter of suede and vamp of a different material.

Growing girls' shoes in both turns and welts more nearly approach the styles most favored by women than do the smaller runs. In turns, there is an active demand now for colored suedes, but patents and satin are rapidly forcing themselves into first place. These are on medium width toes with heels from one inch up to ten-eighths high of the military and Cuban models. Black ooze calf and satin are most active on at-once orders in tab sandal effects, following the demand for patent which, of course, in real volume outranks all other leathers in black. There is a lively sale for colored ooze in beige, otter, cinnamon, with gray as a new factor. For spring, otter, beige and gray will come back strong in demand, both in all over sandals and in combination with patent vamps. The demand in girls' welts is for pretty effects in perforated foxed oxfords and blucher oxfords, and in smart styles in sandal strap effects made without perforations, and both plain toe and with fancy tips.

In lasts there is no change in juvenile shoes, as the demand for the nature-shaped lasts is well established. Refinements and improvements

of these shapes will constantly be brought forward but no radical change in general appearance is to be expected.

For babies—Cack boots in staples and combinations, patent ankle ties, instep straps. Patent, tan and white leathers lead.

Children's—Staple and some fancy top boots, patent ankle ties and straps, sandal effects in patent, white and some few colors and combinations, fewer cutouts than formerly. Confine splashes of high color to popular-priced grades, and in better grades modify the combinations to harmonizing contrasts and simpler designs. Patent, white and tan will sell best in these small sizes.

Misses' and girls'—Pretty straps and sandal effects with fewer vamp cut-outs than formerly, tab fronts especially good, some cut-outs on quarters favored but not elaborate in design. Best leathers are patent, white, and a few refined combinations of colors, with black the predominating note in the misses' run of sizes;

in girls', patent, satin, medium shades of suede in all over and combinations, made in strap and tab sandal effects, with no attempt at elaborate designs in cut-outs. The "Mary Jane" shows signs of coming back in certain sections on low-heeled pump lasts. Add to these the possibility of the cross strap coming into favor. The variety of pattern will be plentiful.

Practical "Baby Welts"—In high and low blucher styles in tan, patent, smoke and white leathers, tip or plain toe with soft boxes in the small sizes, 4 to 8. Same in sandal effects with fewer vamp cut-outs.

Children's and misses'—Tan blucher oxfords, plain soft toe or tip with soft toe, whole quarter and foxed patterns, plain oxfords and foxed, same in patent, some elk and smoke in sporty styles. Perforations favored in these shoes. Some fancy shield tips, center perforation. Then tailored styles in strap, perforated and plain, plain toe or fancy tip. Rubber heels on misses' worthy of consideration. Flexible oak soles a selling

feature growing in strength. In misses' and children's pump styles patent will lead, tan and combinations of tan and suede finished leathers will be a factor in good grades.

Girls'—Strap styles will lead over plain oxfords. Sport oxfords will follow in a great variety of combinations of two-tone effects. Sport oxfords will carry low heels of ¾ or one inch high and will be medium round toes but not so short in the forepart as to be stubby. Welt sole sandals will fall into the sport shoe class. Heels will be very low on these models and even spring heels or hardly any indication of a heel are expected to be seen.—Shoe Retailer.

It is a sin to lie like the devil.

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Michigan Railroad Association

Railway Exchange Bldg., Detroit, Mich.

(2)





An Unproductive Expenditure.

It is the custom of many financial writers to refer to all public expenditures as "unproductive." They argue that the heavier the taxes, the greater the amount of unproductive expenditure and the less liquid capital there is available for industry. In a sense this is true, and local expenditures have been increasing at a rate that cannot be maintained very long without bringing trouble. There is reason, moreover, to believe that the next Congress will endeavor to impose an unproductive expenditure of some five billions on the Federal Treasury, with nothing but political considerations in view.

At the same time it is an error to classify all Government expenditures as "unproductive." When a municipality spends a dollar for paving a street this is fully as productive as a dollar put into an automobile that is going to use this street, and it is even more productive than the dollars that go into some forms of private enterprise. Without taxes for paved streets and improved highways the automobile manufacturers would be in sorry plight indeed, and so would the refiners of gasoline. Certainly the taxes that go to improve harbors, maintain fire departments, establish forest reserves, reduce mine accidents, and combat crop pests, to mention only a few examples, contribute materially towards increasing the returns to private enterprise. Marketing experts have discovered that the best selling territory is to be found in communities which tax themselves most heavily for schools. Our taxes are heavy, and the tax system is far from perfect, but not every dollar that goes into the public coffers reduces by so much "the stream of revivifying capital" for the country's industries.

Nevertheless, all the pessimistic things which some writers say about taxes depleting the country's productive energies may be applied to a tax for the bonus, which the country is soon to be called upon to pay, unless mighty efforts are made in the next few months to check the schemes

of politicians. All the arguments used in 1920 in support of a soldier's bonus have been exploded by subsequent events. The only possible justification for a bonus for an able-bodied ex-soldier would be that he needed it as an unemployment dole. Late in 1920 and during part of 1921 there were undoubtedly a considerable number of former service men among the several million persons temporarily out of work. Even in this case, however, their unemployment was not due to the fact that they had served in the army. They suffered no more in this respect than others who had seen no military service. It has been fully proved that the soldiers were mustered out of the service in ample time to share in the high wages and full employment of the boom period following the armistice, and that they did so. The proposed expenditure of billions, therefore has only political expediency to support it.

Money Still Easy.

In spite of the autumn quickening in trade and industry money conditions have shown a trend towards greater ease. Rates for call and time money and for commercial paper in the New York market were lowered during the week. The latest report of the Federal Reserve banks likewise indicated an easier condition. Holdings of discounted bills declined \$67,000,000, and there was also a decrease of \$7,800,000 in Federal Reserve note circulation. For the New York bank rediscounts during the week were reduced by a third, and there were indications that the banks in agricultural sections were liquidating their loans and transferring funds to the Eastern centers. The present ease is welcomed in the securities markets, where conditions have shown a tendency towards staleness, but it also shows that the industrial improvement under way has not attained the proportions of a boom. Such an outcome is neither expected nor desired.

Happy is the man who reverences all women because he first learned to worship his mother.

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Most Important Domestic Question Before Congress.

When Congress meets in December the most important domestic question to engage its attention will be the revision of taxes. Experts from the Treasury Department have been engaged for some time in working out a programme for the simplification of the present system. Representative Madden has submitted a plan to the President for a general reduction in rates of the income tax based on the extent of the surplus at the end of each fiscal year. Secretary Mellon is expected to repeat his recommendation of last year with regard to a reduction of the surtaxes in the upper brackets, which now defeat their purpose by driving the recipients of large incomes into the haven of tax-exempt securities. In the meantime the Director of the Budget is planning to wield the axe still further in order to keep expenditures within the \$3,000,000,000 limit desired by the Administration. All this is good news for the business man burdened with taxes, but the big problem is to get Congress to co-operate in this programme or economy. It may be taken for granted that it will not co-operate unless it is made to feel the pressure of public opinion, and such opinion cannot be exerted effectively unless it is mobilized.

If there is any doubt as to the need of putting pressure on Congress to curtail needless expenditures one should note an announcement that has just come from Washington. It seems that the chairman and the ranking minority member of the House Committee on Public Buildings have got together and formulated an elaborate programme for construction work involving the expenditure of \$500,000,000. This is something on which there are likely to be no party differences, provided that each member gets what he wants for his own district. Since the war the lid has been on the public building pork barrel and the Congressional appetite has waxed exceedingly keen.

The specious argument is advanced that the Government now pays an annual rental of \$23,000,000 for hired quarters, and that this sum will take care of the interest on the proposed expenditure. As a matter of fact, this big expenditure will eliminate only a fraction of the rental charges. At the same time in addition to rentals, the Government will have to pay heavy charges for the upkeep and repairs of the new buildings. Finally, the embarkation by the Government on a heavy construction programme will increase the cost of building on private account at a time when such costs are already near the peak. What is desirable is a building programme for the Government which can be carried out when business depression returns and there is again a problem of unemployment, but even then there is no excuse for a programme that reeks of the pork barrel.

William O. Scroggs.

Federal Control of Coal.

In the last of its series of reports the Coal Commission makes a definite proposal for Government supervision of the industry. It does not suggest

the creation of an agency for this work, but recommends that it be performed by one of the most important of the agencies already in existence—the Interstate Commerce Commission. This recommendation grows out of the fact that what the industry sorely needs, equilibrium between demand and output, can be established by granting or withholding transportation service, a power which to some extent is within the present authority of the commission. By refusing locomotives and cars to mines which are operated only at times of scarcity and high prices, whenever the supplying of such facilities would reduce the transportation service available for well-conducted courage scientific mining. Such encouragement would mean that any new mines that were opened would be intended for regular use and not merely for emergencies.

A more drastic recommendation is that of a licensing system for all persons engaging in interstate commerce in coal, including operators, wholesalers, and retailers. By imposing conditions upon those taking out these licenses the Government could introduce changes which would make for the stabilization of the industry and consequently for the advancement of the public interest.

Whatever specific programme is adopted, there should be no doubt of Government supervision of the coal industry. The Coal Commission is simply the first formal step in the right direction. It has been a fact-finding body. As such it should be continued, partly because there is still room for investigation of the facts, partly because the facts will change from time to time. But either as a new function of the Coal Commission or as an added function of the Interstate Commerce Commission there should be authority in a Government agency to lay down principles concerning coal mining and to see that they are enforced. We shall have to come to Government regulation of coal mining just as we had to come to Government regulation of railroads. One of the first items on the Administration's legislative budget for the approaching meeting of Congress should be the inauguration of this policy.

Bogus Check Passer Some Traveler.

Fostoria, Ohio, Sept. 25.—For your information, we desire to advise that there have been about thirty-five checks drawn by the Inter-State Nursery Co., C. A. Martin, Treasurer, presented for payment at this bank. All of the checks were signed by Martin and part of them made payable to F. W. Wilson and the balance to H. C. Wales for amounts such as \$4.85, \$5.12, \$5.40 and \$5.85. All of these checks were negotiated in Michigan.

The party seems to have covered almost all of the ground from the Ohio State line to the Northern part of the Southern peninsula.

I trust this information may be of service to you in the prevention of further operations of a similar nature and assure you that we are ready at all times to furnish you with any further information we may have regarding this matter. Geo. L. Fink, Cashier Union National Bank.

This letter refers to the chap described by the Tradesman on the second page of this week's edition.



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Conflicting Issues in the Field of Politics.

Grandville, Oct. 2.—The presidential boomers are at work this early making up tickets for the dear people to vote next year.

President Coolidge, who has scarcely warmed the presidential chair during the short time he has been in, is already named for a full four years term.

Hiram Johnson has tossed his hat in the ring. His trip through Europe has made him wise on all world subjects. Even LaFollette seems to have a certain following. Not one of the many aspirants, however, has the advantage of the present occupant of the White House.

Although a modest, unassuming man, there is a certain reserve about him which warns off the wily political dodger and speaks a hopeful word for the common people.

Calvin Coolidge has the opportunity of a lifetime to make good. He also has an open chance to make a bad break and ruin his chances for election next year.

There are a number of questions coming to the fore which will puzzle the wisest of them all to handle properly. The anthracite coal strike gave the new President opportunity to show of what stuff he is made. He did not prove spectacular in any respect. Nor did he put his foot in it, to use a phrase common in every day speech.

Domestic affairs are sufficiently engrossing to occupy his time, so that it is doubtful if the new President will be called upon to immediately settle the European troubles. His reticence stands him in good stead, and if all accounts are true Coolidge will manage the Presidential end of the government in his own way.

It is refreshing to have a man at the head of affairs who knows his business and dares to maintain the right. The poorest statesman is he who continually seeks to note the way the political wind blows and trims his sails accordingly. Our late President had, to a certain degree, independence of thought which rather nettled those leaders in public life who seek personal aggrandisement at the expense of justice.

There is a man at Detroit who is a thorn in the side of certain aspiring Democratic politicians. No doubt many of them wish that the war time peace vessel had sunk while hastening to see that the world war closed before Christmas.

Issues of ante-bellum days are again coming to the fore.

Farm and Fireside, an agricultural sheet, editorially declares that tariff is the bunk and that the only salvation for the farmers is to come out for free trade. Old time experiences along that line impoverished more farmers than anything else, but, of course, the farmer, like all the rest of our people, has a short memory.

Cordell Hull, Democratic head of the party, has declared that the tariff, over which so many political battles were fought in the past, will be an important issue next year.

The league of nations has now and then an advocate, although to the ordinary citizen that has no shadow of excuse for further existence.

Whether or not Coolidge stands as did Harding for a world court, it may be set down that this will cut very little figure in the next campaign. Late events in the old countries have completely disgusted Americans with the thought of mingling in the squabbles and assassinations of the feudists of Europe.

It is thought probable that a new bonus bill may come to the fore. It is puzzling to understand the animus of those who are so insistent on this bonus proposition. The Government is pledged to do all possible for our disabled veterans and there is no considerable party in America opposed to this, but that a sum amounting to several billion dollars should

be assessed to the taxpayers of the country to be presented to men who really owe the Government for the year and a half of foreign experience they got is beyond understanding.

That experience was a schooling that will benefit them through life; an experience that could have been obtained by the large majority in no other way. Plainly it would be a rank reflection on the patriotism of these men to offer them a bonus.

How President Coolidge stands on this proposition no one knows, but it is altogether unlikely that he will go back on the splendid stand taken by his lamented predecessor.

Another question that looms large, despite the wish of many well meaning people to keep it down, is the question of prohibition.

Shall this country go back on the Volstead act?

There are several candidates looming large who are advocates of the wet side of this proposition. To many it is simply a question of enforcement of a Federal law. Few candidates dare come out boldly and declare for a return to the saloon. That is decidedly unpopular in most of the states, but in a roundabout way these advocates of the wet proposition would creep in under the cry of personal liberty and the right to drink light wine and beer in their own homes.

The return to wine and beer means, of course the reinstatement of the saloon, and that proposition, disguise it as they will, cannot win out in a country which has seen the beneficial effects of the Volstead act.

It does not seem likely that there will be a square-toed fight on this temperance question. America is free from saloon domination and it cannot be forced back to whisky and drunkenness by any party.

Old Timer.

Lansing—Albert Pung, a member of the Lansing Friedcake Co., died at his home, on West Genesee street, following a long illness.

Lansing—The Sallan Jewelry Co., East Allegan street, is remodeling and enlarging the interior of its store.

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Such a trust is made by the simple expression of your wishes, as a part of your will.

If your wife is inexperienced in business and you would like to have this Company manage, for her benefit, whatever property you may leave, you can put your directions in your will, and when the time comes this Company will carry out your instructions, as your trustee.

Trust provisions can also be made for children, relatives, charities, and other beneficiaries.

In this Company's hands, the property will be conservatively managed, investments will be carefully made, and the income and principal will be paid as you direct. The fee for our service is fixed by law—no more than that which would be charged by an individual as a trustee.

A lawyer should draw your will, but we shall be glad to discuss with you its business phases and our services.

Send for a copy of "Safeguarding Your Family's Future," a 24-page booklet on the subject of wills and trusts and their advantages.

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Campaign Against Immense Fire Loss.

Fire losses last year in the United States averaged \$4.75 per capita, the highest on record. This fact alone is sufficient argument for hearty support of Fire Prevention Week which will be held this year from October 7 to 13. The campaign is conducted by the Chamber of Commerce of the United States through local Chambers of Commerce.

The effectiveness of the campaign is clearly shown by the fact that the per capita loss last year in cities where there was a Chamber of Commerce with a Fire Prevention Committee averaged \$3.27 against the National average of \$4.75. Fire losses in the United States averaged much more per capita than anywhere else in the world, so that there is great need for intensive precautionary work.

As a merchant, you have a lot at stake in this campaign. Get in touch with your Chamber of Commerce, if you have not done so already, and find out what you can do to help. We strongly recommend that you follow up the questions listed in the form reproduced below. They may disclose to you some unsuspected fire danger in your own establishment:

1. Are there any accumulations of dirt or rubbish on the premises?
2. Is the basement clean?
3. Are the packing and shipping rooms cleaned thoroughly at closing time?
4. Is there any unnecessary combustible material in the yard or court?
5. Is there any oily waste or other greasy material outside of approved waste cans?
6. Are any waste cans not emptied daily after closing hours?
7. Are there any broken windows, plastering, partitions, flooring, or other defects?
8. Are any aisles obstructed?
9. Are any entrances obstructed?
10. Is any woodwork or other combustible material too near steam pipes, boilers, flues or furnaces?
11. Is the fuel supply safely stored?
12. Are there any open flame lights near combustible material?
13. Are there any broken electric fixtures or loosened wires?
14. Are electric cords looped over nails or in contact with any other metallic objects or surfaces?
15. Are any electric fuses replaced by wire or other improper current-carrying material or devices?
16. Are fire doors or shutters ever left open at night, or on Sundays or holidays?
17. Are fire escapes obstructed, broken or out of order?
18. Are there any violations of rules on smoking?
19. Are all water pails, hose, nozzles and chemical extinguishers in place and in good condition?
20. Are any sprinkler heads coated or corroded?
21. Are any sprinklers obstructed by partitions, piles of merchandise, etc.?
22. Are any sprinklers or sprinkler pipes exposed to freezing?
23. How many sprinkler heads are kept in reserve?

24. Is there any part of the premises that the watchman fails to visit?

25. Are window openings protected from exposure fires?

26. Is combustible stock storage isolated by fire walls?

27. Where is the nearest fire alarm box?

Fire Protection Accomplishment at Home.

Fire is one of the greatest servants of man. Without fire, we could not live. It provides us with heat during the long winter months, it cooks our food that we must have in order to live and serves us in hundreds of ways, too numerous to mention. At the same time fire is one of our greatest enemies. Every year it causes thousands of dollars' worth of damage and many people have lost their lives because of it.

The majority of fires are caused from carelessness and a great many could have been prevented.

During Fire Prevention Week, I did all I could to prevent fires in my home. Taking my notebook, I first went down to the cellar where I found a few things which were not exactly safe. I made this entry in my notebook, "Open paint cans near furnace," and then I added, "This might cause spontaneous combustion." While helping mother clean out the cellar, I found a nest of baby mice, which were so cunning that I would have like to have kept them for pets. Knowing, however, of the damage they might cause, I asked father to chloroform them, which he did.

From the basement I went to the kitchen where I found my mother using gasoline to clean some furs. I wrote in my notebook, under the heading "kitchen," these words, "Substitute safety cleaners for gasoline." I also wrote, "Matchbox should be moved away from the stove."

In the dining room I wrote, "Waffle irons and toaster should be kept further from the window curtains."

Into the clothes closet I went, removing matches from my brother's pockets and telling him that he did not need to carry matches. I asked father to substitute safety matches for the ones he carried. In my notebook I wrote "clothes closet should be wired with electricity," as I had seen mother take a candle to hunt something in there. When I had been all over the house I handed my notebook to father and told him what I had done. Father not only read my notebook but he did everything it said to do.

During Fire Prevention Week I learned how to protect the house from fire during a thunderstorm, how to turn in a fire alarm, how to pass through a burning building, how to treat a person who was badly burned and many other useful things. I hope we shall never have a fire, but if we do, I hope I shall remember all the valuable things that I have learned during fire prevention week.

Ruth Mead.

Axioms of an Autoist.

A detour is the longest distance between two driven points.

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THE STRAIGHT AND NARROW.

Too Many Laws Make Every One a Lawbreaker.

In previous articles appearing in the Tradesman during the past ten years I have had quite a good deal to say about the burden of laws which is overwhelming us and making every man, woman and child in the country a lawbreaker. Twenty thousand new laws are passed yearly, and the total number of laws now regulating us surely warrants the average citizen in thinking he must be a tough guy.

With all the laws now harrasing us, and making it difficult for any one to do business legally, the last Congress added 931 more. The situation is so menacing that Senator Stanley, of Kentucky, expresses the thought that civilization itself may be threatened. He says: "In this fever for lawmaking, this hectic belief in the all-powerful nature of a sheet of paper called a statute, there lie many dangers."

Senator Stanley goes on to say: "The least of the dangers of these laws, perhaps, are the most apparent; the undue exalting of government and the exorbitant growth in the cost of its operations; the depreciation of the individual and the appreciation of mere mass; the heightened potency of property over the human being; and, worst of all, insidious inroads on human liberty."

Aaron Hardy Ulm has this to say: "Fifty years have passed since the last Federal code was adopted. It is now all but worthless as a compilation of Federal laws. Several years ago Congress directed a committee to prepare a new code. Much time and study were given to the work, which consisted of bringing together in orderly form all outstanding laws as enacted by Congress. The paper-bound volume constituting the report weighs about fifteen pounds. It contains more than 5,000,000 words. It is approximately three times as large as the Revised Statutes of 1874."

No lawyer really knows what the laws are, there being so many of them. When you stop to think that Federal laws alone run into five million words, and that these laws are only a drop in the bucket compared with the hundreds of thousands of laws passed by states, cities, counties, and villages of this country, the wonder is that anyone is outside of jail.

What a time we would have if as much time and money were given to all laws as are given to prohibition! Think of the overwhelming army of cops that would be dogging our every move! Where would there be room to try the cases, and where would there be anyone to prosecute when everybody was an official?

While it is easy to pass laws, it is almost impossible to repeal even one of them. When a law gets on the Statute books, it stays there, only to be resurrected when some one wants to make trouble for some one else he doesn't like.

It must be that this fever for laws and still more laws has created a similar fever of ethical codes. Right now every little peanut professor in the colleges goes into a trance and

throws off a new code. There isn't an organization of any kind that fails to have a collection of ethics to regulate it. These codes ransack all the moralities and all the traditions of the centuries. They make the Sermon on the Mount look like thirty cents, and are so uplifting and holy that it is outside the realm of possibility.

So far as I have observed after living in America for quite a good many years, ethics has done but one thing, and that has been to create a nation of hypocrites, for there isn't to-day a single man in any pursuit who lives up to a tenth part of any code that may have been adopted to guide him.

It amuses me to see that the American Master Plumbers Association is the latest victim of the ethical fever. It has adopted a code so long that it might be published as a continued story. Now all you folks who have dealings with plumbers know what a grasping bunch these folks are. They have squeezed out of plumbing about three times what plumbing is worth. They have plucked the public to the queen's taste, especially during the past eight or ten years. God knows they need some kind of a code, but the kind they have adopted is so drastic in its moral requirements that the plumber seems to be the last fellow in the world with enough decency to observe so much as one-half of one per cent. of the rules and regulations set down in the verbose code.

I have just finished reading this code, and when I came to the last paragraph I found this: "Let the plumber be ever diligent in business; quick to perceive the good and alert to repeal the evil; ever mindful of the rights of others; courteous and considerate of others; particularly if they be less fortunate than himself; in every way a true American gentleman."

It strikes me that this last paragraph is about as much ethics as the average man can negotiate, and the average man can assimilate a lot more ethics than the average plumber. The whole code adopted by the plumbers could well be cast away with the exception of this final paragraph. And, for that matter, this paragraph fits any pursuit ever invented by man. So I suggest that every organization adopt the paragraph I have quoted and abolish everything else in its code. This would standardize ethics and make it unnecessary for college professors to devote so much time and language to the pursuit of code production. Really we have more of the thing now than is good for us.

I think even this paragraph could be cut down to seven words, "Ever mindful of the rights of others," and be just about the best code that ever was.

When you are as mindful of the rights of others as you are mindful of your own, we will need no further religion and the preachers can go to work at something else. Courts can be abolished, jails torn down and poverty will vanish from the face of the earth.

With this one principle guiding us

in our destiny, we could abolish Congress, the legislatures and town councils and build a bonfire of the statutes. Of course we could, but we won't. We will continue to have more laws and more ethics than we have sense.

Frank Stowell.

Bad Spots in Agriculture.

Reports come from Washington that a number of Senators and Representatives are urging a special session of Congress so that immediate steps can be taken "to do something for the farmer." This is tantamount to an admission that the elaborate programme of aid and subsidy to agriculture put through during the last two sessions by the farm bloc has been a failure. One of the Western Senators is quoted as saying that the condition of the farmer is worse than it has ever been in the history of the country. Yet thirty-cent cotton and eighty-five-cent corn do not spell hard times in the South and the Middle West. It is in the wheat belt that most of the trouble lies. Even there

the great majority of farmers will be able to "carry on" in spite of low prices. But there are certain areas in the wheat belt in which the crop was ruined by drought. This is the situation in parts of Western Kansas, and local bankers and merchants have raised a fund to enable the growers to buy seed for the next crop. In certain sections of the cotton belt, too, the condition of the crop will hardly average 40 per cent., owing to bad weather and the weevil. It is from these bad spots that the complaints come, and they are only too well founded; but just how a special session of Congress will help the situation is not clear at this writing.

As our conversation is a revelation of ourselves—our education, social position, measure of refinement, grade of intellect—it ought to be an incentive, if we wish to talk well, to store our minds with real wealth, and steep our souls in that which shall enrich us and others through our influence.

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The fall canning season will soon be on. Jellies and chili-sauce, peaches and pears will be prepared to tickle the family palate next winter. The housewife is starting to replenish her supply

of jars, glasses and *Parowax*. One is just as necessary to her work as the other. She knows that to keep her preserves properly she must use *Parowax* to seal the containers. It keeps the air out and the flavor in. *Parowax* assures her that preserves will be as good, when opened, as the day they were canned. You will find the demand for *Parowax* is steady at this time of year. Make a check now on your supply, then send your order to our nearest branch or direct to

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Standardization of Blanket Sizes Favored

Tabulation of a questionnaire on "Standardization of Blankets" has just been completed by the Committee on Simplification of Blanket Sizes appointed by the Department of Commerce and on which this Association has a representative. Three hundred and ninety-four representative firms, each doing an annual business of one million dollars or more, were asked to reply to the questionnaire which consisted of these three questions:

1. Do you believe that fewer and standard sizes could be made to amply care for all present day demands?
2. If so, what sizes do you recommend to the Committee for their consideration at next conference?
3. If you answer "No" to the first question, state your reason in full on the following lines:

One hundred and fifty-seven stores replied. One hundred and forty-eight voted in favor of standardization; three were opposed to standardization, and six stated that they did not carry blankets.

There is a wide variation of dimensions recommended for the consideration of this Committee, seventy-three dimensions being named.

The following tables show the most popular sizes, together with the number of stores suggesting the same:

115	stores suggested	72x84
68	"	60x80
64	"	66x80
51	"	60x84
42	"	80x90
38	"	70x80

A number of stores did not differentiate between the sizes for woolen blankets and cotton blankets.

Only twenty-two stores mentioned definite sizes for crib blankets.

Defends Silk Manufacturers.

Charges of profiteering made by the National Association of Hat Manufacturers are called unfair and unwarranted by James A. Goldsmith, President of the Silk Association of America. The hat men claim that while certain manufacturers and dealers in silk hatbands and trimmings publicly withdrew their prices immediately following the disaster, they privately solicited business at advances of 10 to 25 per cent. Mr. Goldsmith declares that the industry has taken every step to safeguard the interests of its customers. Trading was im-

mediately suspended, but when the ban was lifted the raw silk market was much higher. Importers could not make September or later deliveries on time, and to protect orders already booked it was necessary for the mills to buy spot silk at high prices. Silk goods, he says, will without question continue to sell for many months at advanced prices, as the raw material situation is becoming steadily worse.

Some Hosiery Prices Higher.

Some price advances are reported on silk hosiery in line with higher raw silk, but most of the manufacturers are marking time. Old orders are being filled at former figures, but no substantial forward business is accepted. One prominent concern, however, is taking new orders at unchanged prices until raw silk stocks on hand are exhausted. Manufacturers are making no effort to cover silk requirements now, and will continue not to until the situation becomes clearer. Retail buyers are inclined to be conservative, but more interest is shown in ingrained hosiery in the wood shades. Chiffons in light colors are also receiving increased attention.

These Short Buildings.

Shiftless Phil had a total capital of seventy-five cents. The cold, December wind told him plainly that he could not sleep that night on his favorite park bench, so he went into the nearest hotel, a ten-story structure, and enquired their nightly rates. The clerk informed him that the first floor rooms were \$10 nightly, second floor \$9, each floor being \$1 cheaper than the floor below, which made the top floor \$1 nightly. Phil shifted uneasily and started swiftly for the door.

"What's the matter," asked the clerk. "Don't you want a room?" "No," answered Shiftless. "Your building ain't high enough."

To Increase Skirt Sales.

Now that formation of the first trade body devoted exclusively to women's skirts has been completed, a campaign is to be undertaken in conjunction with the United States Waist League of America to increase sales of both skirts and waists. Part of the campaign will consist of bringing about more effective showing and selling of these garments, both in the wholesale showrooms and in the retail stores. Closer attention will also be paid to style tendencies in both lines, with a view to bringing about a more harmonious development of the two types of garments than exists at present.

THE MARKET— and SERVICE

It is generally agreed that raw materials such as Cotton, Wool, and Silk, will be as high or higher the balance of the year.

We are offering Spring Merchandise, bought on lower levels and priced accordingly, and we suggest that you cover now at least part of your needs for next Spring.

Many merchants view the market with alarm and wonder how they can have a good stock at all times without taking large chances.

It is our function to take the risks and be prepared to serve you at all times.

WHY NOT MINIMIZE YOUR RISK BY DEPENDING ON US?

WE SHIP ORDERS THE DAY RECEIVED—OUR STOCK IS LARGE AND WELL ASSORTED.

GIVE US YOUR ORDER—AND SPECIFY HOW YOU WANT IT SHIPPED.

GRAND RAPIDS DRY GOODS CO.

Your Wholesaler

Men's and Boys' FALL CAPS

Nifty Tweeds in grades from
\$8.75 to \$15.00

This is the Cap season.

Daniel T. Patton & Company

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

Men's Heavy Outdoor Wear

Hunting Coats	Flannel Shirts
Sheeplined Coats	Kersey Pants
Leather Vests	Duck Coats
Mackinaws	Hunting Caps
Heavy Wool Socks	Sweaters

All kinds of Outside Wear for either sport or work.

Write or call for prices.

Quality Merchandise—Right Prices—Prompt Service

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Corporations Wound Up.

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

Eastern Home Building Co., Detroit.
Schurrer Amusement Co., Detroit.
Granum-Crosby Construction Co., Owosso.
Steel Age Manufacturing & Supply Co., Battle Creek.
W. R. Construction Co., Detroit.
Burns Pattern & Machine Co., Detroit.
Cooper Realty Co., Flint.
Wesson Co., Detroit.
Froesch & Co., Detroit.
Stucco Sales Co., Highland Park.
LaSalle Sales Co., Detroit.
Guy Brewster Cady & Staff, Inc., Detroit.
Stover Remedy Co., Detroit.
L. J. Robinson Co., Detroit.
Owosso Home Building Co., Owosso.
Morris & Co., Chicago-Grand Rapids.
Educators' Association, Ann Arbor.
Stanley Sales Co., Detroit.
Kirschkraft Draperies Corp., Sturgis.
Standard Building Co., of Lansing.
Kalamazoo Construction Co., Kalamazoo.
Shepherd Agency, Inc., Detroit.
Andrews Asphalt Paving Co., Ham-
ilton, O.-Marshall.
Bement Stove Repair Co., Lansing.
Segal Drug Co., Detroit.
Jackson Grocery Co., Jackson.
Acme Cement Plaster Co., St.
Louis, Mo.-Grand Rapids.
Davis-Hazzard Corporation, Chevy
Chase, Md.-Ann Arbor.
Auto Tire Exchange, Inc., Detroit.
City Laundry & Cleaning Co.,
Owosso.
Thomas Stock Co., Ludington.
Atlas Machine Works, Detroit.
Edison Storage Battery Co., West
Orange, N. J.-Detroit.
Bateman & Co's. Inc., Wilmington,
Del.-Lansing.
City Sales & Service Co., Detroit.
Marion Threshers Ass'n., Brant.
M. J. Helms Co., Grand Rapids.
Holt Lumber Co., Oconto, Wis.
Booth & Flinn, Ltd., Pittsburgh,
Pa.-Detroit.

How About the Fire Waste Contest?

Are you taking a hand in the contest recently inaugurated among chambers of commerce and other civic organizations by the National Chamber of Commerce to reduce fire waste? Suitable awards will be made to the chamber in each of four designated classes receiving the highest rating in fire prevention activities during 1923. The contest will be retroactive to Jan. 1, 1923.

For the purpose of competing in the contest, chambers of commerce are divided into classifications, as follows:

Cities of over 100,000 population.
Cities between 50,000 and 100,000 population.
Cities between 20,000 and 50,000 population.
Cities under 20,000 population.

This classification is made by the National Chamber, since it is pointed out that the average fire losses are lower in the smaller cities, and the scope of fire prevention activities is often dependent upon the size of the municipality.

Chambers of Commerce will be judged on their relative accomplish-

ments during the year and graded on the following basis:

Actual accomplishments in re-
ducing fire loss -----40%
Educational activities -----30%
Permanent improvements in
protection and construction --30%

In addition to the prizes awarded to the chamber with the highest rating in each of the four classes, a grand prize will be awarded to the chamber with the highest rating, regardless of classification. A board of three nationally prominent men will be named to decide upon the winners.

Sweaters and Coats Still in Strong Position.

Sweaters and coats still occupy a strong position in the knit goods trade. The demand shows no let up, according to prominent factors. Orders continue to pour into the primary market from all over the country. Immediate delivery is demanded in virtually all of them. Brushed wool continues to maintain its lead, it was said in several quarters. Prices on the whole remain unchanged from a couple of months ago. Little more activity in bathing suits for spring delivery is reported in some quarters.

Silk Shortage Helps Sales.

Manufacturers of silk underwear and negligees report that the threatened shortage of raw silk has done more to stimulate business than to hurt it. The call for the better-grade garments is especially strong, and in some instances more business in them has been done in the last two weeks than in any similar period in several years. The rise in prices has not been marked enough to cause any hesitation, although most manufacturers are pricing their garments at replacement values.

Using More Fiber Silks.

Leading producers of knitted fiber silk fabrics find the current demand strong. An already notable interest has been spurred by the present silk situation. The cloths are used for formal and street wear outergarments and also for sports use. Those resembling chiffon velvet are especially favored. Wood browns, blues and grays are the leading shades for less formal garments, while the high colors rule for evening wear. Spring lines will be ready shortly.

Good Orders for Silk Gloves.

Substantial advance business in women's silk gloves for Spring has been placed here. Retail stocks are well cleaned out and this, coupled with the expectation that prices may go higher, has put unusual snap into early purchasing. Fancy strap wrist gauntlets are again in main preference, followed by long gloves. Only a small interest has been shown so far in the short styles.

True contentment depends not on what we have: a tub was large enough for Diogenes but a world was too little for Alexander.

Opportunity knocks once at every man's door—but generally he is down street telling some one about the good chances he has missed.

The Old Reliable

Over 25,000 Patients
in West Michigan

New System Dentists

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

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

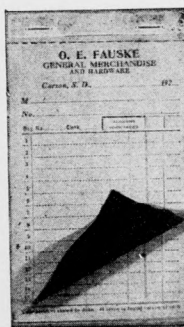
THE TOLEDO PLATE & WINDOW GLASS COMPANY

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

**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
and sizes, prices on
request.

BATTLE CREEK
SALES BOOK CO
R-4 Moon Journal B1
Battle Creek, Mich.

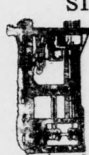
We are manufacturers of

Trimmed & Untrimmed HATS

for Ladies, Misses and Children,
especially adapted to the general
store trade. Trial order solicited.

CORL-KNOTT COMPANY,

Corner Commerce Ave. and
Island St.
Grand Rapids, Mich.

**SIDNEY ELEVATORS**

Will reduce handling expense
and speed up work—will make
money for you. Easily in-
stalled. Plans and instruc-
tions sent with each elevator.
Write stating requirements,
giving kind of machine and
size of platform wanted, as
well as height. We will quote
a money saving price.

Sidney Elevator Mfg. Co., Sidney, O.

We are making a special offer on

Agricultural Hydrated Lime

in less than car lots.

A. B. KNOWLSON CO

Grand Rapids Michigan



STRAIGHT
SIZE—

The Johnson
Original 10¢ Cigar

VAN DAM

MANUFACTURED BY
TUNIS JOHNSON CIGAR CO.
GRAND RAPIDS, MICHIGAN

EVERY MERCHANT SHOULD carry a reserve account
outside of his business.

MANY MERCHANTS DO carry such accounts in Build-
ing and Loan Associations.

WHY? Because these Associations REQUIRE a regular
weekly payment, and being mutual, pay the highest return
consistent with safety.

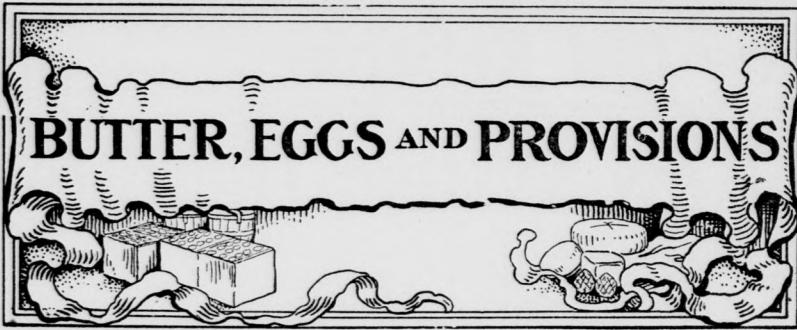
\$7.50 per week by our plan creates a CASH RESERVE
of \$5,000 in about nine and one-half years.

Grand Rapids Mutual Building and Loan Association

Resources \$4,500,000.00

Chartered 1888

Second Floor Widdicomb Building



Why So Many Grocers Fail to Succeed.

Realizing the serious situation predominating in the business world today, I might offer a few suggestions that will keep some of the business boats that are rocking from turning over in the slough of bankruptcy wreck and ruin. To my mind, character is one of the most essential things necessary to a growing business. Without character in business, what have you to start with? Without it you can play the crooked game, but with it you can face the tide. Every information blank from the big commercial agencies asks the question, "Is his character good, fair or bad?" If a merchant's character is good, the man making the report on him knows it. First in business have character.

If you have character it brings on the next necessary thing for a successful business, honesty. An honest man is an upright man in his community. He is just with his fellow men, sincere and loyal to his business friends, pays his bills, is impartial to his customers, giving all a square deal, fair to the wholesale dealers from whom he buys, corrects mistakes that are made against him and for him, open and above board with his business reports in order not to deceive the people from whom he buys.

If a merchant starts out without character and honesty he is selfish in business, which helps rock the old business boat more and more. If he is selfish he attends strictly to his own interest, thereby causing his neighbors and friends to spend their money with his competitor; if he thinks he knows it all, does not read trade journals, which are educating and inspiring, does not read magazines thereby not keeping posted as to the nationally advertised goods, which are necessary to success in business. You cannot be selfish and give service to others, which is absolutely necessary for the merchant to do if he succeeds. If you haven't character and are not honest and if you are selfish, it will not be long until you are lazy; and if you are lazy, God pity you, because you are bound for the rocks. You will neglect your show windows, which are the eyes of your store. Fly specks and cobwebs will be there for evermore, your shelves will be untidy, your stock disarranged, your books neglected and customers estranged. Don't bring your wife in to run the business while you sit by playing checkers and entertaining the village folk with your yarns. If you are lazy get up and go to it, get it out of your system.

A selfish and lazy merchant is incompetent. To-day most failures are caused by incompetency. If you are incompetent you are wanting ability. A lot of country merchants are men who have saved up a few hundred dollars, they have followed the plow, which is rightly their occupation, and they should stick to it, but the merchandising field looks good to them, so they embark in the business game of a merchant. They are incapacitated. Along comes the smooth-tongued salesman, he is loaded up with patent medicines, he buys ten brands of baking powder when two or three would do; he buys coffee from every salesman and his shelves are soon full. Now what? The goods must move; if he is not a salesman he is stuck. He is not posted on nationally advertised goods, the kind that sell themselves, business is dull with him and his bills are coming due. He hasn't qualification or fitness, he has not kept books, the boat is rocking. He pleads for an extension of time, he has sold on credit and his money is scarce, the jobber is getting anxious. Here comes another request and no reply, his trade has dwindled, his stock run down, his store dirty, the customers who owe him are trading at the next town, the sheriff comes and closes him up; another boat has hit the rocks. Incompetence again winner. If you are a beginner in business, take my advice, you are never too old to learn, get posted on the goods that sell, talk to men who know business good and true, don't go in in a slipshod way, go to your unselfish friend, he will put you wise. Take trade journals in line with your business.

I have seen many a good merchant go down in my quarter of a century of merchandising. I have visited hundreds of country stores. I know why merchants fail. Many failures in the past few years have been caused by merchants not keeping up with the times.

I know merchants who had good stocks of goods when prices advanced; rather than make quick money they sold out their goods at the old price, thinking it good business. They bought back on a high market and when the big drop came that's where they got it. They put nothing in the reserve fund to meet the on-coming panic. This failure is caused by lack of foresight in business. An-

Moseley Brothers

GRAND RAPIDS, MICH

Jobbers of Farm Produce.

Red Star Flour

Whether your business is large or small you are paying employees to sell goods for you and you expect and must have results from their efforts.

As merchandisers of manufactured products we are compelled to make our line attractive to you and make the line that puts enthusiasm and a quality of goods in the hands of your sales force that in turn puts them in position to get results.

That's why we offer Red Star a 60% short patent flour when it would be following the course of least resistance to sell an ordinary long patent.

Your sales force will get the best results if they have something out of the ordinary to talk about—if they have a quality of flour that will create enthusiasm on their part—a quality that each individual in your organization will be proud to back by his personal responsibility and guarantee to his individual friends and customers.

JUDSON GROCER COMPANY

DISTRIBUTORS

GRAND RAPIDS,

MICHIGAN

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

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

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.

other cause of failure is lack of knowledge in business. If you haven't knowledge you cannot acquire the information that is necessary in running a business.

A lot of country merchants fail to inventory their stock of goods. It is absolutely necessary to inventory at least once a year to know where you stand, and if you are not making money the inventory will tell you. Records should be kept of all sales, invoices, etc., to be ready at the end of each year, to know your profits. If you don't know whether or not you are making money, you may expect the sheriff. Know your banker, and if you have any credit with him discount your bills; keep your credit good. Prompt merchants can buy cheaper than slow pay. Know the markets by reading the markets, it will make you a good buyer, and if you don't know how to buy, you are short the first best thing. You may know how to buy and fall down as a salesman. You may be a good stockkeeper and fall down as a collector. If a merchant hasn't knowledge in his business he cannot know the goods he sells, he doesn't know how to get the most out of his employees, he gets in the class with the lazy man, another failure.

The lack of the following means failure: character, honesty, ambition, knowledge, personality, cleanliness and Godliness.

If you want to succeed cut out indolence, incompetence, dishonesty.
O. H. Knight.

Buy Less Grain, But More Meat.

Foreign countries continue to buy less grain and more meat from the United States than they did a year ago. This is shown by the data of exports of food products during August, recently published by the Department of Commerce. Grain exports had a value of \$28,700,000 less than in the same month a year ago, and for the eight months of the current year had a value of \$126,200,000 less than for the corresponding period of 1922. Meats, on the other hand, showed a gain in August of \$1,000,000 over a year ago and of \$8,000,000 in the eight months of this year over the same period in 1922. In the case of meats, figures of volume are also available. Exports last August were 18,000,000 pounds in excess of those of the same month in 1922, while the eight-months period of 1923 showed a gain of 148,600,000 pounds over that of 1922.

In view of the many outgivings with regard to the chaotic state of Europe by returning American travellers the foregoing figures have a special significance. Europe is buying less grain than a year ago, but that is not because it is at the end of its rope and is now too poor to buy bread. Our

high tariff duties are forcing it to do this, because it can pay for American breadstuffs only with European goods. This policy of exclusion reacts unfavorably upon domestic producers of wheat. The fact that Europe is still able to buy food is shown by its larger purchases of American meat. Yet the United States is the loser by this shifting of purchases. During the first eight months of the current year it sold \$8,000,000 more in meats, but its sales of grains fell off \$126,200,000, so that the net loss to this country of foreign trade in foodstuffs in this period amounted to \$118,200,000.

Pork Consumption and Exports High

What is regarded as a tremendous increase in domestic consumption of pork in the United States has occurred during the past few months, according to data compiled by the United States Department of Agriculture. Consumption of carcass pork produced under Federal inspection between January 1 and August 1, 1923, is estimated at nearly four billion pounds, as compared with a little more than three billion pounds during the corresponding seven months last year. This increase is more than eight hundred million pounds, or approximately seven pounds for each person in the United States. Combined exports of bacon hams, shoulders and lard also show an increase for the seven months period. Outbound movements of bacon, hams and shoulders amounted to 462,000,000 pounds, as compared with 361,000,000 pounds last year; lard shipments were 619,000,000 pounds compared with 430,000,000 pounds a year ago.

SCHOOL SUPPLIES

Pencils

Tablets

Paints

Ruled Papers, etc.

WRITE US FOR SAMPLES

The Dudley Paper Co.
LANSING, MICH.

TAKING INVENTORY

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

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

ABE SCHEFMAN & CO.

Wholesale Fruits and Vegetables

22-24-26 Ottawa Ave.

Grand Rapids, Mich.

WHEN YOU THINK OF FRUIT—THINK OF ABE.

**We Are Now Offering
Best Quality—**

**CRANBERRIES
SWEET POTATOES
MICHIGAN ONIONS**

THE VINKEMULDER COMPANY

Grand Rapids, Michigan

DEL MONTE

**CANNED FRUITS
VEGETABLES &
FOOD SPECIALTIES**

**Over a hundred
quick-moving,
profit-making
varieties that
your customers
know and want**

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. 84 for Meat Markets

No. 75 for Florist Shops

MCCRAY REFRIGERATOR CO.

2344 Lake St., Kendallville, Ind.

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

**Seasonable
Fruits and Vegetables**

IT'S TRUE

Swift Cigars

Nothing Fancy But the Tobacco

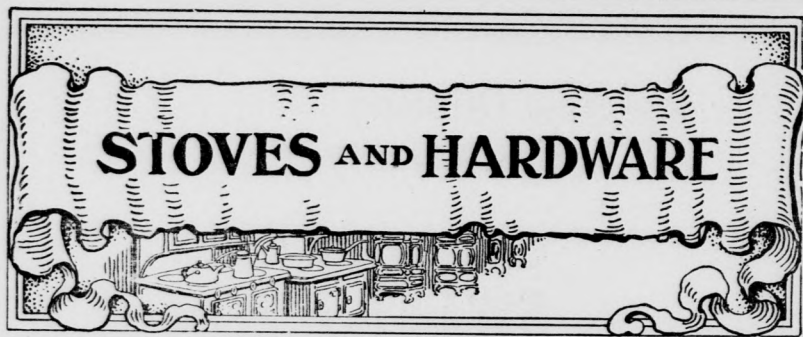
Distributed

LEWELLYN & CO.

WHOLESALE GROCERS

GRAND RAPIDS

DETROIT



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. Cortenhot,
 Grand Rapids; Scott Kendrick, Ortonville;
 George W. McCabe, Petoskey; L. D. Puff,
 Fremont; Charles A. Sturmer, Port Hu-
 ron; Herman Digman, Owosso.

Handling Crockery and Lamps in the Hardware Store.

Written for the Tradesman.

New lines that are coming in, and old lines that, in a sense, are going out, are well worth careful attention in the hardware store. There are in the hardware business a variety of articles constantly coming on the market which are more or less new, and early exploitation of these lines means a good profit to the merchant. Likewise, there are certain goods which have been ousted from public use to some degree by newer ideas and inventions, but which are still used, though to a less extent than formerly. By the exercise of a little ingenuity, it is always possible to revive interest in these goods and stimulate the trade. However, unless some effort is made, dealers are apt to find that they are likely to carry stocks for a long time, as the demand is not great when no effort is made to quicken business.

Under the heading "new lines" might be classed chinaware and crockery. It is true that hardware dealers in quite a few instances have been handling china for many years but to the trade generally it is a distinctly novel department. That it can be made to pay is proven by the experience of men who have taken it up. They have found, almost without exception, that there is a profit in handling the goods. Furthermore, they have found that carrying china and crockery draws new trade to the store and means increase of business in other branches. People who come to purchase articles of crockery gradually fall into the habit of buying hardware as well.

"A novelty line pays, not only in itself, but in drawing new people to the store," is the dictum of one hardware dealer who has tried a number of specialties and been successful with all of them. "We embrace every real opportunity to take up a new line and get into it first."

One objection raised to the introduction of crockery lines into the hardware store is lack of space. "I can hardly find room for my regular stock, let alone give space to dishes and fancy china," is the complaint often voiced. This objection is a sound one in a great many cases. The dealer who has only a small store is seriously handicapped, and would be wise perhaps to abstain

from taking up special lines until additional floor space is available. It is not advisable to do a hardware business in quarters intended for a tailor, a small novelty merchant, or someone to whom space is not a necessity.

In most hardware stores, however, it is possible to find room for a crockery display. "It pays to make room," said one large city dealer who has handled the line with profit for some years. "My store is only average in size, as you see, and I have only one window. But I have, without handicapping my trade in the regular lines, made room for a liberal display of china and crockery."

To effect this, it would be necessary in practically all cases to carefully study the problem of space economy. Wall space can generally be found for a china case, or perhaps two. Room should be found for a table as near the front of the store as possible, but it should not be put where it would be in the way of customers. It is equally important to keep a line of such ware continuously in the windows.

To make the crockery department a success, it must be kept right before the eyes of the public. It must be mentioned in advertising, and must be conspicuously displayed in the store. Otherwise, people will remain ignorant of the fact that the store carries such goods. The knowledge must be, figuratively speaking, pounded into the public by means of continual display.

A merchant who has space available on the floor above his store might use it for a crockery department. In such a case, however, it would be necessary to have the fact very prominently featured by cards and placards in the store and windows. If possible, a display of some of the more attractive lines at the windows of the upper story could be made effective. A large sign, announcing the new department, would be a great help.

It would be folly to go into the line and not push it to the utmost. Customers could not be expected to discover the new goods for themselves. They might deal at the store for months, perhaps years, and not notice it. It is essential, therefore, that full publicity be given the line for some time at the start. After a connection has once been established, the department will not require more attention than the rest of the stock.

Some of the hardware dealers who have taken up these lines have been so successful that they are now importing most of their stock direct, and doing a business that would astonish their more cautious competitors

Mr. Merchant:

You need an Adding Machine in your business. Before you buy take a look at the Victor, the great One Hundred Dollar machine. Free trial, monthly payments. Sold in Michigan by the

Grand Rapids Store Fixture Co.

7 Ionia Ave., N. W.

Grand Rapids, Michigan

United Motor Trucks
 A SIZE AND STYLE **To Fit Your Business**
 SALES SERVICE
ECKBERG AUTO COMPANY
 310 IONIA AVE., NW.

Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

Exclusive Jobbers of Shelf Hardware,
 Sporting Goods and
FISHING TACKLE

Foster, Stevens & Co. Wholesale Hardware



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

Grand Rapids, Mich.

Use Tradesman Coupons

who shrink from experiments. Much, however, depends on the individual merchant. The dealer, to make a success of china and crockery, must possess a real interest in and aptitude for the line. If he likes to handle crockery and china, he is quite likely to make a success of it.

Among articles sold less than formerly, owing to the introduction of new ideas, is the kerosene lamp. It is not so long since lamps were the sole means of lighting the great majority of houses. The introduction of gas, and later electric lighting, has to a great extent, at least in towns and cities, done away with the oil lamp. Just as the lamp replaced the candle, so it in turn is being pushed into the background by more modern methods.

There is still a good trade to be done in lamps, however, if the merchant takes proper advantage of his opportunities. In nearly all farm houses the lamp is still used, and will be for years to come. City households need lamps for emergency purposes, for use in cellar or attic, or for use in bedrooms where the lighting fixtures are not advantageously placed.

A prominent display of lamps, particularly in the fall when the days begin to shorten, will prove helpful in inducing trade. Many firms with a good country trade make it a point to arrange a lamp display every autumn, displaying not only a variety of hand lamps but the very best and handsomest hanging lamps available. The line is one that lends itself quite readily to display.

One small city merchant who has specialized in lamps for some time one season adopted the expedient of circulating a two-page leaflet, dealing with the need for lamps and the excellence of his stock. The constant need, even in houses where the lighting facilities are supposed to be complete, was pointed out, good use being made of an incident which had occurred in the town a few weeks before. An accident at the electric light plant had thrown a good part of the community into temporary darkness for an evening, and many families were without either lamps or candles. These little printed "talks" were handed to every customer who entered the store and the merchant did a splendid business.

The candle, though it is a long time since it has been extensively used for actual lighting purposes, has in recent years come back into favor, chiefly from aesthetic consideration. A good business can be done by any hardware dealer in ornamental candlesticks, which are particularly attractive for gift purposes. The modern lamp can be made to have an equal decorative value in the home; and many aggressive firms do a large business in parlor and hanging lamps.

Much depends, of course, on the way the individual hardware dealer is circumstanced; but where there are facilities for handling these lines and they are taken up aggressively, they as a rule produce excellent results.

Victor Lauriston.

Avoid the pleasure that holds the penalty of future pain.

SWORN STATEMENT FURNISHED THE POSTOFFICE DEPARTMENT.

Statement of the ownership, management, circulation, etc., of the Michigan Tradesman, published weekly at Grand Rapids, Michigan, required by the Act of Aug. 24, 1912.

State of Michigan, } ss.
County of Kent,

Before me, a notary public in and for the State and county aforesaid, personally appeared Ernest A. Stowe, who, having been duly sworn according to law, deposes and says that he is the business manager of the Michigan Tradesman and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are:

Editor—E. A. Stowe, Grand Rapids.

Managing Editor—E. A. Stowe, Grand Rapids.

Business Manager—E. A. Stowe, Grand Rapids.

Publisher—Tradesman Company, Grand Rapids.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of the stockholders owning or holding 1 per cent. or more of the total amount of stock.)

E. A. Stowe, Grand Rapids.

S. F. Stevens, Grand Rapids.

F. E. Stowe, Grand Rapids.

F. A. Wiles, Grand Rapids.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities, are: NONE.

4. That the two paragraphs next above, giving the names of owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

E. A. Stowe, Business Manager.

Sworn to and subscribed before me this 27th day of September, 1923.

(SEAL) Florence E. Stowe,
Notary Public in and for Kent Co., Mich.
(My commission expires Jan. 26, 1927.)

Substitution Again.

"Have you Bunyan's 'Pilgrim's Progress'?" asked the customer of the new clerk in the book department.

"No, madam. You will find everything for bunions or corns and things like that at the drug counter two aisles over."

NUCOA

"The Wholesome Spread for Bread"

The standard
by which all others
are judged

HIGHEST QUALITY
100% CO-OPERATION
SNAPPY SERVICE

I. VAN WESTENBRUGGE
DISTRIBUTOR

Grand Rapids Muskegon

No Smoker
Can Be
Satisfied
Before
He Has
Smoked
A

Charles
the
Eighth
10c
Cigar

A Cigar
Of Real
Merit

All Live
Dealers
Sell Them

Mfd. By

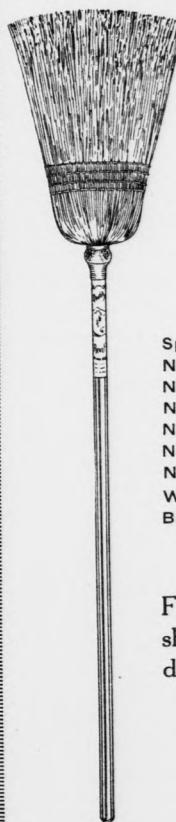
Vanden Berge Cigar Co.
GRAND RAPIDS, MICH.



Make
This
Cigar
The
Next One

Citz. Phone
22905
Bell, M 1821

R. & F. Brooms



THE
DANDY
LINE

Also
B. O. E. LINE

Prices

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

Freight allowed on
shipments of five
dozen or more.

All Brooms
Guaranteed

Rich & France

607-9 W. 12th Place

CHICAGO, ILLINOIS



Polar Bear Flour

A MONEY MAKER

Can Always be sold at a profit.

Quality in the Bag Brings Repeat orders.

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

MILLER MICHIGAN POTATO CO.

Wholesale Potatoes, Onions

Correspondence Solicited

Frank T. Miller, Sec'y and Treas.

Wm. Alden Smith Building
Grand Rapids, Michigan

Putnam's

MENTHOL HOREHOUND

COUGH DROPS

Packed in an
Attractive Display Case



OUR SALESMEN WILL EXPLAIN THE SPECIAL FREE DEAL

PUTNAM FACTORY
GRAND RAPIDS, MICH.



Renewal of Mileage Book Fight.

The Interstate Commerce Commission is in receipt of a statement put out by the National Council of Traveling Salesmen's Associations in its fight to secure the restoration of the pre-war reduced rate mileage books. Manufacturers and merchants everywhere are deeply concerned in this matter and will read this statement with interest. It is in part as follows:

"The travelling salesmen of the nation, representing 912,000 men who are regular daily patrons of the railroad passenger service, are vitally interested in and thoroughly aroused over the delay in accomplishing the desired transportation reform which was unanimously passed by the last Congress and approved and signed by President Harding, only to be temporarily blocked through an injunction obtained by the railroads. In addition to being large buyers of passenger mileage, the traveling salesmen are also the greatest single class of freight-creating agents in the entire country, and they are equally concerned on behalf of their employers, the manufacturers, their customers, the retail merchants and consumers of America.

"Forming the connecting link between the producing sources of the country and its distributing channels, the traveling salesmen feel that they are in a position to testify intelligently as to faulty service in freight handling and the far-reaching consequences of the existing exorbitant freight and express rates.

"It is the consensus of opinion among the various leaders of the National Council of Traveling Salesmen Associations that one of the first acts of the next Congress will be to investigate the entire railroad situation with relation to the public interests. Something must be done to end the seeming impasse between the efforts to aid the country and the railroad unwillingness to aid any effort not emanating from their own headquarters and furthering their interests.

"The greatest business successes of American history have been built on the fundamental economic principle of quick turnover induced by lowest possible prices, thereby producing large volume at reduced overhead, and materially increasing the net profits. The travelers claim that the railroads might profitably, and should willingly, take a few lessons in modern merchandising. They would find many applicable parallels in a study of the methods so successfully employed by the country's large department stores, 5 and 10 cent stores, drug and grocery chains, Ford cars

and other similarly well known examples."

The most experienced observers in Washington expect that the injunction proceedings, by which the issuance of mileage books was halted will be brought to an issue, one way or the other early in the coming year.

Germany Finally Owns Up Beaten.

In finally deciding to decree abandonment of passive resistance in the Ruhr, Chancellor Stresemann has exhibited statesmanship of a high quality. Only by the greatest firmness and courage could he have brought the German people to admit the necessity of a surrender. He had to give up the policy of his predecessor. He had to announce the shattering of patriotic hopes. In a word, he had to face the hard realities and act in accordance with them. It may be that his bold and resolute course will make him so unpopular as to force him out of office before long. But in any event it is a satisfaction to know that Germany could produce in her acute crisis a man with fibre and strength enough to do what had to be done. It is to be hoped that, in the troublous times still ahead for the German Government, public men may come forward with such clear-eyed sagacity and heroic resolution as Chancellor Stresemann has displayed.

For the French Government the result is a brilliant vindication of the policy which it has pursued since last January. Sure that it had adopted the right means to its declared end, it has persisted in its course with admirable and unshaken calm. Now that it has won a complete victory in its main contention, the hour for moderation has come. There is good promise that French statesmanship, too, will rise to the emergency by making the occupation of the Ruhr from now on as nearly "invisible" as possible, and by taking up with Germany in a broad spirit the settlement of the big questions of reparations and security and beneficial trade between the two countries that remain to be settled. As for the English Government, after its vacillations and diplomatic defeats of the past two months, it should be in a chastened frame of mind prompting it to do its best in co-operating with France to bring about political and industrial peace in Central Europe.—N. Y. Times.



CODY HOTEL



IN THE HEART OF THE CITY
Division and Fulton

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

CODY CAFETERIA IN CONNECTION

Hotel Rowe



SAFETY
COMFORT
ELEGANCE
WITHOUT EXTRAVAGANCE.

Cafe Service Par Excellence.

Popular Priced Lunch and Grill Room.

Club Breakfast and Luncheons 35c to 75c.

Grand Rapids' Newest Hotel.

350 Rooms - - - 350 Servitors - - - 250 Baths

Circulating Iced Water.

Rates \$2 with Lavatory and Toilet.

\$2.50 with Private Bath.

HOLDEN HOTEL CO.

C. L. HOLDEN, Manager.

The Pantlind Hotel

The center of Social and Business Activities.

Strictly modern and fire-proof. Dining, Cafeteria and Buffet Lunch Rooms in connection.

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



New Hotel Mertens

GRAND RAPIDS

Union Station

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



Fire Proof

Both Wheat and Flour in Strong Position.

Written for the Tradesman.

Government statistics show that the mills of the United States have been operating only about 40 per cent. of capacity on an average, due to a comparatively light demand for flour for this season of the year.

However, the apathy on the part of the flour buyer has not prevented material advances in wheat, which has been caused in a large measure by the refusal of the farmer to sell his wheat at quoted prices.

It was anticipated by many that with the weight of the Northwestern and Canadian spring wheat crops was thrown upon the market material declines would result. There was, however, only a slight setback and wheat almost immediately reacted to the highest point reached thus far on this crop.

Wheat producers have disposed of a large measure of the off-grade grain holding the choice grades for better prices. This has resulted in the choicer varieties of both hard and soft wheats bringing sharp premiums over the ordinary grades, which in turn has caused a wide spread in flour quotations; in fact, there is a range of at least \$2.50 per barrel in flour quotations, the conditions stated above being largely responsible for the variation, although geographical locations have their influence.

Apparently there is very little probability of there being any recession in the price of wheat in the immediate future. The ordinary fluctuations may be expected with a tendency toward a slightly higher level until the price of wheat reaches a point where it is acceptable to a large proportion of growers.

Supplies and stocks of wheat in all hands are sufficient to provide a comfortable surplus, although there has been quite a large quantity of wheat ground for feed, the farmer refusing to pay in excess of \$2 per cwt. for middlings and shorts when he could only obtain \$1.50 per cwt., or thereabout, for his wheat, and, of course, the total supply has been quite materially reduced by this process of elimination from the available supplies.

All in all, both wheat and flour are in a strong position temporarily and undoubtedly will continue to be for the next four or five months.

Lloyd E. Smith.

Wisconsin Peas Being Offered.

Now that future orders are well filled and the remaining stocks in canners' hands counted, a few offerings of Wisconsin peas have appeared, not in large lots, but in a few left-over lots, remaining after orders were filled. There is a brisk buying demand, however, and these lots will be quickly sold.

The corn situation in Iowa and Nebraska is not changed and those states still report that their output of canned corn for 1923 will run almost a million cases short of anticipation, and the canners are holding standard grade of canned corn of the 1923 pack at 95 cents a dozen, factory.

The secretary of the Iowa-Nebraska Canners Association reports that spot sales of canned corn made in those states between September 20 and 27 aggregated 98,371 cases, which absorbed all the remainder of the 1922 pack and about 75,000 cases of the 1923 pack.

Canners of the Northwest report that the yield of the blackberry crop is disappointing and that the price for No. 10 cans of blackberries in water has been advanced from \$5.25 a dozen to \$5.50 and that some canners are asking \$6 a dozen. Heavy rains have been falling in Washington and Oregon and the pack of blackberries will be cut short.

It is reported, in relation to prunes, that rains have "cracked" the fruit on the trees to such an extent that canners are refusing to accept any orders at former prices, or at any price until the extent of the damage is learned.

Canned pears on the Northwest Pacific coast are firm and most canners are holding their output off the market. Fresh fruit buyers, unable to get Bartlett pears in the East, where the crop was almost a failure, have been buying the Washington and Oregon pears so freely that canners have not had a chance to get any stock except on their first contracts, or enough to cover their sales for future delivery, and have therefore been unable to accumulate any stock of canned pears to offer to belated buyers. John A. Lee.

Items From the Cloverland of Michigan.

Sault Ste. Marie, Oct. 2.—Chesley Winfield, who for the past year has been conducting a meat market on East Portage avenue, has sold the business to Joseph Fletcher, who will continue the business. Mr. Fletcher will not need any introduction to the public, as he has been in the meat business several years in the same place prior to Mr. Winfield's time. Mr. Winfield expects to go back on the farm.

Rev. R. S. Brown, pastor of the Presbyterian church, has tendered his resignation, which has, however, not as yet been accepted. We don't want to lose any of our good men and it is hoped that he may remain, as he has made a good record while in charge of the church here, clearing the church of debt for the first time since its organization and increasing the membership.

One handicap about being poor is you get shot instead of being sued for breach of promise.

One of the biggest little businesses in Canada on Sunday is conducted by the ferry operating between Kensington Point and St. Joe Island, where between seventy and 100 autos cross on a pleasant Sunday, netting the proprietor between \$175 and \$200. One man handles the whole works—captain, engineer, clerk and deck hand—and all of his patrons seem delighted in making the trip, which is one of the finest trips in Canada. The scenery at his time of the year would be hard to beat. There are good roads over hills and valleys, with small lakes and other beauty spots.

Too many people will give three cheers for something they won't give anything else for.

Fred Shaw, of the firm of Gamble, Robinson & Shaw, expects to make a trip to Grand Rapids and other cities this week, purchasing fruits for the winter.

W. S. Chapin, the well-known real estate man, returned last week from a business trip to Minneapolis. He

is back on the job again as well as on the golf links.

Otto Supe, one of our popular jewelers, accompanied by his wife, is making an extended trip through Canada by auto. While in Montreal they were the guests of Thomas Ross, U. S. Immigration Agent, who formerly resided here.

Prohibition has stopped some sins. Old age will take care of the rest eventually, so let us be hopeful of the world.

It is reported that the State Administrative Board, at Lansing, authorized the construction of a dock at Marquette Park, Mackinac Island, to cost \$5,000. This will be a big improvement at the famous summer resort and means more business for the merchants.

R. V. Purvis, superintendent of the Michigan Northern Power Co. Railway, left for Buffalo last week on business. He was accompanied by his wife, who will spend a few days at Detroit.

James Molinaro, proprietor of the Manhattan cafe, took Dutch leave last week, leaving his wife and four young children to face the world alone and pay his debts. Mrs. Molinaro will continue the business as heretofore and hopes to be able to make a success alone.

William G. Tapert.

Mercantile Publication Worth While.

Hon. Francis O. Lindquist, formerly member of Congress from the Greenville district, who has devoted his life to the sale of merchandise, has written a series of five books which he has published under the style of The Master Course of Selling Force. The books deal with five different branches of merchandising service, as follows:

1. Successful Merchandising.
2. Store Efficiency and Management.
3. Salesmanship.
4. Advertising.
5. Special Sales.

While the volumes are not large in size and the reading matter is printed in large type, so as to be readily legible, they embody the ideas of a man whose statements command respect in the mercantile world.

The five books are handled by W. E. Zank, of Greenville, who is offering them to the trade at an introductory price of \$12.50—\$5 down and the remainder on receipt of the books.

Chinese Olives.

The Chinese raise an olive which is not a real olive but looks and tastes like one, and they eat it fresh, dried or salted.

Japanese Buying Helps China.

Chinese markets for various lines of merchandise were affected immediately by the Japanese disaster, reports Commercial Attache Julian Arnold in a cable from Shanghai to the Department of Commerce. "Japan's emergency purchases," he says in part, "have stimulated the market into great activity after some months of dullness, and Japan's temporary cessation of exports has materially increased China's foreign trade. Steel stocks in Shanghai are reported depleted, and there is a good demand for stocks needed to replace the amounts sent to Japan. Shanghai is reported buying from several sources. Orders are being placed in America for tubing and galvanized sheets."



Hotel Whitcomb AND Mineral Baths

THE LEADING COMMERCIAL 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.

Bell Phone 596 Citiz. Phone 61366

JOHN L. LYNCH SALES CO.

SPECIAL SALE EXPERTS

Expert Advertising

Expert Merchandising

209-210-211 Murray Bldg.

GRAND RAPIDS,

MICHIGAN

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

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

Stop and see George, HOTEL MUSKEGON Muskegon, Mich.

Rates \$1.50 and up.

GEO. W. WOODCOCK, Prop.

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.

Western Hotel

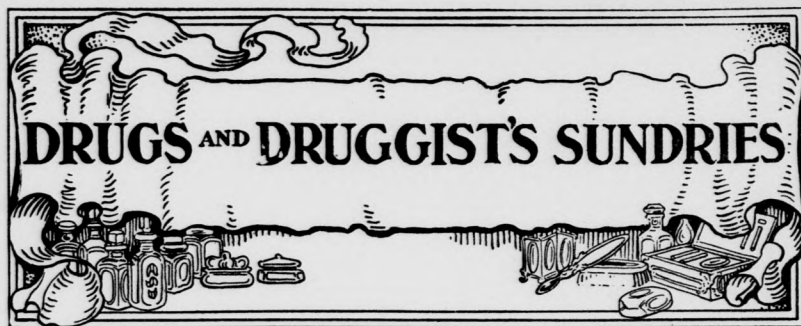
BIG RAPIDS, MICH.

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

A good place to stop.

American plan. Rates reasonable.

WILL F. JENKINS, Manager.



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

Michigan Board of Pharmacy.

President—James E. Way, Jackson.
Vice - President—Jacob C. Dykema, Grand Rapids.
Secretary—H. H. Hoffman, Lansing.
J. A. Skinner, Cedar Springs.
Oscar W. Gorenflo, Detroit.
Claude C. Jones, Battle Creek.
Director of Drugs and Drug Stores—
H. H. Hoffman, Lansing.
 Next examination session—Grand Rapids, Nov. 20, 21 and 22.

Professional Knowledge Put to Practical Use.

Commercial subjects have been discussed to a great extent and it is frequently said that the professional side of pharmacy is being neglected. We have taken this interest in the purely commercial topics for two reasons: In the first place on account of business conditions, and second because many of us have not had a thorough business training, our knowledge having been gained by experience and hard knocks. There was a time when the druggist devoted his entire time and energy to the professional side, business came unsolicited, side lines were few. At that time professional education and training were the prime consideration. After three or four years of apprenticeship one finished his professional knowledge at college or through self-study. Then pass the state examination, and you were supposed to be equipped to intelligently minister to the needs of suffering humanity. There was then as there is now a legal requirement of professional knowledge. No laws, however, inquire as to your business ability.

Coming to our subject proper, you have all attained professional knowledge—use it. In this commercial age, commercialize it, that is, apply it in your business. If you analyze your business transactions you will find that you do so to a greater or less extent. Do you not apply your professional knowledge when purchasing drugs, chemicals and pharmaceuticals; also in properly storing, preserving and dispensing them? Is not your professional knowledge the direct cause of your prestige among the physicians and the public?

One more digression from the subject proper, a few words concerning apprentices. The writer is still a stickler for practical experience. Conditions, however, have changed since most of us were embryo druggists. Though the preparation of pharmaceuticals has been crowded out of the retail store to a large extent, there still remains much of a pro-

fessional character that an ambitious youth will learn in the average store. But most important, it seems to the writer, is the business education of the apprentice, which formerly, for reasons stated, has been neglected. Teach the young man salesmanship.

The colleges, it is true, have incorporated a course in commercial pharmacy; but here again, my hobby, practical experience, comes in; instruction in the store is of practical value as you all know and much will be gathered intuitively by an ambitious apprentice. If you will devote a little attention to the business education of your apprentice, the complaint often made, that the new graduate may be well for prescriptions, but is not a good front man, will no longer be heard. The ethics of pharmacy and the pharmacy laws should be familiar to the apprentice before he enters college or takes the state board.

There is a slogan now used by many: Your druggist is more than a merchant. It is an admirable slogan,

that should rouse the pharmacist to apply his knowledge and ability, using every effort to always keep the professional side in the foreground. The intelligent pharmacist will advance beyond the minimum legal requirements and manifest a desire to raise the standing of his craft so as to secure for it a truly professional standing and consideration.

This discussion would be incomplete were we not to give at least passing consideration to the manufacturing of preparations by the pharmacist; such as may be prepared profitably and reliably under present-day conditions and requirements. It may be good business and in some cases imperative to buy U. S. P. and N. F. preparations, but there are still many that can be prepared more profitably

*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

A much neglected chapter of the U. S. P. Diagnostical Reagents: A large number of these are very simple solutions in water or alcohol. Many must be used freshly prepared. Now having fresh distilled water, the pure chemicals, etc., why not go after this business? It will be profitable, as the writer knows from experience. A doctor will not question the price if his reagent is made right. Once started he will entrust you not only U. S. P., but also other test solutions.

W. K. Ilhardt.

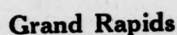
If you don't feel just right,
If you can't sleep at night,
If you moan and sigh,
If your throat is dry,
If you can't smoke or drink,
If your grub tastes like ink,
If your heart doesn't beat,
If you've got cold feet,
If your head's in a swirl—
Why don't you marry the girl?

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

Grand Rapids, Mich.

FOR FIFTY YEARS AT YOUR SERVICE.

[illegible]

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

Ammonia
Twine

DECLINED

Sash Cord

AMMONIA

Arctic, 16 oz.	2 00
Arctic, 32 oz.	3 25
1 X L, 3 doz., 12 oz.	3 75
Parsons, 3 doz. small	5 00
Parsons, 2 doz. med.	4 20
Parsons, 1 doz., lge.	3 35

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.	31 20
Ryzon, 4 oz., doz.	1 35
Ryzon, 8 oz., doz.	2 25
Ryzon, 16 oz., doz.	4 05
Ryzon, 5 lb.	18 00
Rocket, 16 oz., doz.	1 25

BLUING



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

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 Brfst Biscuit	1 90
Ralston Bran	4 00
Ralston Food, large	3 60
Saxon Wheat Food	3 75



Shred. Wheat Biscuit	3 85
Vita Wheat, 12s	1 80
Post's Brands.	
Grape-Nuts, 24s	3 80
Grape-Nuts, 100s	2 75
Postum Cereal, 12s	2 25
Post Toasties, 36s	2 85
Post Toasties, 24s	2 85
Post's Bran, 24s	2 70

BROOMS

Standard Parlor, 23 lb.	8 00
Fancy Parlor, 23 lb.	9 50
Ex. Fancy Parlor 25 lb	10 50
Ex. Fcy. Parlor 26 lb	11 00
Toy	2 25
Whisk, No. 3	2 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,	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	11 00
Cherries, No. 2	3 00@3 50
Cherries, No. 2 1/2	4 00@4 85
Cherries, No. 10	10 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, Mich	3 25
Peaches, 2 1/2 Cal.	3 00@3 75
Peaches, No. 10, Mich	7 75
Pineapple, 1, sliced	2 10
Pineapple, 2, sliced	3 50
Pineapple, 2, Brk. slic.	3 00
Pineapple, 2 1/2, sliced	4 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	2 25
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	2 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 85
Salmon, Med. Alaska	1 85
Salmon, Pink Alaska	1 65
Sardines, Im. 1/4, ea.	10@28
Sardines, Im., 1/4, 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. 1/2 Rose Sli.	1 75
Beef, No. 1/4, Qua. Sli.	2 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, 1/4s	2 20
Deviled Ham, 1/2s	3 60
Hamburg Steak & Onions, No. 1	3 15
Potted Beef, 4 oz.	1 40
Potted Meat, 1/4 Libby	50
Potted Meat, 1/2 Libby	90
Potted Meat, 1/4 Rose	80
Potted Ham, Gen. 1/4	1 85
Vienna Saus., No. 1/4	1 35
Veal Loaf, Medium	2 80

Baked Beans

Beechnut, 16 oz.	1 40
Campbells	1 15
Climatic Gem, 18 oz.	90
Fremont, No. 2	1 25
Snider, No. 1	95
Snider, No. 2	1 35
Van Camp, small	85
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, 2 00@3 75	
Wax Beans, No. 10	13 00
Green Beans, 2s	2 00@3 75
Green Beans, No. 10	13 00
Lima Beans, No. 2 Gr.	2 00
Lima Beans, 2s, Soaked	95
Red Kid., No. 1	2 10@2 55
Beets, No. 2, wh.	1 60@2 40
Beets, No. 2, cut	1 35@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 24
Corn, No. 2, Fy. glass	3 25
Corn, No. 10	7 25
Hominy, No. 3	1 15@1 35
Okra, No. 2, whole	2 00
Okra, No. 2, cut	1 90
Dehydrated Veg. Soup	90
Dehydrated Potatoes, lb	45
Mushrooms, Hotels	40
Mushrooms, Choice	48
Mushrooms, Sur Extra	70
Peas, No. 2, E.J.	1 25@1 80
Peas, No. 2, Sift.	
June	1 60@2 10
Peas, No. 2, Ex. Sift.	
E. J.	1 90@2 10
Peas, Ex. Fine, French	29
Pumpkin, No. 3	1 45@1 75
Pumpkin, No. 10	4 00
Pimentos, 1/4, each	15@18
Pimentos, 1/2, each	27
Swt Potatoes, No. 2 1/2	1 35
Sauerkraut, No. 3	1 35@1 50
Succotash, No. 2	1 40@2 35
Succotash, No. 2, 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 85
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
Camembert, 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
Julcy Fruit	65
Peppermint, Wrigleys	65
Spearmint, Wrigleys	65
Wrigley's P-K	65
Zeno	65
Teaberry	65

CHOCOLATE.

Baker, Caracas, 1/4s	37
Baker, Premium, 1/4s	35
Baker, Premium, 1/2s	34
Baker, Premium, 1/4s	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	42
Bunte, 1/2 lb.	35
Bunte, 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	32
Hersheys, 1/2s	23
Huyler	36
Lowney, 1/4s	40
Lowney, 1/2s	40
Lowney, 5 lb. cans	31
Van Houten, 1/4s	75
Van Houten, 1/2s	75

COCOANUT.

1/4s, 5 lb. case Dunham	50
1/4s, 5 lb. case	43
1/4s & 1/2s, 15 lb. case	49
Bulk, barrels Shredded	23
96 2 oz. pkgs., per case	8 00
48 4 oz. pkgs., per case	7 00

CLOTHES LINE.

Hemp, 50 ft.	2 00
Twisted Cotton, 50 ft.	1 75
Brailled, 50 ft.	2 75
Sash Cord	3 50

COFFEE ROASTED

Bulk	
Rio	17
Santos	22 1/2@23
Maracalho	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 dz.	5 15
Every Day, Tall	5 25
Danish Pride, tall	5 25
Danish Pride, 8 doz.	5 15
Every Day, Baby	4 00
Goshen, Tall	5 00
Goshen, Gallon	4 90
Oatman's Dun., 4 doz.	5 25
Oatman's Dun., 8 doz.	5 15
Pet, Tall	5 25
Pet, Baby, 8 oz.	5 15
Borden's, Tall	5 25
Borden's, Baby	5 15
Van Camp, Tall	5 25
Van Camp, Baby	3 95

FRUIT JARS

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

GELATINE

Jello-O, 3 doz.	3 45
Knox's Sparkling, doz.	2 25
Knox's Acidu'd, doz.	2 05
Minute, 3 doz.	4 05
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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OLEOMARGARINE

Kent Storage Brands.	
Good Luck, 1 lb.	23 1/2
Gilt Edge, 1 lb.	23 1/2
Delicia, Nut, 1 lb.	19
Certified	24

Swift Brands.

Nut, old style	19
Nut, new style	23
Special Country roll	24

Van Westenbrugge Brands

Carload Distributor	
---------------------	--



Nucoa, 1 lb.	24 1/2
Nucoa, 2 and 3 lb.	24
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 Kegs, Wet, lb.	24

MOLASSES.



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

Green Brer Rabbit

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

Aunt Dinah Brand.

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

New Orleans

Fancy Open Kettle	55
Choice	42
Fair	28

Half barrels 5c extra

Molasses in Cans.

Red Hen, 24, 2 lb.	2 70
Red Hen, 24, 2 1/2 lb.	3 25
Red Hen, 12, 5 lb.	3 00
Red Hen, 6, 10 lb.	3 00
Ginger Cake, 24, 2 lb.	3 00
Ginger Cake, 24, 2 1/2 lb.	3 90
Ginger Cake, 12, 5 lb.	3 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	3 90
Dove, 6, 10 lb. Blue L.	4 45
Palmetto, 24, 2 1/2 lb.	4 40

NUTS.

Almonds, Terregona	19
Brazil, Large	20
Fancy mixed	20
Filberts, Sicily	15
Peanuts, Virginia, raw	15 1/2
Peanuts, Vir. roasted	13
Peanuts, Jumbo, raw	13
Peanuts, Jumbo, rstd	15
Pecans, 3 star	22
Pecans, Jumbo	20
Walnuts, California	28

Salted Peanuts

Fancy, No. 1	17 1/2
Jumbo	20

Shelled

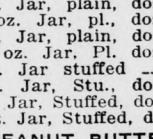
Almonds	50
Peanuts, Spanish,	
125 lb. bags	13 1/2
Filberts	50
Pecans	1 05
Walnuts	52

OLIVES.

Bulk, 2 gal. keg	4 25
Bulk, 3 gal. keg	6 00
Bulk, 5 gal. keg	9 50
Quart, Jars, dozen	6 50
Pint Jars, dozen	4 00

4 oz. Jar, plain, doz.	1 45
5 1/2 oz. Jar, pl. doz.	1 80
9 oz. Jar, plain, doz.	2 60
16 1/2 oz. Jar, Pl. doz.	4 50
4 oz. Jar, Stuffed	1 90
8 oz. Jar, Stuffed	3 40
9 oz. Jar, Stuffed, doz.	4 10
12 oz. Jar, Stuffed, dz.	5 00

PEANUT BUTTER.



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	
Tank Wagon	21 8
Gas Machine Gasoline	38 8
V. M. & P. Naphtha	25 2
Capitol Cylinder	42 2
Atlantic Red Engine	23 2
Winter Black	13 7



Iron Barrels.

Medium Light	59 2
Medium heavy	61 2
Heavy	64 2
Extra heavy	69 2
Transmission Oil	59 2
Finol, 4 oz. cans, doz.	1 40
Finol, 8 oz. cans, doz.	1 90
Parowax, 100, 1 lb.	6 7
Parowax, 40, 1 lb.	6 9
Parowax, 20, 1 lb.	7 1

ROLLED OATS

Steel Cut, 100 lb. sks.	4 75
Silver Flake, 12 Fam.	2 20
Quaker, 18 Regular	1 80
Quaker, 12s Family	2 60
Mothers, 12s, 11 num	3 25
Silver Flake, 18 Reg.	1 40
Sacks, 90 lb. Jute	2 75
Sacks, 90 lb. Cotton	3 00

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	20
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 10
Y. M. Half bbls.	8 50
Y. M. bbls.	16 75

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

White Fish

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

STOVE POLISH.

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

Veal.

Top	17
Good	15
Medium	13

Lamb.

Good	28
Medium	26
Poor	20

Mutton.

Good	15
Medium	13
Poor	9

Pork.

Heavy hogs	08
Medium hogs	11
Light hogs	22
Loins	22
Butts	15 1/2
Shoulders	13
Hams	09
Spareribs	09
Neck bones	05

PROVISIONS

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

Dry Salt Meats

S P Bellies	16 00@13 00
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Lard

80 lb. tubs advance	1/4
Pure in tierces	15
California Hams	12 @13
60 lb. tubs advance	1/4
50 lb. tubs advance	1/4
20 lb. pails advance	1/4
10 lb. pails advance	1
3 lb. pails advance	1
Compound Lard	15@15 1/2

Sausages

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

Smoked Meats

Hams, 14-16, lb.	21@26
Hams, 16-18, lb.	21@26
Ham, dried beef	38 @39
sets	38 @39
California Hams	11 @12

Beef

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

Mince Meat

Condensed No. 1 car.	2 00
Condensed Bakers brick	3 00
Moist in glass	8 00

Pig's Feet

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

Tripe

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

Casings

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

RICE

Fancy Head	08
Blue Rose	07
Broken	03 1/4

ROLLED OATS

Steel Cut, 100 lb. sks.	4 75
Silver Flake, 12 Fam.	2 20
Quaker, 18 Regular	1 80
Quaker, 12s Family	2 60
Mothers, 12s, 11 num	3 25
Silver Flake, 18 Reg.	1 40
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Shinola, doz.	90

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

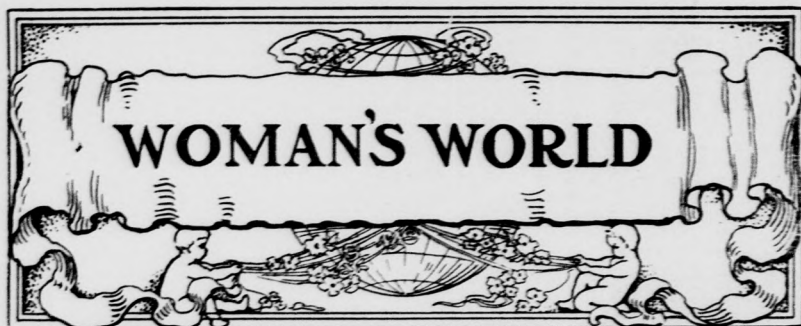
SALT

Colonial 24, 2 lb.	90
Med. No. 1, Bbls.	2 80
Med. No. 1, 100 lb. bg.	95
Farmer Spec., 70 lb.	95
Packers Meat, 56 lb.	63
Packers for ice cream	
100 lb., each	95
Blocks, 50 lb.	47
Butter Salt, 280 lb. bbl.	4 50
Baker Salt, 280 lb. bbl.	4 25
100, 2 lb. Table	6 07
60, 5 lb. Table	5 57
30, 10 lb. Table	5 30
28 lb. bags, Table	40



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

SOAP



Farming Out Children to Care of Strange Teachers.

Written for the Tradesman.

"Heard to-day that the school trustees were to have a meeting, and so made bold to suggest the propriety of fixing the windows; but the honorable gentlemen said the windows would do well enough for this summer—we needed some place for the fresh air to get in. They would be fixed next fall (?) It rained this afternoon, and, notwithstanding the boys put their hats in the windows and tried to keep the rain out, three books were entirely spoiled. I can't say I'm really sorry, since the books belonged to the son of one of the trustees."

This is from a diary kept by a teacher in the country district school of a place where I go now and then. And it was written nearly seventy-five years ago—in July, 1854. It came to my mind as I was talking with the teacher who now has charge of that very same school. He confided to me that his chief difficulty was in getting sympathetic co-operation from the school board and the parents of his children.

"They seem to think," he said, ruefully, "that the teacher can do it all; that all they have to do is to send the children to the school, where a mysterious process of what they call 'schooling' will make up for all sorts of neglect and even positively evil influences in the home."

"Only yesterday," he continued "one of the parents said to me, as he delivered his little boy to me:

"I keep telling this boy not to do what he sees me do, but to get his ideas of what's right and wrong from his teacher."

"That man is one of the worst influences in this town. He is bad in public and worse in his home. But he expects me to overcome in a few weeks what he has been teaching his children ever since they were born."

I showed this teacher a few pages of the diary kept by his predecessor of long ago. He smiled grimly.

"Isn't it funny? It might have been written yesterday." He said. "People seem to begrudge any expenditure for their children's education, while they are free with their money for the things they want themselves. Ever since I have been here I have been trying to get them to make a very few minor repairs to the school; things needed to make the place safe and warm. I can't get those people to lift a finger. They say the roof was fixed last spring. If it leaks (and it does) it seems that that is our hard luck—nobody cares. As for the bad educational effect of neglected surroundings and an atmos-

phere of shiftlessness;—you might as well make a speech in Choctaw."

Country school—yes; and in a very poverty-stricken neighborhood, too. You might, perhaps, expect such an attitude in a region whence all the vigorous, enterprising people moved away long since. But did you think that attitude toward children's education could be found only in the backwoods?

The teacher of a little private school that I know of in a rich suburb of a great city tried to raise among the parents of her pupils—all of them well-to-do—fifty dollars for a small amount of modern equipment; not vitally necessary, but valuable for increased efficiency.

"Do you suppose I got it?" this teacher said to me. "Yes, I got it; but I made up more than half of the price myself, and the rest of it I got with great difficulty in little contributions, all except one, which was more than that mother's share."

"If they were poor people, I could understand it. But I asked for ten dollars from one rich couple, and was refused. They said they were already paying more than was reasonable for their little girl. I might not have minded even that; but two days after that they gave a bridge-party, on the most elaborate scale, with

every detail deluxe, and I happen to know that it cost them a good many hundreds of dollars. Lots of money, with a lavish hand, for entertainment, but stingy doling-out of pennies for the education of children!"

It is a source of continual aston-

ishment to me to see how little personal attention men and women who regard themselves as intelligent pay to the schools and the teachers, who are playing so important a part in the education of their children. I have been asking parents as I have

WHITE HOUSE TEA

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



PACKED IN 4 OZ. AND 8 OZ. CANISTERS

BOSTON DWINELL-WRIGHT CO. CHICAGO

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

NEVER DISAPPOINTS

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

LEE & CADY—Detroit

Wholesale Distributors of

Dwinell-Wright Co.'s Products

If you want better bread use LILY WHITE FLOUR, "The Flour the Best Cooks Use." because it's better, all-ways.

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.

VALLEY CITY MILLING COMPANY - GRAND RAPIDS, MICHIGAN

met them this fall, when the schools have been open three weeks or more, about the teachers; who were they, had they made their acquaintance, what sort of teachers did they seem likely to be?

Very few indeed have been those, especially among fathers, to whom it seemed to have occurred to take any steps toward acquaintances with their children's teachers. Most of them displayed exactly the same attitude of mind that my friend the country school teacher attributed to the parents in that back country district—"they seem to think that the teacher can do it all," and begrudge even the expense of such personal effort as would be involved in making friends with her.

How is it with you? What are you doing to co-operate with the human being who has your children in charge? Are you merely farming them out to a person you don't know?

Prudence Bradish.
(Copyrighted, 1923).

Place of John Brown in History.

Grandville, Oct. 2.—On October 17, 1859, occurred the foray at Harper's Ferry which startled the United States and shook the chivalry of Old Virginia as it had never been shaken before.

As a historical event of importance that insurrection, led by the indomitable hero of Kansas fame, made history fast and furious and sent a shudder through every home South of Mason and Dixon's line.

As a boy I remember how the news of John Brown's invasion of the South with the avowed object of freeing the slaves startled and revived every slacking heart which had taken action to prevent the further extension of the Nation's disgrace, human slavery.

"Good for John Brown," said I. "I guess those slaveocrats will be glad to compromise now, won't they, father?"

The water shook his head, looking very solemn. I thought he would be pleased that the Kansas hero had made a stab at slavery right in its stronghold. My boyish understanding was not quite capable of taking in the full meaning of that fight at Harper's Ferry.

"I am sorry," said my father. "It was a fatuous thing to do."

"But you hate slavery and this—"

"Will only make matters worse," said the pater. "The South, in its madness, will hang John Brown and nobody will be the better for it all."

He had the right of it all, of course.

John Brown was duly tried at Charlestown, Virginia, found guilty of murder and treason and led to execution on a day in December that year.

And that was the worst use the friends of slavery could have put the old Abolitionist to. He was made a martyr. The song, "John Brown's Body," was sung throughout the North and two years later was in the mouth of every soldier who enlisted for the Union and liberty.

The Harper's Ferry insurrection was the torch that lighted the fire which swept the Nation by electing Lincoln and put into power the party opposed to the further extension of slavery.

The South, in its madness, rushed into disunion. The war followed, resulting in freedom for the slave and a complete restoration of a once torn and distracted Union.

John Brown was considered a crazy fanatic by many, yet he was in truth the moving power appointed by Divine Providence to open the way for the eradication of slavery in this republic.

Despite wounds and illness, the aged man retained his courage throughout his arrest, trial and execution. Colonel Robert E. Lee commanded the U. S. soldiers who captured Brown, and afterward became commander of all the forces engaged in fighting to destroy the Union and perpetuate slavery.

The very last paper written by John Brown was this sentence which he handed to one of his guards in the jail on the morning of his execution.

"I John Brown, am now quite certain that the crimes of this guilty land will never be purged away but with blood. I had, as I now think vainly, flattered myself that without very much bloodshed it might be done."

The prophecy of the martyred Abolition leader came true.

Soon after his execution followed the war which abolished slavery for the destruction of which he laid down his life.

Say what you will of this man, he was a true American, one of the heroes of our early history. The following lines were read at the funeral held at Conrad, in the town hall where Brown had twice addressed the sons of those yeomen who fought at Concord Bridge:

Not any spot six feet by two
Will hold a man like thee;
John Brown will tramp the shaking earth
From Blue Ridge to the sea,
Till the strong angel come at last
And open each dungeon door,
And God's Great Charter holds and waves

O'er all his humble poor,
And then the humble poor will come
In that far-distant day,
And from the felon's nameless grave
They'll brush the leaves away;
And gray old men will point the spot
Beneath the pine-tree shade,
As children ask with streaming eyes
Where Old John Brown is laid.

That simple act in the little town of Harper's Ferry shook the silence of America on the question of slavery and awakened varied comments throughout the world. Said Victor Hugo:

"Let America know and consider that there is one thing more shocking than Cain killing Abel—it is Washington killing Spartacus."

The story of John Brown will live in history as long as the world stands.
Old Timer.

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	10 1/2
Calfskin, Cured, No. 1	13
Calfskin, Cured, No. 2	11 1/2
Horse, No. 1	3 50
Horse, No. 2	2 50

Pelts.

Old Wool	1 00 @ 2 00
Lambs	30 @ 75
Shearlings	25 @ 50

Tallow.

Prime	@ 5 1/2
No. 1	@ 4
No. 2	@ 3

Wool.

Unwashed, medium	@ 30
Unwashed, rejects	@ 25
Unwashed, fine	@ 30

Nearing the Hundred Mark.

There are now seventy-two chain stores in Grand Rapids, distributed among five systems, as follows:

Atlantic & Pacific	18
Thomas	24
McFadyen's	16
Piggly Wiggly	7
Fred Stuit	7

Not Wholly to Blame.

"What do you mean," roared the angry husband, "by keeping me standing here on the corner looking like a fool?"

"John," replied the tardy wife, "I may have kept you waiting but the rest you did yourself."

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.

Neighborhood Store—Muskegon

Store, 18x50, term lease at \$65 per month. Is one of three stores in building just completed in center of city's finest residence and across street from site of new million-dollar high school. Will rent for a quality grocery or delicatessen. Drug store in one of stores, bakery in another. Inquire Rosen Bros., Muskegon, Mich.

Wanted—To hear from owner of good business for sale. State cash price, full particulars. D. F. Bush, Minneapolis, Minn. 340

FOR SALE—Stock of clothing, shoes, and furnishing goods in one of the best small towns in Michigan. Stock will inventory about \$8,500 or \$9,000. Good chance for somebody. Can reduce stock to \$5,000 if necessary. The best store in town. Address No. 341, c-o Michigan Tradesman. 341

For Sale—Good bakery in good small town. Bargain if taken at once. Roscoe Hazelton, Edmore, Mich. 342

For Sale—Stock of groceries, crockery and notions in lively town of about 500 people. Best farming district around, on railroad and cement road. Stock and fixtures will invoice around \$2,300. Doing good business. Best of reasons for selling. Must be sold at once. Address No. 343, c-o Michigan Tradesman. 343

For Sale—Stock of variety goods, including fixtures. Good farming and resort section. South Western Michigan. Town 1000. Stock \$7,000. Good reasons for selling. Address L. B. 102, Marcellus, Mich. 344

For Sale—Grocery stock and fixtures. About \$1,500. Sickness. C. R. Quick, Mulliken, Mich. 345

For Sale—Flour, feed and grocery business doing a fine business. Also buildings and real estate. Located on finest corner in the city. 87 feet on main street, 180 feet on side street. Store building 22x100. Hay barn, two small warehouses, large store shed, small store building on corner occupied as a millinery store. Good reason for selling. Address No. 208, c-o Michigan Tradesman. 208

For Sale—Old established meat and grocery business. Best location in Grand Rapids. Price right. Address No. 346, c-o Michigan Tradesman. 346

For Sale Or Exchange For Farm—General store, stock, fixtures, residence, in small town. Doing nice business. Address No. 330, c-o Michigan Tradesman. 330

SOMETHING DIFFERENT—In Copper Country, for man who understands ice cream-confectionery business and has some money. Address N. J. Brodeur, Hancock, Michigan. 331

Wanted—Wide-awake, active salesman for paper, stationery, and notion lines, for territory in and around Battle Creek, Mich., by reputable house. None but experienced men having good references need apply. Address No. 332, c-o Michigan Tradesman. 332

I. & M. Sign Mfg., Leroy, Minn. References, write postmaster and First National Bank. 334

For Sale—Stock of dry goods and groceries in live trading center of 500 people on railroad. Good farms in all directions. Stock and fixtures will inventory about \$5,000. Address No. 335, c-o Michigan Tradesman. 335

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.

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

FOR SALE—Billiard and soft drink parlor. Located on the main street in one of the best cities in the state. Five tables, cigar stand, candies, lunch and bar fixtures. Lease the best. Doing a fine business. Bargain if taken at once. Address Will Blom, 225 W. Western Ave., Muskegon, Mich. 336

FOR RENT—Modern store building 22 x 50 in town of 1000. Excellent location for restaurant or confectionery store. Ready for occupation October 1. Address No. 338, c-o Michigan Tradesman. 338

For Sale Or Trade—Fourteen room house in Petoskey, also 240 acre farm two miles from Williamsburg, Grand Traverse county. Will trade for hotel or mercantile business. What have you to offer? My property will bear investigation, so yours must be right. T. D. Hobbs, 521 Waukazoo Ave., Petoskey, Mich. 327

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

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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

GRAND RAPIDS SAFE CO.

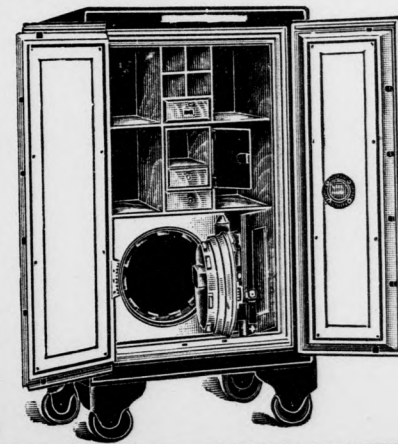
Dealer in

Fire and Burglar Proof Safes

Vault Doors and Time Locks

Largest Stock in the State.

Grand Rapids Safe Co.
Grand Rapids, Mich.



Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Sept. 24.—On this day was held the first meeting of creditors in the matter of Emory W. Musseiman, Bankrupt No. 2338. The bankrupt was present in person and by attorney. No creditors were present or represented. No claims were proved and allowed. The bankrupt was sworn and examined by the referee without a reporter. The first meeting was then adjourned without date. The case being no asset, no trustee was appointed and the case has been closed and returned to the district court.

On this day also was held the final meeting of creditors in the matter of Frank A. Matz, Bankrupt No. 2149. The bankrupt was not present or represented. The trustee was present in person. Additional claims were proved and allowed. The trustee's report and account was approved and allowed. The bill of the attorney for the bankrupt was considered and approved. An order was made for the payment of administration expenses and for the payment of a first and final dividend of 3 per cent. to creditors. There was no objection to the discharge of the bankrupt. The final meeting then was adjourned without date. The case will be closed and returned to the district court.

On this day also was held the final meeting of creditors in the matter of Clarence J. Collar, Bankrupt No. 2229. The bankrupt was not present, but represented by attorney. The trustee was present in person. The trustee's final report and account was approved and allowed. An order was made for the payment of administration expenses and for the payment of a final dividend to creditors of 19.3 per cent. There was no objection to the discharge of the bankrupt. The meeting was then adjourned without date. The case will be closed and returned.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Jesse S. Chase, Sr., Bankrupt No. 2354. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Grand Rapids, and is a mechanic by occupation. The schedules list assets of \$190.54, all of which are claimed as exempt to the bankrupt. The liabilities total \$884. Funds have been furnished and the first meeting has been called for Oct. 8. A list of the creditors of the bankrupt is as follows:

Ernest A. Prange, Grand Rapids	\$13.33
Chaffee Furn. Co., Grand Rapids	153.00
Liberal Credit Clothing Co., G. R.	30.00
Verne Reyburn, Grand Rapids	51.00
Hazel Connors, Grand Rapids	50.00
Dr. Heetderks, Grand Rapids	13.00
Dr. Veenboer, Grand Rapids	65.00
St. Mary's Hospital, G. R.	15.00
G. R. Grocers & Meat Dealers Ass'n.	30.00
Joe Slayman, Grand Rapids	80.00
Ray Kasma, Grand Rapids	17.00
Abe De Bake, Grand Rapids	9.00
Bueltema & Timmer, G. R.	12.70
Dr. Browning, Grand Rapids	30.00
Atlantic & Pacific Tea Co., G. R.	12.00
Pete Franko, Grand Rapids	15.00
Dr. Demmink, Grand Rapids	20.00
Dr. Conklin, Boyne City	25.00
Quality Shoe Store, G. R.	12.00
Shirley Chase, Grand Rapids	25.00
Dr. Wolfe, Grand Rapids	3.00
Sam Joseph, Grand Rapids	20.00
Bartello, Grand Rapids	3.00
De Kuif, Grand Rapids	3.00
Welmens Dykman Fuel Co., G. R.	6.00
F. I. Blake, Grand Rapids	25.00
Peoples Credit Clothing Co., G. R.	35.07
Dr. Harmon, Grand Rapids	15.00
Leo O'Reilly, Grand Rapids	5.90
Taylor & Friend, Grand Rapids	60.00
Radcliffe Storage Co., G. R.	40.00

Sept. 26.—On this day was held the first meeting of creditors in the matter of Claud Perry, Bankrupt No. 2336. The bankrupt was present in person and by attorney. No creditors were present or represented. Claims were proved and allowed. The bankrupt was sworn and examined and from such examination it appeared that the assets of the estate over exemptions were worthless, therefore no trustee was appointed and the first meeting was adjourned without date. The case has been closed and returned to the district court.

On this day also was held the first meeting of creditors in the matter of Florian M. Kenyon, Bankrupt No. 2343. The bankrupt was present in person and by attorneys. Several creditors were present in person. Claims were proved and allowed. Lorenzo Webber, of Portland, was elected trustee and the amount of his bond placed by the referee at \$500. The bankrupt was then sworn and examined without a reporter. The first meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Louis Timmerman, Bankrupt No. 2342. The bankrupt was not present in person. Claims were proved and allowed. Frank V. Blakely was elected trustee and the amount of his bond placed by the referee at \$500. Certain title contracts and petitions to reclaim were referred to the trustee for investigation and report. The first meeting was then adjourned to Sept. 29.

Sept. 27. On this day was held the special meeting and sale in the matter of Shaheen Slayman, Bankrupt No. 2335. The bankrupt was present in person. Several bidders were present. The stock was raised from the original bid of \$85 to \$485, where it was struck off to L. S. Rushay. An order was made confirming the sale. The special meeting was then adjourned without date.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of John T. Robles, Bankrupt No. 2355. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Hastings. The occupation of the bankrupt is not indicated in his schedules. The list filed shows assets of \$500, all of which are claimed as exempt to the bankrupt, with liabilities of \$2353.67. The funds for the first meeting have been furnished and the first meeting has been called for Oct. 15. A list of the creditors of the bankrupt is as follows:

Samuel T. Johnson, Reed City	\$463.79
Taylor Strom Letter Co., G. R.	6.50
Universal Car & Service Co., G. R.	9.70
Collins Northern Ice Co., G. R.	15.00
Sanitary Milk Co., Grand Rapids	19.00
W. A. Stander, Grand Rapids	22.00
C. S. Beermann, Grand Rapids	25.00
W. D. Lyman, Grand Rapids	10.00
A. M. Campbell, Grand Rapids	7.00
Wurzburger's, Grand Rapids	199.62
Paul Steketee & Son, G. R.	132.78
East End Feed & Fuel Co., G. R.	10.50
Citizens Tel. Co., Grand Rapids	15.00
Michigan State Tel. Co., G. R.	6.65
Schutte Drug Co., Grand Rapids	7.15
Geo. Towers, Grand Rapids	75.00
Western Union Tel. Co., G. R.	7.00
Estate of Geo. E. Ellis, G. R.	365.00
Winegar Co., Grand Rapids	65.00
Consumers Ice Co., Grand Rapids	22.00
Rhodes Mfg. Co., Grand Rapids	3.00
Chris J. Ema, Grand Rapids	9.20
A. Nordewier, Grand Rapids	18.00
Brummler Van Strien Co., G. R.	12.25
Madison Sq. Garage, G. R.	45.00
Willis I. Nash, Grand Rapids	22.50
Charles E. Hooker, Grand Rapids	3.00
Drake's Market, Grand Rapids	65.00
Glenn R. Austin, Grand Rapids	27.12
Jos. Watskawk, Grand Rapids	23.00
B. A. Lybarkal, Hastings	13.72
Cook & Centz, Hastings	25.00
J. R. Armbruster, Hastings	13.50
State St. Garage, Hastings	55.00
Thomas E. Waters Sons, Hastings	16.50
R. H. Leppenthin, Hastings	29.06
Peoples Shoe Store, Hastings	20.35
Frandsen's Big Store, Hastings	29.75
Thornapple Gas & Elec. Hastings	75.00
William P. Reed, Hastings	49.00
Curtis Door & Sash Co., Chicago	300.44
Bellows Reeve Co., Chicago	22.00

Sept. 27. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Samuel Kassel, Bankrupt No. 2356. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Ionia, and has conducted a tire store at such place. The schedules filed list assets of \$4,457.50, of which \$730 is claimed as exempt to the bankrupt, with liabilities of \$6,586.91. The first meeting of creditors will be held at the office of the referee on Oct. 12. A list of the creditors of the bankrupt is as follows:

Louis Freeman, Greenville	\$300.00
National Bank, Ionia	400.00
National Cash Register Co., Dayton	200.00
Banner Pub. Co., Belding	8.56
Cut Rate Tire Co., Grand Rapids	450.00
Fisk Tire Co., Grand Rapids	100.00
Gillette Rubber Co., Eau Claire	620.44
Hood Rubber Co., Grand Rapids	820.64
News, Ionia	53.50
Sentinel-Standard, Ionia	80.00
Ionia Co-Operative Oil Co., Ionia	44.13
Ionia Gas Co., Ionia	15.00
Ionia Elec. Light Co., Ionia	15.00
Mitchell Tire Co., Detroit	228.79
Mc Graw Tire & Rub. Co., Detroit	280.00
Ogilvie Oil Co., Ionia	30.00
Penn. Rubber Co., Detroit	1200.00
Mich. State Tel. Co., Ionia	6.90
Standard Oil Co., Grand Rapids	12.53
Sanders Bros., Battle Creek	51.79
Tisch Auto Supply Co., G. R.	90.00
U. S. Tire Co., Detroit	22.83
Gold, Grand Rapids	217.00
Ed. Pivoutiz, Ionia	450.00
Record, Alma	5.00
Lewis Freeman, Greenville	375.00
National Bank, Ionia	500.00

Sept. 28. On this day was held the first meeting of creditors in the matter of Joseph J. Rushe, Bankrupt No. 2346. The bankrupt was present in person and by attorney. Creditors were present in person. Elvin Swarthout was present. Travis, Merrick, Warner & Johnson were present. Claims were proved and allowed. The creditors failing to elect a trustee, the referee appointed the Grand Rapids Trust Co. as such and placed the amount of its bond at \$5,000. The bankrupt was sworn and examined without a reporter. Appraisers were appointed. The first meeting was then adjourned to Oct. 13.

Sept. 28. On this day were received the order of reference, adjudication and other papers in the matter of Mary J. Watson, doing business as the Watson Fuel & Supply Co., Bankrupt No. 2353. The matter has been referred to Benn M. Corwin as referee in bankruptcy. Schedules have been ordered filed, as the case is an involuntary one. When such schedules have been filed the first

meeting will be called and note of the same made here.

On this day also was held the sale and special meeting of creditors in the matter of John J. Mishler, Bankrupt No. 2300. The bankrupt was present. Several creditors and bidders were present in person. The trustee was present. The original offer of \$3500 was raised to \$4300, although no confirmation of such offer will take place before the expiration of five days from such first meeting. Additional bids and offers may be received. The special meeting was adjourned without date.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Milton C. Orton and Justin C. Peters, individually and as copartners doing business under the firm name of Willys Knight & Overland Service Co., and Bal-den & Peters Garage, and Bal-den, Peters & Orton's Service Garage, Bankrupts No. 2357. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The schedules filed by the first named copartnership list assets of \$3,508.15, of which \$250 is claimed as exempt, and with liabilities of \$7,331.49. The schedules of the individual, Milton C. Orton, list assets of \$3,805.15, which is the interest of the petitioner in the copartnership and with liabilities individual in the sum of \$1,053.50. The sum of \$250 is claimed as exempt. The schedules of the individual show assets of \$188.33 other than his interest in the partnership, with individual liabilities in the sum of \$400. The sum of \$420.66 is claimed as exempt to the bankrupt. A list of the creditors of the copartnership is as follows:

City of Grand Rapids	\$103.10
Ben F. Sharp, Grand Rapids	210.00
Citiz. Tel. Co., Grand Rapids	17.00
Colonial Oil Co., Grand Rapids	5.83
Heth Auto Elec. Co., Grand Rapids	54.93
Tisch Hine Co., Grand Rapids	32.40
Richards Oil Co., Grand Rapids	46.49
Ajax Rubber Co., Detroit	109.43
Bond Welding Co., Grand Rapids	31.50
Brown & Sehler, Grand Rapids	65.42
Consumers Power Co., G. R.	19.48
Chalmers Chemical Co., Newark	7.75
Commercial Credit Co., G. R.	91.25
Electric Service Co., G. R.	98.91
Etheridge Ptg. Co., G. R.	50.00
Fyrac Mfg. Co., Rockford, Ill.	87.45
Herald Pub. Co., Grand Rapids	64.63
Lacey Co., Grand Rapids	31.52
National Engraving Co., New York	94.96
Osborne Co., Newark, N. J.	238.88
Pulte Machine Co., Grand Rapids	50.79
Royal Typewriter Co., Detroit	5.00
Star Adv. Co., Grand Rapids	6.00
Toledo Glass Co., Grand Rapids	5.75
Tubbs Oil Co., Grand Rapids	373.93
Tidewater Oil Sales Co., Columbus	254.34
United Elec. Service Co., G. R.	26.35
Viscosity Oil Co., Chicago	72.56
Wolverine Storage Bat. Co., G. R.	22.50
Wolverine Metal Specialties Co., Grand Rapids	32.75

Lewis Elec. Co., Grand Rapids	18.00
Toren Ptg. Co., Grand Rapids	49.90
S. J. Osgood, Grand Rapids	27.05
R. H. Alexander, Grand Rapids	11.10
Mc Manus, Grand Rapids	14.79
Ver Wys Machine Co., G. R.	12.50
G. R. Tire & Rubber Co., G. R.	28.82
Comford Ptg. Co., St. Louis	9.50
Liech Elec. Co., Genoa, Ill.	8.42
Wealthy-Division Garage, G. R.	4.00
F. L. Warnshuis, Grand Rapids	2.00
F. F. Wood Motor Co., G. R.	8.84
G. R. Adv. Co., Grand Rapids	7.00
Tisch Auto Sup. Co., G. R.	30.00
M. O. Orton, Grand Rapids	200.00
J. J. Berkley, Grand Rapids	414.60
Edw. Johnson, Grand Rapids	150.00
G. R. Savings Bank, G. R.	110.80
John D. Case, Grand Rapids	1177.00
Mrs. Louis Carey, Grand Rapids	100.00
C. A. Peters, Newaygo	300.00
Armour Peters, Newaygo	100.00
Elsie Field, Sparta	115.00
Joyce E. Field, Sparta	550.00
O. L. Heatle, Grand Rapids	390.00
Mrs. C. Sunberg, Grand Rapids	400.00
Miss Dela Sunberg, Grand Rapids	200.00
K. S. Riser, Grand Rapids	40.00
Miss Goodwin, Grand Rapids	5.75
David H. Brown, Grand Rapids	75.00
Grinnell-Row Co., Grand Rapids	126.15
Guardian Life Ins. Co., G. R.	180.46

Sept. 28. On this day were received the schedules, order of reference and adjudication in bankruptcy of Charles W. Van Assche, Bankrupt No. 2358. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Evart and is a produce buyer and seller. The schedules filed list assets of \$465.90, of which \$250 is claimed as exempt to the bankrupt, with liabilities in the sum of \$2800. Funds for the first meeting have been requested and upon the arrival of the same the date of first meeting will be fixed and note of the same made here. A list of the creditors of the bankrupt is as follows:

Evart State Bank, Evart	\$2200.00
John Ward, Chippewa Station	600.00

Sept. 29. On this day were received the schedules, order of reference and adjudication in bankruptcy of Day W. Richmond, Bankrupt No. 2360. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Greenville, and is a mechanic. The schedules filed list assets of \$150, all of which is claimed as exempt to the bankrupt, and with liabilities of \$10,752.02. The court has

written for funds and upon the arrival of the same the first meeting will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

Peoples Savings Bank, Belding	\$697.00
Belding Savings Bank, Belding	900.00
Sandell's Bank, Belding	310.00
Anna Darby, Saranac	2100.00
Ira Richmond, Eugene, Ore.	6000.00
Belding Savings Bank, Belding	160.00
Mr. Chamberlain, Belding	65.00
M. A. Reed, Belding	80.00
Lulu Condon, Belding	31.50
E. W. Condon, Smyrna	72.00
Tebbell Estate, Smyrna	14.32
Dr. Holland, Belding	41.50
Lennox Oil Co., Belding	39.20
A. S. Seeley, Belding	160.00
John M. Dunham, Grand Rapids	100.00

Sept. 29. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of William Schippers, Bankrupt No. 2359. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Grand Rapids and is a painter and decorator. The schedules filed list assets in the sum of \$1,780.93, of which \$1,250 is claimed as exempt to the bankrupt, with liabilities of \$530.93. The court has ordered the filing of funds for the first meeting, and upon the arrival of the same the first meeting will be called and the date given here. A list of the creditors of the bankrupt is as follows:

Charles Brogger, Grand Rapids	\$ 35.57
John Seven, Grand Rapids	132.40
National Grocer Co., G. R.	60.95
De Boer Bros., Grand Rapids	265.00
D. F. Robertson, Grand Rapids	35.00

In the matter of Nick Cramer, Bankrupt No. 2158, the year for filing claims has expired, and a final meeting of creditors is called to be held at the office of the referee, Oct. 8. The trustee's final report and account will be passed upon and a distribution to creditors made.

In the matter of William Mandel, Bankrupt No. 2214, the court is in receipt of an offer of \$625 from Louis Smith, of Flint, for the interest of the estate in and to certain parcels of real estate located at Flint. The date fixed for hearing and sale is Oct. 9. The referee or trustee will give particulars of the property to be sold upon enquiry at the office.

In the matter of Alfred M. Clausen, Bankrupt No. 2347, the funds for the first meeting have been received and such meeting will be held at the referee's office Oct. 10.

In the matter of Francis V. Broady, Bankrupt No. 2351, the first meeting is called for Oct. 12. The funds were furnished to the referee.

Lingerie Waists Sell Freely.

The dimity tuck-in waist is among the best sellers this Fall, despite the jaquette, the costume overblouse and other new style developments. Semi-tailored striped and checked dimity waists, hand-made and trimmed with Irish crochet edging and lines of drawn-work, fill an important place in the well-dressed woman's wardrobe. This type of garment usually has a small, round collar fitting close under the chin and long sleeves that show a turned-back cuff that is edged with heavy, narrow lace. Touches of embroidery also find a place in these models, and the effect produced is one of extreme simplicity without plainness. Nearly all of the dimity waists now sought are made up in unrelieved white.

Successful Candidates at Soo Examination.

Lansing, Oct. 2.—Enclosed find list of candidates who were successful in the August examination of the Michigan Board of Pharmacy held at Sault Ste. Marie.

H. H. Hoffman, Director.
Registered Pharmacist.

Levi J. Perrin, Escanaba.
Catherine Boyles, Detroit.
Alfred A. Koffman, Detroit.
Leo J. Nault, Ishpeming.
Forrest J. Rogers, Marquette.
Walter Szolowski, Detroit.
Registered Assistant Pharmacist.
John J. DeHamel, Big Rapids.
Oscar Charles Gorenflo, Detroit.
Leon A. Katzin, Detroit.
Carrie A. Mancuso, Buffalo, N. Y.
Charles L. Rowe, Big Rapids.
Harvey P. Sicard, Big Rapids.
Walter Thomas, Big Rapids.
Walter A. Bergman, Escanaba.
Edwin F. Feldman, Detroit.